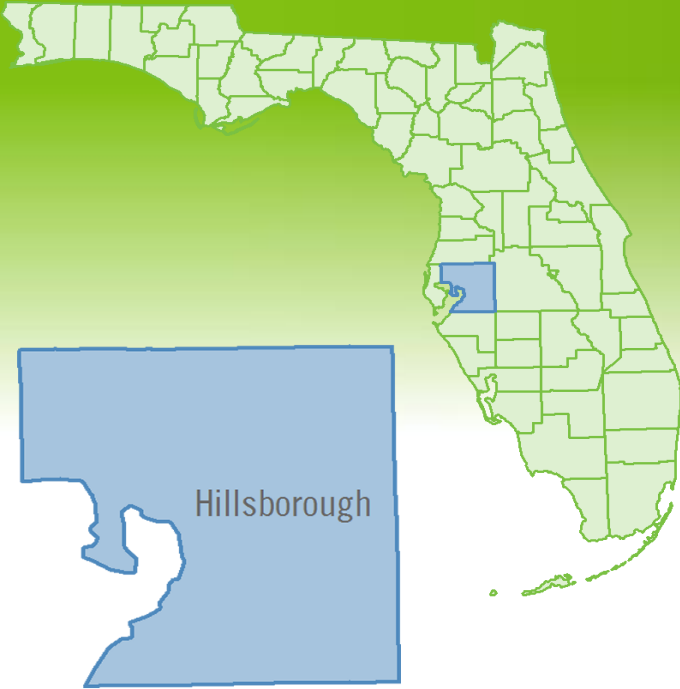


# Monthly Market Detail - December 2024

## Single-Family Homes

### Hillsborough County



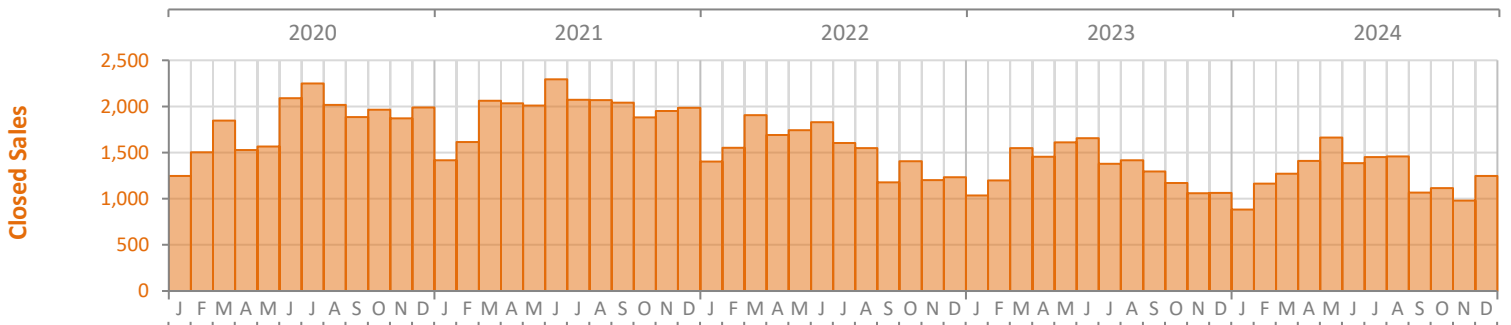
Summary Statistics	December 2024	December 2023	Percent Change Year-over-Year
Closed Sales	1,245	1,064	17.0%
Paid in Cash	264	259	1.9%
Median Sale Price	\$425,000	\$430,548	-1.3%
Average Sale Price	\$543,739	\$564,987	-3.8%
Dollar Volume	\$677.0 Million	\$601.1 Million	12.6%
Median Percent of Original List Price Received	96.5%	96.8%	-0.3%
Median Time to Contract	42 Days	31 Days	35.5%
Median Time to Sale	84 Days	73 Days	15.1%
New Pending Sales	934	943	-1.0%
New Listings	1,164	965	20.6%
Pending Inventory	1,112	1,300	-14.5%
Inventory (Active Listings)	3,984	3,156	26.2%
Months Supply of Inventory	3.2	2.4	33.3%

## 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	15,093	-5.0%
<b>December 2024</b>	<b>1,245</b>	<b>17.0%</b>
November 2024	979	-7.6%
October 2024	1,114	-4.9%
September 2024	1,066	-17.7%
August 2024	1,459	3.0%
July 2024	1,452	5.4%
June 2024	1,387	-16.2%
May 2024	1,663	3.2%
April 2024	1,410	-3.0%
March 2024	1,272	-17.8%
February 2024	1,164	-2.8%
January 2024	882	-14.8%
December 2023	1,064	-13.7%



# Monthly Market Detail - December 2024

## Single-Family Homes

### Hillsborough County

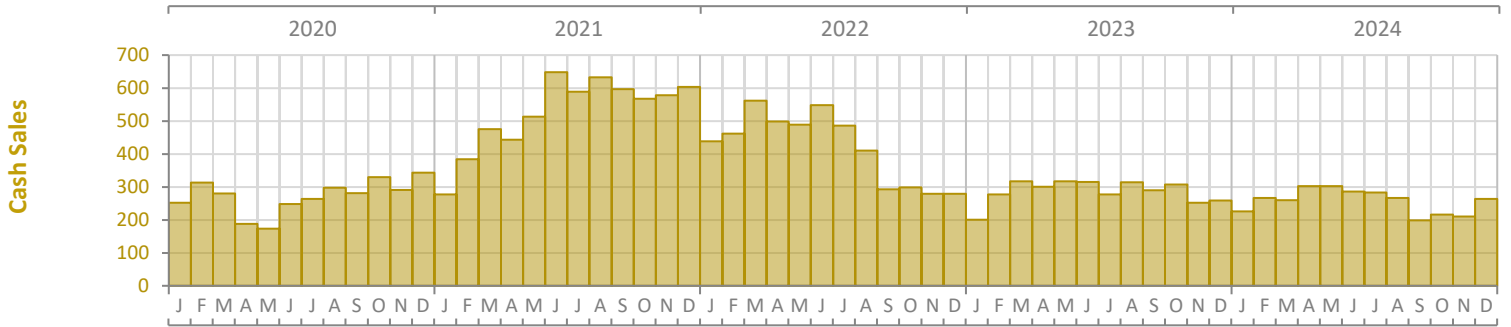


## Cash Sales

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	3,082	-10.1%
<b>December 2024</b>	<b>264</b>	<b>1.9%</b>
November 2024	210	-16.7%
October 2024	216	-29.6%
September 2024	199	-31.4%
August 2024	267	-15.0%
July 2024	283	2.2%
June 2024	286	-9.2%
May 2024	302	-4.7%
April 2024	302	0.3%
March 2024	260	-18.0%
February 2024	267	-3.6%
January 2024	226	12.4%
December 2023	259	-7.2%

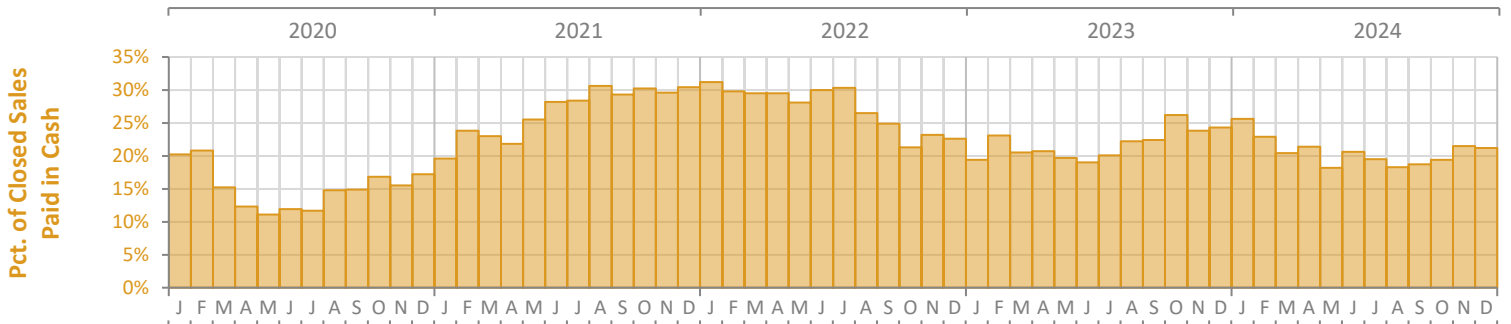


## Cash Sales as a Percentage of Closed Sales

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	20.4%	-5.6%
<b>December 2024</b>	<b>21.2%</b>	<b>-12.8%</b>
November 2024	21.5%	-9.7%
October 2024	19.4%	-26.0%
September 2024	18.7%	-16.5%
August 2024	18.3%	-17.6%
July 2024	19.5%	-3.0%
June 2024	20.6%	8.4%
May 2024	18.2%	-7.6%
April 2024	21.4%	3.4%
March 2024	20.4%	-0.5%
February 2024	22.9%	-0.9%
January 2024	25.6%	32.0%
December 2023	24.3%	7.5%



# Monthly Market Detail - December 2024

## Single-Family Homes

### Hillsborough County

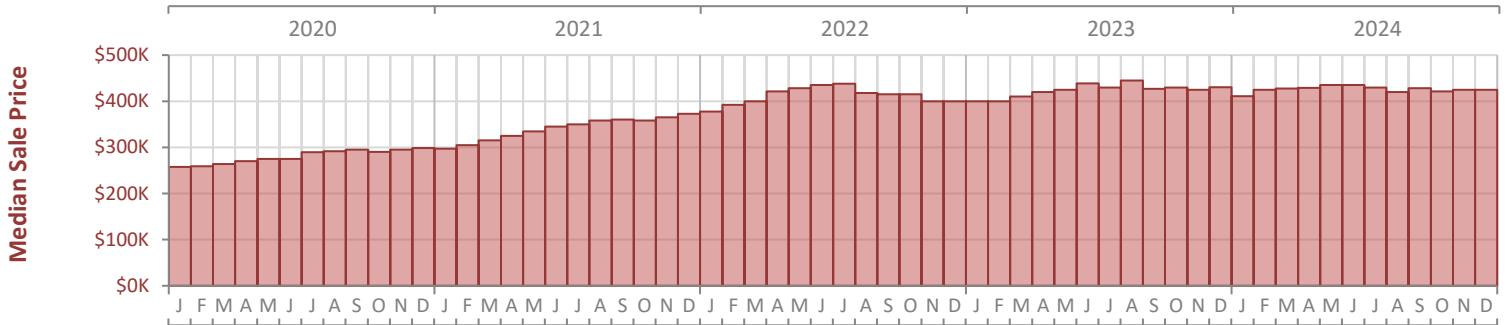


## Median Sale Price

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	\$425,900	0.2%
<b>December 2024</b>	<b>\$425,000</b>	<b>-1.3%</b>
November 2024	\$425,000	0.0%
October 2024	\$421,620	-1.9%
September 2024	\$428,500	0.3%
August 2024	\$420,000	-5.6%
July 2024	\$430,000	0.0%
June 2024	\$435,000	-0.8%
May 2024	\$435,020	2.4%
April 2024	\$429,250	2.2%
March 2024	\$427,748	4.3%
February 2024	\$424,745	6.2%
January 2024	\$411,000	2.8%
December 2023	\$430,548	7.6%

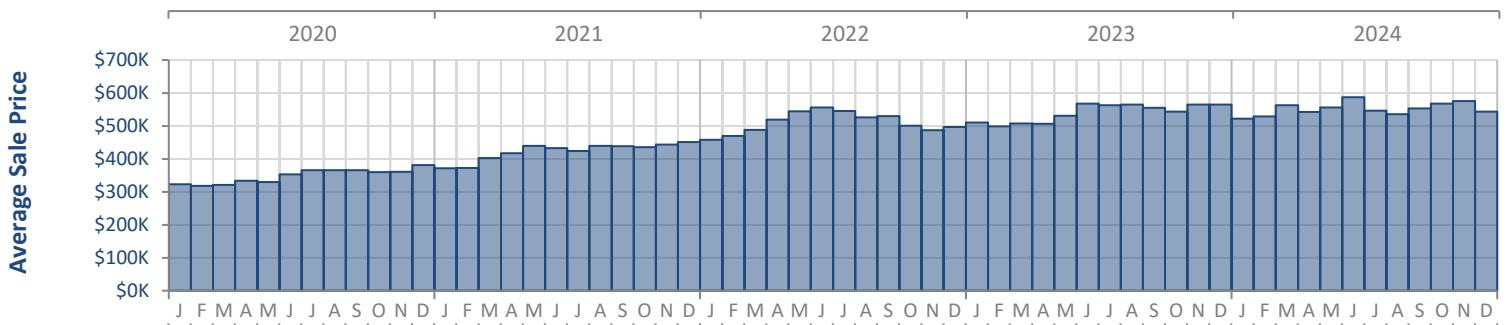


## Average Sale Price

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	\$551,997	2.3%
<b>December 2024</b>	<b>\$543,739</b>	<b>-3.8%</b>
November 2024	\$575,645	2.0%
October 2024	\$567,091	4.3%
September 2024	\$553,386	-0.2%
August 2024	\$535,710	-5.2%
July 2024	\$546,226	-2.9%
June 2024	\$586,926	3.4%
May 2024	\$556,021	4.7%
April 2024	\$542,101	7.0%
March 2024	\$562,236	10.9%
February 2024	\$528,852	6.2%
January 2024	\$522,184	2.3%
December 2023	\$564,987	13.9%



# Monthly Market Detail - December 2024

## Single-Family Homes

### Hillsborough County

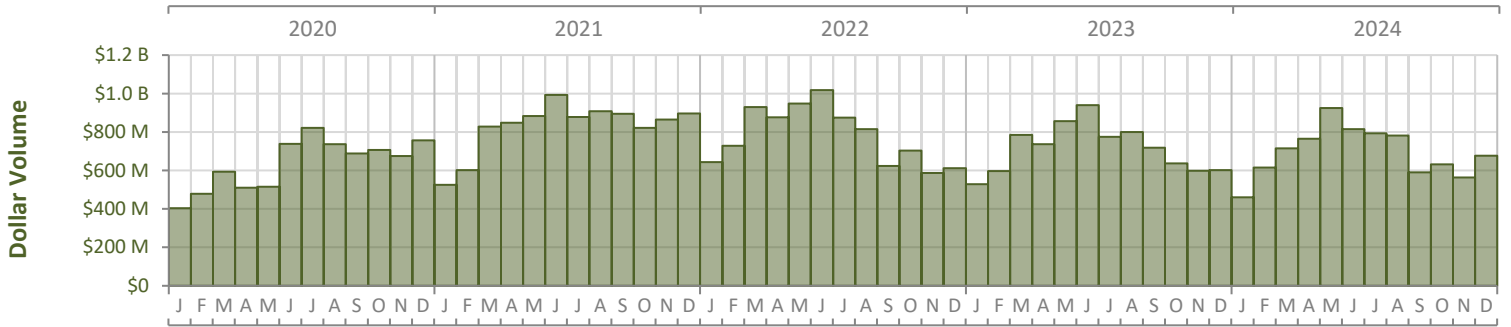


## Dollar Volume

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	\$8.3 Billion	-2.8%
<b>December 2024</b>	<b>\$677.0 Million</b>	<b>12.6%</b>
November 2024	\$563.6 Million	-5.8%
October 2024	\$631.7 Million	-0.8%
September 2024	\$589.9 Million	-17.9%
August 2024	\$781.6 Million	-2.3%
July 2024	\$793.1 Million	2.4%
June 2024	\$814.1 Million	-13.3%
May 2024	\$924.7 Million	8.0%
April 2024	\$764.4 Million	3.7%
March 2024	\$715.2 Million	-8.9%
February 2024	\$615.6 Million	3.1%
January 2024	\$460.6 Million	-12.8%
December 2023	\$601.1 Million	-1.7%

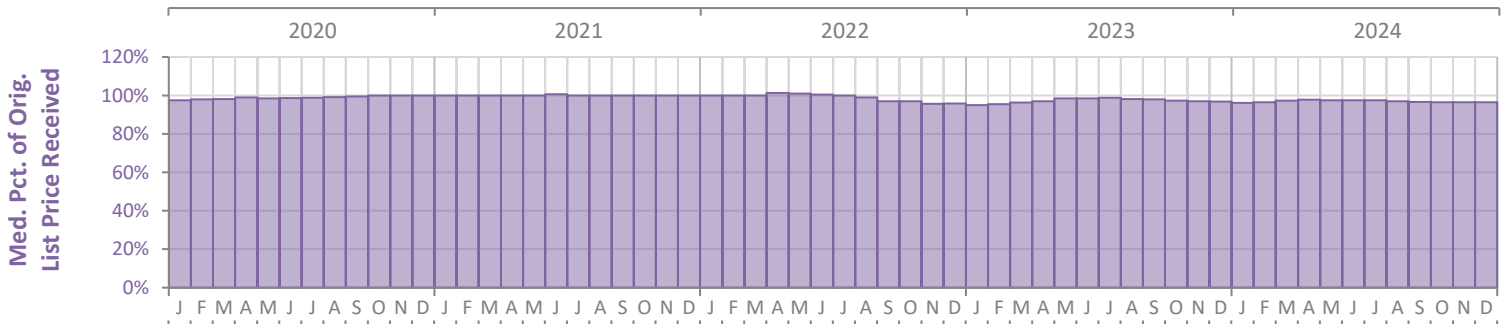


## Median Percent of Original List Price Received

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%	-0.4%
<b>December 2024</b>	<b>96.5%</b>	<b>-0.3%</b>
November 2024	96.4%	-0.6%
October 2024	96.4%	-0.9%
September 2024	96.6%	-1.3%
August 2024	96.9%	-1.3%
July 2024	97.5%	-1.3%
June 2024	97.5%	-0.9%
May 2024	97.5%	-0.9%
April 2024	97.8%	0.8%
March 2024	97.3%	1.0%
February 2024	96.4%	0.9%
January 2024	96.2%	1.4%
December 2023	96.8%	1.0%

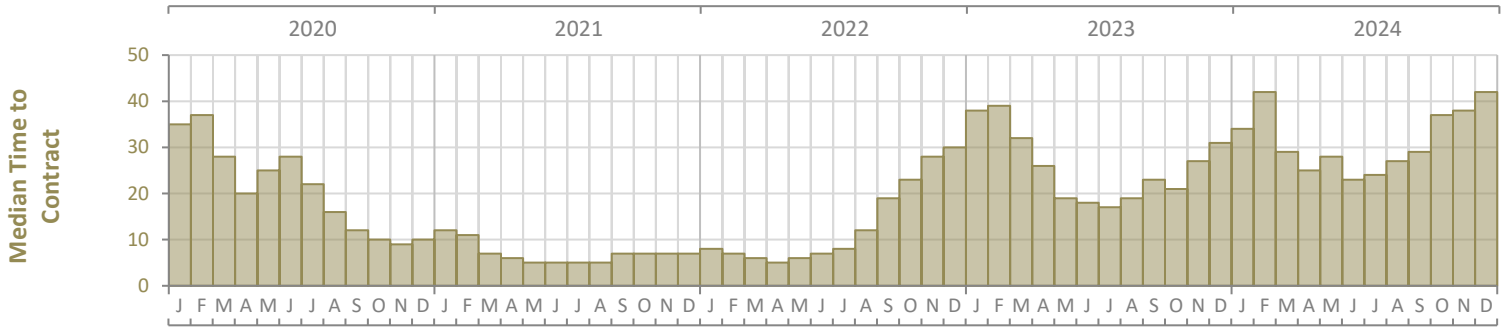


## Median Time to Contract

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	23.1%
<b>December 2024</b>	<b>42 Days</b>	<b>35.5%</b>
November 2024	38 Days	40.7%
October 2024	37 Days	76.2%
September 2024	29 Days	26.1%
August 2024	27 Days	42.1%
July 2024	24 Days	41.2%
June 2024	23 Days	27.8%
May 2024	28 Days	47.4%
April 2024	25 Days	-3.8%
March 2024	29 Days	-9.4%
February 2024	42 Days	7.7%
January 2024	34 Days	-10.5%
December 2023	31 Days	3.3%

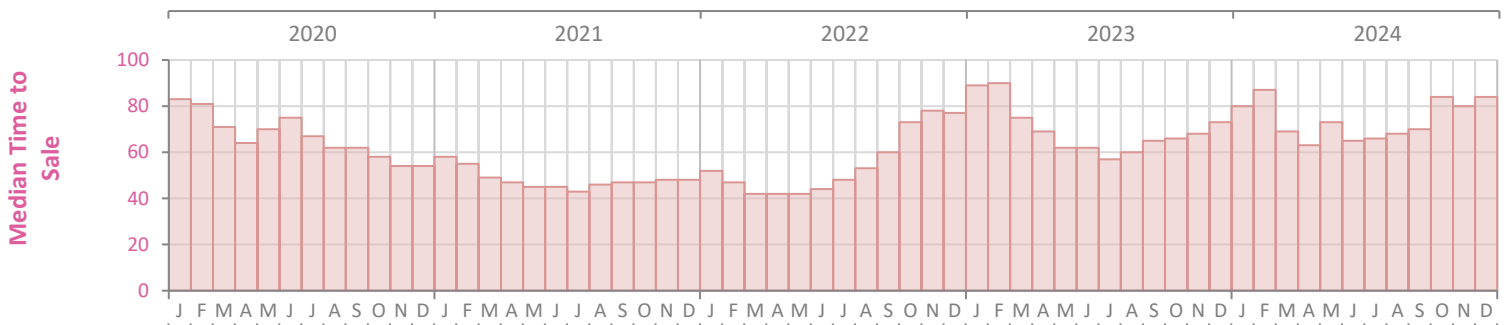


## Median Time to Sale

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	74 Days	7.2%
<b>December 2024</b>	<b>84 Days</b>	<b>15.1%</b>
November 2024	80 Days	17.6%
October 2024	84 Days	27.3%
September 2024	70 Days	7.7%
August 2024	68 Days	13.3%
July 2024	66 Days	15.8%
June 2024	65 Days	4.8%
May 2024	73 Days	17.7%
April 2024	63 Days	-8.7%
March 2024	69 Days	-8.0%
February 2024	87 Days	-3.3%
January 2024	80 Days	-10.1%
December 2023	73 Days	-5.2%



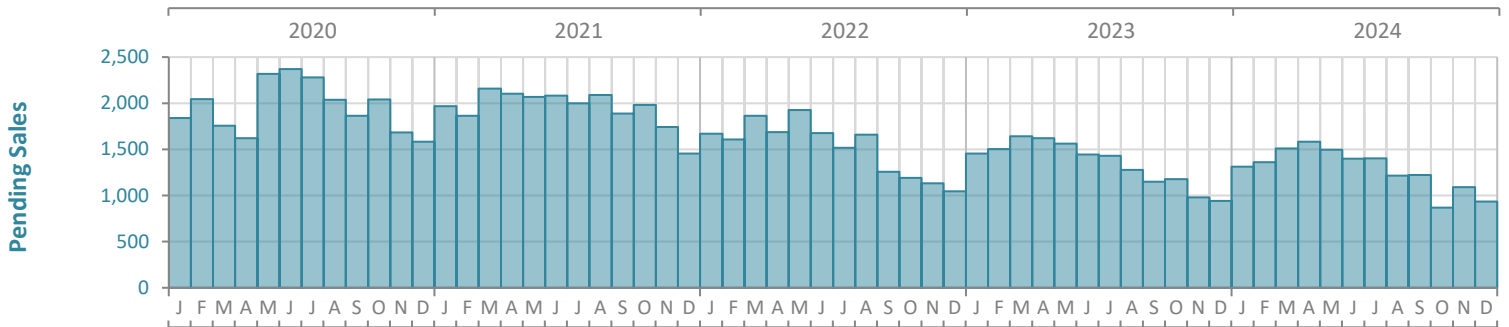


## New Pending Sales

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	15,398	-4.9%
<b>December 2024</b>	<b>934</b>	<b>-1.0%</b>
November 2024	1,092	11.4%
October 2024	869	-26.2%
September 2024	1,223	6.3%
August 2024	1,217	-4.7%
July 2024	1,402	-1.9%
June 2024	1,399	-3.0%
May 2024	1,495	-4.2%
April 2024	1,582	-2.5%
March 2024	1,512	-8.0%
February 2024	1,361	-9.4%
January 2024	1,312	-9.8%
December 2023	943	-9.9%

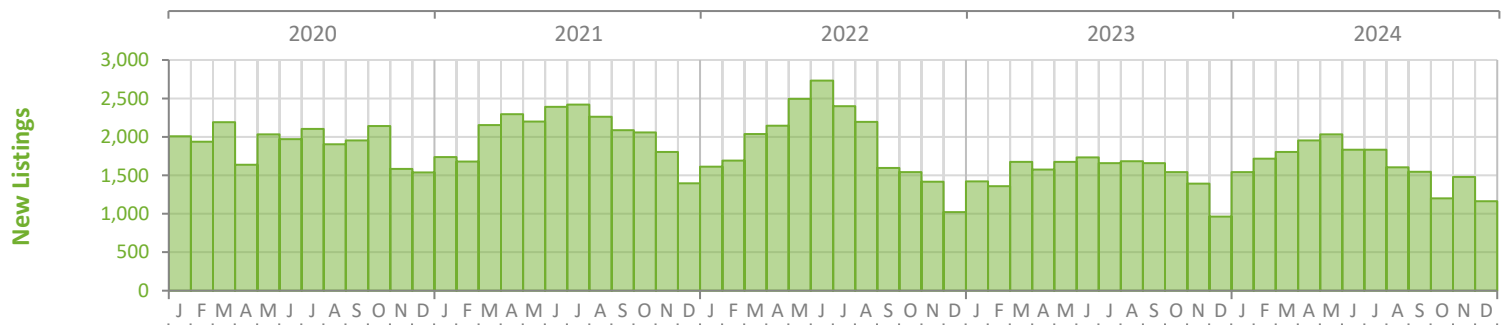


## New Listings

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	19,709	7.5%
<b>December 2024</b>	<b>1,164</b>	<b>20.6%</b>
November 2024	1,478	6.3%
October 2024	1,202	-22.0%
September 2024	1,544	-7.0%
August 2024	1,605	-4.7%
July 2024	1,833	10.6%
June 2024	1,833	5.6%
May 2024	2,034	21.4%
April 2024	1,955	24.0%
March 2024	1,806	7.7%
February 2024	1,715	26.3%
January 2024	1,540	8.5%
December 2023	965	-5.7%

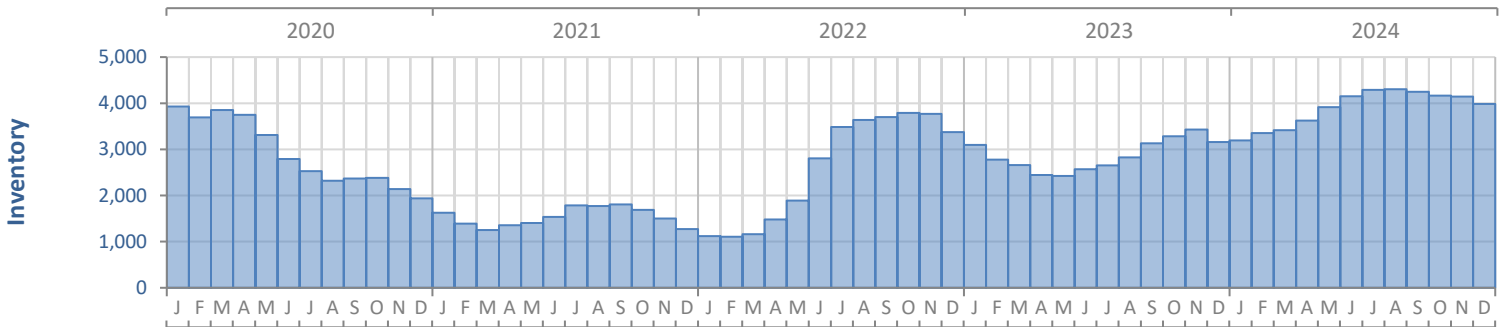


## Inventory (Active Listings)

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)	3,900	35.8%
<b>December 2024</b>	<b>3,984</b>	<b>26.2%</b>
November 2024	4,144	20.9%
October 2024	4,167	26.8%
September 2024	4,250	35.6%
August 2024	4,307	52.4%
July 2024	4,289	61.8%
June 2024	4,148	61.5%
May 2024	3,915	61.5%
April 2024	3,623	48.1%
March 2024	3,419	28.7%
February 2024	3,356	20.7%
January 2024	3,192	3.1%
December 2023	3,156	-6.4%

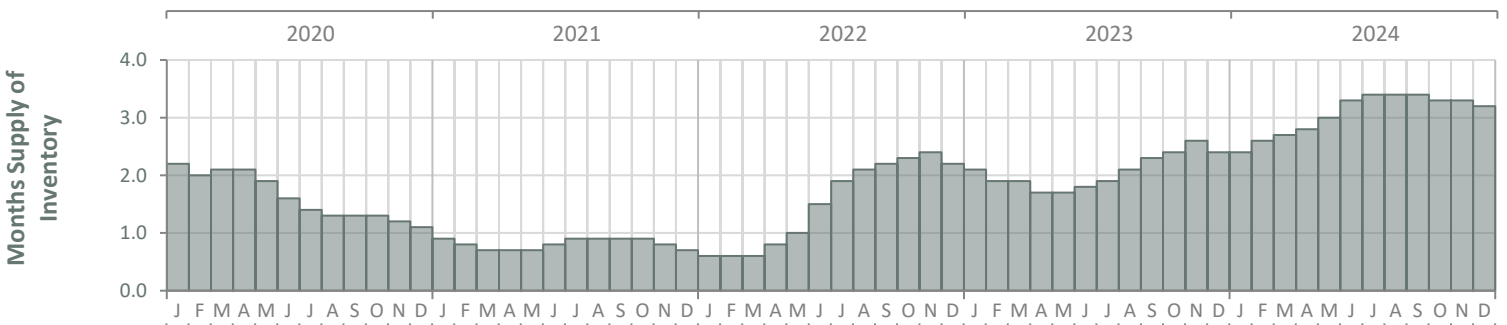


## Months Supply of Inventory

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)	3.1	47.6%
<b>December 2024</b>	<b>3.2</b>	<b>33.3%</b>
November 2024	3.3	26.9%
October 2024	3.3	37.5%
September 2024	3.4	47.8%
August 2024	3.4	61.9%
July 2024	3.4	78.9%
June 2024	3.3	83.3%
May 2024	3.0	76.5%
April 2024	2.8	64.7%
March 2024	2.7	42.1%
February 2024	2.6	36.8%
January 2024	2.4	14.3%
December 2023	2.4	9.1%

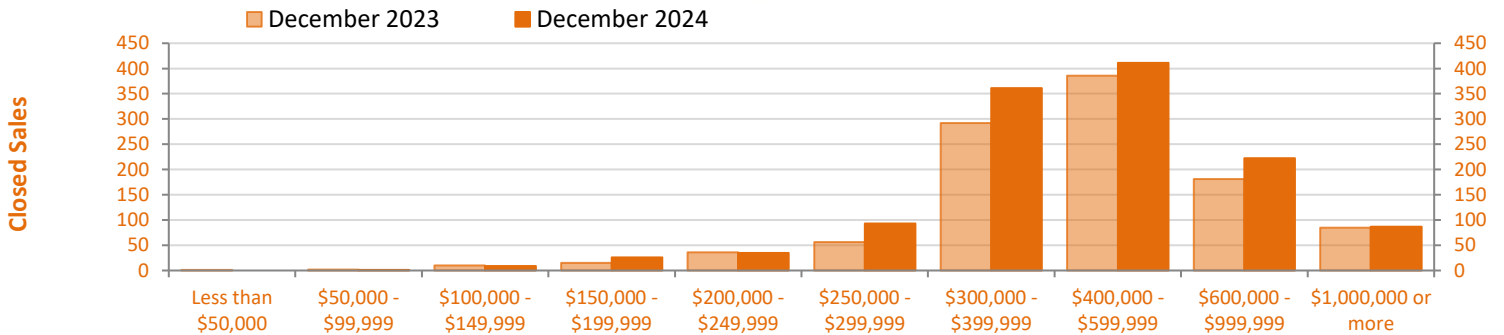


## Closed Sales by Sale Price

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	1	-50.0%
\$100,000 - \$149,999	9	-10.0%
\$150,000 - \$199,999	26	73.3%
\$200,000 - \$249,999	35	-2.8%
\$250,000 - \$299,999	93	66.1%
\$300,000 - \$399,999	361	23.6%
\$400,000 - \$599,999	411	6.5%
\$600,000 - \$999,999	222	22.7%
\$1,000,000 or more	87	2.4%

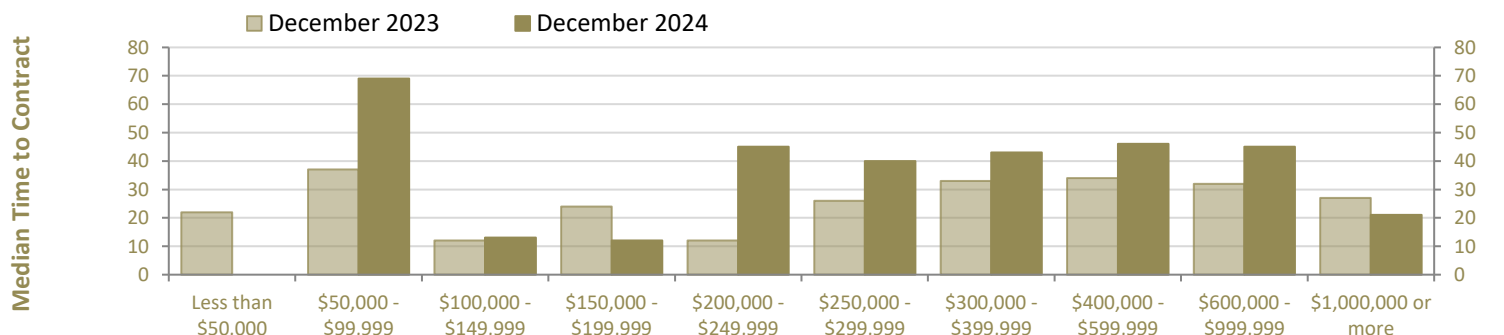


## Median Time to Contract by Sale Price

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	69 Days	86.5%
\$100,000 - \$149,999	13 Days	8.3%
\$150,000 - \$199,999	12 Days	-50.0%
\$200,000 - \$249,999	45 Days	275.0%
\$250,000 - \$299,999	40 Days	53.8%
\$300,000 - \$399,999	43 Days	30.3%
\$400,000 - \$599,999	46 Days	35.3%
\$600,000 - \$999,999	45 Days	40.6%
\$1,000,000 or more	21 Days	-22.2%



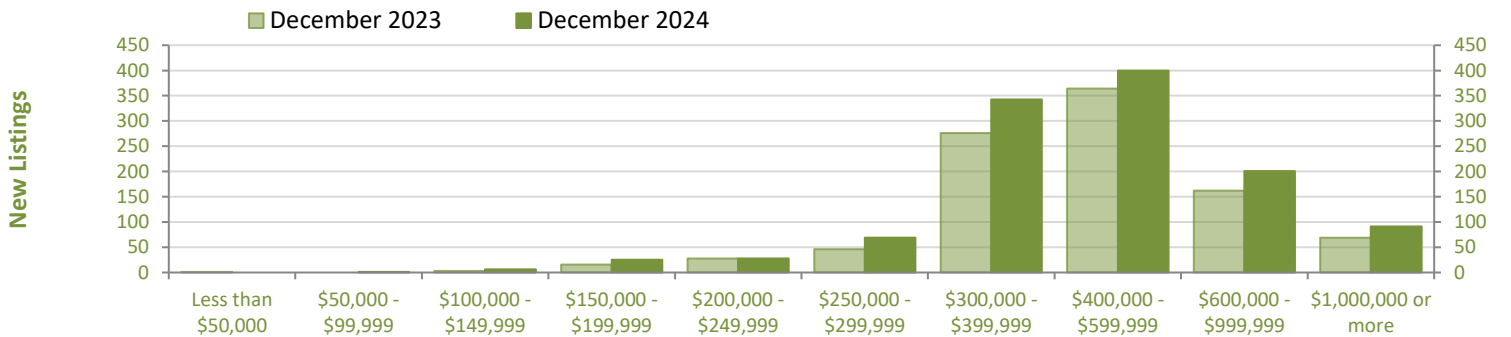


## New Listings by Initial Listing Price

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	-100.0%
\$50,000 - \$99,999	1	N/A
\$100,000 - \$149,999	6	100.0%
\$150,000 - \$199,999	25	56.3%
\$200,000 - \$249,999	28	0.0%
\$250,000 - \$299,999	69	50.0%
\$300,000 - \$399,999	343	24.3%
\$400,000 - \$599,999	400	9.9%
\$600,000 - \$999,999	201	24.1%
\$1,000,000 or more	91	31.9%

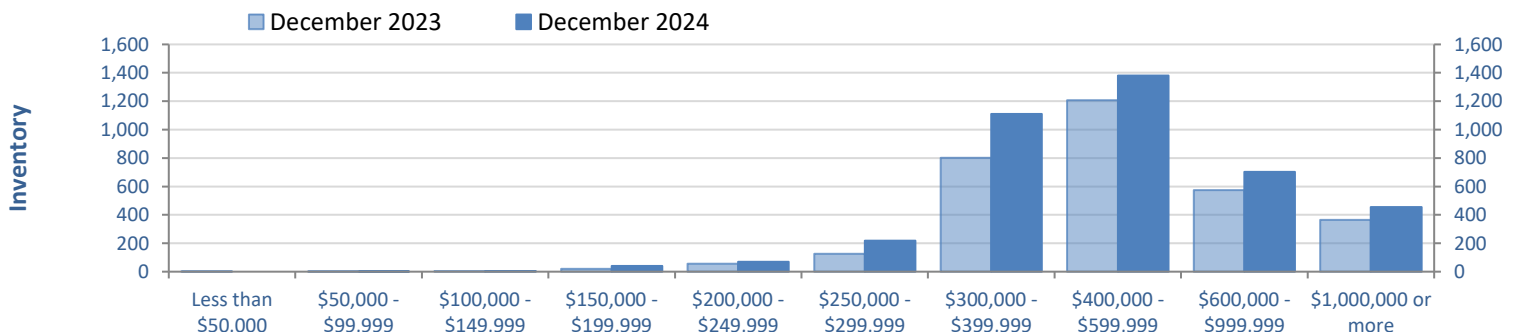


## Inventory by Current Listing Price

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.

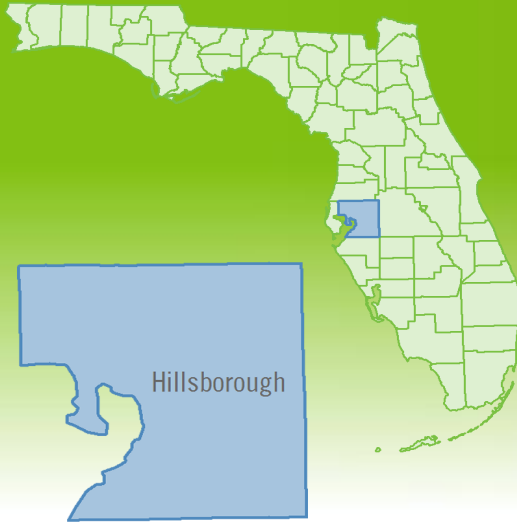
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	-100.0%
\$50,000 - \$99,999	1	0.0%
\$100,000 - \$149,999	5	0.0%
\$150,000 - \$199,999	41	95.2%
\$200,000 - \$249,999	69	25.5%
\$250,000 - \$299,999	218	73.0%
\$300,000 - \$399,999	1,111	38.7%
\$400,000 - \$599,999	1,381	14.3%
\$600,000 - \$999,999	703	22.5%
\$1,000,000 or more	455	25.0%



# Monthly Distressed Market - December 2024

## Single-Family Homes

### Hillsborough County



		December 2024	December 2023	Percent Change Year-over-Year
Traditional	Closed Sales	1,231	1,053	16.9%
	Median Sale Price	\$425,000	\$432,485	-1.7%
Foreclosure/REO	Closed Sales	9	10	-10.0%
	Median Sale Price	\$370,000	\$273,500	35.3%
Short Sale	Closed Sales	5	1	400.0%
	Median Sale Price	\$306,000	\$230,000	33.0%

