

Pinellas Realtor® Organization Monthly Sales Trend Indicator 2021

Sales by Price Range - Single Family Homes & Villas

Price Range	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	YTD Total	Curr Month	YTD
\$ 1 - 49,999	1	4	2	1	2	2	0	1	0	0	3		16	0.22%	0.10%
\$ 50,000 - 59,999	1	0	0	0	3	1	1	0	0	0	1		7	0.07%	0.05%
\$ 60,000 - 69,999	2	3	3	2	3	2	2	2	0	0	1		20	0.07%	0.13%
\$ 70,000 - 79,999	0	7	4	10	2	3	2	0	2	3	1		34	0.07%	0.22%
\$ 80,000 - 89,999	4	7	3	4	2	1	3	3	8	2	3		40	0.22%	0.26%
\$ 90,000 - 99,999	2	13	7	5	6	7	1	1	2	3	1		48	0.07%	0.31%
\$ 100,000 - 119,999	13	11	25	14	10	15	7	6	7	8	7		123	0.52%	0.80%
\$ 120,000 - 139,999	22	26	30	22	23	20	14	17	15	14	15		218	1.11%	1.42%
\$ 140,000 - 159,999	37	37	51	49	34	33	27	18	26	14	18		344	1.33%	2.23%
\$ 160,000 - 179,999	52	53	63	61	48	47	46	52	36	38	28		524	2.07%	3.40%
\$ 180,000 - 199,999	66	58	77	58	49	48	54	46	37	40	42		575	3.11%	3.73%
\$ 200,000 - 249,999	182	185	224	206	173	162	145	161	128	137	136		1,839	10.07%	11.94%
\$ 250,000 - 299,999	209	211	245	229	224	234	217	227	208	191	176		2,371	13.03%	15.40%
\$ 300,000 - 349,999	130	137	188	184	182	218	214	199	192	212	176		2,032	13.03%	13.20%
\$ 350,000 - 399,999	99	111	151	140	149	175	153	171	179	167	185		1,680	13.69%	10.91%
\$ 400,000 - 499,999	111	117	158	207	222	217	217	203	229	199	228		2,108	16.88%	13.69%
\$ 500,000 - 599,999	54	71	100	84	98	118	115	101	106	91	104		1,042	7.70%	6.77%
\$ 600,000 - 699,999	42	54	57	54	69	79	67	66	57	57	74		676	5.48%	4.39%
\$ 700,000 - 799,999	23	36	37	42	34	42	41	50	37	37	35		414	2.59%	2.69%
\$ 800,000 - 899,999	14	21	27	36	23	26	22	21	30	22	29		271	2.15%	1.76%
\$ 900,000 - 999,999	15	7	13	21	23	25	19	22	30	22	19		216	1.41%	1.40%
\$ 1,000,000 - and over	37	38	91	94	79	82	84	71	69	84	69		798	5.11%	5.18%
Current Year	1,116	1,207	1,556	1,523	1,458	1,557	1,451	1,438	1,398	1,341	1,351		15,396		
Previous Year	945	1,109	1,405	1,101	962	1,453	1,648	1,461	1,424	1,491	1,327		14,326		
Change from last month		8.15%	28.91%	-2.12%	-4.27%	6.79%	-6.81%	-0.90%	-2.78%	-4.08%	0.75%				
Change from last year	18.10%	8.84%	10.75%	38.33%	51.56%	7.16%	-11.95%	-1.57%	-1.83%	-10.06%	1.81%				
Current YTD	1,116	2,323	3,879	5,402	6,860	8,417	9,868	11,306	12,704	14,045	15,396				
Previous YTD	945	2,054	3,459	4,560	5,522	6,975	8,623	10,084	11,508	12,999	14,326	14,326			
% Change YTD	18.10%	13.10%	12.14%	18.46%	24.23%	20.67%	14.44%	12.12%	10.39%	8.05%	7.47%				

Pinellas Realtor® Organization Monthly Sales Trend Indicator 2021

Sales by Price Range - Condominiums, Townhouses and Co-Ops

Price Range	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	YTD Total	Curr Month	YTD
\$ 1 - 49,999	2	5	6	6	5	3	2	0	1	1	0		31	0.00%	0.38%
\$ 50,000 - 59,999	8	8	8	11	7	5	2	1	4	2	1		57	0.16%	0.70%
\$ 60,000 - 69,999	18	20	25	20	7	15	8	10	4	3	4		134	0.63%	1.64%
\$ 70,000 - 79,999	20	14	19	30	16	14	10	13	20	7	10		173	1.57%	2.11%
\$ 80,000 - 89,999	11	29	22	30	23	24	9	17	14	9	13		201	2.04%	2.45%
\$ 90,000 - 99,999	18	25	23	22	34	19	18	22	17	15	11		224	1.73%	2.73%
\$ 100,000 - 119,999	42	49	70	49	51	40	47	26	20	30	16		440	2.51%	5.37%
\$ 120,000 - 139,999	45	52	71	71	62	60	53	57	46	42	43		602	6.75%	7.35%
\$ 140,000 - 159,999	47	61	71	72	58	52	53	39	43	46	43		585	6.75%	7.14%
\$ 160,000 - 179,999	39	45	84	71	55	64	57	53	60	58	51		637	8.01%	7.78%
\$ 180,000 - 199,999	37	41	48	64	43	40	44	44	41	47	36		485	5.65%	5.92%
\$ 200,000 - 249,999	58	67	105	100	78	100	94	116	71	90	78		957	12.24%	11.68%
\$ 250,000 - 299,999	48	43	75	89	68	82	64	63	60	61	57		710	8.95%	8.67%
\$ 300,000 - 349,999	44	44	66	65	46	42	48	55	45	48	44		547	6.91%	6.68%
\$ 350,000 - 399,999	37	32	59	54	54	46	42	29	36	36	44		469	6.91%	5.73%
\$ 400,000 - 499,999	40	46	60	64	49	63	50	47	56	47	54		576	8.48%	7.03%
\$ 500,000 - 599,999	22	29	38	47	41	36	38	40	28	26	47		392	7.38%	4.79%
\$ 600,000 - 699,999	19	20	29	34	31	21	17	14	24	19	28		256	4.40%	3.13%
\$ 700,000 - 799,999	14	14	27	26	19	20	8	13	6	15	14		176	2.20%	2.15%
\$ 800,000 - 899,999	9	14	15	26	21	19	15	17	13	9	14		172	2.20%	2.10%
\$ 900,000 - 999,999	6	7	9	12	7	12	3	3	6	9	5		79	0.78%	0.96%
\$ 1,000,000 - and over	17	33	27	41	25	25	29	24	23	21	24		289	3.77%	3.53%
Current Year	601	698	957	1,004	800	802	711	703	638	641	637		8,192		
Previous Year	462	599	671	455	417	645	798	742	694	775	659		6,917		
Change from last month		16.14%	37.11%	4.91%	-20.32%	0.25%	-11.35%	-1.13%	-9.25%	0.47%	-0.62%				
Change from last year	30.09%	16.53%	42.62%	120.66%	91.85%	24.34%	-10.90%	-5.26%	-8.07%	-17.29%	-3.34%				
Current YTD	601	1,299	2,256	3,260	4,060	4,862	5,573	6,276	6,914	7,555	8,192				
Previous YTD	462	1,061	1,732	2,187	2,604	3,249	4,047	4,789	5,483	6,258	6,917	6,917			
% Change YTD	30.09%	22.43%	30.25%	49.06%	55.91%	49.65%	37.71%	31.05%	26.10%	20.73%	18.43%				

**Pinellas Realtor® Organization
Monthly Sales Trend Indicator
2021
Sales by Price Range - Overall**

Price Range	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	YTD Total	Curr Month	YTD
\$ 1 - 49,999	6	11	9	9	9	7	4	2	3	1	6		67	0.30%	0.28%
\$ 50,000 - 59,999	9	11	12	12	11	7	5	3	4	2	4		80	0.20%	0.33%
\$ 60,000 - 69,999	22	26	32	27	11	18	10	13	5	3	6		173	0.30%	0.72%
\$ 70,000 - 79,999	24	25	28	43	20	20	14	15	22	12	14		237	0.69%	0.99%
\$ 80,000 - 89,999	17	38	32	37	26	27	12	22	22	14	17		264	0.84%	1.10%
\$ 90,000 - 99,999	22	42	33	30	41	29	22	24	19	18	14		294	0.69%	1.22%
\$ 100,000 - 119,999	59	66	99	68	68	59	62	33	33	40	25		612	1.24%	2.55%
\$ 120,000 - 139,999	71	83	104	100	90	82	71	78	67	58	60		864	2.97%	3.60%
\$ 140,000 - 159,999	93	100	129	127	97	90	83	60	69	63	64		975	3.17%	4.06%
\$ 160,000 - 179,999	93	99	151	134	106	112	108	108	101	100	81		1,193	4.01%	4.97%
\$ 180,000 - 199,999	103	101	128	123	97	93	100	92	81	90	78		1,086	3.86%	4.52%
\$ 200,000 - 249,999	241	253	336	307	257	267	244	283	201	232	218		2,839	10.78%	11.82%
\$ 250,000 - 299,999	258	255	321	320	292	317	282	291	271	255	239		3,101	11.82%	12.92%
\$ 300,000 - 349,999	174	184	254	249	228	264	262	255	242	261	220		2,593	10.88%	10.80%
\$ 350,000 - 399,999	136	143	210	194	203	221	195	201	215	205	230		2,153	11.37%	8.97%
\$ 400,000 - 499,999	151	163	218	272	272	282	267	251	285	246	284		2,691	14.05%	11.21%
\$ 500,000 - 599,999	76	100	138	131	139	154	153	141	134	117	151		1,434	7.47%	5.97%
\$ 600,000 - 699,999	61	74	86	88	100	100	86	80	81	76	102		934	5.04%	3.89%
\$ 700,000 - 799,999	37	50	64	69	53	63	50	63	44	52	49		594	2.42%	2.47%
\$ 800,000 - 899,999	23	35	42	62	44	45	37	38	43	31	43		443	2.13%	1.85%
\$ 900,000 - 999,999	21	14	22	33	30	37	22	25	36	31	24		295	1.19%	1.23%
\$ 1,000,000 - and over	54	71	118	135	104	107	113	95	92	105	93		1,087	4.60%	4.53%
Current Year	1,751	1,944	2,566	2,570	2,298	2,401	2,202	2,173	2,070	2,012	2,022		24,009		
Previous Year	1,430	1,734	2,109	1,585	1,403	2,122	2,478	2,223	2,153	2,292	2,015		21,544		
Change from last month		11.02%	32.00%	0.16%	-10.58%	4.48%	-8.29%	-1.32%	-4.74%	-2.80%	0.50%				
Change from last year	22.45%	12.11%	21.67%	62.15%	63.79%	13.15%	-11.14%	-2.25%	-3.86%	-12.22%	0.35%				
Current YTD	1,751	3,695	6,261	8,831	11,129	13,530	15,732	17,905	19,975	21,987	24,009				
Previous YTD	1,430	3,164	5,273	6,858	8,261	10,383	12,861	15,084	17,237	19,529	21,544	21,544			
% Change YTD	22.45%	16.78%	18.74%	28.77%	34.72%	30.31%	22.32%	18.70%	15.88%	12.59%	11.44%				

**Pinellas Realtor® Organization
Monthly Sales Trend Indicator
2021
Sales by Bedroom Count**

Bedrooms	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	YTD Total	Curr Month	YTD
0	5	6	5	5	4	5	6	3	4	2	5		50	0.25%	0.21%
1	116	142	200	203	184	184	148	174	143	139	142		1,775	7.02%	7.39%
2	668	786	1,028	1,018	852	834	786	755	792	768	744		9,031	36.80%	37.62%
3	660	708	896	912	832	948	811	839	748	767	755		8,876	37.34%	36.97%
4	244	250	349	343	333	351	370	329	324	279	306		3,478	15.13%	14.49%
5	38	44	74	70	75	61	64	60	46	48	51		631	2.52%	2.63%
6+	20	8	14	19	18	18	17	13	13	9	19		168	0.94%	0.70%
Total	1,751	1,944	2,566	2,570	2,298	2,401	2,202	2,173	2,070	2,012	2,022	0	24,009	100.00%	100.00%

Sales by Bathroom Count

Bathrooms	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	YTD Total	Curr Month	YTD
1	362	442	582	605	544	519	455	493	454	448	450		5,354	22.26%	22.30%
2	1,145	1,247	1,615	1,565	1,409	1,518	1,389	1,381	1,327	1,281	1,288		15,165	63.70%	63.16%
3	186	197	288	312	271	293	290	241	226	219	228		2,751	11.28%	11.46%
4	43	43	52	71	60	54	48	46	47	50	37		551	1.83%	2.29%
5	6	10	21	14	7	11	14	5	15	8	9		120	0.45%	0.50%
6+	9	5	8	3	7	6	6	7	1	6	10		68	0.49%	0.28%
Total	1,751	1,944	2,566	2,570	2,298	2,401	2,202	2,173	2,070	2,012	2,022	0	24,009	100.00%	100.00%

Pinellas Realtor® Organization
Monthly Sales Trend Indicator
2021
Sales by Housing Style

Style	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	YTD Total	Curr Month	YTD
Single Family Residence	1,067	1,134	1,464	1,439	1,367	1,465	1,389	1,373	1,322	1,275	1,293		14,588	63.95%	60.76%
Condominium	502	583	796	816	667	637	552	558	527	498	514		6,650	25.42%	27.70%
Townhouse	99	115	161	188	133	165	159	145	111	143	123		1,542	6.08%	6.42%
Villa	49	73	92	84	91	92	62	65	76	66	58		808	2.87%	3.37%
Manufactured Home	26	37	52	41	32	36	32	27	31	26	25		365	1.24%	1.52%
1/2 Duplex	1	0	0	1	5	3	4	3	2	3	4		26	0.20%	0.11%
Dock-Rackominium	7	2	1	0	2	2	3	2	1	1	5		26	0.25%	0.11%
Farm	0	0	0	1	0	1	1	0	0	0	0		3	0.00%	0.01%
Garage Condo	0	0	0	0	1	0	0	0	0	0	0		1	0.00%	0.00%
Total	1,751	1,944	2,566	2,570	2,298	2,401	2,202	2,173	2,070	2,012	2,022	0	24,009	100.00%	100.00%

Pinellas Realtor® Organization

Multiple Listing One Month Sales and Inventory Report - November 1 to November 30, 2021

Price Range	Sold Units	Market Share	Average List Price	Average Sale Price	% List to Sell	Avg DOM	Inventory on Market	Months Supply
\$ 1 - 49,999	6	0.30%	37,833	35,833	95.00%	49	3	0.5
\$ 50,000 - 59,999	4	0.20%	63,725	53,000	83.00%	48	0	0.0
\$ 60,000 - 69,999	6	0.30%	67,373	64,840	96.00%	12	5	0.8
\$ 70,000 - 79,999	14	0.69%	76,993	75,429	98.00%	16	6	0.4
\$ 80,000 - 89,999	17	0.84%	88,288	86,147	98.00%	30	8	0.5
\$ 90,000 - 99,999	14	0.69%	98,317	93,871	95.00%	21	11	0.8
\$ 100,000 - 119,999	25	1.24%	116,095	109,972	95.00%	43	22	0.9
\$ 120,000 - 139,999	60	2.97%	130,062	128,353	99.00%	46	57	1.0
\$ 140,000 - 159,999	64	3.17%	151,978	149,498	98.00%	32	62	1.0
\$ 160,000 - 179,999	81	4.01%	171,129	169,416	99.00%	21	51	0.6
\$ 180,000 - 199,999	78	3.86%	187,659	189,185	101.00%	13	86	1.1
\$ 200,000 - 249,999	218	10.78%	225,758	225,119	100.00%	21	150	0.7
\$ 250,000 - 299,999	239	11.82%	275,623	274,394	100.00%	22	163	0.7
\$ 300,000 - 349,999	220	10.88%	321,504	322,411	100.00%	21	161	0.7
\$ 350,000 - 399,999	230	11.37%	375,075	373,358	100.00%	24	174	0.8
\$ 400,000 - 499,999	284	14.05%	441,149	441,657	100.00%	23	212	0.8
\$ 500,000 - 599,999	151	7.47%	541,736	543,140	100.00%	26	118	0.8
\$ 600,000 - 699,999	102	5.04%	643,900	640,976	100.00%	24	106	1.0
\$ 700,000 - 799,999	49	2.42%	749,524	744,366	99.00%	20	69	1.4
\$ 800,000 - 899,999	43	2.13%	851,514	841,293	99.00%	32	60	1.4
\$ 900,000 - 999,999	24	1.19%	952,904	941,642	99.00%	23	57	2.4
\$ 1,000,000 - and over	93	4.60%	2,068,499	2,012,080	97.00%	40	253	2.7
Totals	2,022	100.00%	438,778	435,116	99.00%	25	1,834	0.9

This data represents all residential sales. Reported sales are dependent upon timeliness of sales and totality of information Reported by participants. The data reflects only The sales published through Stellar MLS and does not include all sales in The Reported areas. Neither The Association/Board nor The STELLARMLS is in any way responsible for its accuracy.

Pinellas Realtor® Organization

Multiple Listing YTD Sales and Inventory Report - January 1 to November 30, 2021

Price Range	Sold Units	Market Share	Average List Price	Average Sale Price	% List to Sell	Avg DOM	Inventory on Market	Months Supply
\$ 1 - 49,999	67	0.28%	202,873	32,070	16.00%	61	3	0.5
\$ 50,000 - 59,999	80	0.33%	60,345	54,956	91.00%	70	0	0.0
\$ 60,000 - 69,999	173	0.72%	68,667	65,194	95.00%	66	5	0.3
\$ 70,000 - 79,999	237	0.99%	78,964	74,708	95.00%	51	6	0.3
\$ 80,000 - 89,999	264	1.10%	87,751	84,777	97.00%	37	8	0.3
\$ 90,000 - 99,999	294	1.22%	97,694	94,317	97.00%	45	11	0.4
\$ 100,000 - 119,999	612	2.55%	114,341	110,356	97.00%	45	22	0.4
\$ 120,000 - 139,999	864	3.60%	132,183	129,437	98.00%	40	57	0.7
\$ 140,000 - 159,999	975	4.06%	151,780	149,124	98.00%	31	62	0.7
\$ 160,000 - 179,999	1,193	4.97%	171,179	169,326	99.00%	28	51	0.5
\$ 180,000 - 199,999	1,086	4.52%	190,134	188,923	99.00%	28	86	0.9
\$ 200,000 - 249,999	2,839	11.82%	225,924	224,596	99.00%	26	150	0.6
\$ 250,000 - 299,999	3,101	12.92%	273,925	273,384	100.00%	26	163	0.6
\$ 300,000 - 349,999	2,593	10.80%	322,234	322,470	100.00%	24	161	0.7
\$ 350,000 - 399,999	2,153	8.97%	371,516	371,858	100.00%	25	174	0.9
\$ 400,000 - 499,999	2,691	11.21%	440,026	441,349	100.00%	26	212	0.9
\$ 500,000 - 599,999	1,434	5.97%	544,045	543,919	100.00%	32	118	0.9
\$ 600,000 - 699,999	934	3.89%	643,725	642,082	100.00%	31	106	1.3
\$ 700,000 - 799,999	594	2.47%	751,555	745,389	99.00%	42	69	1.3
\$ 800,000 - 899,999	443	1.85%	852,013	844,733	99.00%	43	60	1.5
\$ 900,000 - 999,999	295	1.23%	959,860	947,995	99.00%	39	57	2.1
\$ 1,000,000 - and over	1,087	4.53%	1,819,639	1,761,423	97.00%	72	253	2.6
Totals	24,009	100.00%	400,705	396,452	99.00%	32	1,834	0.8

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Pinellas Realtor® Organization
Four Year Sales and Inventory History 2017 - 2021
Compiled from Monthly Sales and Inventory Reports

Month	Monthly Sales	Average List Price	Average Sale Price	% Diff Sell/List	Avg DOM	Current Inventory	Months Inventory
12/1/2017	1,944	281,245	269,086	96%	55	6,567	3.4
1/1/2018	1,453	281,789	270,655	96%	62	6,670	4.6
2/1/2018	1,615	290,876	279,369	96%	57	6,798	4.2
3/1/2018	2,142	296,837	285,477	96%	55	6,776	3.2
4/1/2018	2,213	300,882	289,516	96%	53	6,743	3.0
5/1/2018	2,291	294,226	283,328	96%	48	6,712	2.9
6/1/2018	2,221	307,127	294,696	96%	47	6,751	3.0
7/1/2018	2,046	287,208	277,675	97%	50	6,551	3.2
8/1/2018	2,199	294,633	282,383	96%	50	6,562	3.0
9/1/2018	1,692	296,816	285,888	96%	52	6,539	3.9
10/1/2018	1,822	289,700	278,643	96%	56	6,624	3.6
11/1/2018	1,721	319,827	308,212	96%	52	6,770	3.9
12/1/2018	1,766	321,638	309,679	96%	54	6,542	3.7
1/1/2019	1,275	349,826	334,930	96%	59	6,791	5.3
2/1/2019	1,673	340,766	327,589	96%	61	6,743	4.0
3/1/2019	2,109	329,060	318,017	97%	56	6,472	3.1
4/1/2019	2,244	314,347	302,265	96%	61	6,158	2.7
5/1/2019	2,404	316,132	303,127	96%	60	5,942	2.5
6/1/2019	2,129	310,228	298,757	96%	55	5,743	2.7
7/1/2019	2,204	311,528	299,536	96%	54	5,530	2.5
8/1/2019	2,054	327,012	315,061	96%	57	5,221	2.5
9/1/2019	1,834	307,535	295,926	96%	53	5,250	2.9
10/1/2019	1,830	306,514	296,404	97%	54	5,296	2.9
11/1/2019	1,718	300,777	288,445	96%	53	5,205	3.0
12/1/2019	1,971	317,919	305,435	96%	59	5,004	2.5
1/1/2020	1,430	307,564	296,235	96%	59	5,165	3.6
2/1/2020	1,734	325,342	313,076	96%	57	5,166	3.0
3/1/2020	2,109	322,817	309,637	96%	55	5,497	2.6
4/1/2020	1,585	317,982	307,308	97%	50	5,304	3.3
5/1/2020	1,403	319,964	306,532	96%	52	4,799	3.4
6/1/2020	2,122	349,568	334,593	96%	61	4,160	2.0
7/1/2020	2,478	352,317	341,117	97%	59	3,946	1.6
8/1/2020	2,223	359,790	349,970	97%	54	3,745	1.7
9/1/2020	2,153	371,209	361,601	97%	46	3,637	1.7
10/1/2020	2,292	372,093	363,056	98%	42	3,711	1.6
11/1/2020	2,015	369,148	360,548	98%	42	3,519	1.7
12/1/2020	2,299	371,361	360,528	97%	41	3,169	1.4
1/1/2021	1,751	356,467	347,841	98%	45	2,763	1.6
2/1/2021	1,944	363,248	353,332	97%	49	2,361	1.2
3/1/2021	2,566	389,880	380,605	98%	45	2,004	0.8
4/1/2021	2,570	402,141	398,855	99%	37	1,993	0.8
5/1/2021	2,298	395,839	395,418	100%	28	1,979	0.9
6/1/2021	2,401	405,371	404,516	100%	26	2,118	0.9
7/1/2021	2,202	416,280	413,218	99%	24	2,358	1.1
8/1/2021	2,173	402,235	401,615	100%	24	2,294	1.1
9/1/2021	2,070	417,050	412,224	99%	23	2,226	1.1
10/1/2021	2,012	413,576	410,108	99%	26	2,178	1.1
11/1/2021	2,022	438,778	435,116	99%	25	1,834	0.9



