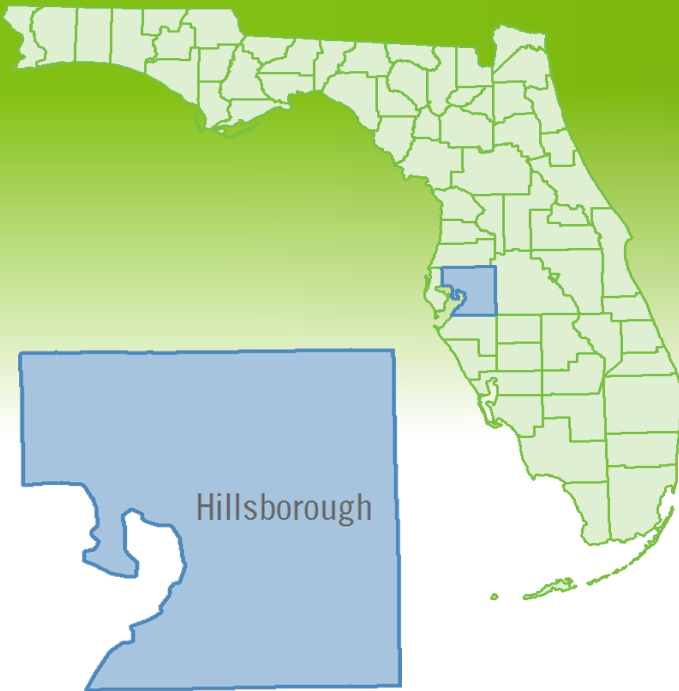


# Monthly Market Detail - January 2018

## Single Family Homes

### Hillsborough County



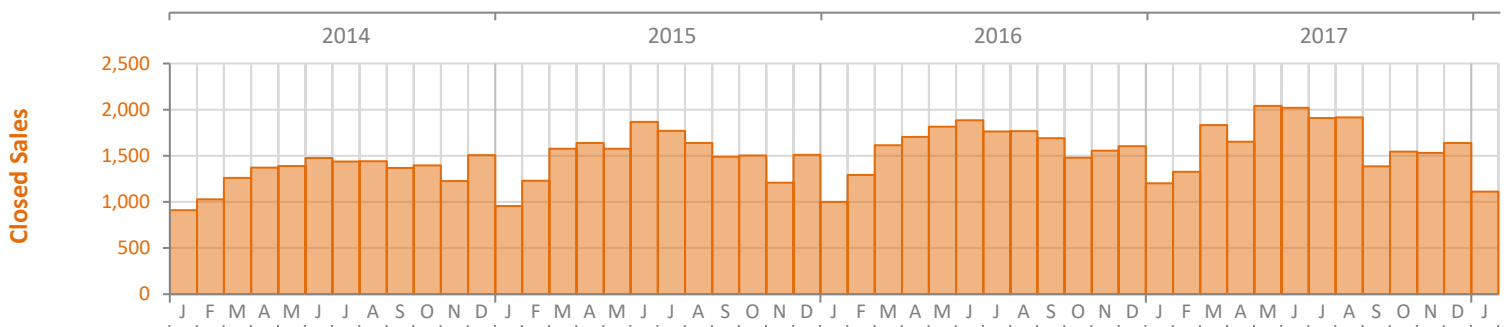
Summary Statistics	January 2018	January 2017	Percent Change Year-over-Year
Closed Sales	1,112	1,202	-7.5%
Paid in Cash	277	333	-16.8%
Median Sale Price	\$234,945	\$210,000	11.9%
Average Sale Price	\$295,969	\$262,658	12.7%
Dollar Volume	\$329.1 Million	\$315.7 Million	4.2%
Median Percent of Original List Price Received	96.9%	97.1%	-0.2%
Median Time to Contract	40 Days	36 Days	11.1%
Median Time to Sale	87 Days	84 Days	3.6%
New Pending Sales	1,700	1,726	-1.5%
New Listings	1,972	1,902	3.7%
Pending Inventory	2,231	2,421	-7.8%
Inventory (Active Listings)	4,029	4,431	-9.1%
Months Supply of Inventory	2.4	2.7	-11.1%

## 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
<b>Year-to-Date</b>	<b>1,112</b>	<b>-7.5%</b>
<b>January 2018</b>	<b>1,112</b>	<b>-7.5%</b>
December 2017	1,640	2.2%
November 2017	1,532	-1.6%
October 2017	1,545	4.4%
September 2017	1,384	-18.2%
August 2017	1,917	8.5%
July 2017	1,910	8.4%
June 2017	2,020	7.2%
May 2017	2,040	12.4%
April 2017	1,651	-3.2%
March 2017	1,833	13.5%
February 2017	1,328	2.9%
January 2017	1,202	20.0%

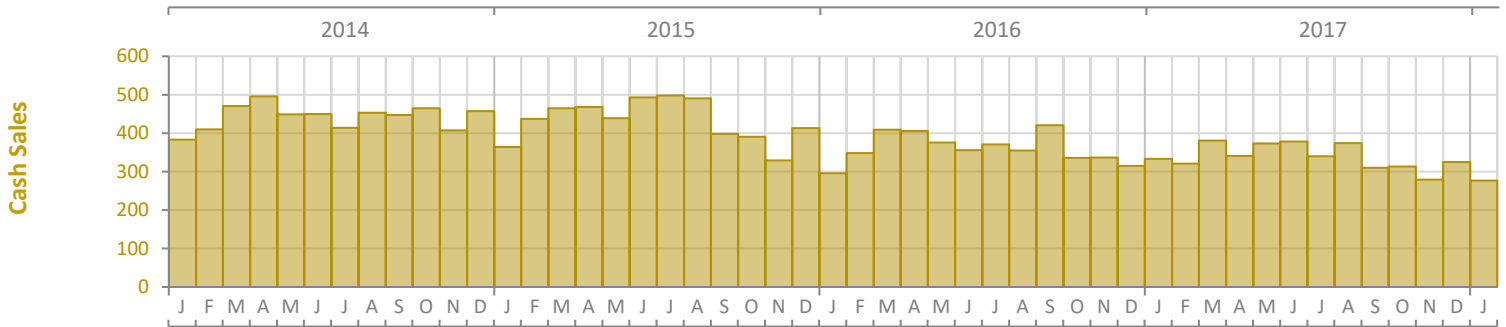


## Cash Sales

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

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

Month	Cash Sales	Percent Change Year-over-Year
<b>Year-to-Date</b>	<b>277</b>	<b>-16.8%</b>
<b>January 2018</b>	<b>277</b>	<b>-16.8%</b>
December 2017	325	3.2%
November 2017	279	-17.2%
October 2017	313	-6.8%
September 2017	310	-26.4%
August 2017	374	5.4%
July 2017	340	-8.4%
June 2017	378	6.2%
May 2017	373	-0.8%
April 2017	341	-16.0%
March 2017	381	-6.8%
February 2017	321	-7.8%
January 2017	333	12.5%

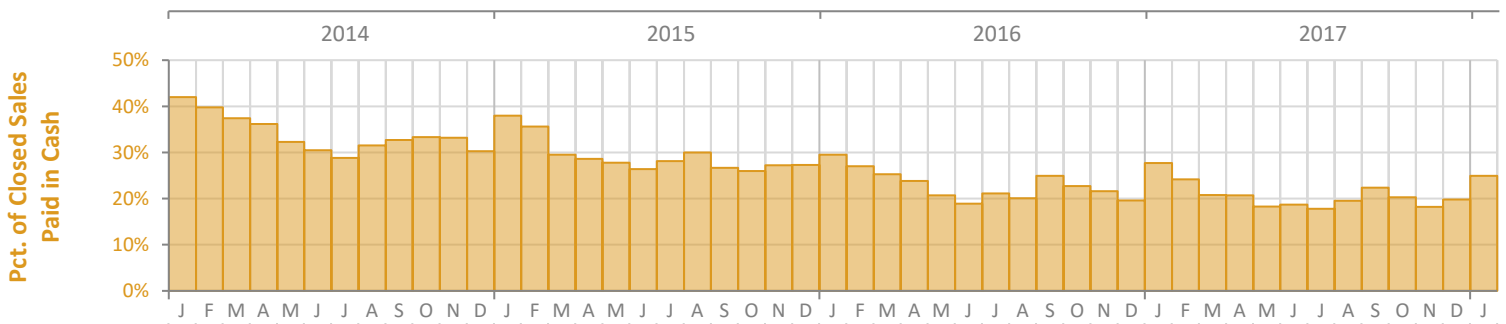


## Cash Sales as a Percentage of Closed Sales

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

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

Month	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
<b>Year-to-Date</b>	<b>24.9%</b>	<b>-10.1%</b>
<b>January 2018</b>	<b>24.9%</b>	<b>-10.1%</b>
December 2017	19.8%	1.0%
November 2017	18.2%	-15.7%
October 2017	20.3%	-10.6%
September 2017	22.4%	-10.0%
August 2017	19.5%	-3.0%
July 2017	17.8%	-15.6%
June 2017	18.7%	-1.1%
May 2017	18.3%	-11.6%
April 2017	20.7%	-13.0%
March 2017	20.8%	-17.8%
February 2017	24.2%	-10.4%
January 2017	27.7%	-6.1%

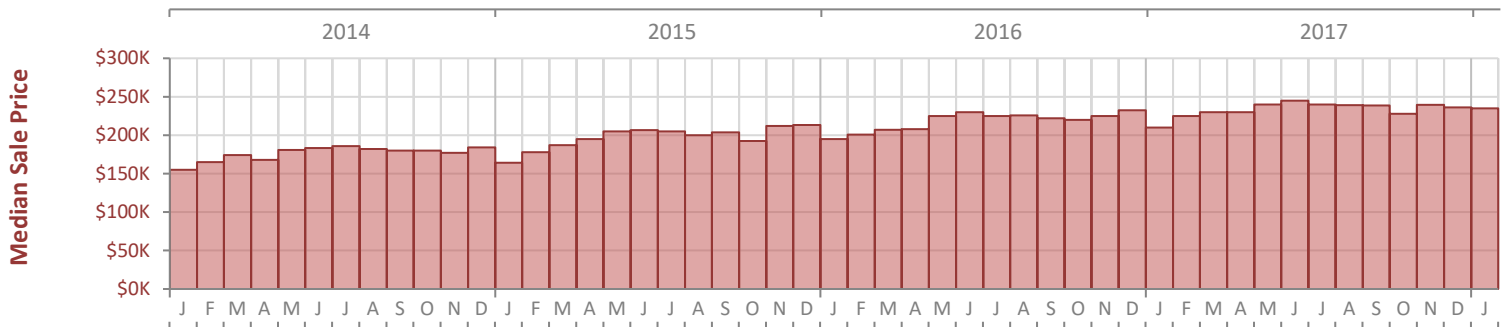


## Median Sale Price

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

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

Month	Median Sale Price	Percent Change Year-over-Year
<b>Year-to-Date</b>	<b>\$234,945</b>	<b>11.9%</b>
<b>January 2018</b>	<b>\$234,945</b>	<b>11.9%</b>
December 2017	\$236,200	1.6%
November 2017	\$239,558	6.5%
October 2017	\$228,000	3.6%
September 2017	\$238,845	7.6%
August 2017	\$239,000	5.8%
July 2017	\$240,000	6.7%
June 2017	\$245,000	6.6%
May 2017	\$239,890	6.6%
April 2017	\$229,990	10.6%
March 2017	\$230,000	11.1%
February 2017	\$225,000	11.9%
January 2017	\$210,000	7.7%

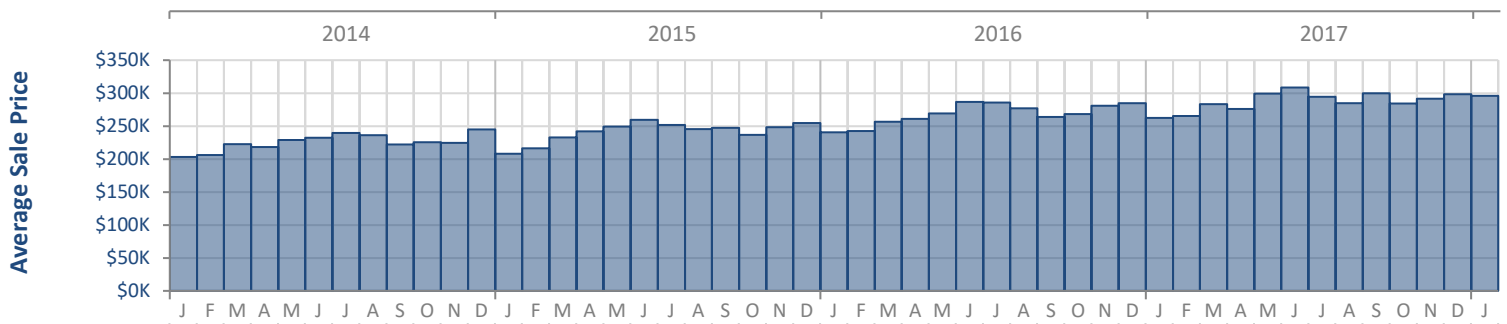


## Average Sale Price

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
<b>Year-to-Date</b>	<b>\$295,969</b>	<b>12.7%</b>
<b>January 2018</b>	<b>\$295,969</b>	<b>12.7%</b>
December 2017	\$298,537	4.8%
November 2017	\$291,469	3.8%
October 2017	\$284,048	5.9%
September 2017	\$299,662	13.5%
August 2017	\$284,878	2.9%
July 2017	\$294,642	3.2%
June 2017	\$308,695	7.6%
May 2017	\$299,127	11.1%
April 2017	\$275,842	5.8%
March 2017	\$283,204	10.4%
February 2017	\$265,253	9.3%
January 2017	\$262,658	9.1%

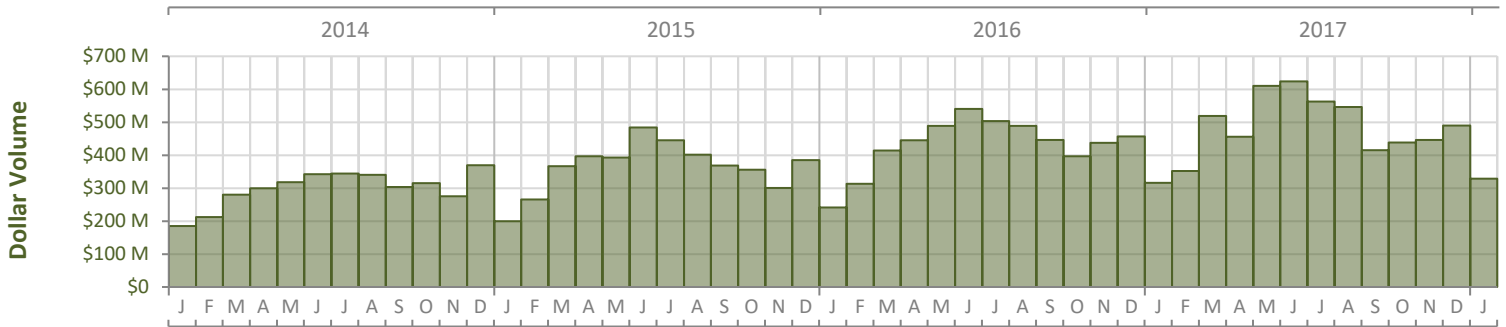


## Dollar Volume

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
<b>Year-to-Date</b>	<b>\$329.1 Million</b>	<b>4.2%</b>
<b>January 2018</b>	<b>\$329.1 Million</b>	<b>4.2%</b>
December 2017	\$489.6 Million	7.2%
November 2017	\$446.5 Million	2.2%
October 2017	\$438.9 Million	10.6%
September 2017	\$414.7 Million	-7.1%
August 2017	\$546.1 Million	11.6%
July 2017	\$562.8 Million	11.9%
June 2017	\$623.6 Million	15.3%
May 2017	\$610.2 Million	24.8%
April 2017	\$455.4 Million	2.4%
March 2017	\$519.1 Million	25.3%
February 2017	\$352.3 Million	12.5%
January 2017	\$315.7 Million	30.9%

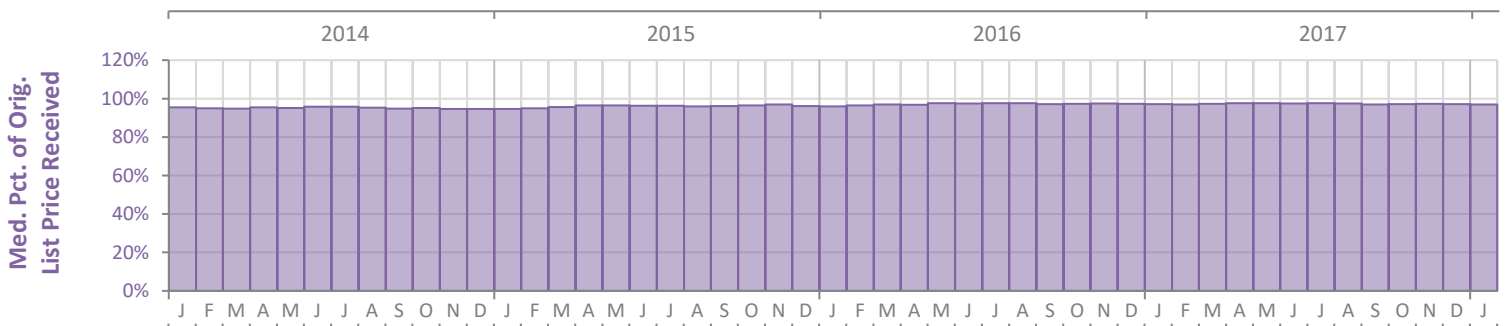


## Median Percent of Original List Price Received

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
<b>Year-to-Date</b>	<b>96.9%</b>	<b>-0.2%</b>
<b>January 2018</b>	<b>96.9%</b>	<b>-0.2%</b>
December 2017	97.2%	-0.1%
November 2017	97.3%	-0.2%
October 2017	97.2%	-0.1%
September 2017	96.9%	-0.2%
August 2017	97.4%	-0.2%
July 2017	97.6%	0.0%
June 2017	97.4%	0.0%
May 2017	97.7%	0.0%
April 2017	97.7%	0.9%
March 2017	97.3%	0.3%
February 2017	97.0%	0.6%
January 2017	97.1%	1.1%

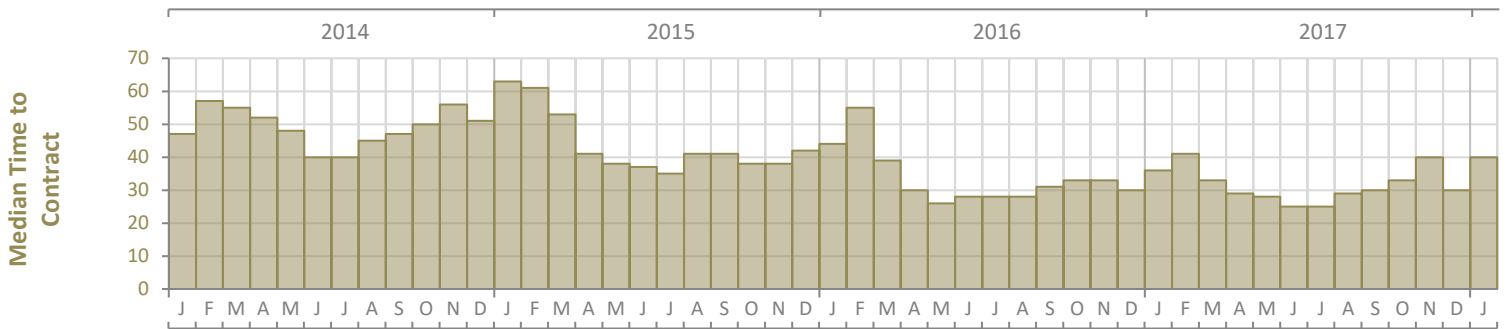


## Median Time to Contract

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

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

Month	Median Time to Contract	Percent Change Year-over-Year
<b>Year-to-Date</b>	<b>40 Days</b>	<b>11.1%</b>
<b>January 2018</b>	<b>40 Days</b>	<b>11.1%</b>
December 2017	30 Days	0.0%
November 2017	40 Days	21.2%
October 2017	33 Days	0.0%
September 2017	30 Days	-3.2%
August 2017	29 Days	3.6%
July 2017	25 Days	-10.7%
June 2017	25 Days	-10.7%
May 2017	28 Days	7.7%
April 2017	29 Days	-3.3%
March 2017	33 Days	-15.4%
February 2017	41 Days	-25.5%
January 2017	36 Days	-18.2%

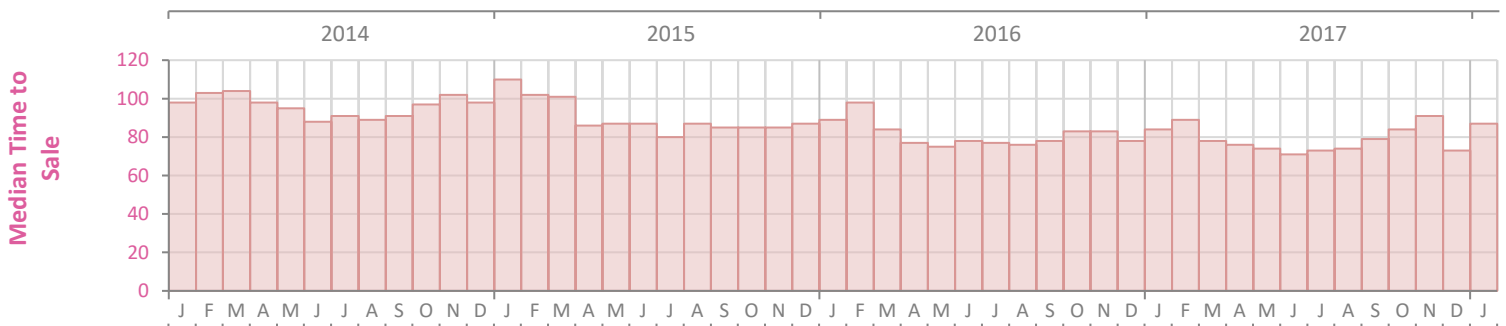


## Median Time to Sale

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
<b>Year-to-Date</b>	<b>87 Days</b>	<b>3.6%</b>
<b>January 2018</b>	<b>87 Days</b>	<b>3.6%</b>
December 2017	73 Days	-6.4%
November 2017	91 Days	9.6%
October 2017	84 Days	1.2%
September 2017	79 Days	1.3%
August 2017	74 Days	-2.6%
July 2017	73 Days	-5.2%
June 2017	71 Days	-9.0%
May 2017	74 Days	-1.3%
April 2017	76 Days	-1.3%
March 2017	78 Days	-7.1%
February 2017	89 Days	-9.2%
January 2017	84 Days	-5.6%



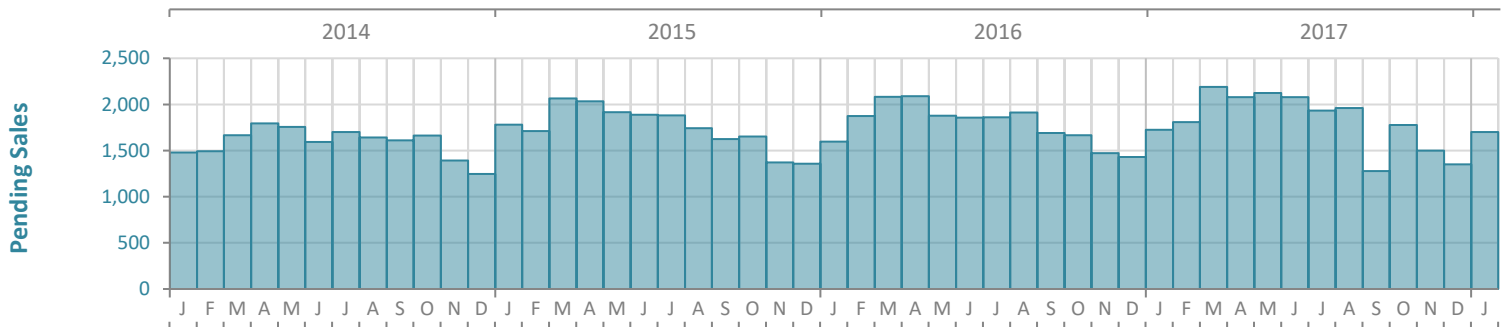


## New Pending Sales

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

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

Month	New Pending Sales	Percent Change Year-over-Year
<b>Year-to-Date</b>	<b>1,700</b>	<b>-1.5%</b>
<b>January 2018</b>	<b>1,700</b>	<b>-1.5%</b>
December 2017	1,350	-5.7%
November 2017	1,501	1.9%
October 2017	1,778	6.8%
September 2017	1,277	-24.4%
August 2017	1,962	2.6%
July 2017	1,934	4.0%
June 2017	2,078	12.0%
May 2017	2,125	13.2%
April 2017	2,078	-0.5%
March 2017	2,190	5.1%
February 2017	1,810	-3.4%
January 2017	1,726	8.0%

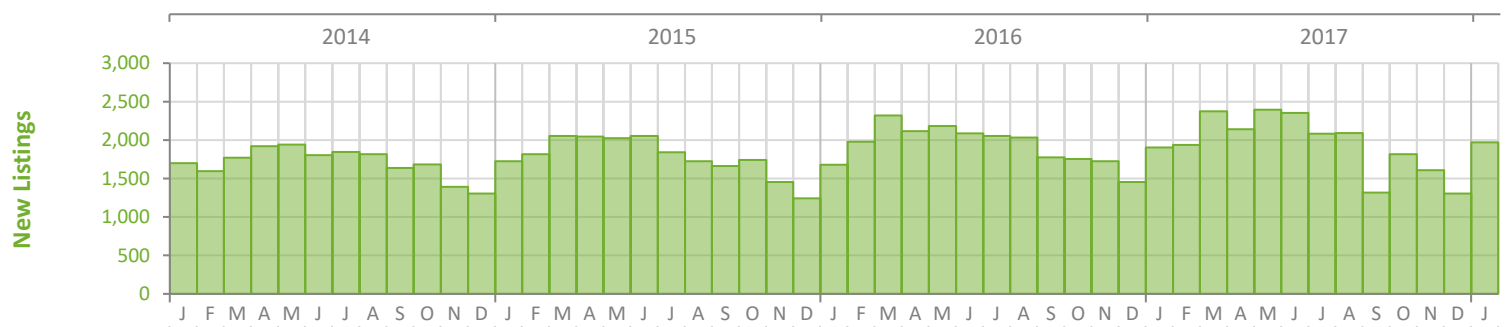


## New Listings

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
<b>Year-to-Date</b>	<b>1,972</b>	<b>3.7%</b>
<b>January 2018</b>	<b>1,972</b>	<b>3.7%</b>
December 2017	1,303	-10.4%
November 2017	1,608	-6.7%
October 2017	1,817	3.5%
September 2017	1,318	-25.8%
August 2017	2,091	2.8%
July 2017	2,083	1.5%
June 2017	2,353	12.9%
May 2017	2,397	9.9%
April 2017	2,141	1.2%
March 2017	2,375	2.3%
February 2017	1,939	-2.1%
January 2017	1,902	13.3%

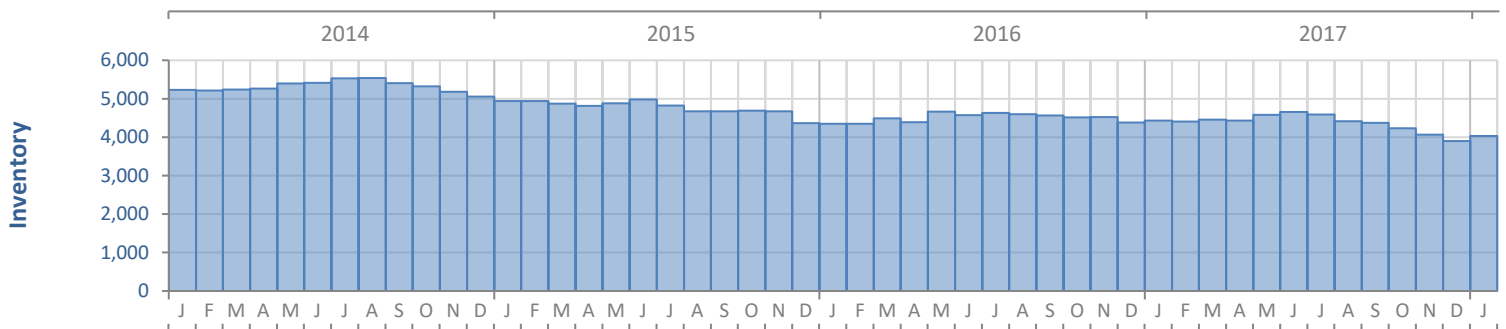


## Inventory (Active Listings)

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
<b>YTD (Monthly Avg)</b>	<b>4,029</b>	<b>-9.1%</b>
<b>January 2018</b>	<b>4,029</b>	<b>-9.1%</b>
December 2017	3,901	-11.0%
November 2017	4,066	-10.2%
October 2017	4,230	-6.4%
September 2017	4,373	-4.3%
August 2017	4,415	-4.0%
July 2017	4,587	-1.0%
June 2017	4,657	1.7%
May 2017	4,584	-1.7%
April 2017	4,434	0.9%
March 2017	4,457	-0.7%
February 2017	4,407	1.4%
January 2017	4,431	1.9%

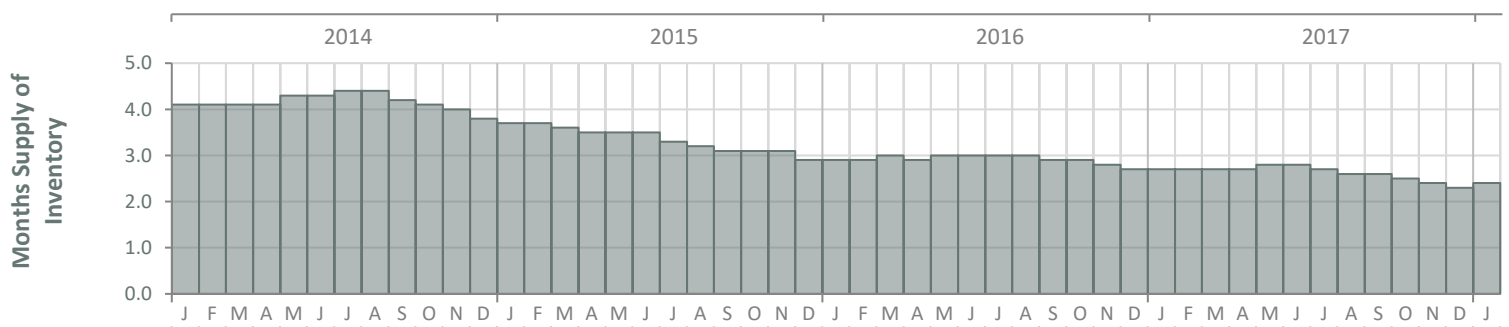


## Months Supply of Inventory

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

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

Month	Months Supply	Percent Change Year-over-Year
<b>YTD (Monthly Avg)</b>	<b>2.4</b>	<b>-11.1%</b>
<b>January 2018</b>	<b>2.4</b>	<b>-11.1%</b>
December 2017	2.3	-14.8%
November 2017	2.4	-14.3%
October 2017	2.5	-13.8%
September 2017	2.6	-10.3%
August 2017	2.6	-13.3%
July 2017	2.7	-10.0%
June 2017	2.8	-6.7%
May 2017	2.8	-6.7%
April 2017	2.7	-6.9%
March 2017	2.7	-10.0%
February 2017	2.7	-6.9%
January 2017	2.7	-6.9%

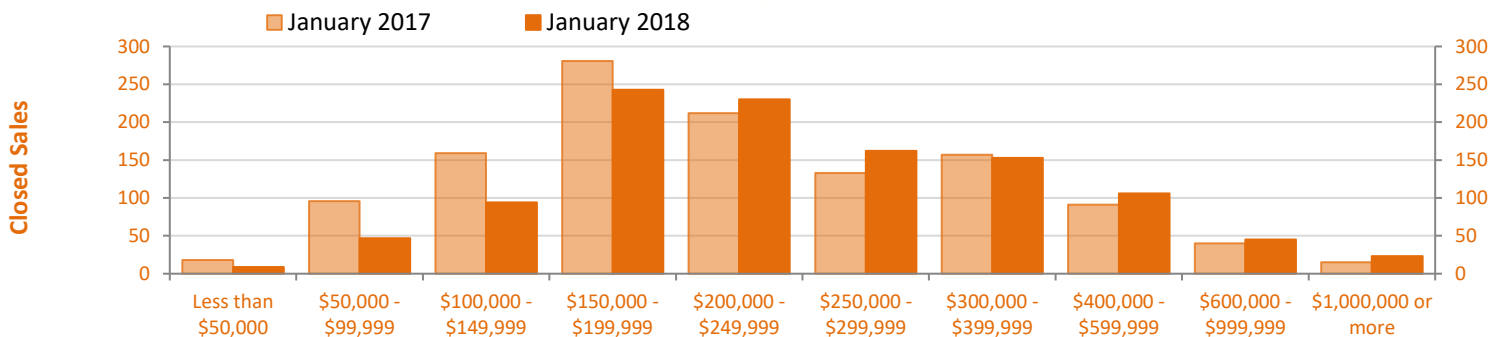


## Closed Sales by Sale Price

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	9	-50.0%
\$50,000 - \$99,999	47	-51.0%
\$100,000 - \$149,999	94	-40.9%
\$150,000 - \$199,999	243	-13.5%
\$200,000 - \$249,999	230	8.5%
\$250,000 - \$299,999	162	21.8%
\$300,000 - \$399,999	153	-2.5%
\$400,000 - \$599,999	106	16.5%
\$600,000 - \$999,999	45	12.5%
\$1,000,000 or more	23	53.3%

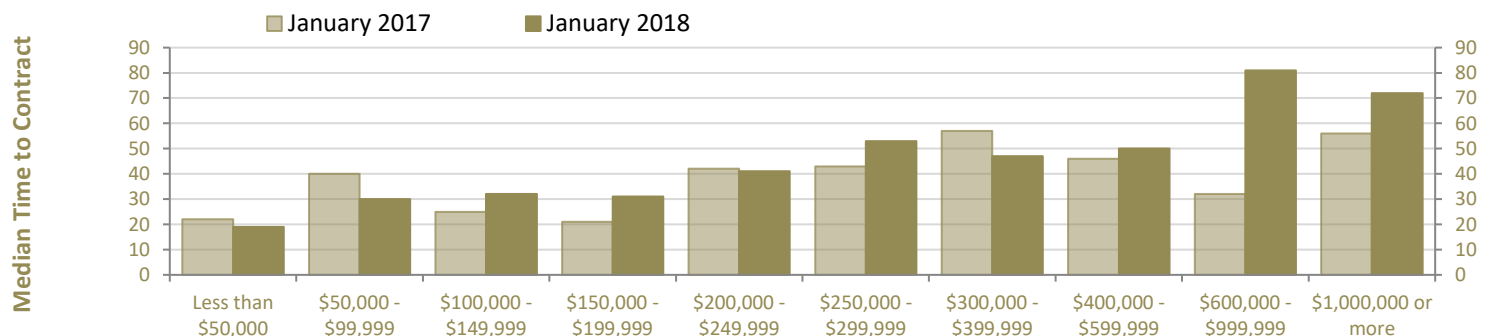


## Median Time to Contract by Sale Price

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

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

Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$50,000	19 Days	-13.6%
\$50,000 - \$99,999	30 Days	-25.0%
\$100,000 - \$149,999	32 Days	28.0%
\$150,000 - \$199,999	31 Days	47.6%
\$200,000 - \$249,999	41 Days	-2.4%
\$250,000 - \$299,999	53 Days	23.3%
\$300,000 - \$399,999	47 Days	-17.5%
\$400,000 - \$599,999	50 Days	8.7%
\$600,000 - \$999,999	81 Days	153.1%
\$1,000,000 or more	72 Days	28.6%



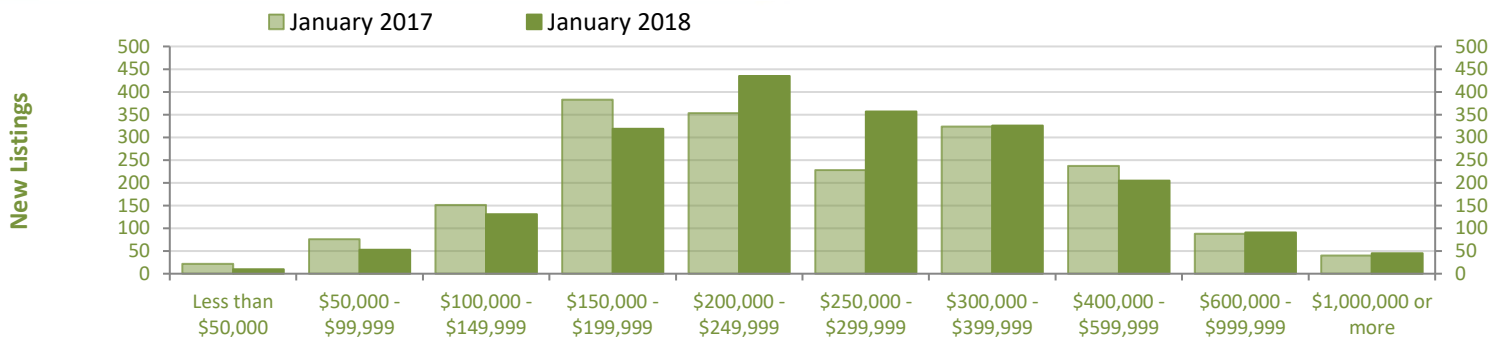


## New Listings by Initial Listing Price

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	10	-54.5%
\$50,000 - \$99,999	53	-30.3%
\$100,000 - \$149,999	131	-13.2%
\$150,000 - \$199,999	319	-16.7%
\$200,000 - \$249,999	435	23.2%
\$250,000 - \$299,999	357	56.6%
\$300,000 - \$399,999	326	0.6%
\$400,000 - \$599,999	205	-13.5%
\$600,000 - \$999,999	91	3.4%
\$1,000,000 or more	45	12.5%

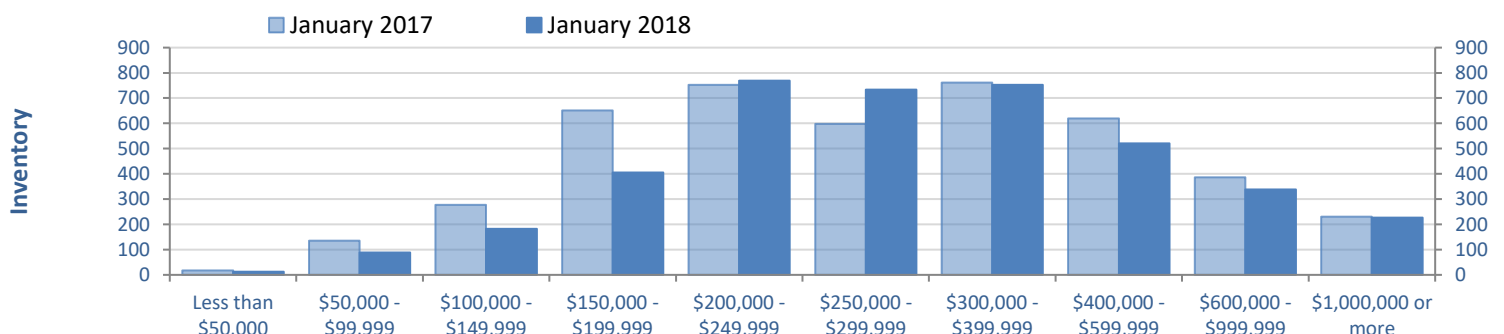


## Inventory by Current Listing Price

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.

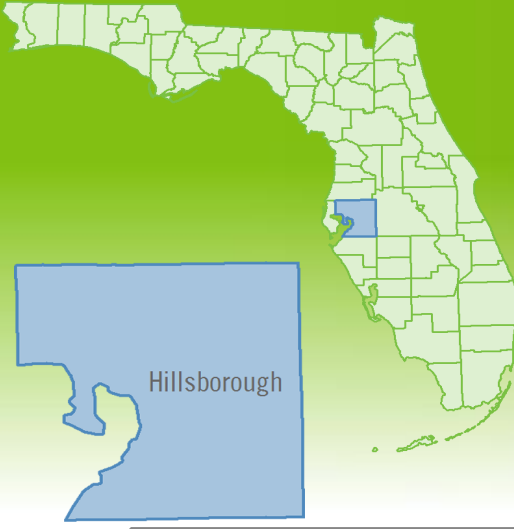
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	13	-27.8%
\$50,000 - \$99,999	88	-35.3%
\$100,000 - \$149,999	182	-34.3%
\$150,000 - \$199,999	405	-37.8%
\$200,000 - \$249,999	769	2.1%
\$250,000 - \$299,999	733	22.6%
\$300,000 - \$399,999	753	-1.1%
\$400,000 - \$599,999	521	-16.0%
\$600,000 - \$999,999	338	-12.4%
\$1,000,000 or more	227	-1.7%



# Monthly Distressed Market - January 2018

## Single Family Homes

### Hillsborough County



		January 2018	January 2017	Percent Change Year-over-Year
Traditional	Closed Sales	1,052	1,082	-2.8%
	Median Sale Price	\$238,690	\$218,745	9.1%
Foreclosure/REO	Closed Sales	39	86	-54.7%
	Median Sale Price	\$175,000	\$152,500	14.8%
Short Sale	Closed Sales	21	34	-38.2%
	Median Sale Price	\$148,000	\$150,056	-1.4%

