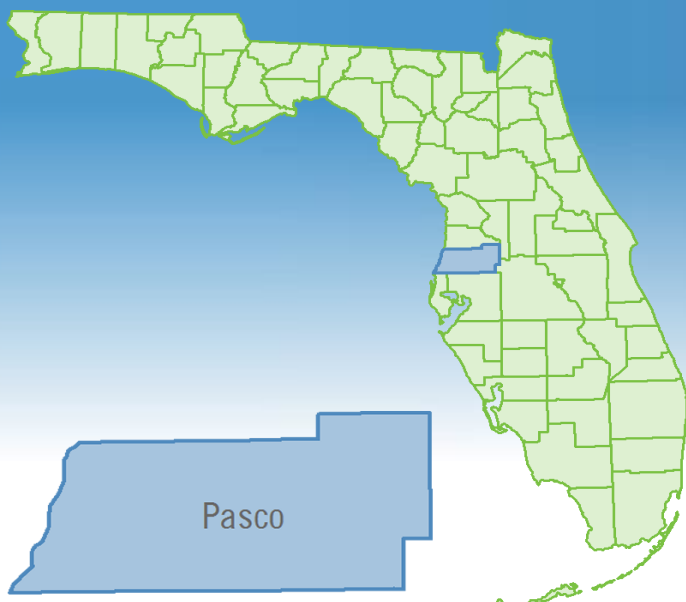


# Monthly Market Detail - May 2025

## Townhouses and Condos

### Pasco County



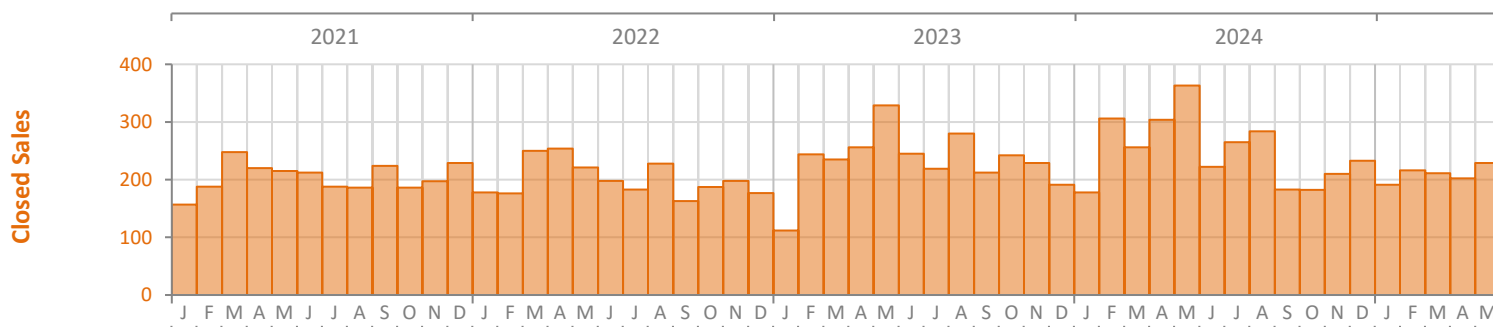
Summary Statistics	May 2025	May 2024	Percent Change Year-over-Year
Closed Sales	229	363	-36.9%
Paid in Cash	76	99	-23.2%
Median Sale Price	\$271,400	\$306,500	-11.5%
Average Sale Price	\$266,575	\$302,583	-11.9%
Dollar Volume	\$61.0 Million	\$109.8 Million	-44.4%
Median Percent of Original List Price Received	95.2%	97.1%	-2.0%
Median Time to Contract	39 Days	39 Days	0.0%
Median Time to Sale	83 Days	94 Days	-11.7%
New Pending Sales	223	279	-20.1%
New Listings	278	346	-19.7%
Pending Inventory	273	403	-32.3%
Inventory (Active Listings)	1,034	862	20.0%
Months Supply of Inventory	4.7	3.4	38.2%

## 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	1,049	-25.4%
<b>May 2025</b>	<b>229</b>	<b>-36.9%</b>
April 2025	202	-33.6%
March 2025	211	-17.6%
February 2025	216	-29.4%
January 2025	191	7.3%
December 2024	233	22.0%
November 2024	210	-8.3%
October 2024	182	-24.8%
September 2024	183	-13.7%
August 2024	284	1.4%
July 2024	265	21.0%
June 2024	222	-9.4%
May 2024	363	10.3%



# Monthly Market Detail - May 2025

## Townhouses and Condos

### Pasco County

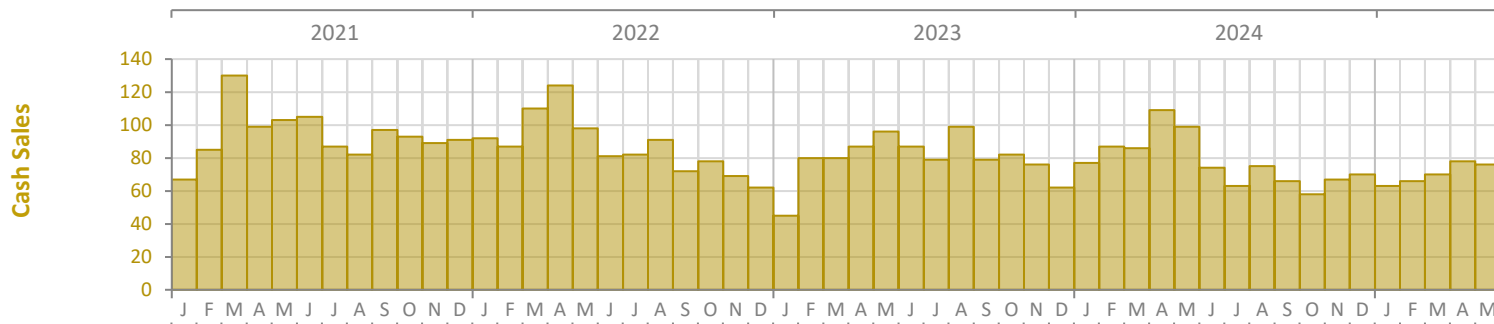


## Cash Sales

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	353	-22.9%
<b>May 2025</b>	<b>76</b>	<b>-23.2%</b>
April 2025	78	-28.4%
March 2025	70	-18.6%
February 2025	66	-24.1%
January 2025	63	-18.2%
December 2024	70	12.9%
November 2024	67	-11.8%
October 2024	58	-29.3%
September 2024	66	-16.5%
August 2024	75	-24.2%
July 2024	63	-20.3%
June 2024	74	-14.9%
May 2024	99	3.1%

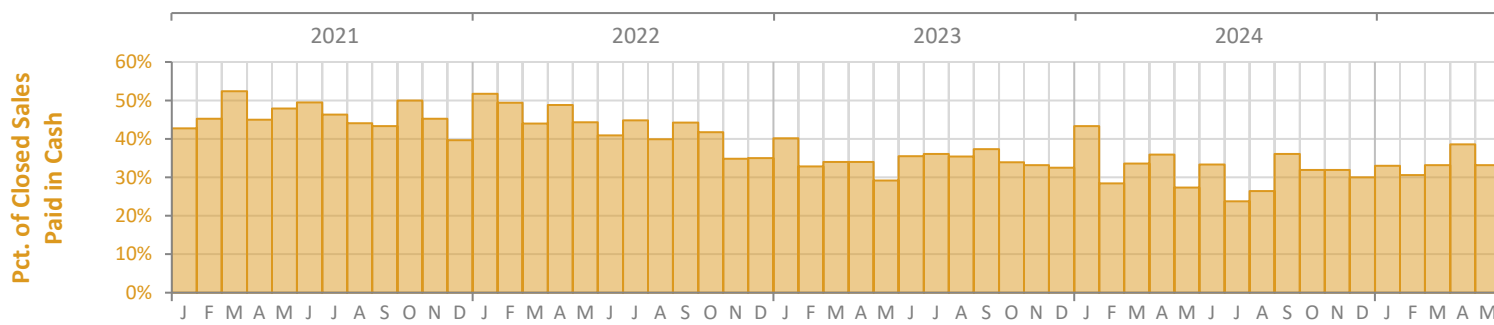


## Cash Sales as a Percentage of Closed Sales

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	33.7%	3.4%
<b>May 2025</b>	<b>33.2%</b>	<b>21.6%</b>
April 2025	38.6%	7.5%
March 2025	33.2%	-1.2%
February 2025	30.6%	7.7%
January 2025	33.0%	-23.8%
December 2024	30.0%	-7.7%
November 2024	31.9%	-3.9%
October 2024	31.9%	-5.9%
September 2024	36.1%	-3.2%
August 2024	26.4%	-25.4%
July 2024	23.8%	-34.1%
June 2024	33.3%	-6.2%
May 2024	27.3%	-6.5%



# Monthly Market Detail - May 2025

## Townhouses and Condos

### Pasco County

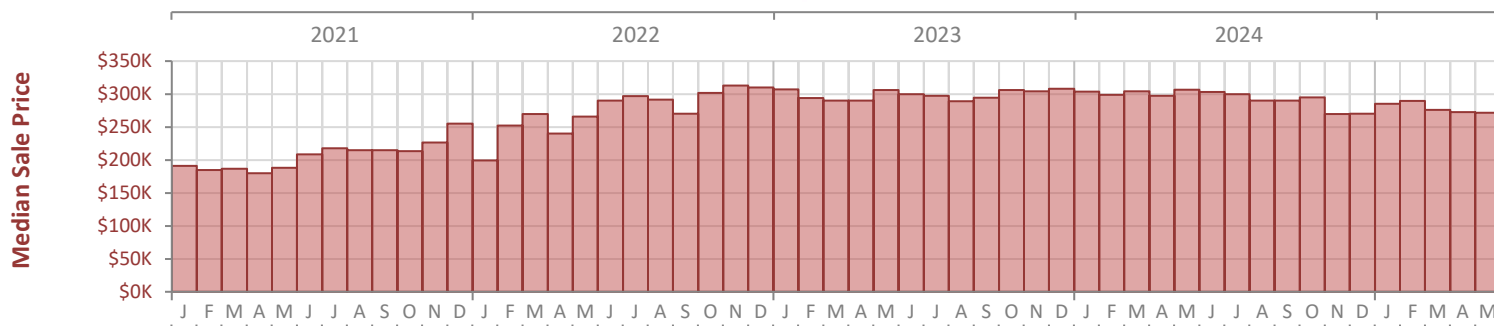


## Median Sale Price

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	\$280,000	-6.7%
<b>May 2025</b>	<b>\$271,400</b>	<b>-11.5%</b>
April 2025	\$272,450	-8.4%
March 2025	\$276,000	-9.2%
February 2025	\$289,450	-3.1%
January 2025	\$285,000	-6.2%
December 2024	\$270,245	-12.3%
November 2024	\$269,925	-11.3%
October 2024	\$294,945	-3.7%
September 2024	\$289,900	-1.6%
August 2024	\$289,940	0.3%
July 2024	\$299,900	0.8%
June 2024	\$303,425	1.2%
May 2024	\$306,500	0.2%

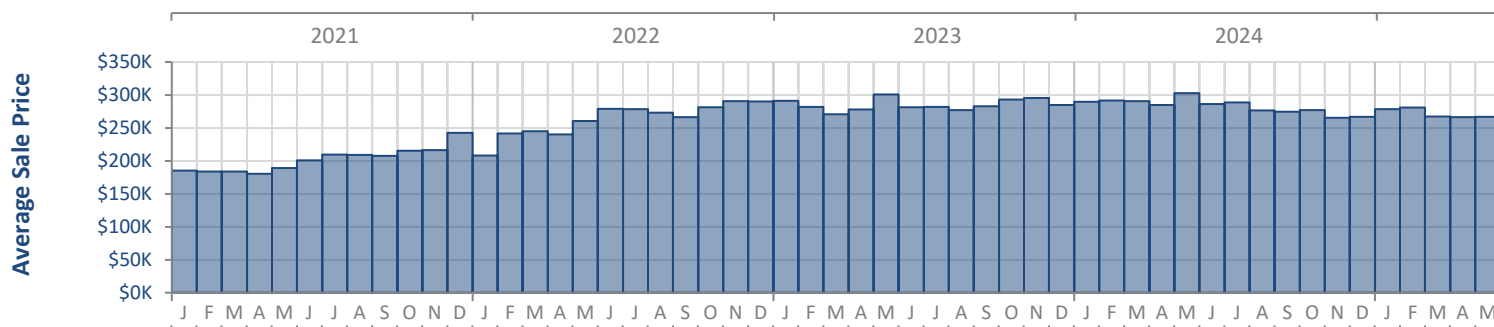


## Average Sale Price

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	\$271,746	-7.1%
<b>May 2025</b>	<b>\$266,575</b>	<b>-11.9%</b>
April 2025	\$266,249	-6.4%
March 2025	\$267,110	-8.0%
February 2025	\$280,878	-3.7%
January 2025	\$278,554	-3.8%
December 2024	\$266,685	-6.3%
November 2024	\$265,096	-10.3%
October 2024	\$277,170	-5.4%
September 2024	\$274,347	-3.0%
August 2024	\$276,594	-0.1%
July 2024	\$288,526	2.3%
June 2024	\$286,371	1.8%
May 2024	\$302,583	0.6%



# Monthly Market Detail - May 2025

## Townhouses and Condos

### Pasco County

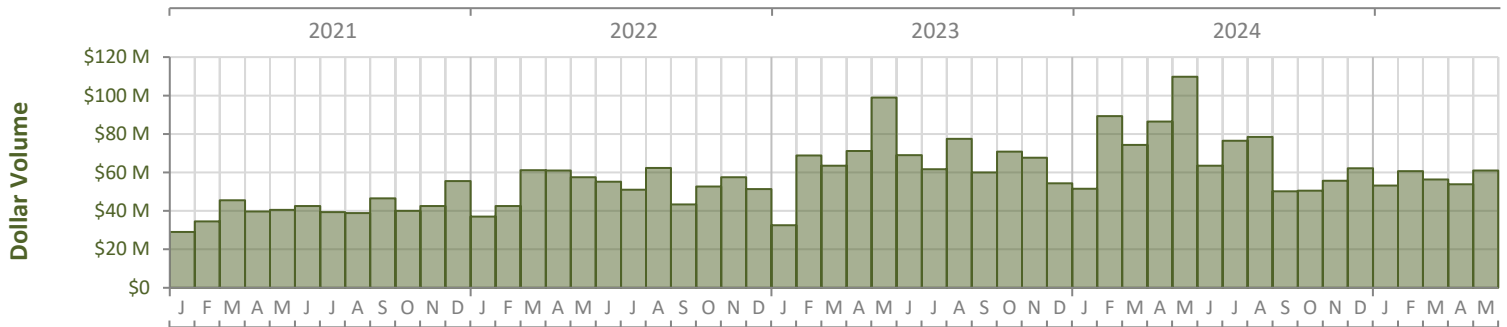


## Dollar Volume

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	\$285.1 Million	-30.7%
<b>May 2025</b>	<b>\$61.0 Million</b>	<b>-44.4%</b>
April 2025	\$53.8 Million	-37.8%
March 2025	\$56.4 Million	-24.2%
February 2025	\$60.7 Million	-32.0%
January 2025	\$53.2 Million	3.2%
December 2024	\$62.1 Million	14.3%
November 2024	\$55.7 Million	-17.7%
October 2024	\$50.4 Million	-28.8%
September 2024	\$50.2 Million	-16.3%
August 2024	\$78.6 Million	1.3%
July 2024	\$76.5 Million	23.8%
June 2024	\$63.6 Million	-7.8%
May 2024	\$109.8 Million	10.9%

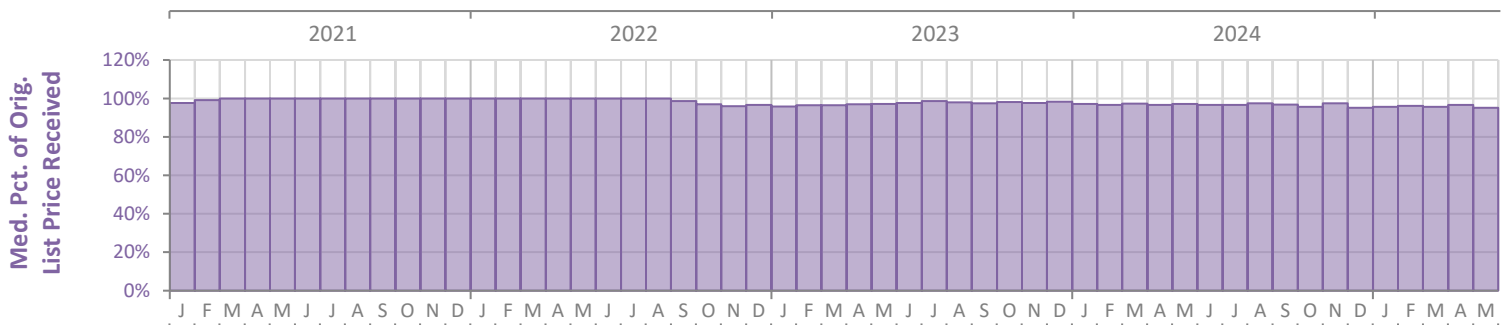


## Median Percent of Original List Price Received

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
Year-to-Date	95.9%	-1.1%
<b>May 2025</b>	<b>95.2%</b>	<b>-2.0%</b>
April 2025	96.7%	0.0%
March 2025	95.7%	-1.6%
February 2025	96.2%	-0.4%
January 2025	95.6%	-1.5%
December 2024	95.2%	-3.2%
November 2024	97.4%	-0.3%
October 2024	95.7%	-2.5%
September 2024	96.8%	-0.6%
August 2024	97.5%	-0.5%
July 2024	96.7%	-2.0%
June 2024	96.6%	-1.1%
May 2024	97.1%	0.0%



# Monthly Market Detail - May 2025

## Townhouses and Condos

### Pasco County

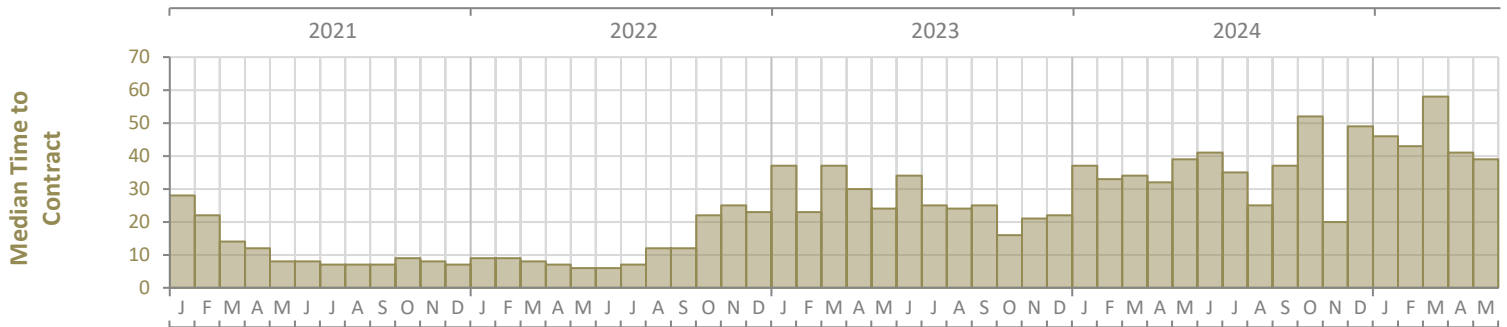


## Median Time to Contract

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	45 Days	21.6%
<b>May 2025</b>	<b>39 Days</b>	<b>0.0%</b>
April 2025	41 Days	28.1%
March 2025	58 Days	70.6%
February 2025	43 Days	30.3%
January 2025	46 Days	24.3%
December 2024	49 Days	122.7%
November 2024	20 Days	-4.8%
October 2024	52 Days	225.0%
September 2024	37 Days	48.0%
August 2024	25 Days	4.2%
July 2024	35 Days	40.0%
June 2024	41 Days	20.6%
May 2024	39 Days	62.5%

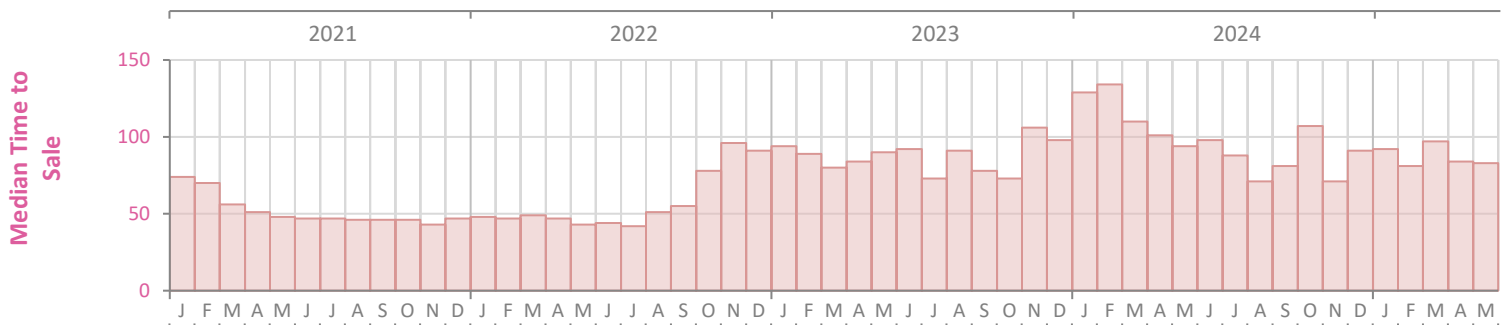


## Median Time to Sale

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	86 Days	-23.2%
<b>May 2025</b>	<b>83 Days</b>	<b>-11.7%</b>
April 2025	84 Days	-16.8%
March 2025	97 Days	-11.8%
February 2025	81 Days	-39.6%
January 2025	92 Days	-28.7%
December 2024	91 Days	-7.1%
November 2024	71 Days	-33.0%
October 2024	107 Days	46.6%
September 2024	81 Days	3.8%
August 2024	71 Days	-22.0%
July 2024	88 Days	20.5%
June 2024	98 Days	6.5%
May 2024	94 Days	4.4%



# Monthly Market Detail - May 2025

## Townhouses and Condos

### Pasco County

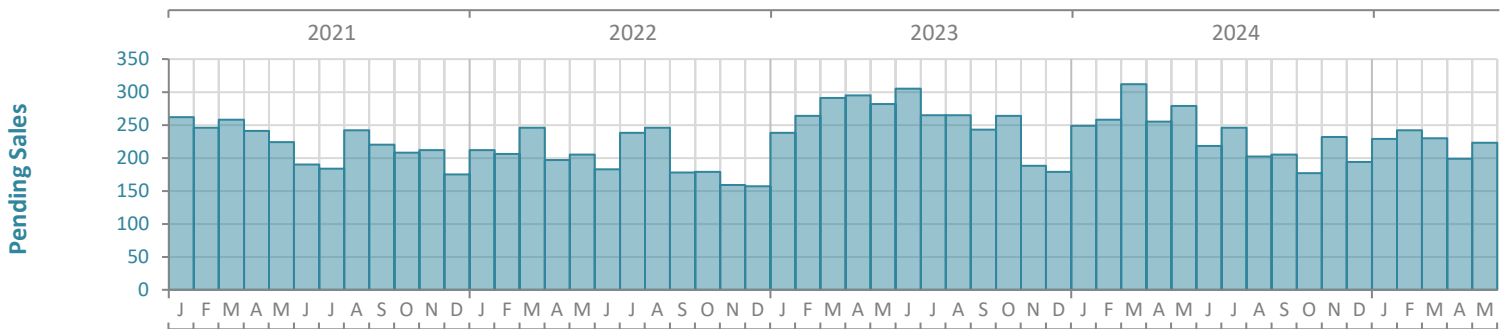


## New Pending Sales

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	1,123	-17.0%
<b>May 2025</b>	<b>223</b>	<b>-20.1%</b>
April 2025	199	-22.0%
March 2025	230	-26.3%
February 2025	242	-6.2%
January 2025	229	-8.0%
December 2024	194	8.4%
November 2024	232	23.4%
October 2024	177	-33.0%
September 2024	205	-15.6%
August 2024	202	-23.8%
July 2024	246	-7.2%
June 2024	218	-28.5%
May 2024	279	-1.1%

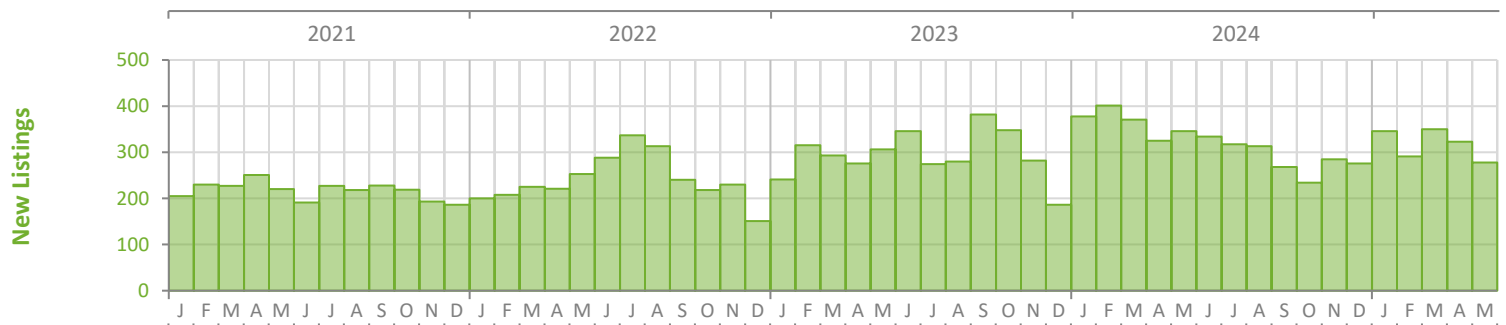


## New Listings

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	1,588	-12.8%
<b>May 2025</b>	<b>278</b>	<b>-19.7%</b>
April 2025	323	-0.6%
March 2025	350	-5.7%
February 2025	291	-27.4%
January 2025	346	-8.5%
December 2024	276	48.4%
November 2024	285	1.1%
October 2024	234	-32.8%
September 2024	268	-29.8%
August 2024	313	11.8%
July 2024	317	15.7%
June 2024	334	-3.5%
May 2024	346	13.1%





# Monthly Market Detail - May 2025

## Townhouses and Condos

### Pasco County

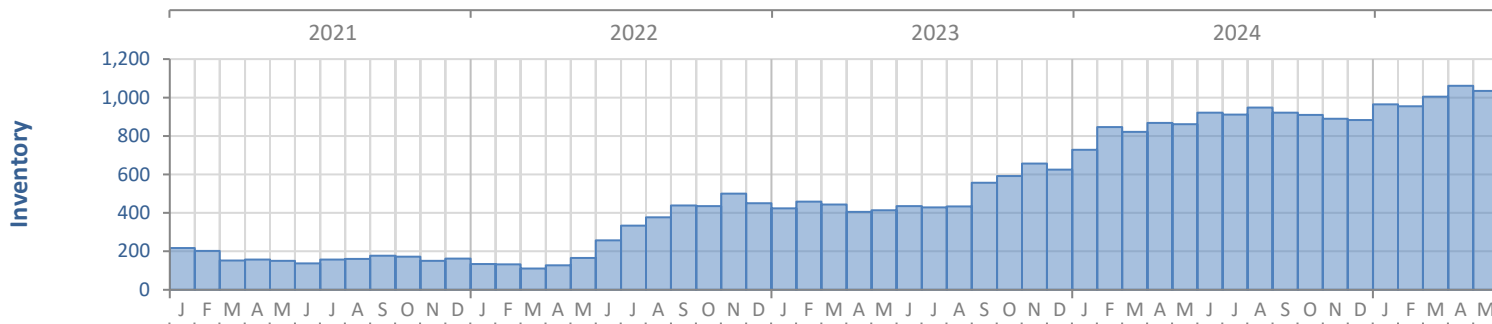


## Inventory (Active Listings)

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)	1,004	21.6%
<b>May 2025</b>	<b>1,034</b>	<b>20.0%</b>
April 2025	1,061	22.2%
March 2025	1,004	22.3%
February 2025	954	12.8%
January 2025	965	32.4%
December 2024	883	41.3%
November 2024	890	35.5%
October 2024	909	53.8%
September 2024	921	65.6%
August 2024	948	118.9%
July 2024	912	113.1%
June 2024	922	112.0%
May 2024	862	108.2%

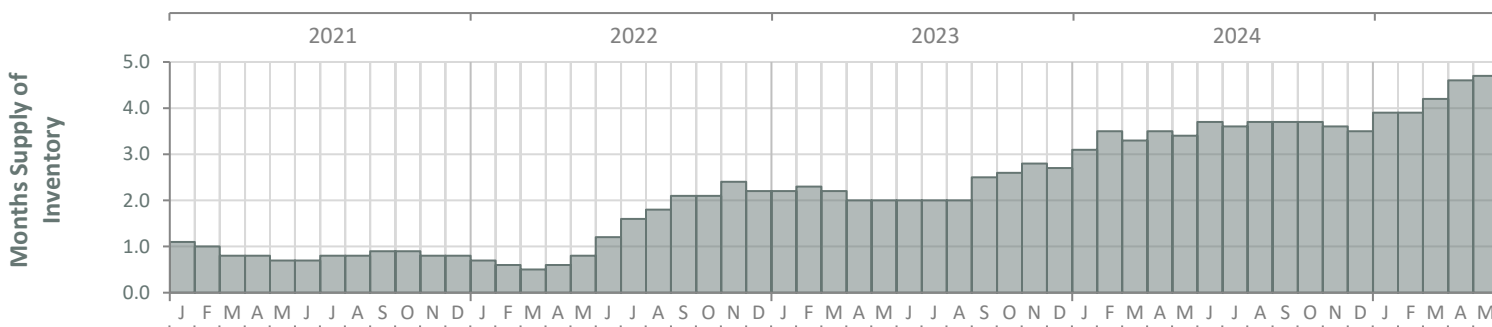


## Months Supply of Inventory

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)	4.3	26.5%
<b>May 2025</b>	<b>4.7</b>	<b>38.2%</b>
April 2025	4.6	31.4%
March 2025	4.2	27.3%
February 2025	3.9	11.4%
January 2025	3.9	25.8%
December 2024	3.5	29.6%
November 2024	3.6	28.6%
October 2024	3.7	42.3%
September 2024	3.7	48.0%
August 2024	3.7	85.0%
July 2024	3.6	80.0%
June 2024	3.7	85.0%
May 2024	3.4	70.0%



# Monthly Market Detail - May 2025

## Townhouses and Condos

### Pasco County

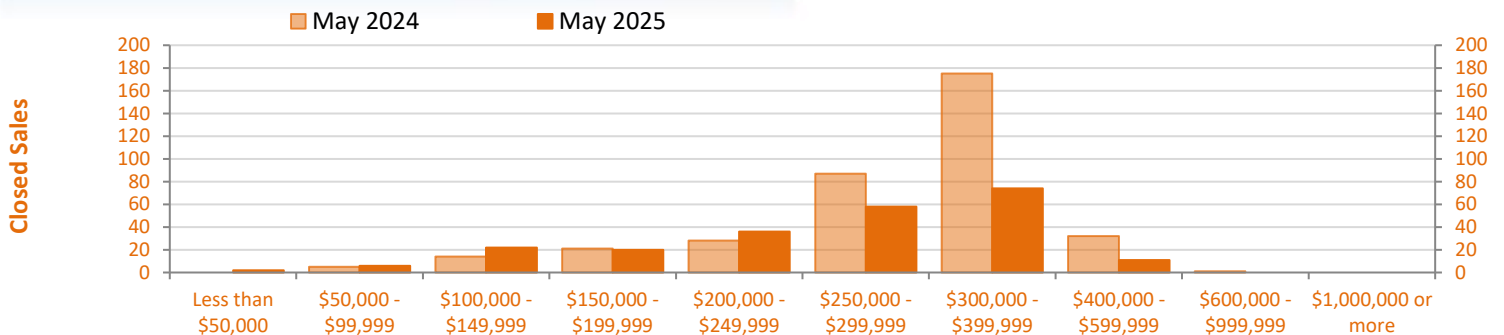


## Closed Sales by Sale Price

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	2	N/A
\$50,000 - \$99,999	6	20.0%
\$100,000 - \$149,999	22	57.1%
\$150,000 - \$199,999	20	-4.8%
\$200,000 - \$249,999	36	28.6%
\$250,000 - \$299,999	58	-33.3%
\$300,000 - \$399,999	74	-57.7%
\$400,000 - \$599,999	11	-65.6%
\$600,000 - \$999,999	0	-100.0%
\$1,000,000 or more	0	N/A

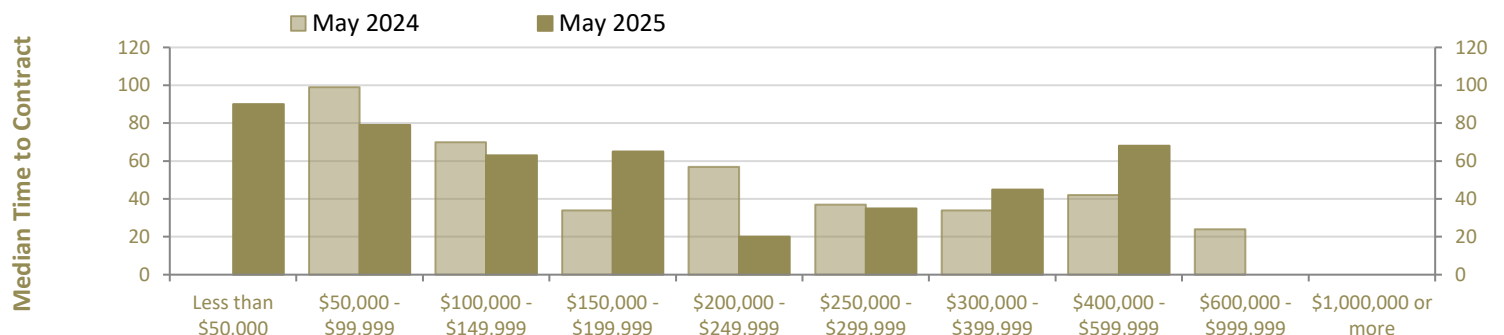


## Median Time to Contract by Sale Price

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	90 Days	N/A
\$50,000 - \$99,999	79 Days	-20.2%
\$100,000 - \$149,999	63 Days	-10.0%
\$150,000 - \$199,999	65 Days	91.2%
\$200,000 - \$249,999	20 Days	-64.9%
\$250,000 - \$299,999	35 Days	-5.4%
\$300,000 - \$399,999	45 Days	32.4%
\$400,000 - \$599,999	68 Days	61.9%
\$600,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	(No Sales)	N/A





# Monthly Market Detail - May 2025

## Townhouses and Condos

### Pasco County

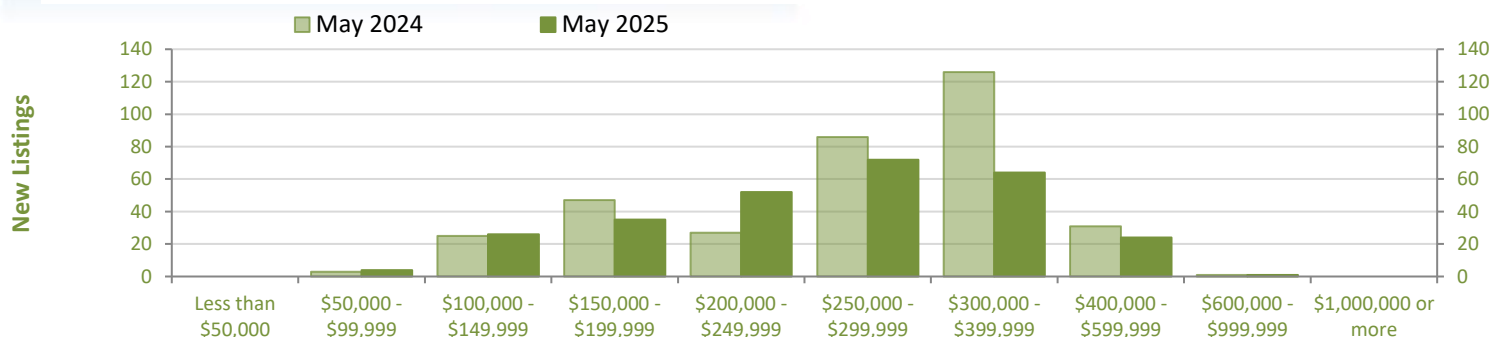


## New Listings by Initial Listing Price

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	4	33.3%
\$100,000 - \$149,999	26	4.0%
\$150,000 - \$199,999	35	-25.5%
\$200,000 - \$249,999	52	92.6%
\$250,000 - \$299,999	72	-16.3%
\$300,000 - \$399,999	64	-49.2%
\$400,000 - \$599,999	24	-22.6%
\$600,000 - \$999,999	1	0.0%
\$1,000,000 or more	0	N/A

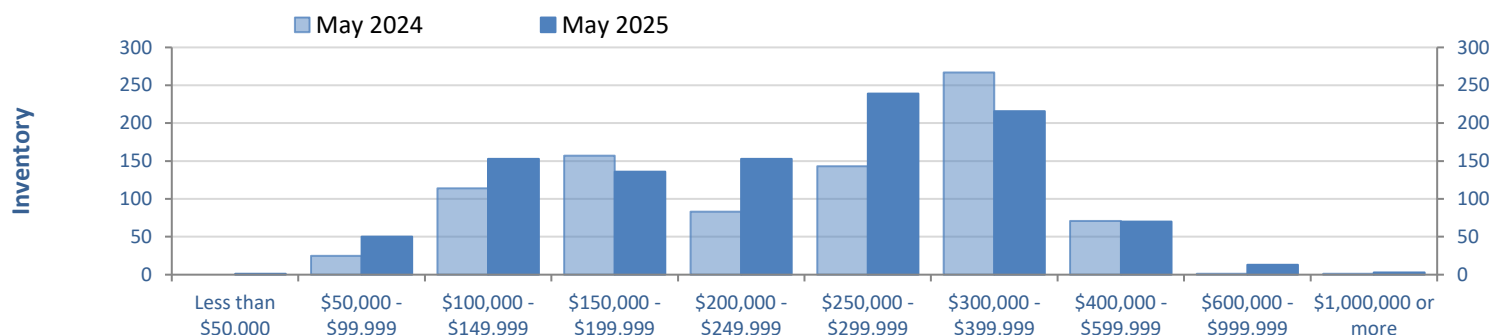


## Inventory by Current Listing Price

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	N/A
\$50,000 - \$99,999	50	100.0%
\$100,000 - \$149,999	153	34.2%
\$150,000 - \$199,999	136	-13.4%
\$200,000 - \$249,999	153	84.3%
\$250,000 - \$299,999	239	67.1%
\$300,000 - \$399,999	216	-19.1%
\$400,000 - \$599,999	70	-1.4%
\$600,000 - \$999,999	13	1200.0%
\$1,000,000 or more	3	200.0%



# Monthly Distressed Market - May 2025

## Townhouses and Condos

### Pasco County



		May 2025	May 2024	Percent Change Year-over-Year
Traditional	Closed Sales	229	361	-36.6%
	Median Sale Price	\$271,400	\$306,900	-11.6%
Foreclosure/REO	Closed Sales	0	2	-100.0%
	Median Sale Price	(No Sales)	\$70,000	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

