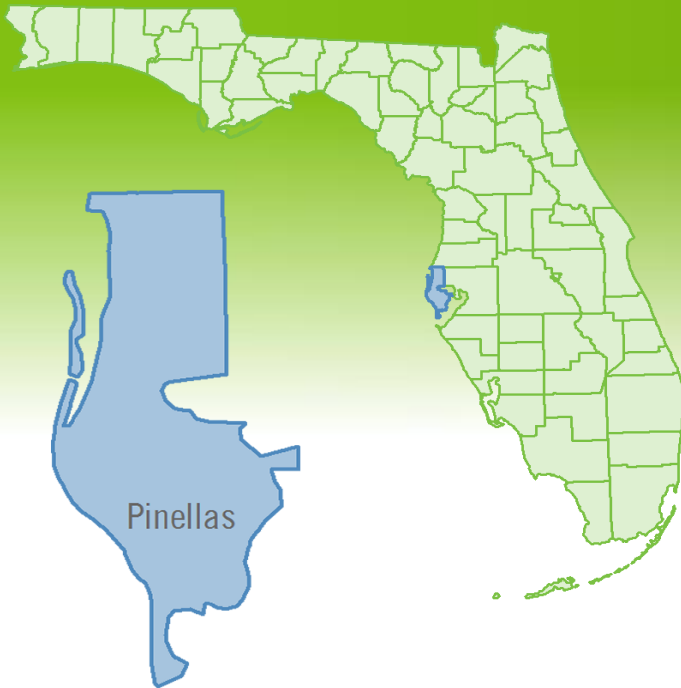


Monthly Market Detail - September 2023

Single-Family Homes

Pinellas County



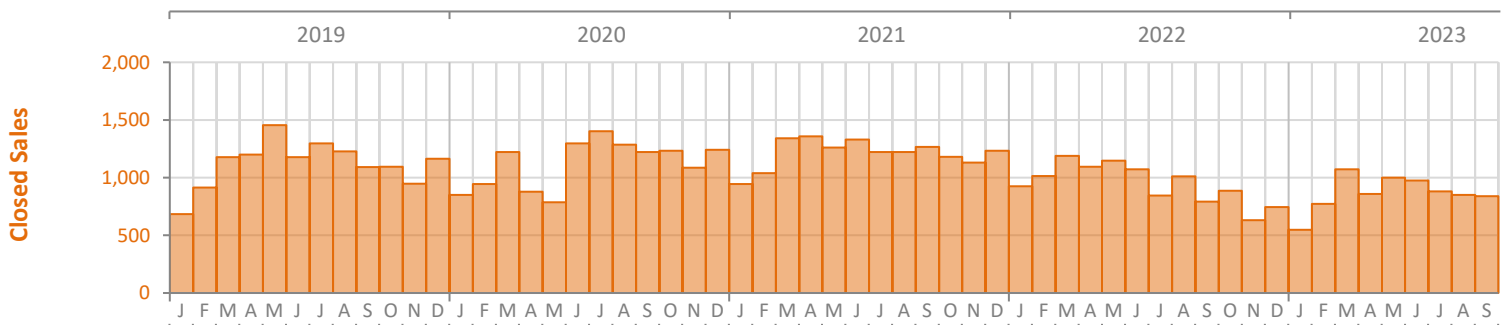
Summary Statistics	September 2023	September 2022	Percent Change Year-over-Year
Closed Sales	839	792	5.9%
Paid in Cash	308	231	33.3%
Median Sale Price	\$462,000	\$421,150	9.7%
Average Sale Price	\$606,283	\$530,466	14.3%
Dollar Volume	\$508.7 Million	\$420.1 Million	21.1%
Median Percent of Original List Price Received	97.3%	96.5%	0.8%
Median Time to Contract	16 Days	21 Days	-23.8%
Median Time to Sale	54 Days	56 Days	-3.6%
New Pending Sales	751	728	3.2%
New Listings	1,182	923	28.1%
Pending Inventory	843	1,068	-21.1%
Inventory (Active Listings)	1,901	1,921	-1.0%
Months Supply of Inventory	2.3	1.8	27.8%

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	7,796	-14.2%
September 2023	839	5.9%
August 2023	850	-15.8%
July 2023	882	4.3%
June 2023	974	-9.2%
May 2023	1,000	-12.8%
April 2023	858	-21.6%
March 2023	1,072	-9.9%
February 2023	772	-23.8%
January 2023	549	-40.7%
December 2022	744	-39.6%
November 2022	630	-44.3%
October 2022	887	-24.8%
September 2022	792	-37.5%



Monthly Market Detail - September 2023

Single-Family Homes

Pinellas County

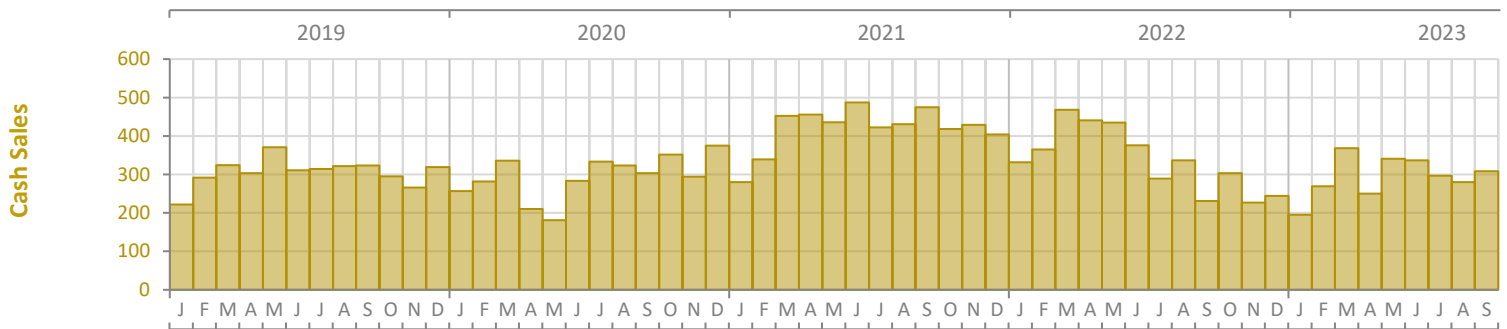


Cash Sales

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	2,645	-19.2%
September 2023	308	33.3%
August 2023	280	-16.9%
July 2023	297	2.8%
June 2023	337	-10.4%
May 2023	341	-21.6%
April 2023	250	-43.3%
March 2023	368	-21.4%
February 2023	269	-26.3%
January 2023	195	-41.3%
December 2022	244	-39.6%
November 2022	227	-47.1%
October 2022	303	-27.5%
September 2022	231	-51.4%

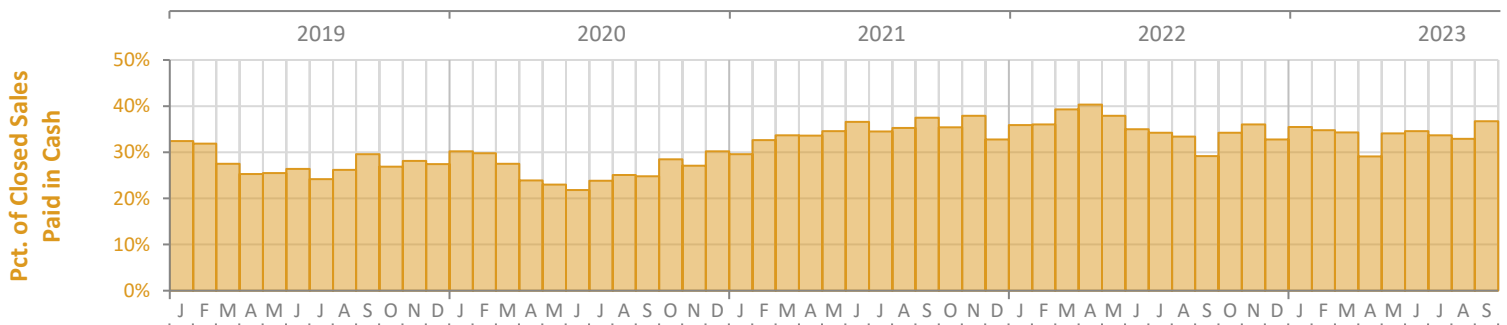


Cash Sales as a Percentage of Closed Sales

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

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

Month	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Year-to-Date	33.9%	-5.8%
September 2023	36.7%	25.7%
August 2023	32.9%	-1.5%
July 2023	33.7%	-1.5%
June 2023	34.6%	-1.1%
May 2023	34.1%	-10.0%
April 2023	29.1%	-27.8%
March 2023	34.3%	-12.7%
February 2023	34.8%	-3.3%
January 2023	35.5%	-1.1%
December 2022	32.8%	0.0%
November 2022	36.0%	-5.0%
October 2022	34.2%	-3.4%
September 2022	29.2%	-22.1%



Monthly Market Detail - September 2023

Single-Family Homes

Pinellas County

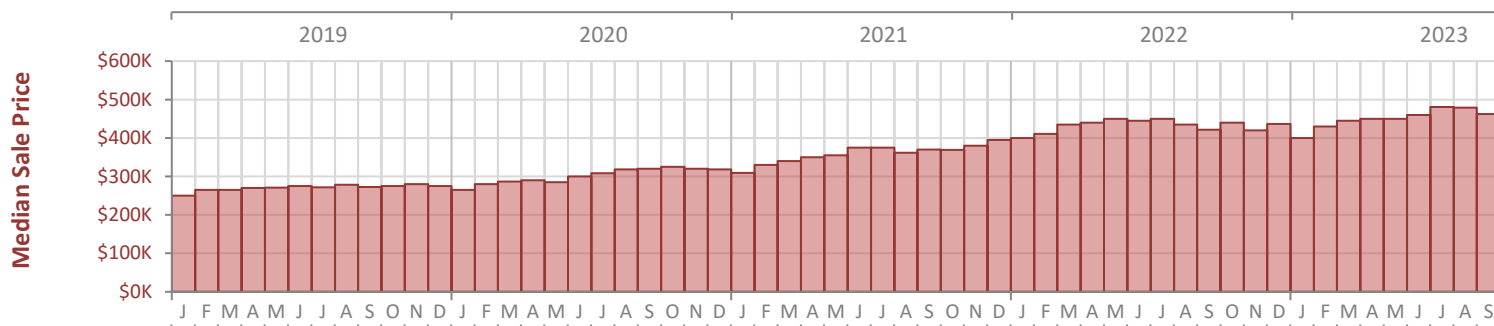


Median Sale Price

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	3.9%
September 2023	\$462,000	9.7%
August 2023	\$478,968	10.1%
July 2023	\$480,500	6.8%
June 2023	\$460,000	3.4%
May 2023	\$450,000	0.0%
April 2023	\$450,000	2.3%
March 2023	\$445,000	2.3%
February 2023	\$430,000	4.6%
January 2023	\$400,000	0.0%
December 2022	\$436,750	10.6%
November 2022	\$420,000	10.5%
October 2022	\$440,000	19.1%
September 2022	\$421,150	13.8%

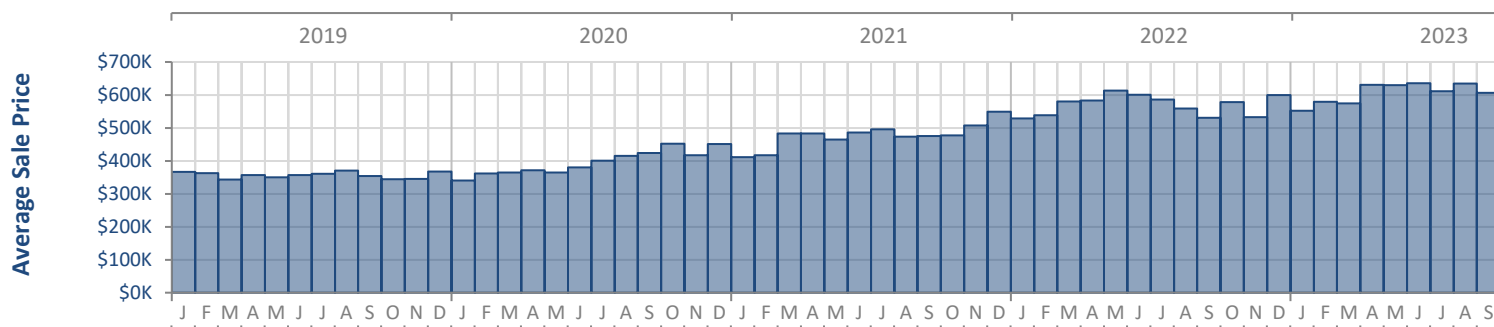


Average Sale Price

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	\$608,397	6.5%
September 2023	\$606,283	14.3%
August 2023	\$634,499	13.5%
July 2023	\$611,128	4.3%
June 2023	\$635,681	5.9%
May 2023	\$629,645	2.7%
April 2023	\$631,006	8.1%
March 2023	\$574,031	-1.1%
February 2023	\$579,334	7.6%
January 2023	\$552,352	4.4%
December 2022	\$599,778	9.2%
November 2022	\$532,898	4.9%
October 2022	\$578,105	21.1%
September 2022	\$530,466	11.7%



Monthly Market Detail - September 2023

Single-Family Homes

Pinellas County

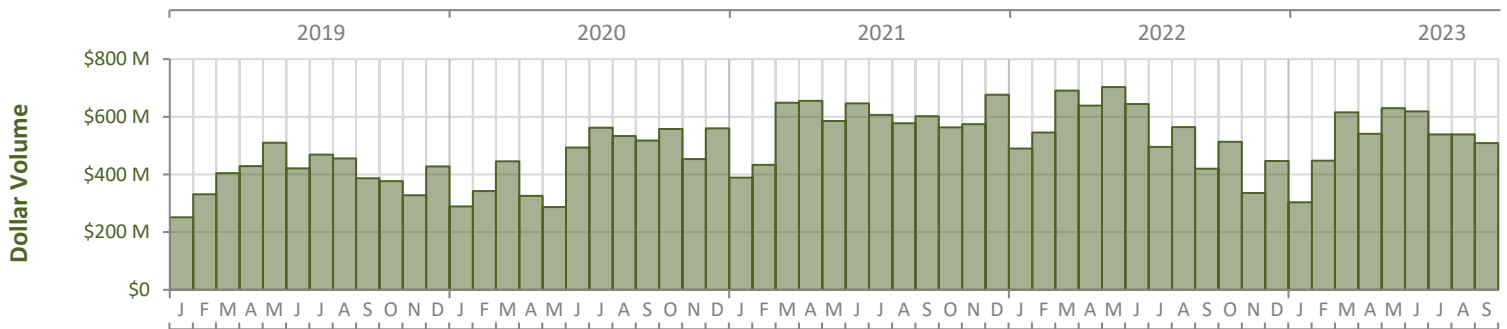


Dollar Volume

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	\$4.7 Billion	-8.6%
September 2023	\$508.7 Million	21.1%
August 2023	\$539.3 Million	-4.4%
July 2023	\$539.0 Million	8.8%
June 2023	\$619.2 Million	-3.9%
May 2023	\$629.6 Million	-10.5%
April 2023	\$541.4 Million	-15.2%
March 2023	\$615.4 Million	-10.9%
February 2023	\$447.2 Million	-18.0%
January 2023	\$303.2 Million	-38.1%
December 2022	\$446.2 Million	-34.1%
November 2022	\$335.7 Million	-41.5%
October 2022	\$512.8 Million	-9.0%
September 2022	\$420.1 Million	-30.2%

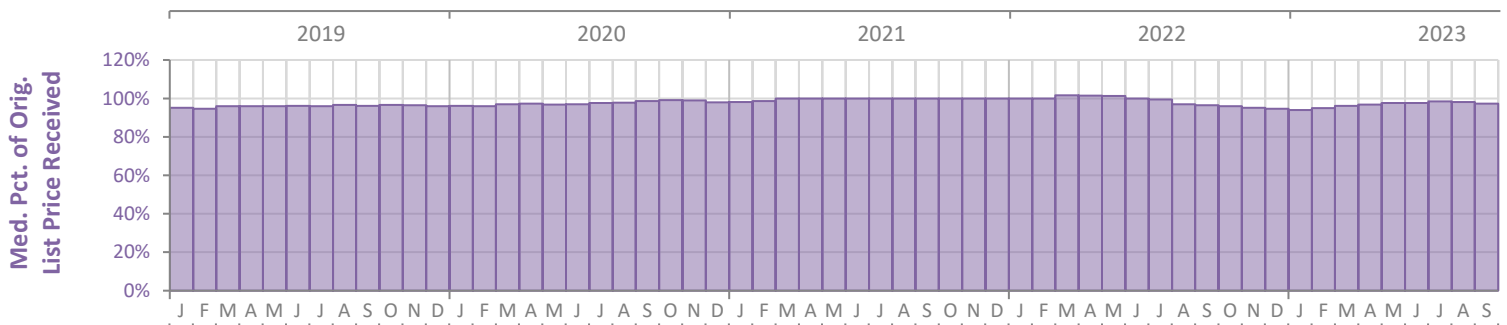


Median Percent of Original List Price Received

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	97.0%	-3.0%
September 2023	97.3%	0.8%
August 2023	98.1%	1.1%
July 2023	98.5%	-0.9%
June 2023	97.6%	-2.4%
May 2023	97.6%	-3.7%
April 2023	96.8%	-4.5%
March 2023	96.1%	-5.4%
February 2023	95.0%	-5.0%
January 2023	93.9%	-6.1%
December 2022	94.7%	-5.3%
November 2022	95.2%	-4.8%
October 2022	95.9%	-4.1%
September 2022	96.5%	-3.5%



Monthly Market Detail - September 2023

Single-Family Homes

Pinellas County

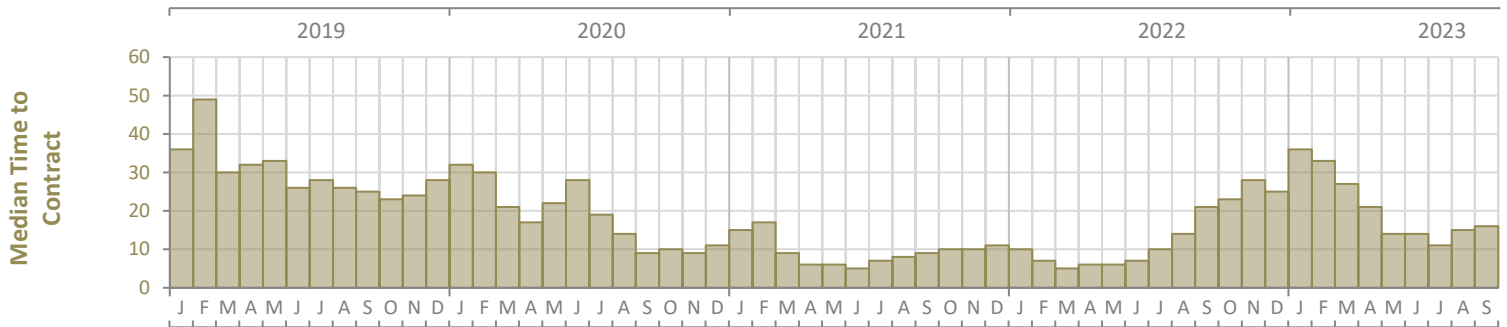


Median Time to Contract

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	19 Days	137.5%
September 2023	16 Days	-23.8%
August 2023	15 Days	7.1%
July 2023	11 Days	10.0%
June 2023	14 Days	100.0%
May 2023	14 Days	133.3%
April 2023	21 Days	250.0%
March 2023	27 Days	440.0%
February 2023	33 Days	371.4%
January 2023	36 Days	260.0%
December 2022	25 Days	127.3%
November 2022	28 Days	180.0%
October 2022	23 Days	130.0%
September 2022	21 Days	133.3%

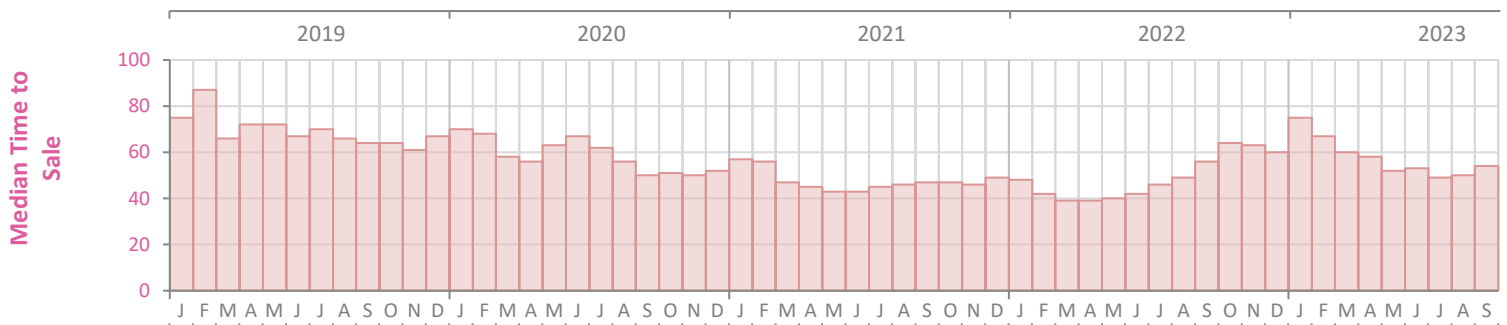


Median Time to Sale

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	56 Days	27.3%
September 2023	54 Days	-3.6%
August 2023	50 Days	2.0%
July 2023	49 Days	6.5%
June 2023	53 Days	26.2%
May 2023	52 Days	30.0%
April 2023	58 Days	48.7%
March 2023	60 Days	53.8%
February 2023	67 Days	59.5%
January 2023	75 Days	56.3%
December 2022	60 Days	22.4%
November 2022	63 Days	37.0%
October 2022	64 Days	36.2%
September 2022	56 Days	19.1%



Monthly Market Detail - September 2023

Single-Family Homes

Pinellas County

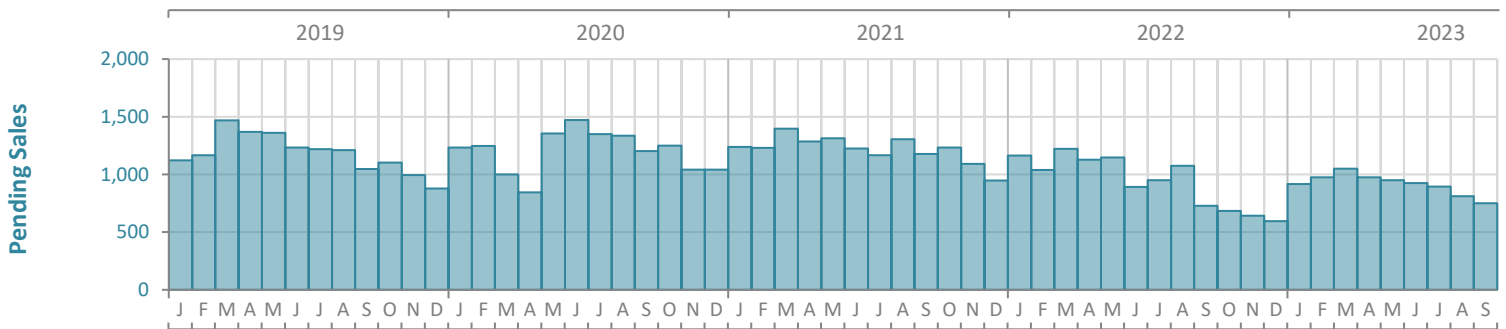


New Pending Sales

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	8,250	-11.7%
September 2023	751	3.2%
August 2023	812	-24.5%
July 2023	895	-5.9%
June 2023	926	3.8%
May 2023	949	-17.2%
April 2023	974	-13.6%
March 2023	1,050	-14.1%
February 2023	975	-6.1%
January 2023	918	-21.1%
December 2022	596	-37.1%
November 2022	642	-41.2%
October 2022	683	-44.6%
September 2022	728	-38.1%

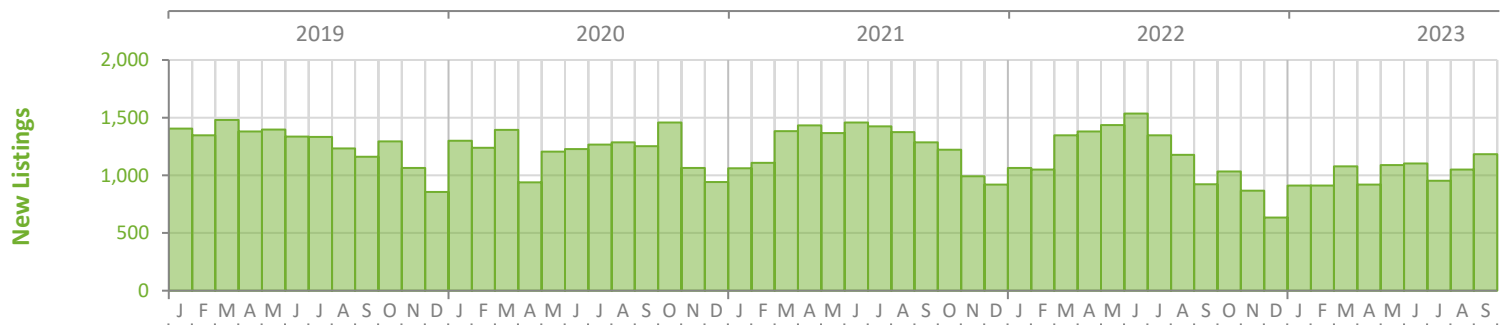


New Listings

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	9,200	-18.3%
September 2023	1,182	28.1%
August 2023	1,051	-10.7%
July 2023	953	-29.3%
June 2023	1,103	-28.1%
May 2023	1,090	-24.1%
April 2023	920	-33.4%
March 2023	1,077	-20.0%
February 2023	912	-13.1%
January 2023	912	-14.3%
December 2022	635	-31.1%
November 2022	866	-12.6%
October 2022	1,034	-15.3%
September 2022	923	-28.2%



Monthly Market Detail - September 2023

Single-Family Homes

Pinellas County

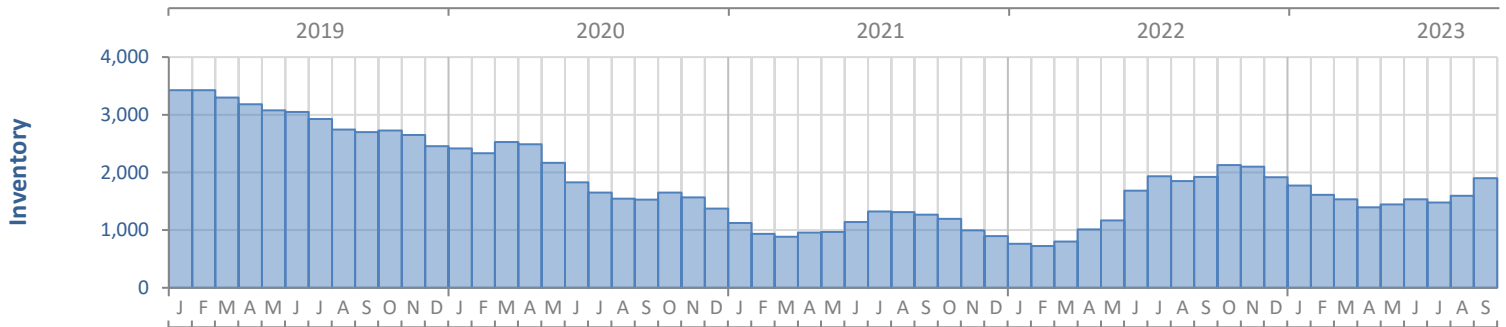


Inventory (Active Listings)

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)	1,585	20.2%
September 2023	1,901	-1.0%
August 2023	1,597	-13.8%
July 2023	1,480	-23.5%
June 2023	1,532	-9.1%
May 2023	1,445	23.7%
April 2023	1,394	37.5%
March 2023	1,536	91.3%
February 2023	1,610	122.7%
January 2023	1,771	132.4%
December 2022	1,915	113.5%
November 2022	2,102	110.6%
October 2022	2,126	77.8%
September 2022	1,921	51.5%

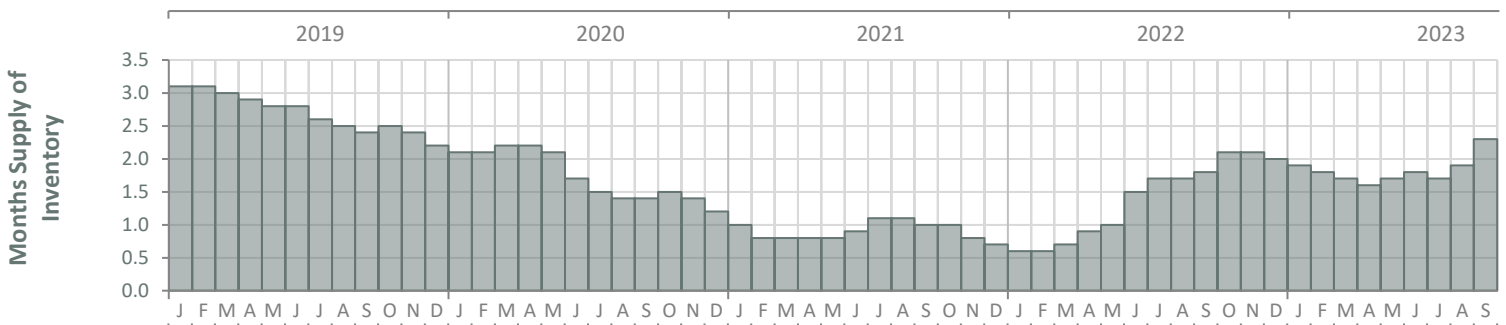


Months Supply of Inventory

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)	1.8	50.0%
September 2023	2.3	27.8%
August 2023	1.9	11.8%
July 2023	1.7	0.0%
June 2023	1.8	20.0%
May 2023	1.7	70.0%
April 2023	1.6	77.8%
March 2023	1.7	142.9%
February 2023	1.8	200.0%
January 2023	1.9	216.7%
December 2022	2.0	185.7%
November 2022	2.1	162.5%
October 2022	2.1	110.0%
September 2022	1.8	80.0%



Monthly Market Detail - September 2023

Single-Family Homes

Pinellas County

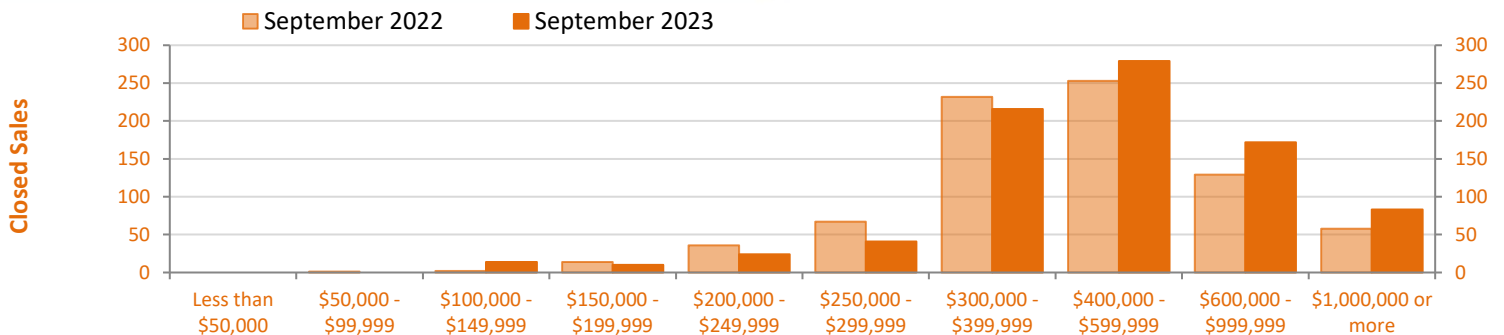


Closed Sales by Sale Price

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	0	-100.0%
\$100,000 - \$149,999	14	600.0%
\$150,000 - \$199,999	10	-28.6%
\$200,000 - \$249,999	24	-33.3%
\$250,000 - \$299,999	41	-38.8%
\$300,000 - \$399,999	216	-6.9%
\$400,000 - \$599,999	279	10.3%
\$600,000 - \$999,999	172	33.3%
\$1,000,000 or more	83	43.1%

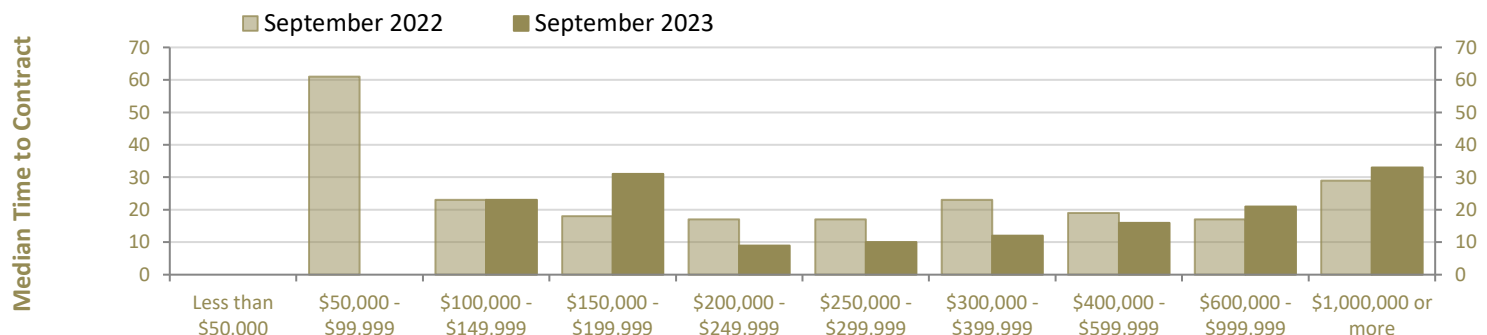


Median Time to Contract by Sale Price

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

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

Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$50,000	(No Sales)	N/A
\$50,000 - \$99,999	(No Sales)	N/A
\$100,000 - \$149,999	23 Days	0.0%
\$150,000 - \$199,999	31 Days	72.2%
\$200,000 - \$249,999	9 Days	-47.1%
\$250,000 - \$299,999	10 Days	-41.2%
\$300,000 - \$399,999	12 Days	-47.8%
\$400,000 - \$599,999	16 Days	-15.8%
\$600,000 - \$999,999	21 Days	23.5%
\$1,000,000 or more	33 Days	13.8%



Monthly Market Detail - September 2023

Single-Family Homes

Pinellas County

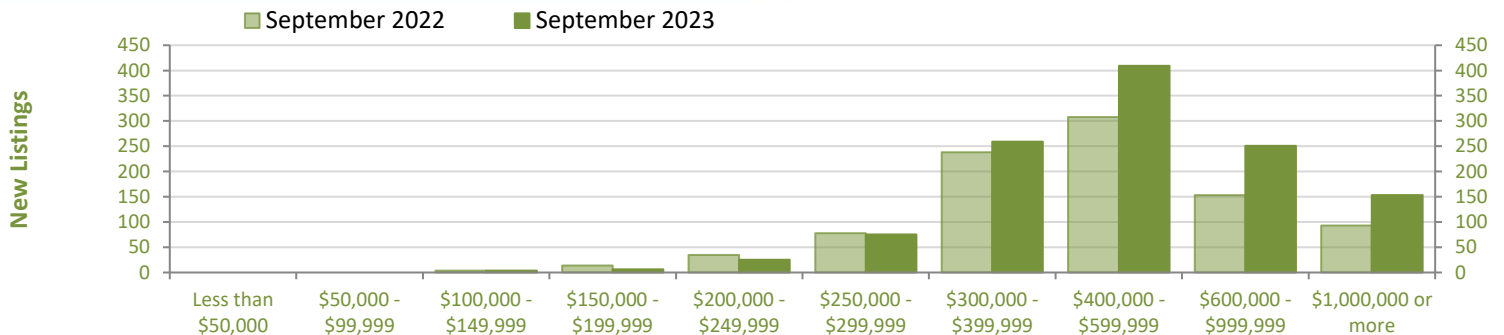


New Listings by Initial Listing Price

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	0.0%
\$150,000 - \$199,999	6	-57.1%
\$200,000 - \$249,999	25	-28.6%
\$250,000 - \$299,999	75	-3.8%
\$300,000 - \$399,999	259	8.8%
\$400,000 - \$599,999	409	32.8%
\$600,000 - \$999,999	251	64.1%
\$1,000,000 or more	153	64.5%

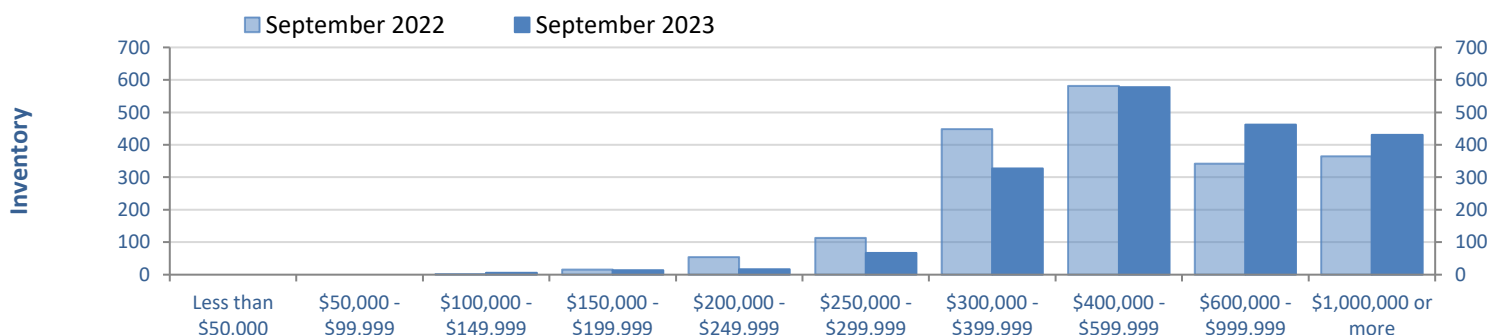


Inventory by Current Listing Price

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.

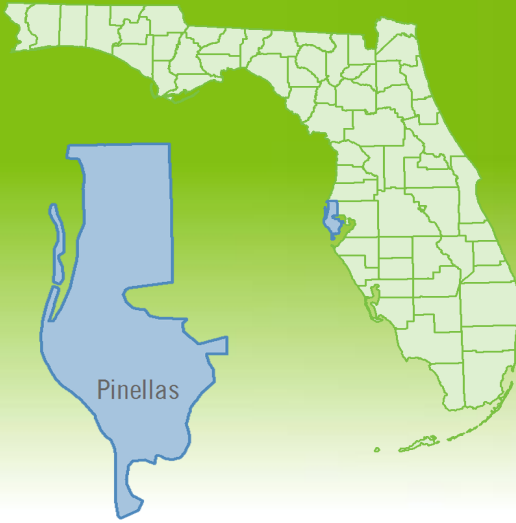
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	0	N/A
\$100,000 - \$149,999	6	200.0%
\$150,000 - \$199,999	14	-12.5%
\$200,000 - \$249,999	17	-68.5%
\$250,000 - \$299,999	67	-40.7%
\$300,000 - \$399,999	327	-27.0%
\$400,000 - \$599,999	577	-0.7%
\$600,000 - \$999,999	462	35.1%
\$1,000,000 or more	431	18.1%



Monthly Distressed Market - September 2023

Single-Family Homes

Pinellas County



		September 2023	September 2022	Percent Change Year-over-Year
Traditional	Closed Sales	836	790	5.8%
	Median Sale Price	\$462,500	\$421,150	9.8%
Foreclosure/REO	Closed Sales	3	2	50.0%
	Median Sale Price	\$282,500	\$379,130	-25.5%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

