

PINELLAS COUNTY MONTHLY STATISTICS



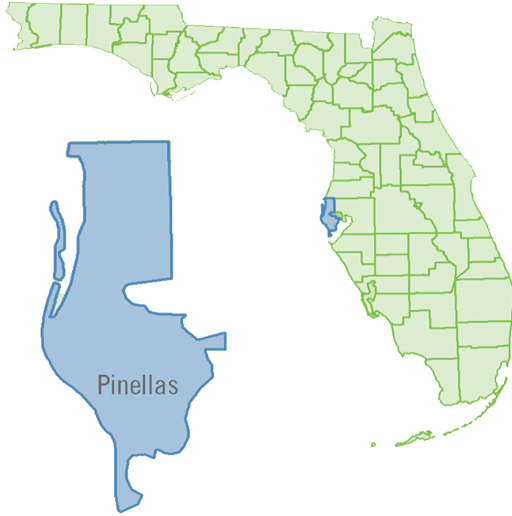
**MAY
2025**

COMBINED SINGLE FAMILY HOMES & TOWNHOMES/CONDOS

SUMMARY STATISTICS	MAY 2025	MAY 2024	% CHANGE YEAR OVER YEAR
CLOSED SALES	1,547	1,667	-7.2%
PAID IN CASH	669	722	-7.3%
NEW PENDING SALES	1,521	1,556	-2.2%
NEW LISTINGS	2,228	2,247	-0.8%
PENDING INVENTORY	1,788	1,867	-4.2%
INVENTORY (ACTIVE LISTINGS)	8,455	6,557	28.9%

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



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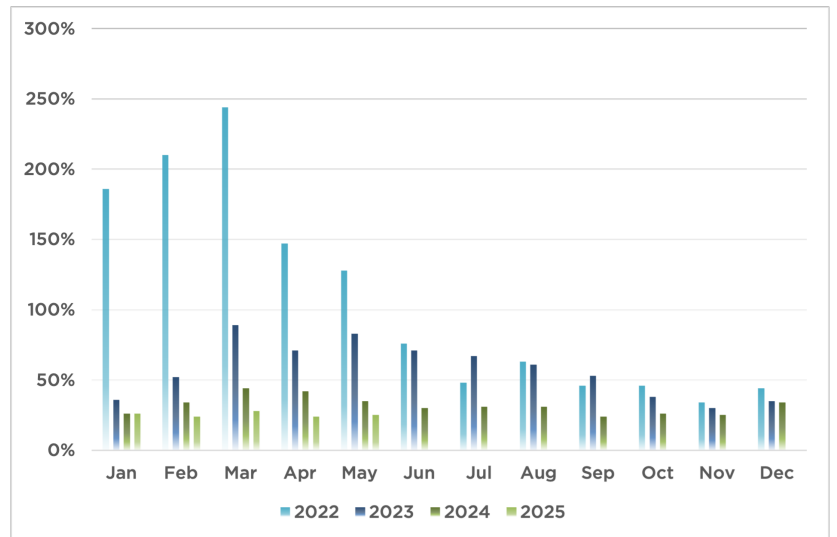
Absorption rate estimates the rate at which active listings are selling in a given market.

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

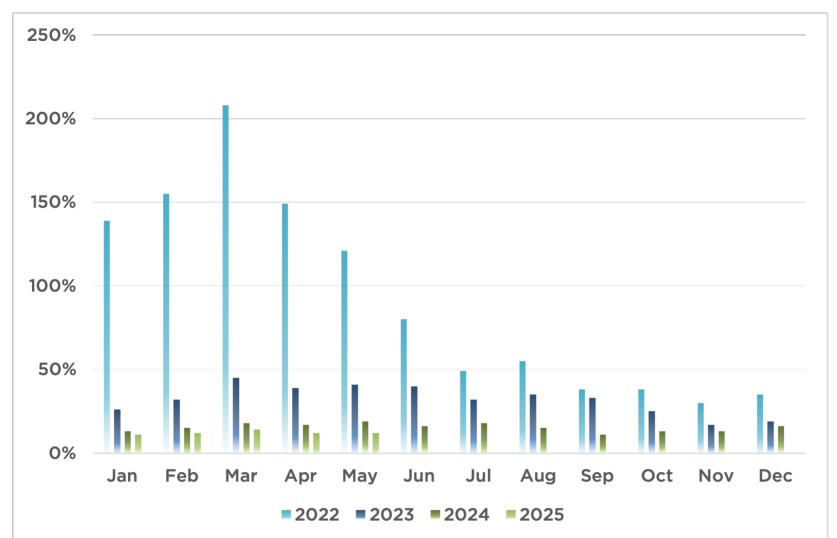
A low absorption rate means that homes are selling slowly (suggesting a buyer's market) while a high absorption rate means that homes are selling quickly (suggesting a seller's market).

ABSORPTION RATE

Single Family	2022	2023	2024	2025
January	186%	36%	26%	26%
February	210%	52%	34%	24%
March	244%	89%	44%	28%
April	147%	71%	42%	24%
May	128%	83%	35%	25%
June	76%	71%	30%	
July	48%	67%	31%	
August	63%	61%	31%	
September	46%	53%	24%	
October	46%	38%	26%	
November	34%	30%	25%	
December	44%	35%	34%	



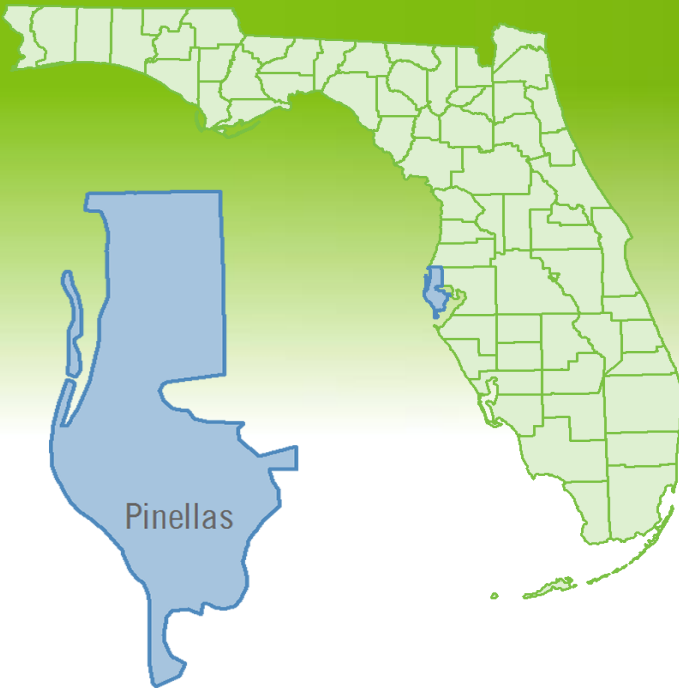
Condo	2022	2023	2024	2025
January	139%	26%	13%	11%
February	155%	32%	15%	12%
March	208%	45%	18%	14%
April	149%	39%	17%	12%
May	121%	41%	19%	12%
June	80%	40%	16%	
July	49%	32%	18%	
August	55%	35%	15%	
September	38%	33%	11%	
October	38%	25%	13%	
November	30%	17%	13%	
December	35%	19%	16%	



Monthly Market Detail - May 2025

Single-Family Homes

Pinellas County



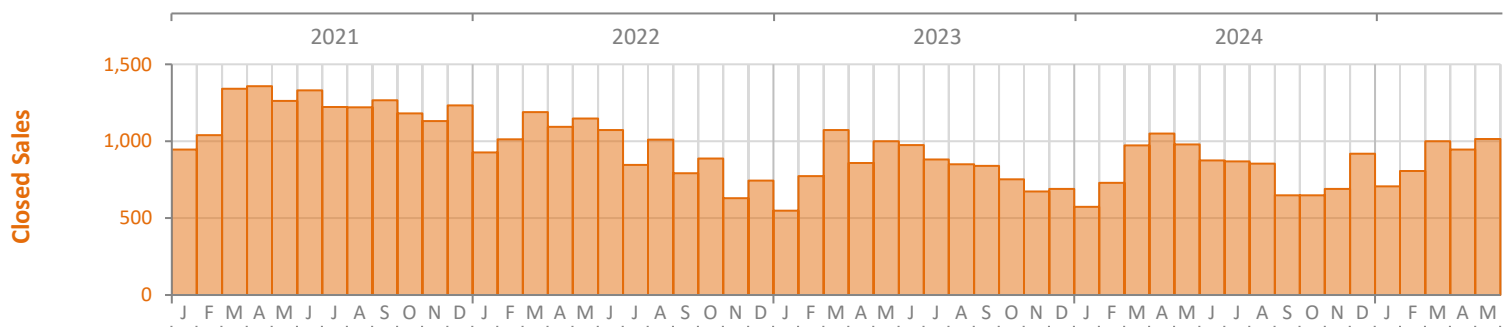
Summary Statistics	May 2025	May 2024	Percent Change Year-over-Year
Closed Sales	1,014	980	3.5%
Paid in Cash	349	340	2.6%
Median Sale Price	\$460,000	\$485,000	-5.2%
Average Sale Price	\$607,862	\$646,647	-6.0%
Dollar Volume	\$616.4 Million	\$633.7 Million	-2.7%
Median Percent of Original List Price Received	95.1%	95.8%	-0.7%
Median Time to Contract	32 Days	26 Days	23.1%
Median Time to Sale	70 Days	63 Days	11.1%
New Pending Sales	1,005	937	7.3%
New Listings	1,365	1,367	-0.1%
Pending Inventory	1,145	1,084	5.6%
Inventory (Active Listings)	4,182	2,981	40.3%
Months Supply of Inventory	5.0	3.6	38.9%

Closed Sales

The number of sales transactions which closed during the month

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

Month	Closed Sales	Percent Change Year-over-Year
Year-to-Date	4,472	3.9%
May 2025	1,014	3.5%
April 2025	946	-9.8%
March 2025	999	2.7%
February 2025	806	10.4%
January 2025	707	23.2%
December 2024	918	33.2%
November 2024	690	2.4%
October 2024	648	-13.9%
September 2024	648	-22.8%
August 2024	854	0.5%
July 2024	869	-1.5%
June 2024	874	-10.3%
May 2024	980	-2.0%



Monthly Market Detail - May 2025

Single-Family Homes

Pinellas County

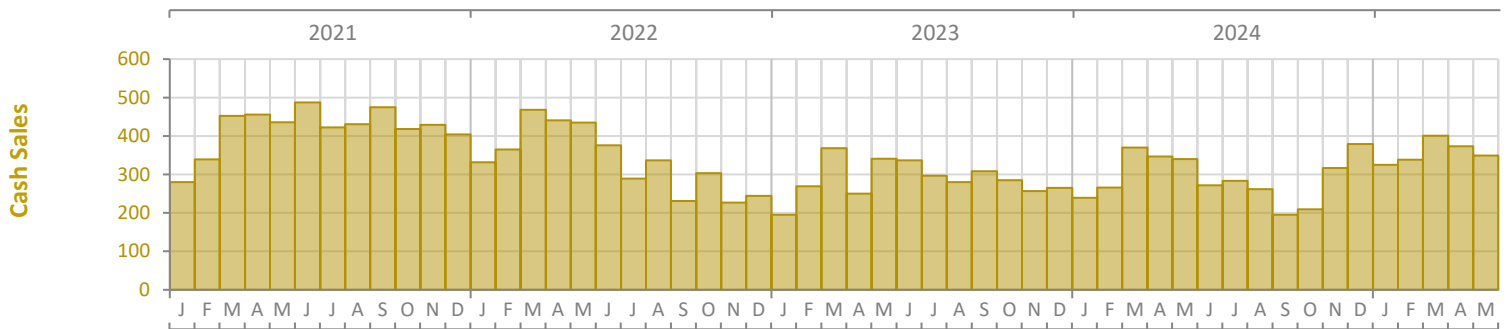


Cash Sales

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

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

Month	Cash Sales	Percent Change Year-over-Year
Year-to-Date	1,786	14.3%
May 2025	349	2.6%
April 2025	373	7.5%
March 2025	401	8.4%
February 2025	338	27.1%
January 2025	325	36.0%
December 2024	379	43.0%
November 2024	317	23.3%
October 2024	209	-26.7%
September 2024	195	-36.7%
August 2024	262	-6.4%
July 2024	283	-4.7%
June 2024	272	-19.3%
May 2024	340	-0.3%

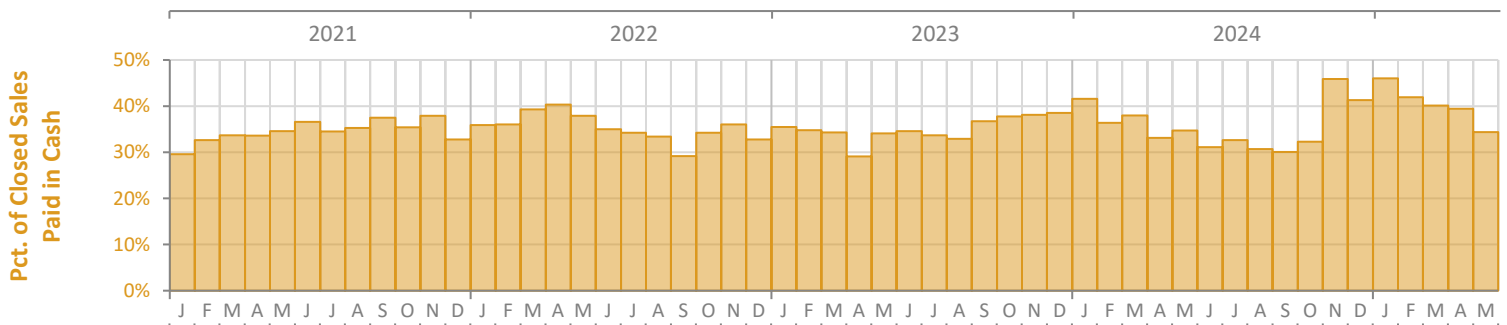


Cash Sales as a Percentage of Closed Sales

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	39.9%	9.9%
May 2025	34.4%	-0.9%
April 2025	39.4%	19.0%
March 2025	40.1%	5.5%
February 2025	41.9%	15.1%
January 2025	46.0%	10.6%
December 2024	41.3%	7.3%
November 2024	45.9%	20.5%
October 2024	32.3%	-14.6%
September 2024	30.1%	-18.0%
August 2024	30.7%	-6.7%
July 2024	32.6%	-3.3%
June 2024	31.1%	-10.1%
May 2024	34.7%	1.8%



Monthly Market Detail - May 2025

Single-Family Homes

Pinellas County

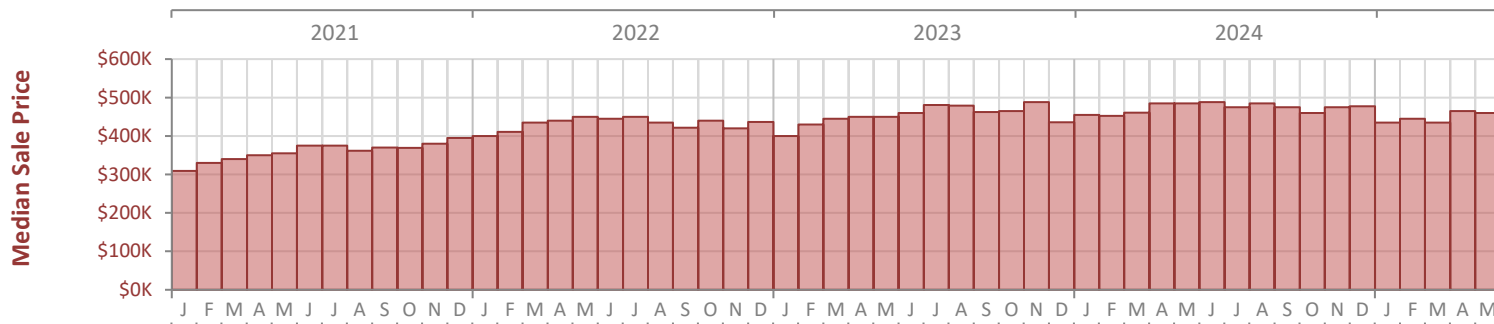


Median Sale Price

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

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

Month	Median Sale Price	Percent Change Year-over-Year
Year-to-Date	\$450,000	-4.5%
May 2025	\$460,000	-5.2%
April 2025	\$465,000	-4.1%
March 2025	\$435,000	-5.6%
February 2025	\$445,000	-1.5%
January 2025	\$435,000	-4.4%
December 2024	\$477,500	9.5%
November 2024	\$475,000	-2.7%
October 2024	\$460,000	-1.1%
September 2024	\$475,000	2.8%
August 2024	\$484,500	1.2%
July 2024	\$475,000	-1.1%
June 2024	\$488,500	6.2%
May 2024	\$485,000	7.8%

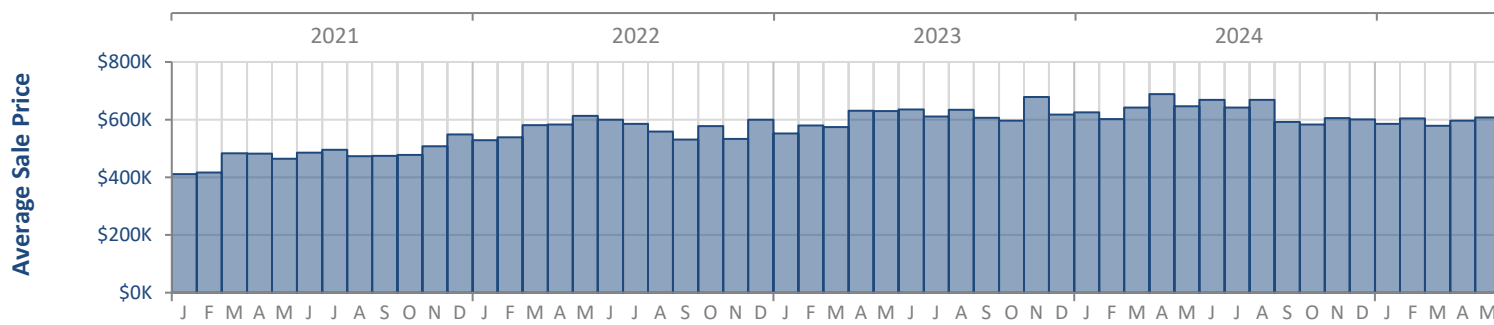


Average Sale Price

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	\$594,597	-7.9%
May 2025	\$607,862	-6.0%
April 2025	\$596,278	-13.4%
March 2025	\$578,388	-9.9%
February 2025	\$604,200	0.3%
January 2025	\$585,281	-6.4%
December 2024	\$600,796	-2.7%
November 2024	\$605,146	-10.8%
October 2024	\$582,981	-2.3%
September 2024	\$592,515	-2.3%
August 2024	\$668,784	5.4%
July 2024	\$641,797	5.0%
June 2024	\$668,506	5.2%
May 2024	\$646,647	2.7%



Monthly Market Detail - May 2025

Single-Family Homes

Pinellas County

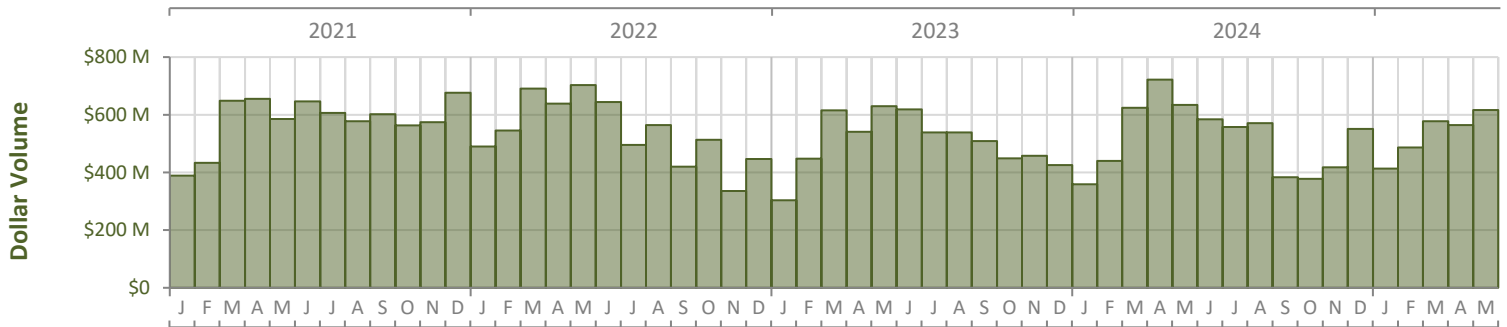


Dollar Volume

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

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

Month	Dollar Volume	Percent Change Year-over-Year
Year-to-Date	\$2.7 Billion	-4.3%
May 2025	\$616.4 Million	-2.7%
April 2025	\$564.1 Million	-21.9%
March 2025	\$577.8 Million	-7.5%
February 2025	\$487.0 Million	10.7%
January 2025	\$413.8 Million	15.2%
December 2024	\$551.5 Million	29.7%
November 2024	\$417.6 Million	-8.7%
October 2024	\$377.8 Million	-15.9%
September 2024	\$383.9 Million	-24.5%
August 2024	\$571.1 Million	5.9%
July 2024	\$557.7 Million	3.5%
June 2024	\$584.3 Million	-5.6%
May 2024	\$633.7 Million	0.6%

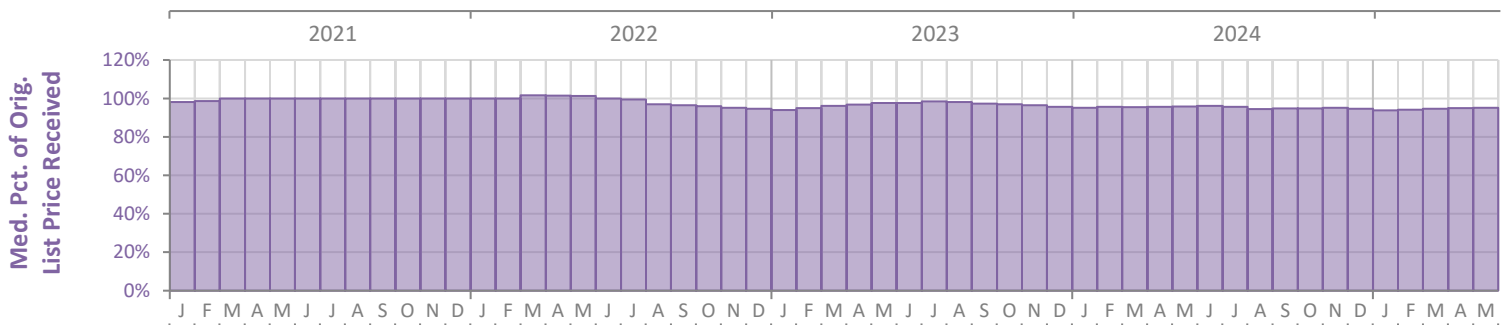


Median Percent of Original List Price Received

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

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

Month	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
Year-to-Date	94.5%	-1.2%
May 2025	95.1%	-0.7%
April 2025	94.9%	-0.7%
March 2025	94.7%	-0.8%
February 2025	94.1%	-1.6%
January 2025	93.8%	-1.5%
December 2024	94.6%	-1.0%
November 2024	95.1%	-1.3%
October 2024	94.8%	-2.2%
September 2024	94.8%	-2.6%
August 2024	94.4%	-3.8%
July 2024	95.6%	-2.9%
June 2024	96.1%	-1.5%
May 2024	95.8%	-1.8%



Monthly Market Detail - May 2025

Single-Family Homes

Pinellas County

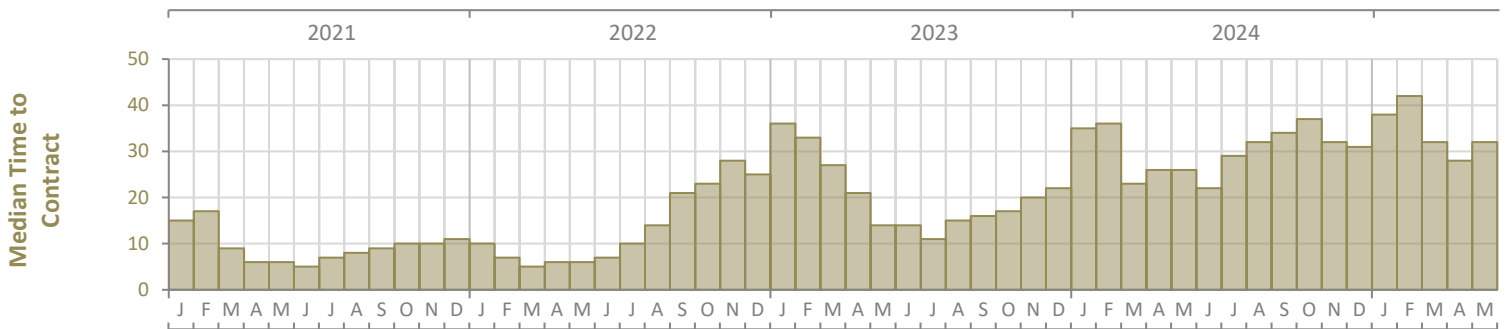


Median Time to Contract

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

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

Month	Median Time to Contract	Percent Change Year-over-Year
Year-to-Date	35 Days	16.7%
May 2025	32 Days	23.1%
April 2025	28 Days	7.7%
March 2025	32 Days	39.1%
February 2025	42 Days	16.7%
January 2025	38 Days	8.6%
December 2024	31 Days	40.9%
November 2024	32 Days	60.0%
October 2024	37 Days	117.6%
September 2024	34 Days	112.5%
August 2024	32 Days	113.3%
July 2024	29 Days	163.6%
June 2024	22 Days	57.1%
May 2024	26 Days	85.7%

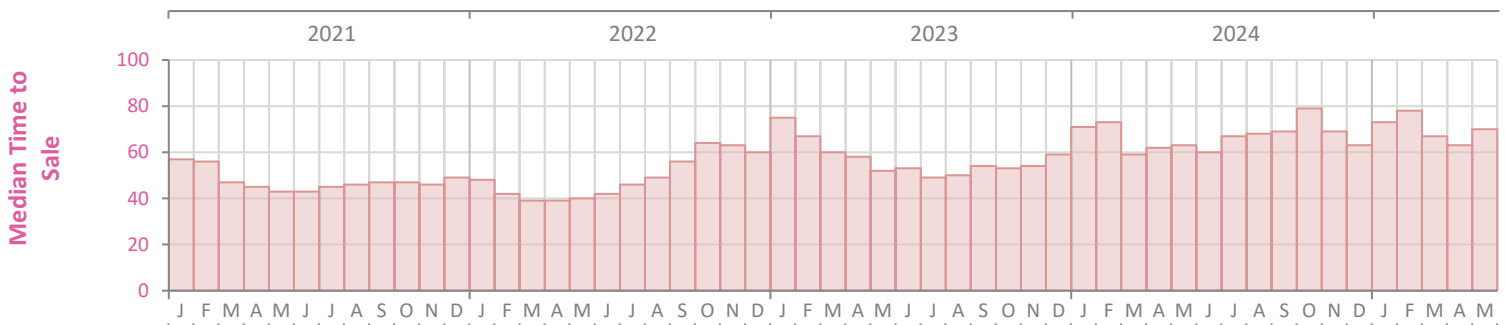


Median Time to Sale

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

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

Month	Median Time to Sale	Percent Change Year-over-Year
Year-to-Date	70 Days	6.1%
May 2025	70 Days	11.1%
April 2025	63 Days	1.6%
March 2025	67 Days	13.6%
February 2025	78 Days	6.8%
January 2025	73 Days	2.8%
December 2024	63 Days	6.8%
November 2024	69 Days	27.8%
October 2024	79 Days	49.1%
September 2024	69 Days	27.8%
August 2024	68 Days	36.0%
July 2024	67 Days	36.7%
June 2024	60 Days	13.2%
May 2024	63 Days	21.2%



Monthly Market Detail - May 2025

Single-Family Homes

Pinellas County

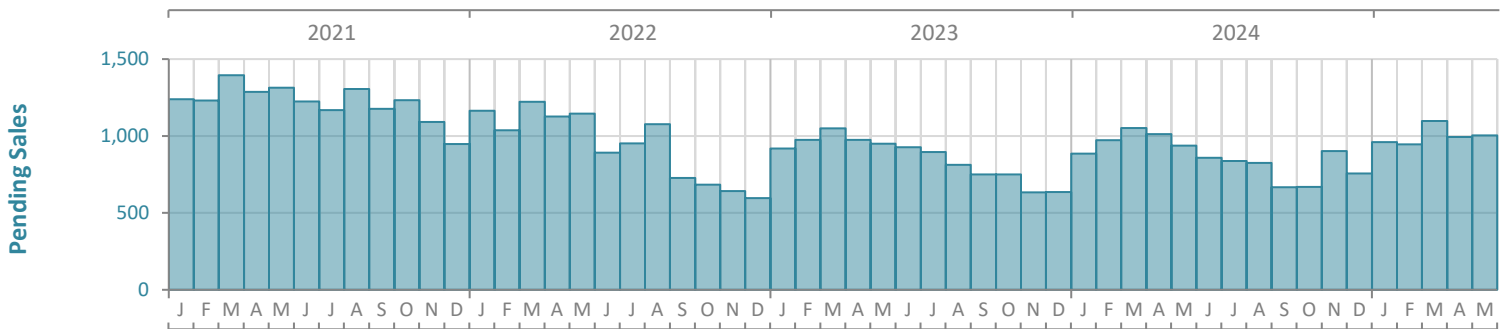


New Pending Sales

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

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

Month	New Pending Sales	Percent Change Year-over-Year
Year-to-Date	5,003	2.9%
May 2025	1,005	7.3%
April 2025	994	-1.9%
March 2025	1,098	4.4%
February 2025	946	-2.8%
January 2025	960	8.4%
December 2024	756	19.1%
November 2024	901	42.3%
October 2024	669	-10.8%
September 2024	667	-11.2%
August 2024	825	1.6%
July 2024	838	-6.4%
June 2024	859	-7.2%
May 2024	937	-1.3%

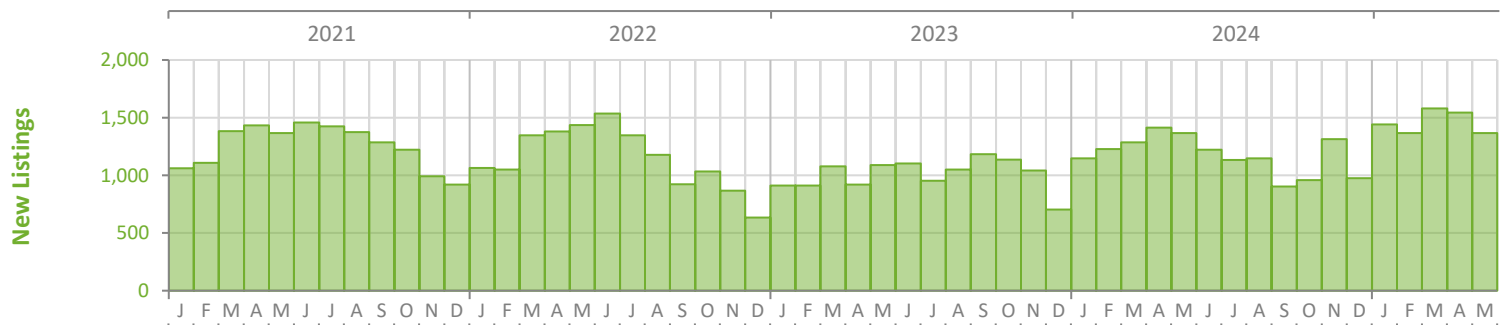


New Listings

The number of properties put onto the market during the month

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

Month	New Listings	Percent Change Year-over-Year
Year-to-Date	7,293	13.2%
May 2025	1,365	-0.1%
April 2025	1,543	9.2%
March 2025	1,579	22.8%
February 2025	1,366	11.3%
January 2025	1,440	25.5%
December 2024	974	38.7%
November 2024	1,314	26.0%
October 2024	958	-15.7%
September 2024	903	-23.6%
August 2024	1,146	9.0%
July 2024	1,134	19.0%
June 2024	1,222	10.8%
May 2024	1,367	25.4%

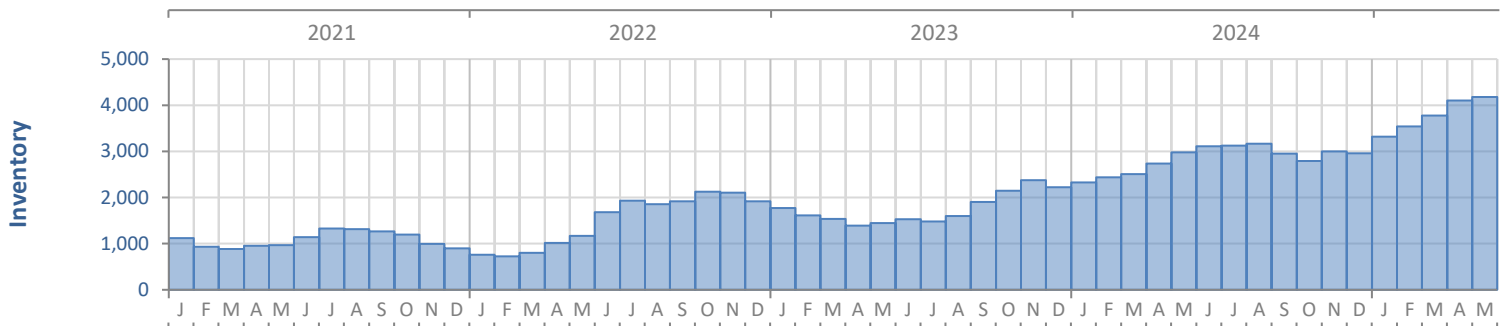


Inventory (Active Listings)

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

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

Month	Inventory	Percent Change Year-over-Year
YTD (Monthly Avg)	3,784	45.6%
May 2025	4,182	40.3%
April 2025	4,105	50.1%
March 2025	3,775	50.5%
February 2025	3,538	45.0%
January 2025	3,321	42.6%
December 2024	2,957	33.1%
November 2024	3,003	26.4%
October 2024	2,793	29.9%
September 2024	2,950	55.2%
August 2024	3,164	98.1%
July 2024	3,127	111.3%
June 2024	3,114	103.3%
May 2024	2,981	106.3%

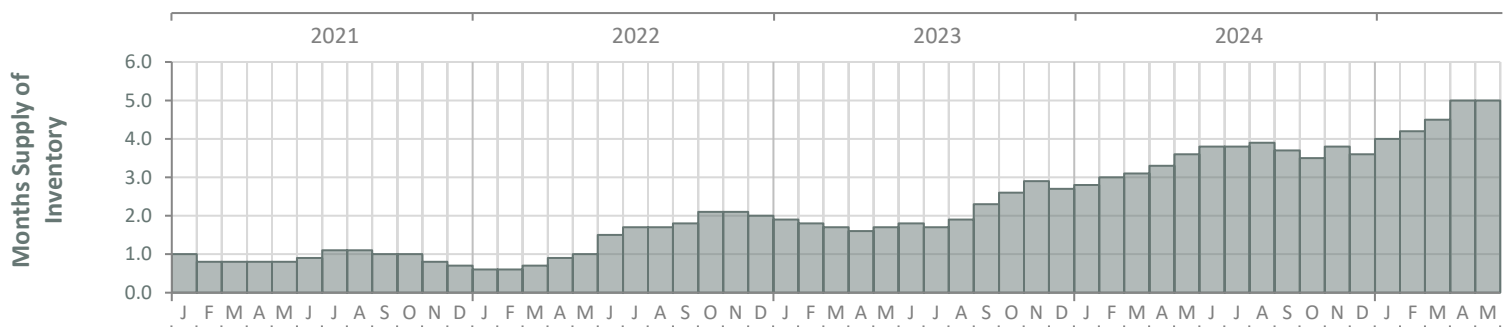


Months Supply of Inventory

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)	4.5	40.6%
May 2025	5.0	38.9%
April 2025	5.0	51.5%
March 2025	4.5	45.2%
February 2025	4.2	40.0%
January 2025	4.0	42.9%
December 2024	3.6	33.3%
November 2024	3.8	31.0%
October 2024	3.5	34.6%
September 2024	3.7	60.9%
August 2024	3.9	105.3%
July 2024	3.8	123.5%
June 2024	3.8	111.1%
May 2024	3.6	111.8%



Monthly Market Detail - May 2025

Single-Family Homes

Pinellas County

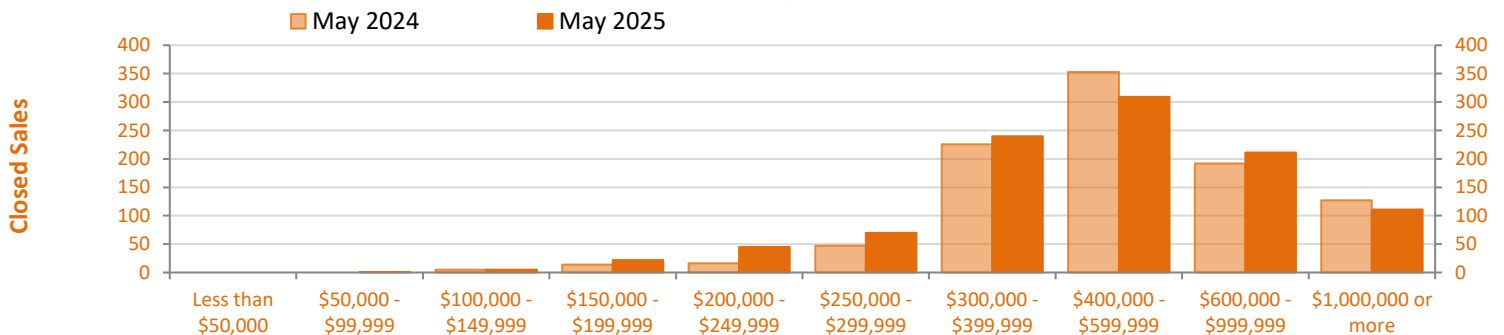


Closed Sales by Sale Price

The number of sales transactions which closed during the month

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

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	1	N/A
\$100,000 - \$149,999	5	0.0%
\$150,000 - \$199,999	22	57.1%
\$200,000 - \$249,999	45	181.3%
\$250,000 - \$299,999	70	48.9%
\$300,000 - \$399,999	240	6.2%
\$400,000 - \$599,999	309	-12.5%
\$600,000 - \$999,999	211	9.9%
\$1,000,000 or more	111	-12.6%

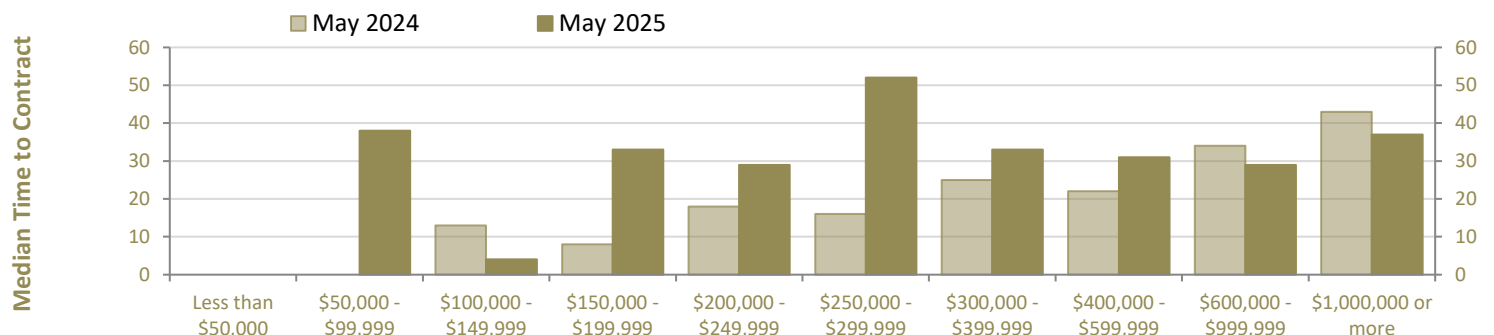


Median Time to Contract by Sale Price

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

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

Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$50,000	(No Sales)	N/A
\$50,000 - \$99,999	38 Days	N/A
\$100,000 - \$149,999	4 Days	-69.2%
\$150,000 - \$199,999	33 Days	312.5%
\$200,000 - \$249,999	29 Days	61.1%
\$250,000 - \$299,999	52 Days	225.0%
\$300,000 - \$399,999	33 Days	32.0%
\$400,000 - \$599,999	31 Days	40.9%
\$600,000 - \$999,999	29 Days	-14.7%
\$1,000,000 or more	37 Days	-14.0%



Monthly Market Detail - May 2025

Single-Family Homes

Pinellas County

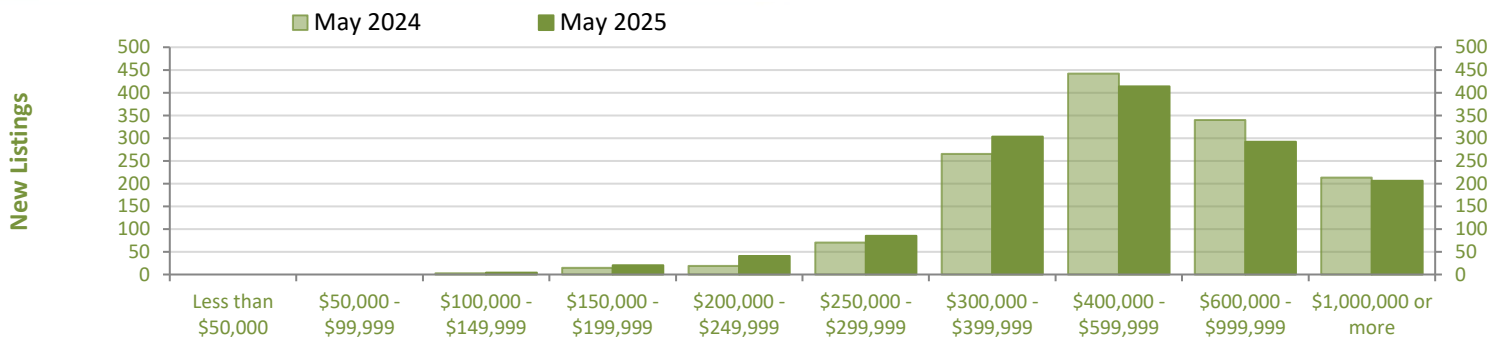


New Listings by Initial Listing Price

The number of properties put onto the market during the month

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

Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	0	N/A
\$100,000 - \$149,999	4	33.3%
\$150,000 - \$199,999	20	33.3%
\$200,000 - \$249,999	41	115.8%
\$250,000 - \$299,999	85	21.4%
\$300,000 - \$399,999	303	14.3%
\$400,000 - \$599,999	414	-6.3%
\$600,000 - \$999,999	292	-14.1%
\$1,000,000 or more	206	-3.3%

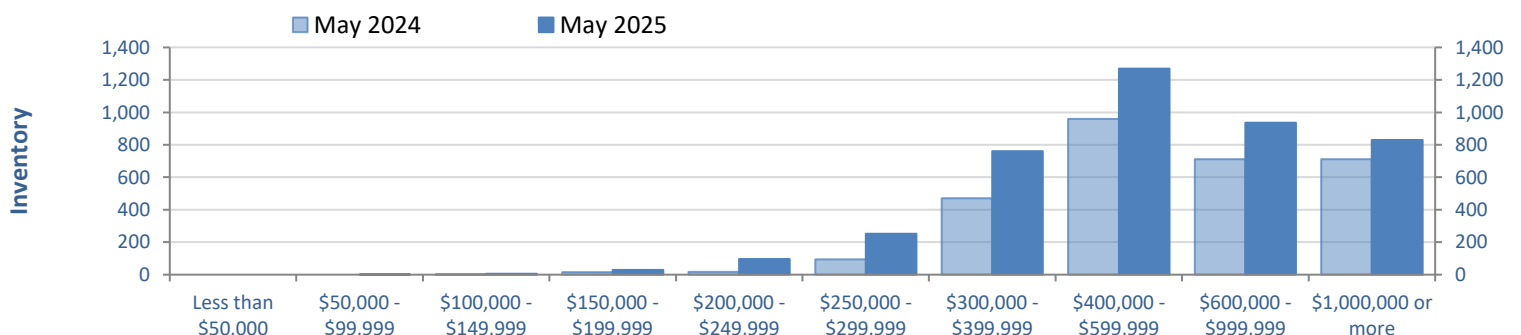


Inventory by Current Listing Price

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.

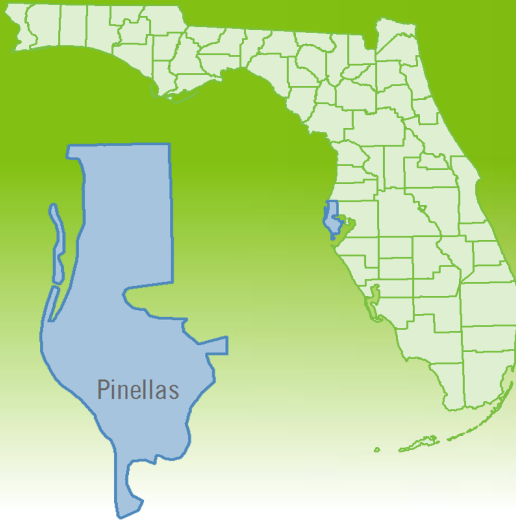
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	2	N/A
\$100,000 - \$149,999	5	400.0%
\$150,000 - \$199,999	30	87.5%
\$200,000 - \$249,999	96	464.7%
\$250,000 - \$299,999	253	166.3%
\$300,000 - \$399,999	760	61.7%
\$400,000 - \$599,999	1,270	32.4%
\$600,000 - \$999,999	936	31.6%
\$1,000,000 or more	830	16.6%



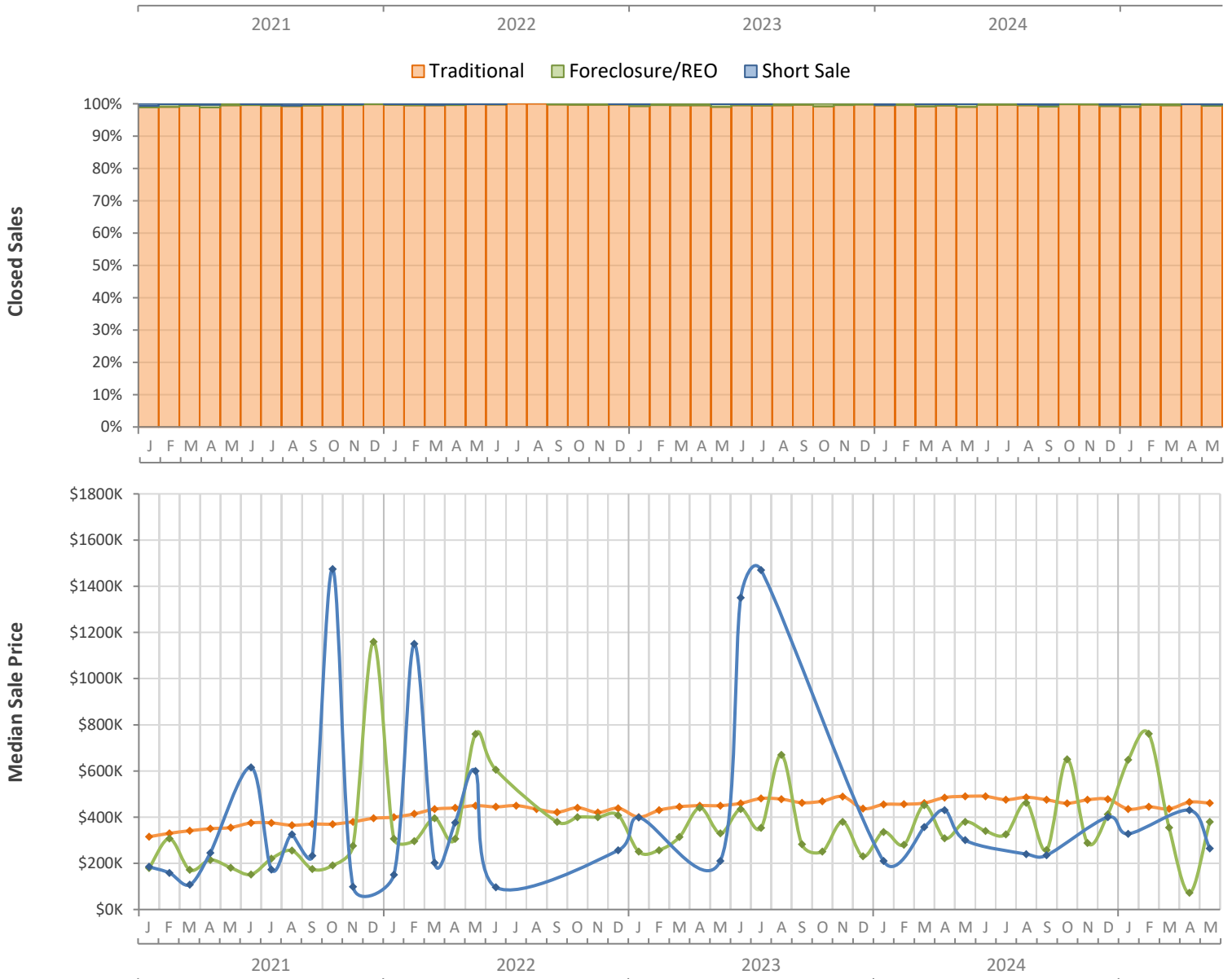
Monthly Distressed Market - May 2025

Single-Family Homes

Pinellas County



		May 2025	May 2024	Percent Change Year-over-Year
Traditional	Closed Sales	1,007	970	3.8%
	Median Sale Price	\$461,000	\$489,950	-5.9%
Foreclosure/REO	Closed Sales	4	9	-55.6%
	Median Sale Price	\$380,000	\$379,900	0.0%
Short Sale	Closed Sales	3	1	200.0%
	Median Sale Price	\$264,500	\$300,000	-11.8%



Monthly Market Detail - May 2025

Townhouses and Condos

Pinellas County



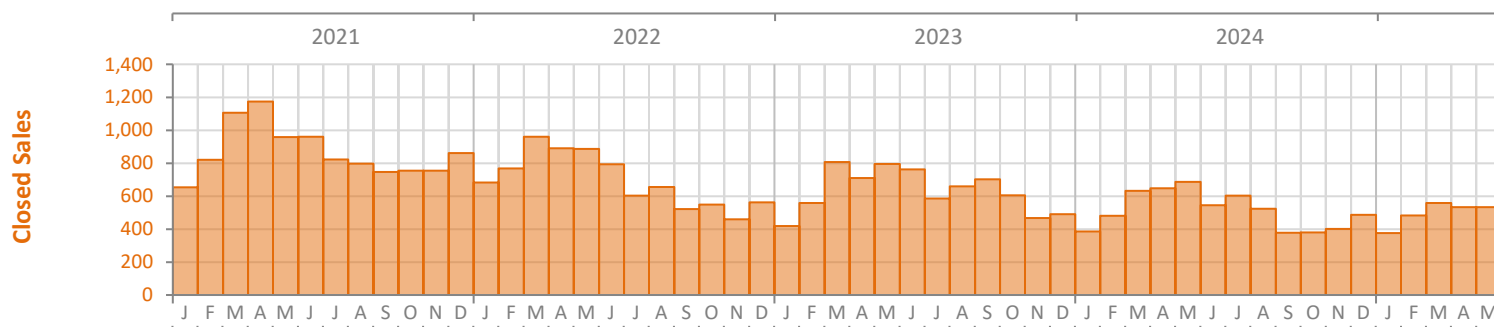
Summary Statistics	May 2025	May 2024	Percent Change Year-over-Year
Closed Sales	533	687	-22.4%
Paid in Cash	320	382	-16.2%
Median Sale Price	\$260,000	\$290,000	-10.3%
Average Sale Price	\$378,499	\$446,677	-15.3%
Dollar Volume	\$201.7 Million	\$306.9 Million	-34.3%
Median Percent of Original List Price Received	91.9%	92.8%	-1.0%
Median Time to Contract	58 Days	48 Days	20.8%
Median Time to Sale	89 Days	86 Days	3.5%
New Pending Sales	516	619	-16.6%
New Listings	863	880	-1.9%
Pending Inventory	643	783	-17.9%
Inventory (Active Listings)	4,273	3,576	19.5%
Months Supply of Inventory	8.8	6.0	46.7%

Closed Sales

The number of sales transactions which closed during the month

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

Month	Closed Sales	Percent Change Year-over-Year
Year-to-Date	2,483	-12.4%
May 2025	533	-22.4%
April 2025	534	-17.6%
March 2025	558	-11.8%
February 2025	483	0.6%
January 2025	375	-2.6%
December 2024	486	-0.8%
November 2024	402	-14.1%
October 2024	379	-37.3%
September 2024	378	-46.2%
August 2024	524	-20.5%
July 2024	603	2.9%
June 2024	545	-28.6%
May 2024	687	-13.6%



Monthly Market Detail - May 2025

Townhouses and Condos

Pinellas County

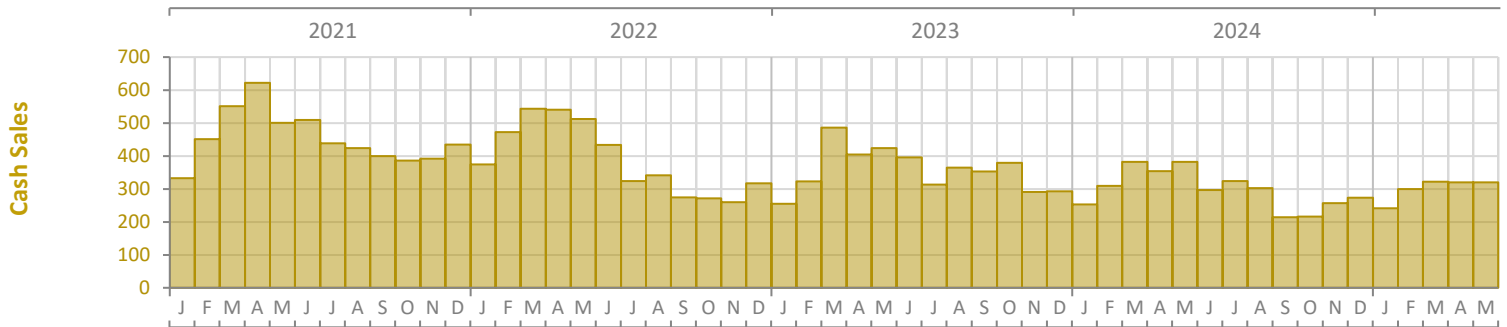


Cash Sales

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

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

Month	Cash Sales	Percent Change Year-over-Year
Year-to-Date	1,503	-10.5%
May 2025	320	-16.2%
April 2025	320	-9.6%
March 2025	322	-15.7%
February 2025	300	-2.9%
January 2025	241	-4.7%
December 2024	273	-6.8%
November 2024	257	-11.7%
October 2024	216	-43.0%
September 2024	214	-39.4%
August 2024	302	-17.3%
July 2024	324	3.5%
June 2024	297	-25.0%
May 2024	382	-9.9%

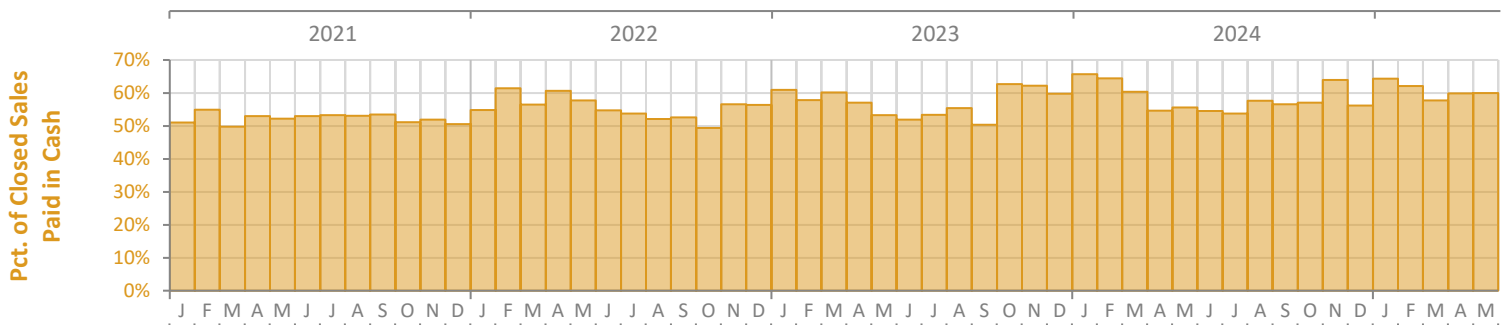


Cash Sales as a Percentage of Closed Sales

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

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

Month	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Year-to-Date	60.5%	2.0%
May 2025	60.0%	7.9%
April 2025	59.9%	9.7%
March 2025	57.7%	-4.3%
February 2025	62.1%	-3.6%
January 2025	64.3%	-2.1%
December 2024	56.2%	-6.0%
November 2024	63.9%	2.7%
October 2024	57.0%	-9.1%
September 2024	56.6%	12.5%
August 2024	57.6%	4.0%
July 2024	53.7%	0.6%
June 2024	54.5%	5.0%
May 2024	55.6%	4.3%



Monthly Market Detail - May 2025

Townhouses and Condos

Pinellas County

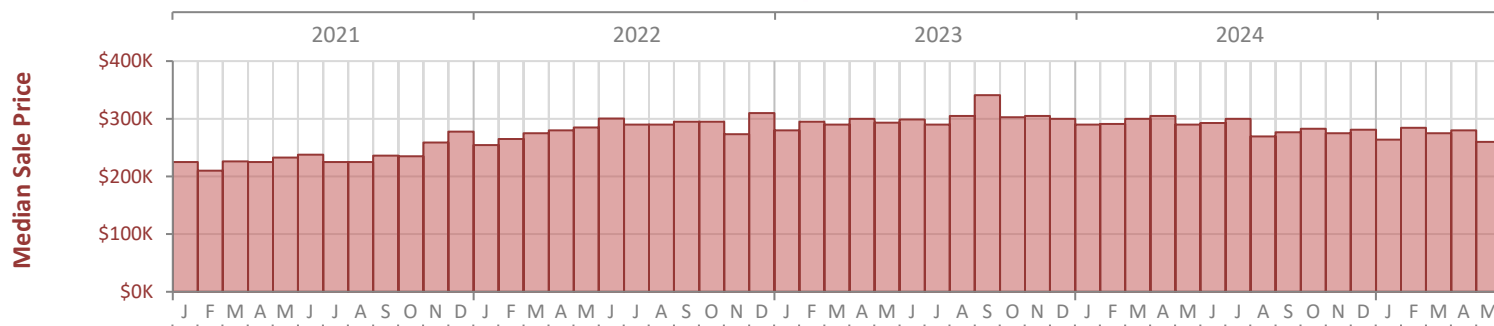


Median Sale Price

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

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

Month	Median Sale Price	Percent Change Year-over-Year
Year-to-Date	\$275,000	-7.9%
May 2025	\$260,000	-10.3%
April 2025	\$280,000	-8.2%
March 2025	\$275,000	-8.3%
February 2025	\$284,500	-2.1%
January 2025	\$264,000	-9.0%
December 2024	\$281,250	-6.3%
November 2024	\$275,000	-9.8%
October 2024	\$282,500	-6.6%
September 2024	\$276,500	-18.9%
August 2024	\$269,500	-11.6%
July 2024	\$300,000	3.4%
June 2024	\$292,600	-2.1%
May 2024	\$290,000	-1.0%

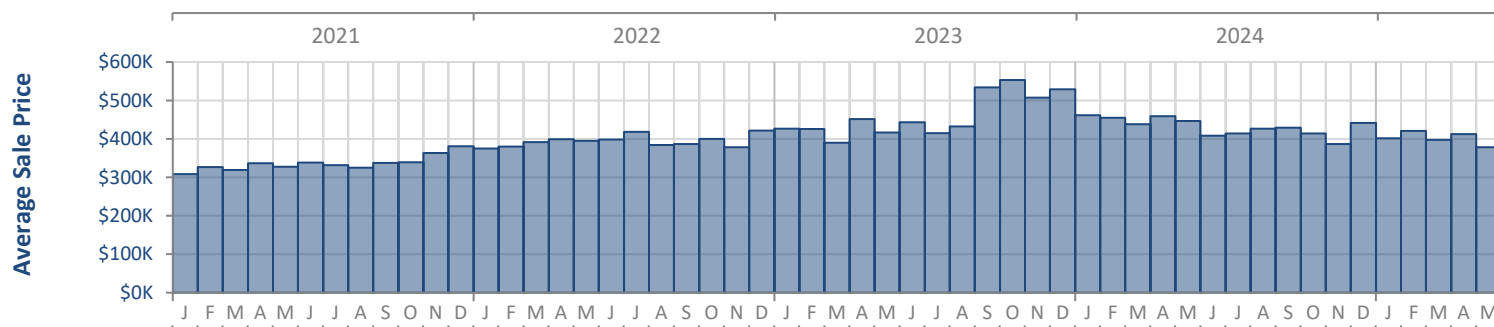


Average Sale Price

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

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

Month	Average Sale Price	Percent Change Year-over-Year
Year-to-Date	\$401,908	-10.9%
May 2025	\$378,499	-15.3%
April 2025	\$412,522	-10.1%
March 2025	\$397,677	-9.2%
February 2025	\$420,941	-7.5%
January 2025	\$401,844	-12.9%
December 2024	\$441,800	-16.5%
November 2024	\$386,260	-23.9%
October 2024	\$414,304	-25.0%
September 2024	\$429,108	-19.6%
August 2024	\$426,891	-1.2%
July 2024	\$414,052	-0.1%
June 2024	\$408,187	-8.0%
May 2024	\$446,677	7.3%



Monthly Market Detail - May 2025

Townhouses and Condos

Pinellas County

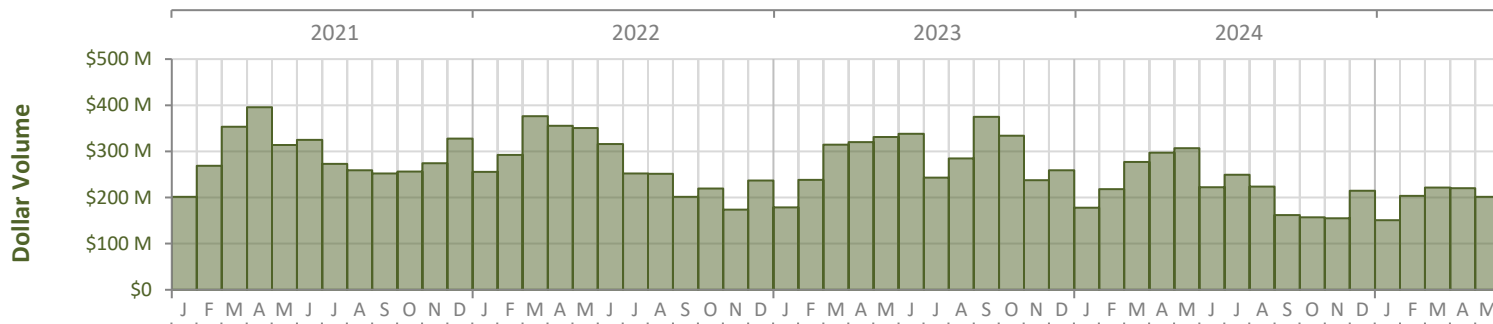


Dollar Volume

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

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

Month	Dollar Volume	Percent Change Year-over-Year
Year-to-Date	\$997.9 Million	-21.9%
May 2025	\$201.7 Million	-34.3%
April 2025	\$220.3 Million	-25.9%
March 2025	\$221.9 Million	-20.0%
February 2025	\$203.3 Million	-6.9%
January 2025	\$150.7 Million	-15.2%
December 2024	\$214.7 Million	-17.2%
November 2024	\$155.3 Million	-34.6%
October 2024	\$157.0 Million	-53.0%
September 2024	\$162.2 Million	-56.7%
August 2024	\$223.7 Million	-21.4%
July 2024	\$249.7 Million	2.8%
June 2024	\$222.5 Million	-34.3%
May 2024	\$306.9 Million	-7.3%

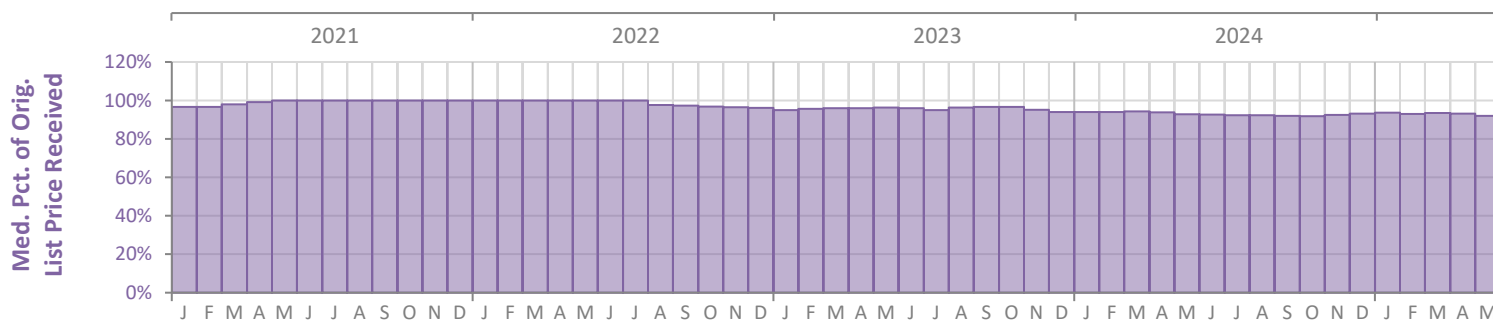


Median Percent of Original List Price Received

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%	-0.9%
May 2025	91.9%	-1.0%
April 2025	93.1%	-0.7%
March 2025	93.4%	-1.0%
February 2025	92.9%	-1.2%
January 2025	93.6%	-0.3%
December 2024	93.1%	-0.9%
November 2024	92.4%	-2.8%
October 2024	91.8%	-5.1%
September 2024	92.0%	-4.9%
August 2024	92.3%	-4.2%
July 2024	92.3%	-2.7%
June 2024	92.6%	-3.5%
May 2024	92.8%	-3.6%



Monthly Market Detail - May 2025

Townhouses and Condos

Pinellas County

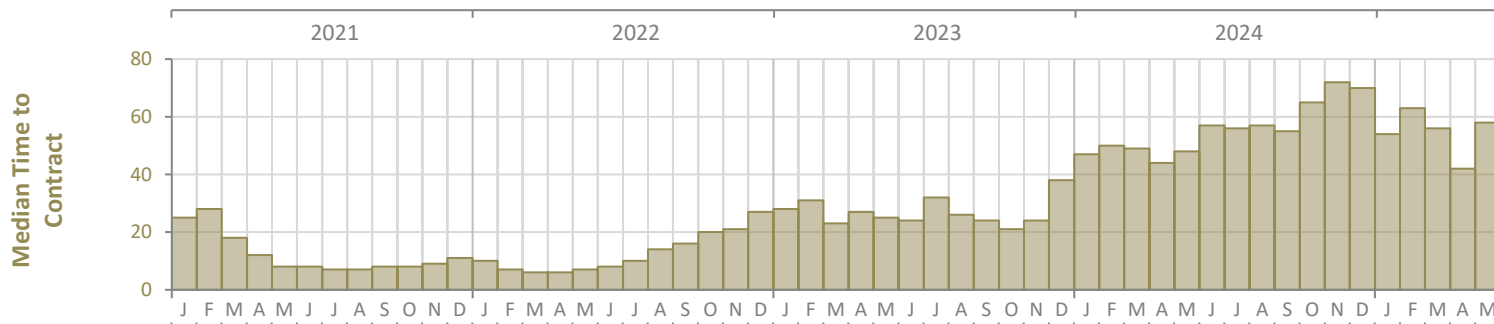


Median Time to Contract

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

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

Month	Median Time to Contract	Percent Change Year-over-Year
Year-to-Date	56 Days	12.0%
May 2025	58 Days	20.8%
April 2025	42 Days	-4.5%
March 2025	56 Days	14.3%
February 2025	63 Days	26.0%
January 2025	54 Days	14.9%
December 2024	70 Days	84.2%
November 2024	72 Days	200.0%
October 2024	65 Days	209.5%
September 2024	55 Days	129.2%
August 2024	57 Days	119.2%
July 2024	56 Days	75.0%
June 2024	57 Days	137.5%
May 2024	48 Days	92.0%

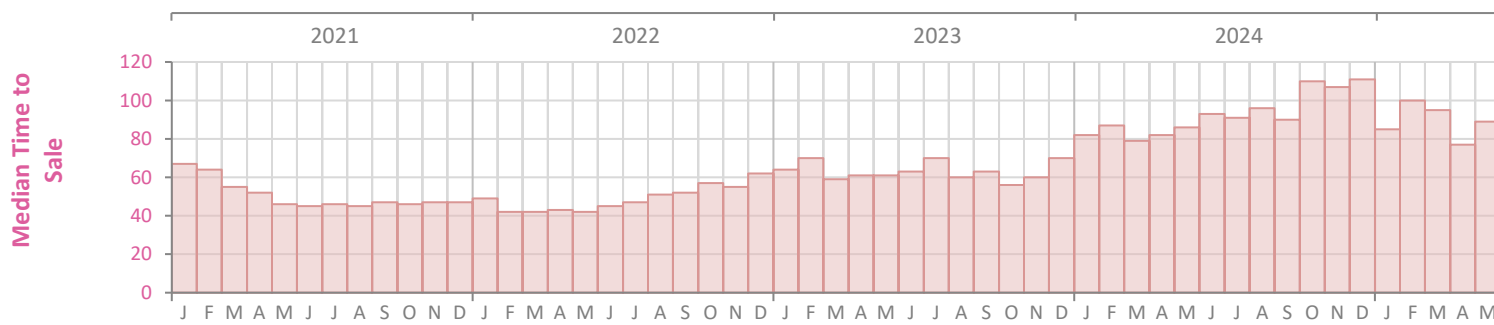


Median Time to Sale

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	91 Days	7.1%
May 2025	89 Days	3.5%
April 2025	77 Days	-6.1%
March 2025	95 Days	20.3%
February 2025	100 Days	14.9%
January 2025	85 Days	3.7%
December 2024	111 Days	58.6%
November 2024	107 Days	78.3%
October 2024	110 Days	96.4%
September 2024	90 Days	42.9%
August 2024	96 Days	60.0%
July 2024	91 Days	30.0%
June 2024	93 Days	47.6%
May 2024	86 Days	41.0%



Monthly Market Detail - May 2025

Townhouses and Condos

Pinellas County

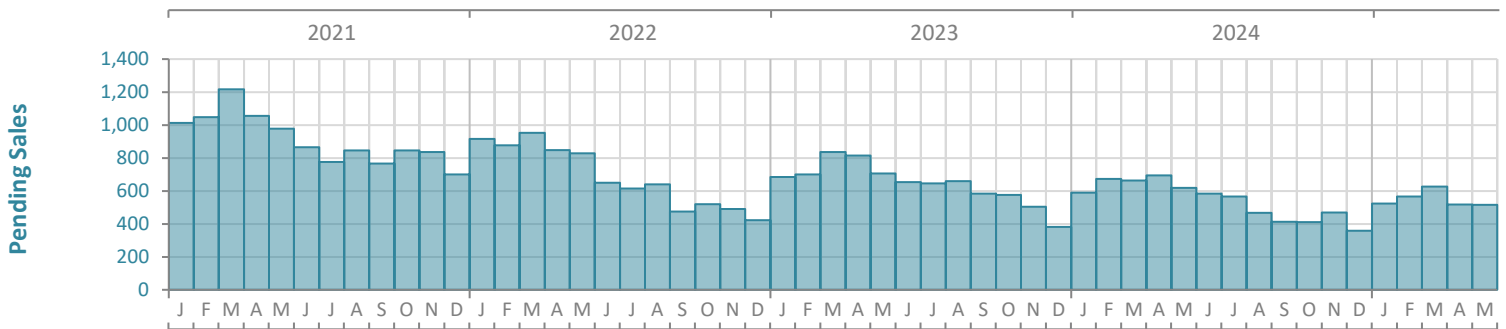


New Pending Sales

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

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

Month	New Pending Sales	Percent Change Year-over-Year
Year-to-Date	2,751	-15.1%
May 2025	516	-16.6%
April 2025	518	-25.4%
March 2025	627	-5.6%
February 2025	566	-15.9%
January 2025	524	-11.0%
December 2024	358	-6.0%
November 2024	469	-6.9%
October 2024	410	-28.7%
September 2024	412	-29.5%
August 2024	467	-29.1%
July 2024	566	-12.2%
June 2024	583	-10.9%
May 2024	619	-12.3%

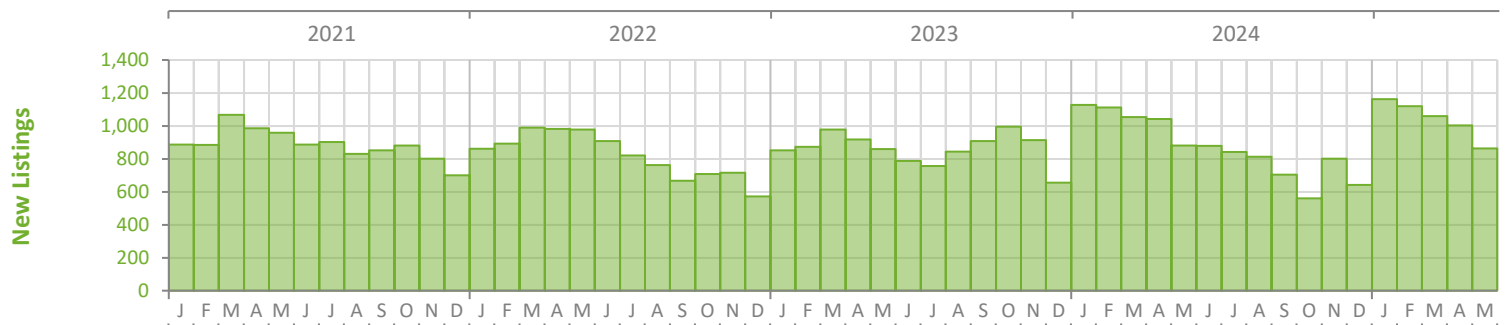


New Listings

The number of properties put onto the market during the month

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

Month	New Listings	Percent Change Year-over-Year
Year-to-Date	5,208	-0.1%
May 2025	863	-1.9%
April 2025	1,004	-3.6%
March 2025	1,059	0.5%
February 2025	1,119	0.7%
January 2025	1,163	3.1%
December 2024	642	-2.0%
November 2024	802	-12.3%
October 2024	560	-43.7%
September 2024	704	-22.5%
August 2024	812	-3.7%
July 2024	842	11.2%
June 2024	879	11.5%
May 2024	880	2.3%



Monthly Market Detail - May 2025

Townhouses and Condos

Pinellas County

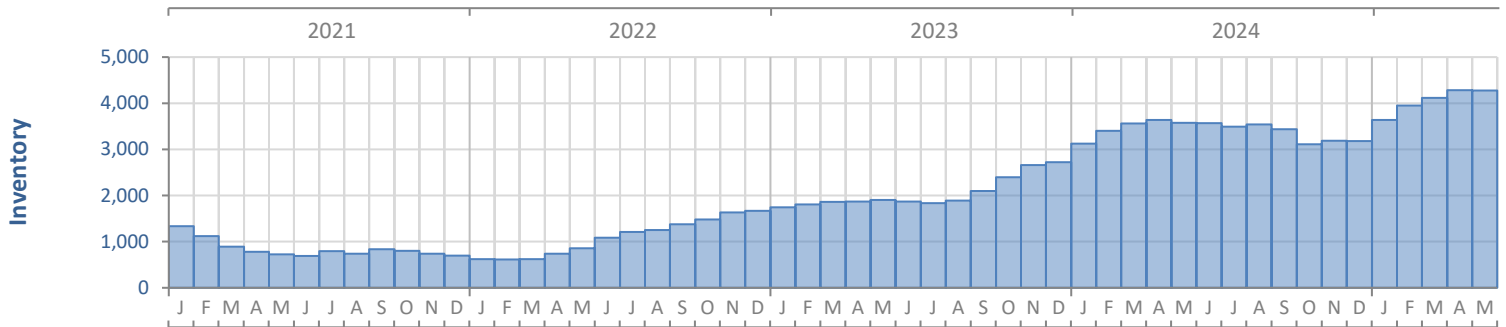


Inventory (Active Listings)

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

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

Month	Inventory	Percent Change Year-over-Year
YTD (Monthly Avg)	4,051	17.1%
May 2025	4,273	19.5%
April 2025	4,283	17.8%
March 2025	4,113	15.5%
February 2025	3,950	16.0%
January 2025	3,636	16.4%
December 2024	3,183	16.9%
November 2024	3,190	19.9%
October 2024	3,113	30.0%
September 2024	3,435	63.8%
August 2024	3,541	87.3%
July 2024	3,490	90.3%
June 2024	3,568	91.1%
May 2024	3,576	87.6%

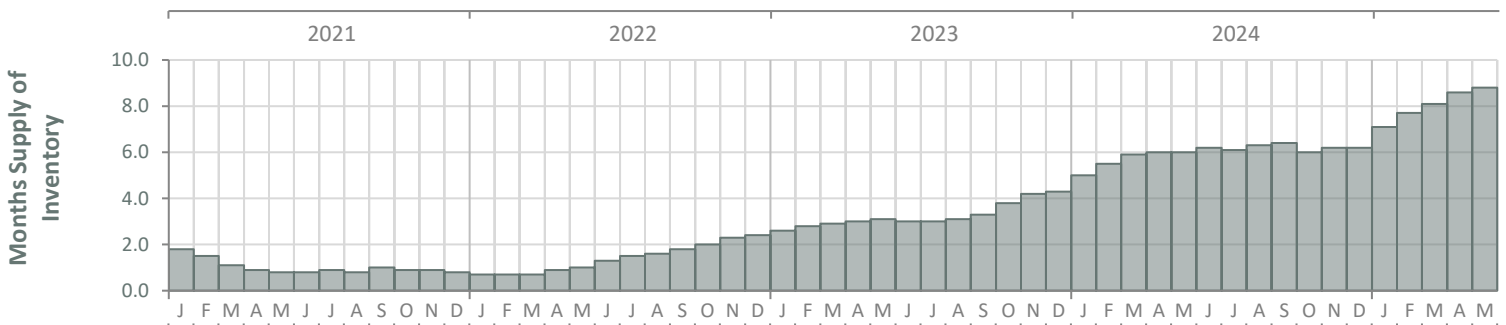


Months Supply of Inventory

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)	8.1	42.1%
May 2025	8.8	46.7%
April 2025	8.6	43.3%
March 2025	8.1	37.3%
February 2025	7.7	40.0%
January 2025	7.1	42.0%
December 2024	6.2	44.2%
November 2024	6.2	47.6%
October 2024	6.0	57.9%
September 2024	6.4	93.9%
August 2024	6.3	103.2%
July 2024	6.1	103.3%
June 2024	6.2	106.7%
May 2024	6.0	93.5%

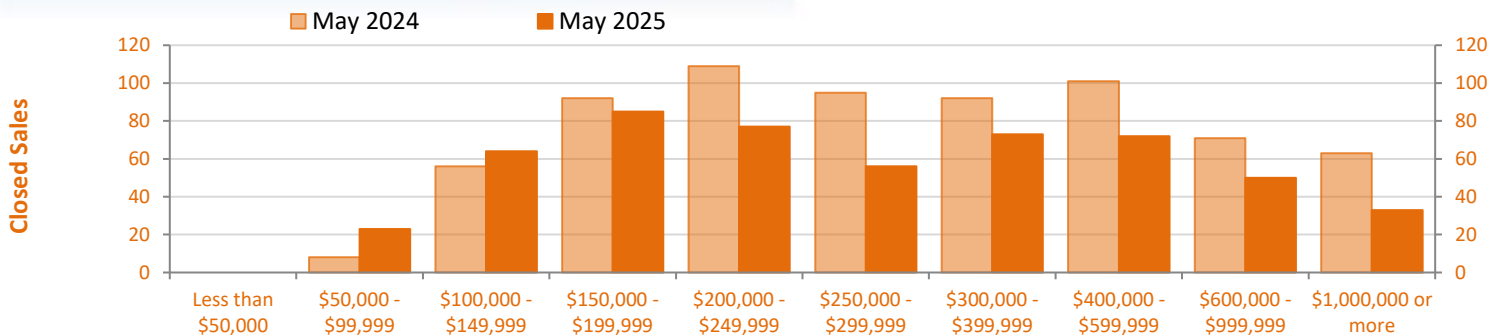


Closed Sales by Sale Price

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	23	187.5%
\$100,000 - \$149,999	64	14.3%
\$150,000 - \$199,999	85	-7.6%
\$200,000 - \$249,999	77	-29.4%
\$250,000 - \$299,999	56	-41.1%
\$300,000 - \$399,999	73	-20.7%
\$400,000 - \$599,999	72	-28.7%
\$600,000 - \$999,999	50	-29.6%
\$1,000,000 or more	33	-47.6%

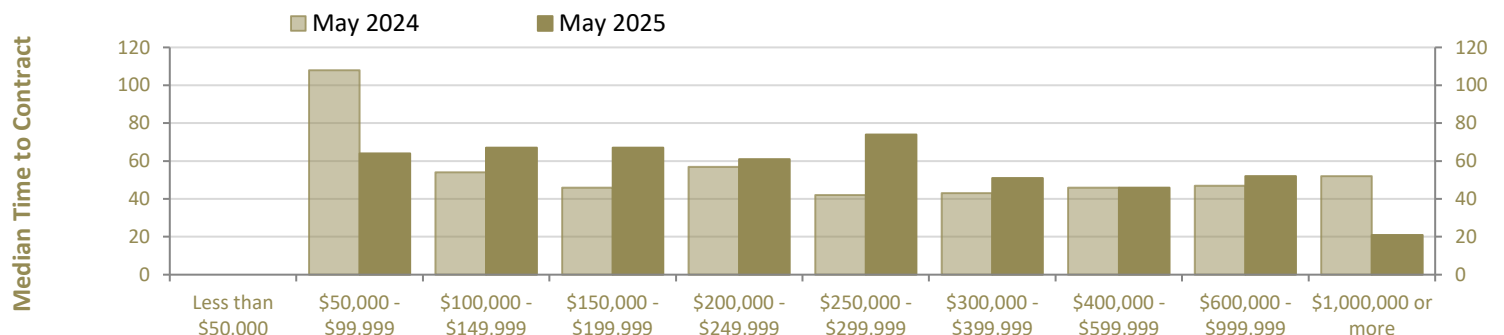


Median Time to Contract by Sale Price

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

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

Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$50,000	(No Sales)	N/A
\$50,000 - \$99,999	64 Days	-40.7%
\$100,000 - \$149,999	67 Days	24.1%
\$150,000 - \$199,999	67 Days	45.7%
\$200,000 - \$249,999	61 Days	7.0%
\$250,000 - \$299,999	74 Days	76.2%
\$300,000 - \$399,999	51 Days	18.6%
\$400,000 - \$599,999	46 Days	0.0%
\$600,000 - \$999,999	52 Days	10.6%
\$1,000,000 or more	21 Days	-59.6%



Monthly Market Detail - May 2025

Townhouses and Condos

Pinellas County



New Listings by Initial Listing Price

The number of properties put onto the market during the month

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

Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	18	125.0%
\$100,000 - \$149,999	75	17.2%
\$150,000 - \$199,999	131	10.1%
\$200,000 - \$249,999	113	-14.4%
\$250,000 - \$299,999	94	-7.8%
\$300,000 - \$399,999	124	-4.6%
\$400,000 - \$599,999	135	-4.9%
\$600,000 - \$999,999	109	-12.1%
\$1,000,000 or more	64	8.5%

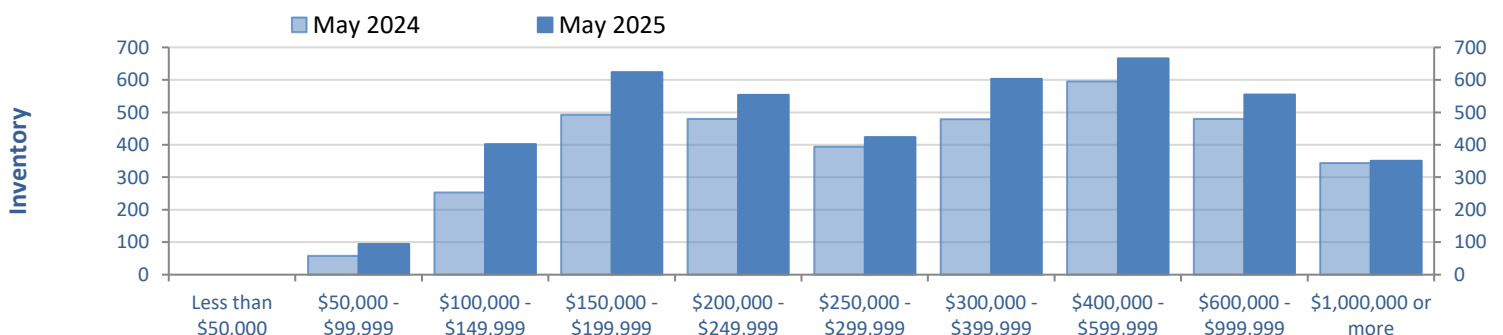


Inventory by Current Listing Price

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	94	62.1%
\$100,000 - \$149,999	402	58.9%
\$150,000 - \$199,999	624	26.6%
\$200,000 - \$249,999	554	15.4%
\$250,000 - \$299,999	424	7.6%
\$300,000 - \$399,999	603	25.9%
\$400,000 - \$599,999	666	11.9%
\$600,000 - \$999,999	555	15.6%
\$1,000,000 or more	351	2.0%



Monthly Distressed Market - May 2025

Townhouses and Condos

Pinellas County



		May 2025	May 2024	Percent Change Year-over-Year
Traditional	Closed Sales	529	687	-23.0%
	Median Sale Price	\$265,000	\$290,000	-8.6%
Foreclosure/REO	Closed Sales	4	0	N/A
	Median Sale Price	\$129,875	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

