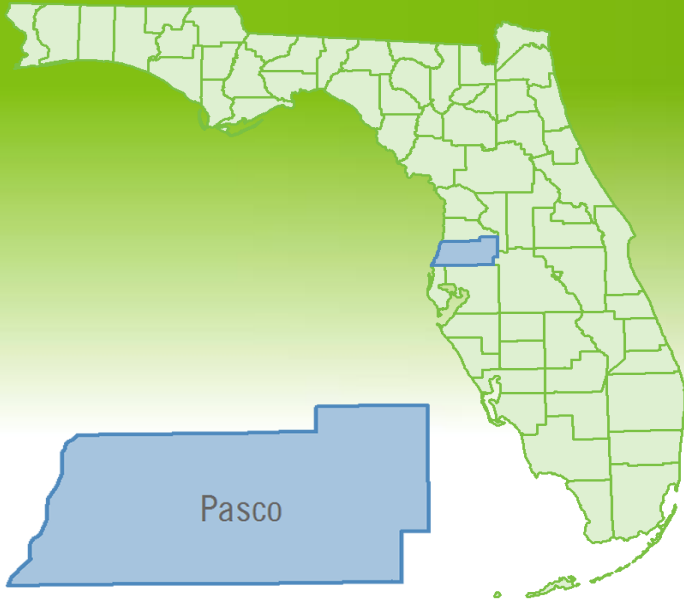


Monthly Market Detail - January 2023

Single-Family Homes

Pasco County



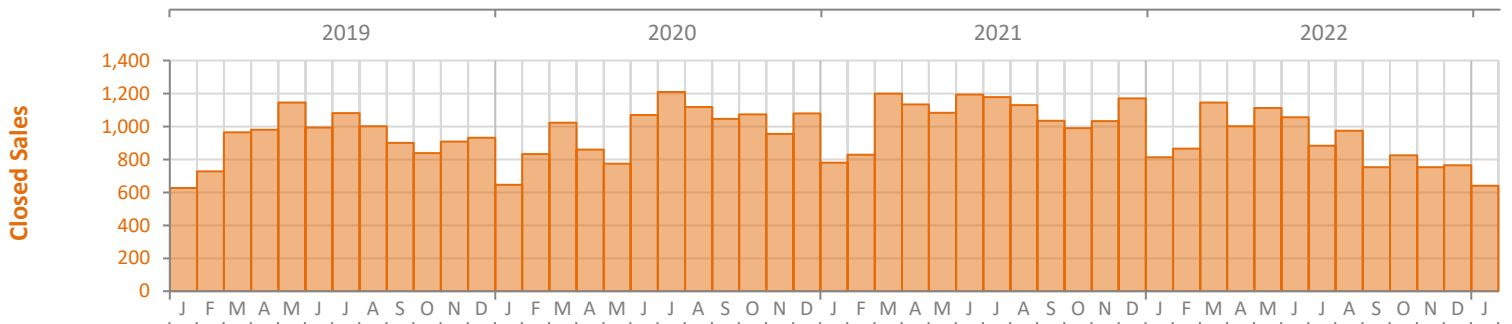
Summary Statistics	January 2023	January 2022	Percent Change Year-over-Year
Closed Sales	640	812	-21.2%
Paid in Cash	122	256	-52.3%
Median Sale Price	\$361,993	\$347,750	4.1%
Average Sale Price	\$394,627	\$371,639	6.2%
Dollar Volume	\$252.6 Million	\$301.8 Million	-16.3%
Median Percent of Original List Price Received	95.5%	100.0%	-4.5%
Median Time to Contract	32 Days	9 Days	255.6%
Median Time to Sale	85 Days	50 Days	70.0%
New Pending Sales	933	1,030	-9.4%
New Listings	971	989	-1.8%
Pending Inventory	1,470	1,716	-14.3%
Inventory (Active Listings)	1,886	647	191.5%
Months Supply of Inventory	2.1	0.6	250.0%

Closed Sales

The number of sales transactions which closed during the month

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

Month	Closed Sales	Percent Change Year-over-Year
Year-to-Date	640	-21.2%
January 2023	640	-21.2%
December 2022	765	-34.6%
November 2022	752	-27.1%
October 2022	825	-16.6%
September 2022	752	-27.3%
August 2022	973	-13.8%
July 2022	882	-25.1%
June 2022	1,056	-11.5%
May 2022	1,111	2.6%
April 2022	1,001	-11.7%
March 2022	1,145	-4.5%
February 2022	865	4.3%
January 2022	812	4.1%

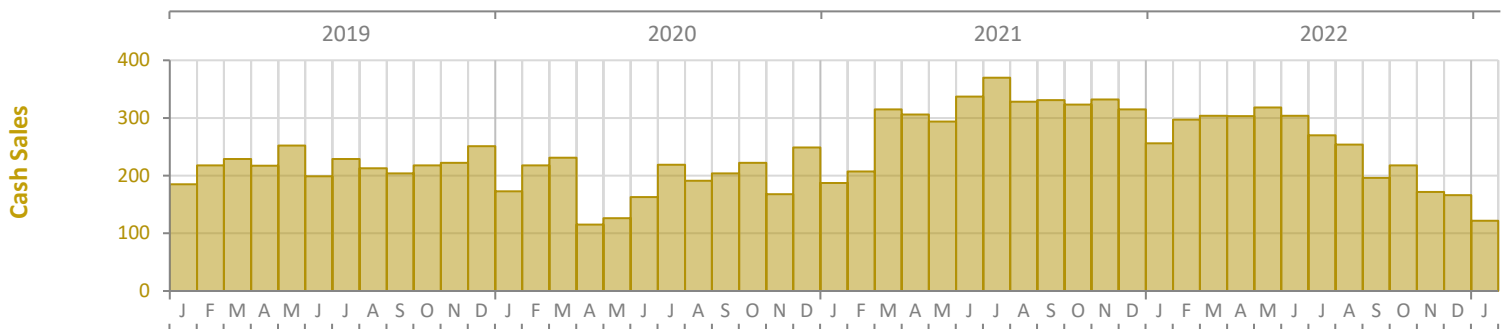


Cash Sales

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

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

Month	Cash Sales	Percent Change Year-over-Year
Year-to-Date	122	-52.3%
January 2023	122	-52.3%
December 2022	166	-47.3%
November 2022	172	-48.2%
October 2022	218	-32.5%
September 2022	196	-40.8%
August 2022	254	-22.6%
July 2022	270	-27.0%
June 2022	304	-9.8%
May 2022	318	8.2%
April 2022	303	-1.0%
March 2022	304	-3.5%
February 2022	297	43.5%
January 2022	256	36.9%

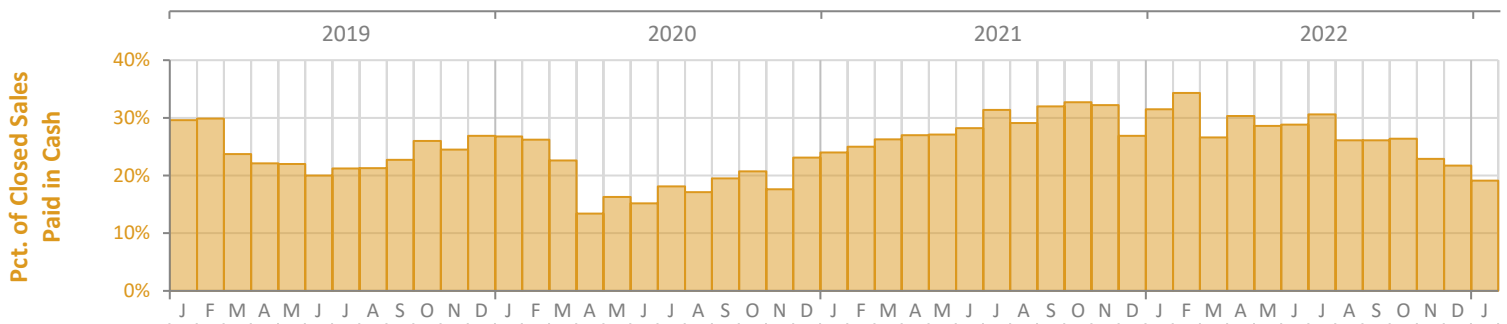


Cash Sales as a Percentage of Closed Sales

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	19.1%	-39.4%
January 2023	19.1%	-39.4%
December 2022	21.7%	-19.3%
November 2022	22.9%	-28.9%
October 2022	26.4%	-19.3%
September 2022	26.1%	-18.4%
August 2022	26.1%	-10.3%
July 2022	30.6%	-2.5%
June 2022	28.8%	2.1%
May 2022	28.6%	5.5%
April 2022	30.3%	12.2%
March 2022	26.6%	1.1%
February 2022	34.3%	37.2%
January 2022	31.5%	31.3%

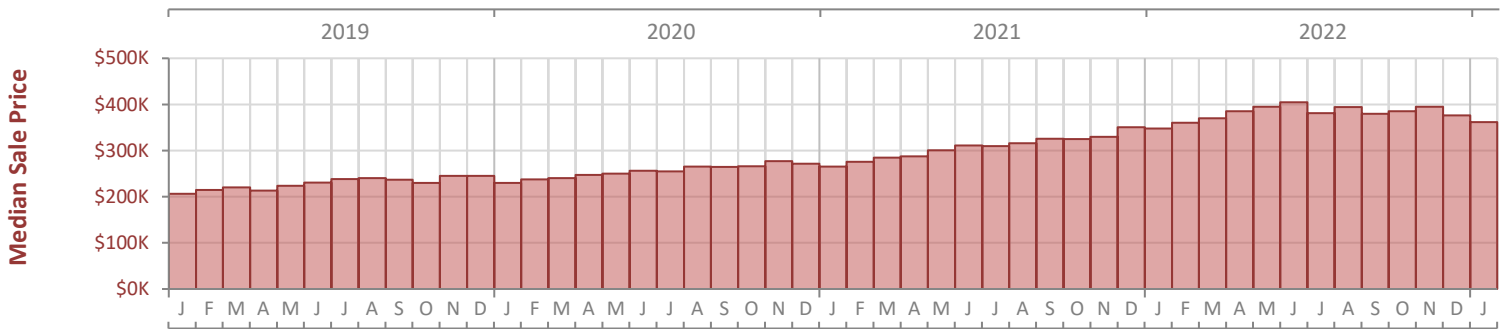


Median Sale Price

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	\$361,993	4.1%
January 2023	\$361,993	4.1%
December 2022	\$375,990	7.2%
November 2022	\$394,990	19.9%
October 2022	\$385,000	18.5%
September 2022	\$379,945	16.6%
August 2022	\$394,000	24.7%
July 2022	\$381,000	22.9%
June 2022	\$404,495	30.1%
May 2022	\$394,990	31.5%
April 2022	\$385,000	33.8%
March 2022	\$370,000	29.8%
February 2022	\$360,000	30.7%
January 2022	\$347,750	31.2%

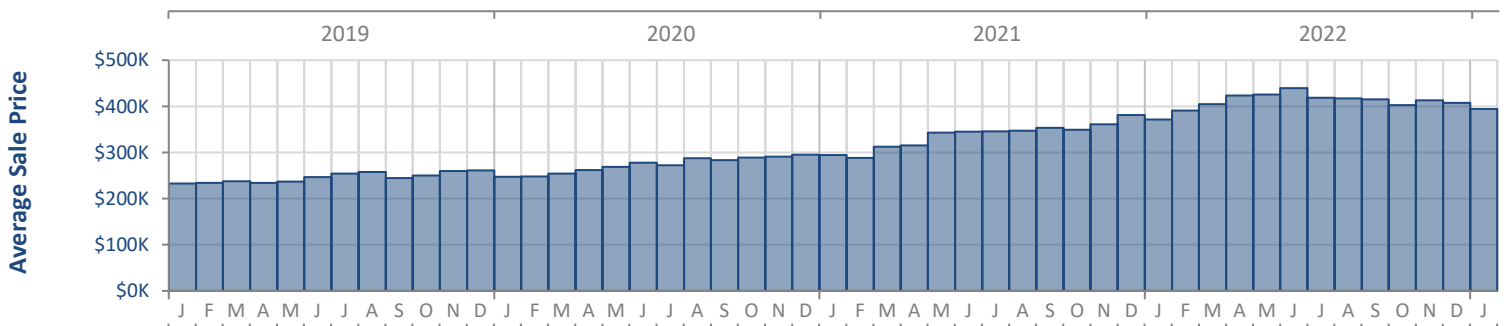


Average Sale Price

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	\$394,627	6.2%
January 2023	\$394,627	6.2%
December 2022	\$407,785	7.1%
November 2022	\$413,098	14.4%
October 2022	\$402,344	15.1%
September 2022	\$415,215	17.6%
August 2022	\$416,893	20.1%
July 2022	\$418,704	21.1%
June 2022	\$439,662	27.4%
May 2022	\$425,432	24.0%
April 2022	\$423,122	34.3%
March 2022	\$404,593	29.5%
February 2022	\$391,057	35.8%
January 2022	\$371,639	26.2%

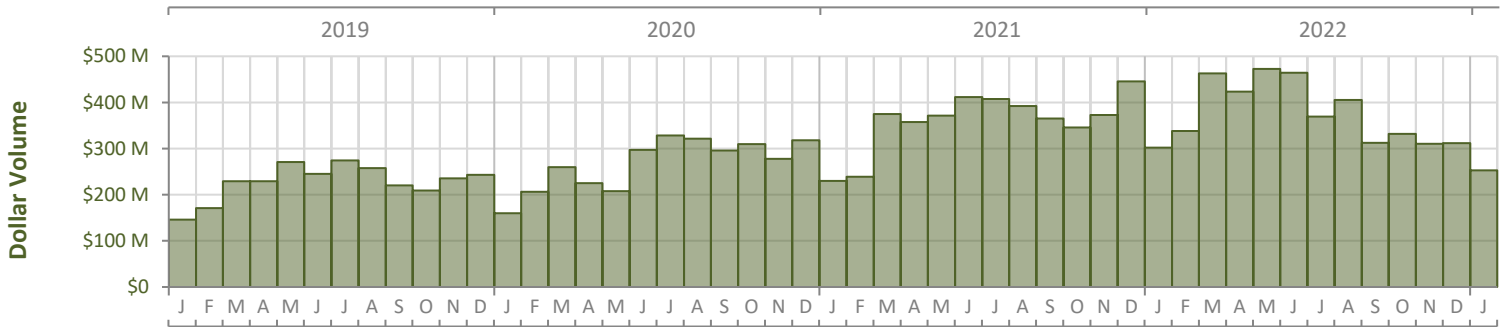


Dollar Volume

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	\$252.6 Million	-16.3%
January 2023	\$252.6 Million	-16.3%
December 2022	\$312.0 Million	-30.0%
November 2022	\$310.6 Million	-16.6%
October 2022	\$331.9 Million	-4.0%
September 2022	\$312.2 Million	-14.5%
August 2022	\$405.6 Million	3.5%
July 2022	\$369.3 Million	-9.3%
June 2022	\$464.3 Million	12.8%
May 2022	\$472.7 Million	27.2%
April 2022	\$423.5 Million	18.5%
March 2022	\$463.3 Million	23.7%
February 2022	\$338.3 Million	41.7%
January 2022	\$301.8 Million	31.4%

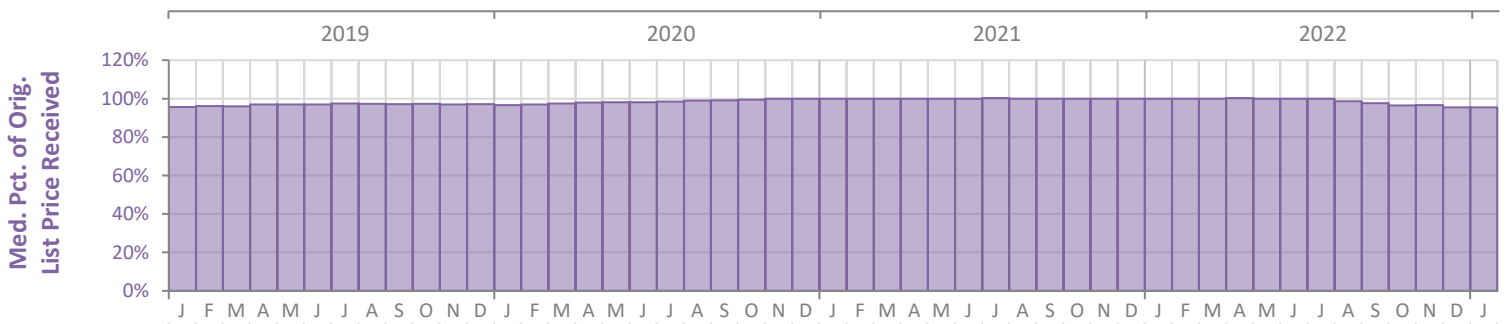


Median Percent of Original List Price Received

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	95.5%	-4.5%
January 2023	95.5%	-4.5%
December 2022	95.5%	-4.5%
November 2022	96.6%	-3.4%
October 2022	96.5%	-3.5%
September 2022	97.6%	-2.4%
August 2022	98.6%	-1.4%
July 2022	100.0%	-0.3%
June 2022	100.0%	0.0%
May 2022	100.0%	0.0%
April 2022	100.3%	0.3%
March 2022	100.0%	0.0%
February 2022	100.0%	0.0%
January 2022	100.0%	0.0%

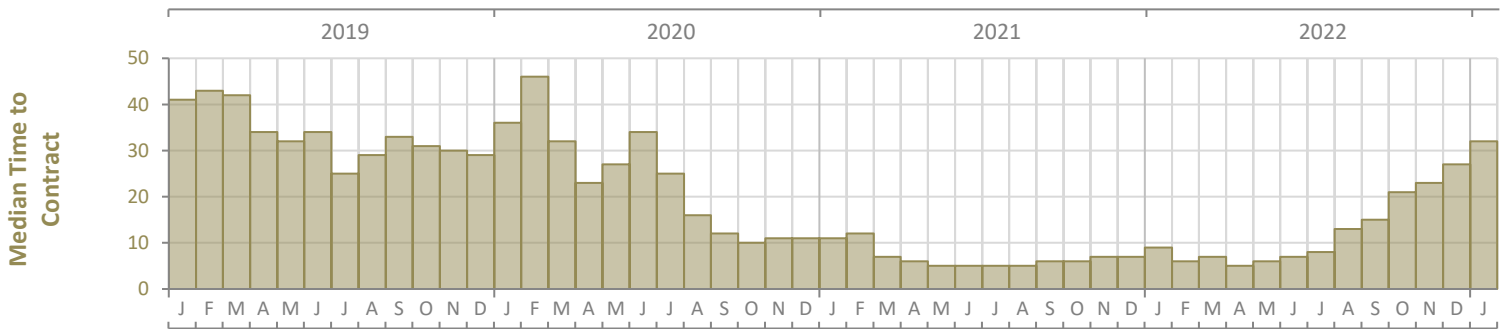


Median Time to Contract

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

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

Month	Median Time to Contract	Percent Change Year-over-Year
Year-to-Date	32 Days	255.6%
January 2023	32 Days	255.6%
December 2022	27 Days	285.7%
November 2022	23 Days	228.6%
October 2022	21 Days	250.0%
September 2022	15 Days	150.0%
August 2022	13 Days	160.0%
July 2022	8 Days	60.0%
June 2022	7 Days	40.0%
May 2022	6 Days	20.0%
April 2022	5 Days	-16.7%
March 2022	7 Days	0.0%
February 2022	6 Days	-50.0%
January 2022	9 Days	-18.2%

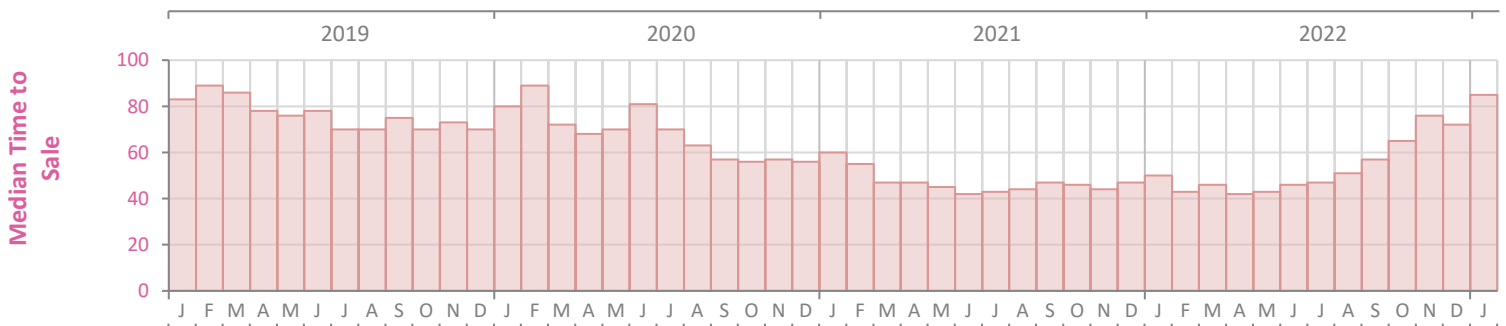


Median Time to Sale

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
Year-to-Date	85 Days	70.0%
January 2023	85 Days	70.0%
December 2022	72 Days	53.2%
November 2022	76 Days	72.7%
October 2022	65 Days	41.3%
September 2022	57 Days	21.3%
August 2022	51 Days	15.9%
July 2022	47 Days	9.3%
June 2022	46 Days	9.5%
May 2022	43 Days	-4.4%
April 2022	42 Days	-10.6%
March 2022	46 Days	-2.1%
February 2022	43 Days	-21.8%
January 2022	50 Days	-16.7%

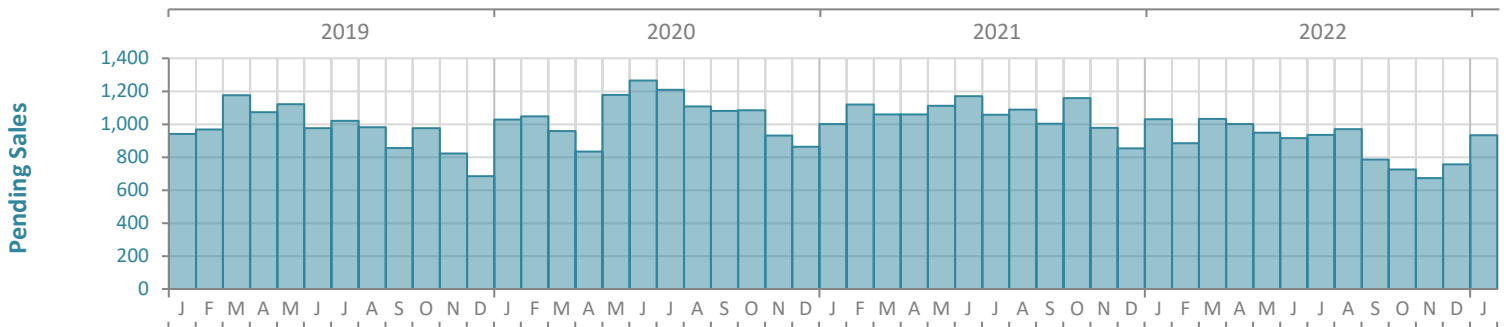


New Pending Sales

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	933	-9.4%
January 2023	933	-9.4%
December 2022	756	-11.5%
November 2022	673	-31.1%
October 2022	726	-37.3%
September 2022	785	-21.7%
August 2022	971	-10.8%
July 2022	936	-11.4%
June 2022	916	-21.8%
May 2022	949	-14.6%
April 2022	1,001	-5.6%
March 2022	1,032	-2.6%
February 2022	885	-21.0%
January 2022	1,030	2.8%

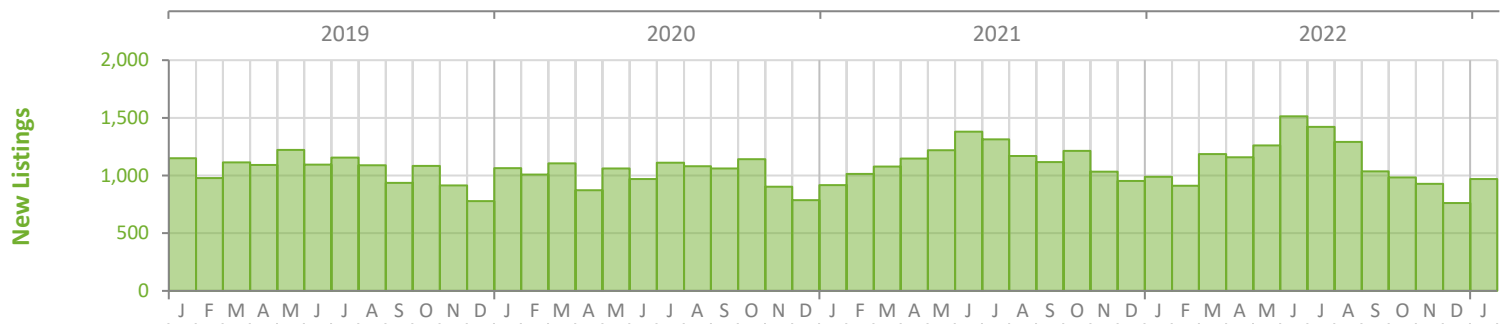


New Listings

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	971	-1.8%
January 2023	971	-1.8%
December 2022	761	-20.1%
November 2022	928	-10.2%
October 2022	984	-18.9%
September 2022	1,037	-7.2%
August 2022	1,292	10.5%
July 2022	1,421	8.1%
June 2022	1,513	9.7%
May 2022	1,261	3.5%
April 2022	1,157	1.0%
March 2022	1,186	9.9%
February 2022	912	-10.1%
January 2022	989	7.7%

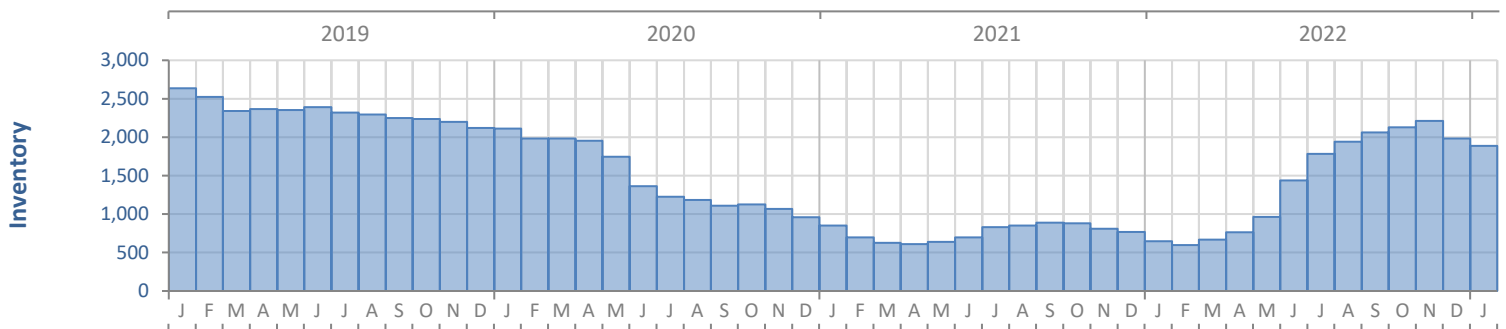


Inventory (Active Listings)

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)	1,886	191.5%
January 2023	1,886	191.5%
December 2022	1,985	159.1%
November 2022	2,210	173.2%
October 2022	2,129	141.9%
September 2022	2,064	131.9%
August 2022	1,943	127.8%
July 2022	1,785	115.1%
June 2022	1,437	105.6%
May 2022	964	51.3%
April 2022	763	24.9%
March 2022	668	6.9%
February 2022	599	-14.1%
January 2022	647	-23.8%

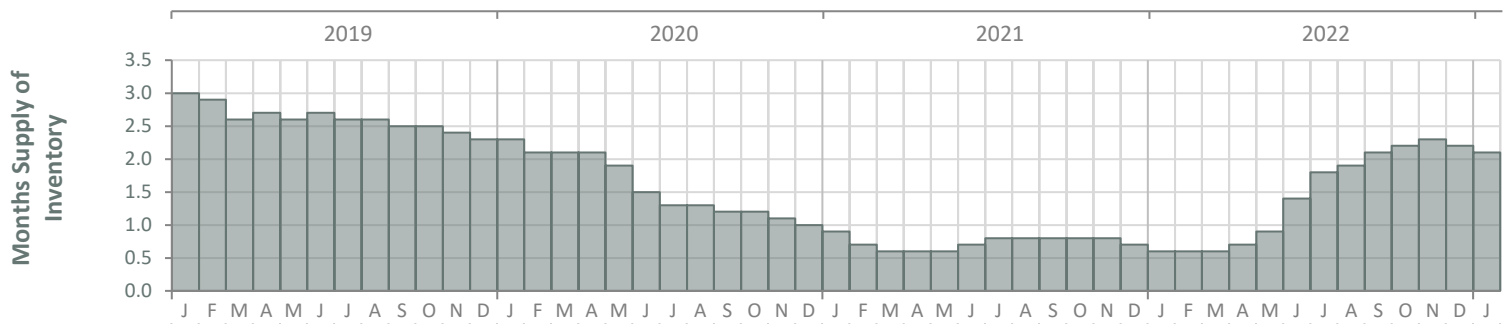


Months Supply of Inventory

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)	2.1	250.0%
January 2023	2.1	250.0%
December 2022	2.2	214.3%
November 2022	2.3	187.5%
October 2022	2.2	175.0%
September 2022	2.1	162.5%
August 2022	1.9	137.5%
July 2022	1.8	125.0%
June 2022	1.4	100.0%
May 2022	0.9	50.0%
April 2022	0.7	16.7%
March 2022	0.6	0.0%
February 2022	0.6	-14.3%
January 2022	0.6	-33.3%

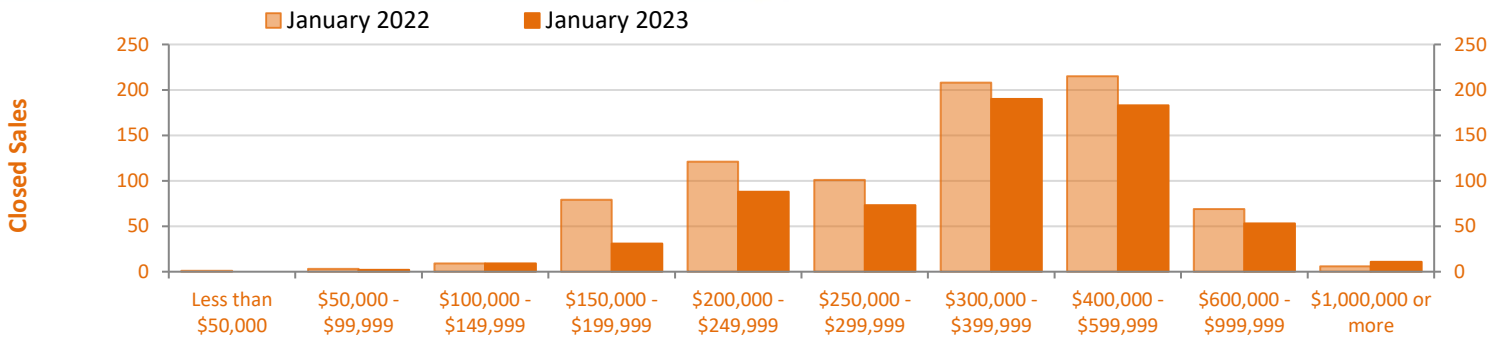


Closed Sales by Sale Price

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	-100.0%
\$50,000 - \$99,999	2	-33.3%
\$100,000 - \$149,999	9	0.0%
\$150,000 - \$199,999	31	-60.8%
\$200,000 - \$249,999	88	-27.3%
\$250,000 - \$299,999	73	-27.7%
\$300,000 - \$399,999	190	-8.7%
\$400,000 - \$599,999	183	-14.9%
\$600,000 - \$999,999	53	-23.2%
\$1,000,000 or more	11	83.3%

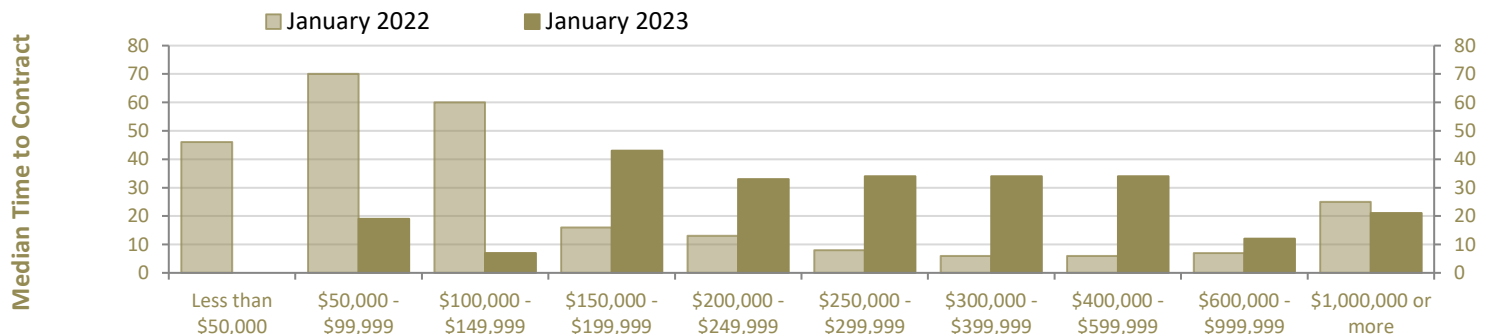


Median Time to Contract by Sale Price

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	(No Sales)	N/A
\$50,000 - \$99,999	19 Days	-72.9%
\$100,000 - \$149,999	7 Days	-88.3%
\$150,000 - \$199,999	43 Days	168.8%
\$200,000 - \$249,999	33 Days	153.8%
\$250,000 - \$299,999	34 Days	325.0%
\$300,000 - \$399,999	34 Days	466.7%
\$400,000 - \$599,999	34 Days	466.7%
\$600,000 - \$999,999	12 Days	71.4%
\$1,000,000 or more	21 Days	-16.0%



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	100.0%
\$100,000 - \$149,999	8	-42.9%
\$150,000 - \$199,999	33	-38.9%
\$200,000 - \$249,999	110	-16.0%
\$250,000 - \$299,999	115	-4.2%
\$300,000 - \$399,999	256	6.7%
\$400,000 - \$599,999	314	3.6%
\$600,000 - \$999,999	112	-1.8%
\$1,000,000 or more	21	75.0%

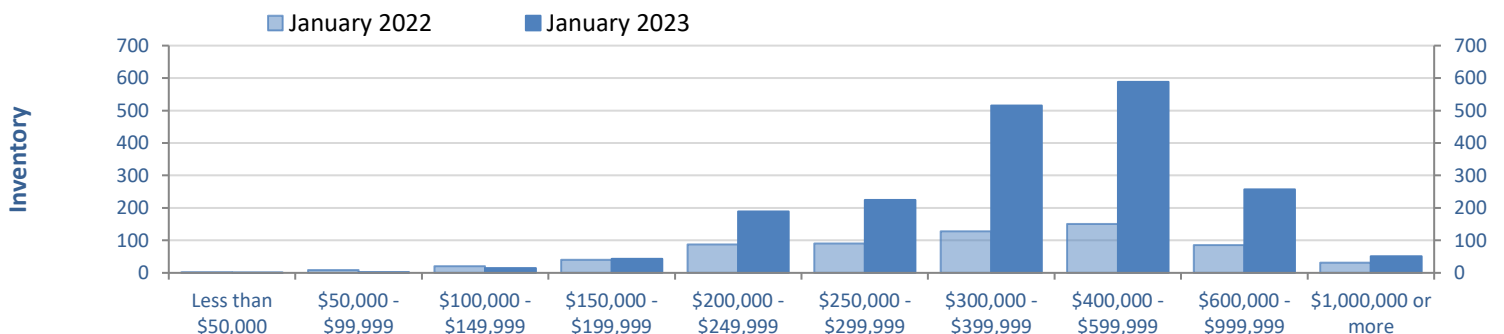


Inventory by Current Listing Price

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.

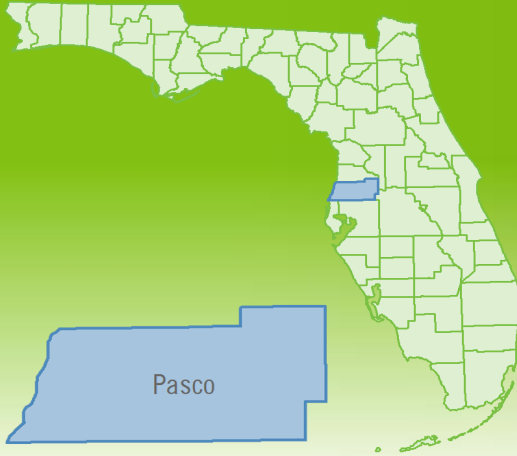
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	1	-50.0%
\$50,000 - \$99,999	2	-77.8%
\$100,000 - \$149,999	15	-28.6%
\$150,000 - \$199,999	43	7.5%
\$200,000 - \$249,999	189	114.8%
\$250,000 - \$299,999	225	147.3%
\$300,000 - \$399,999	515	302.3%
\$400,000 - \$599,999	588	289.4%
\$600,000 - \$999,999	257	198.8%
\$1,000,000 or more	51	64.5%



Monthly Distressed Market - January 2023

Single-Family Homes

Pasco County



		January 2023	January 2022	Percent Change Year-over-Year
Traditional	Closed Sales	632	806	-21.6%
	Median Sale Price	\$363,495	\$349,245	4.1%
Foreclosure/REO	Closed Sales	8	2	300.0%
	Median Sale Price	\$286,712	\$310,000	-7.5%
Short Sale	Closed Sales	0	4	-100.0%
	Median Sale Price	(No Sales)	\$297,500	N/A

