

Monthly Market Detail - January 2026

Single-Family Homes

Hillsborough County



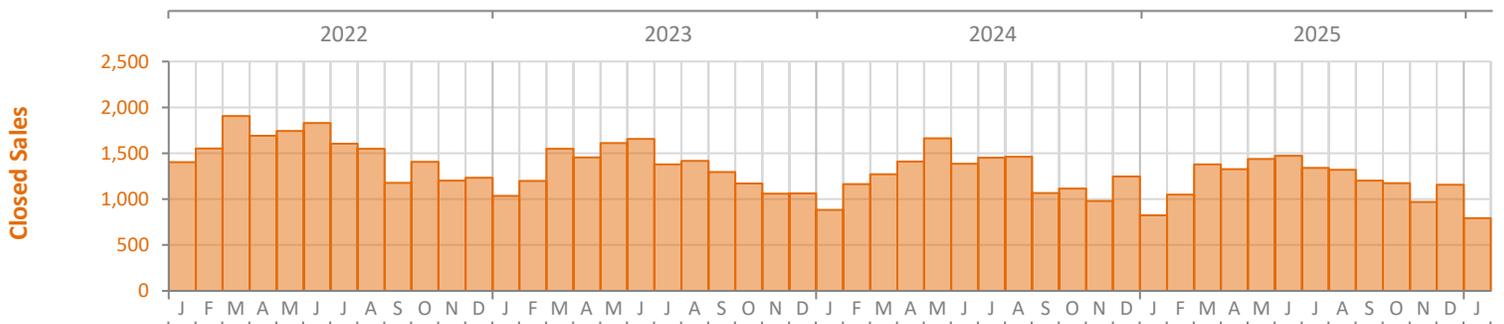
Summary Statistics	January 2026	January 2025	Percent Change Year-over-Year
Closed Sales	791	825	-4.1%
Paid in Cash	160	210	-23.8%
Median Sale Price	\$419,000	\$415,000	1.0%
Average Sale Price	\$557,389	\$521,744	6.8%
Dollar Volume	\$440.9 Million	\$430.4 Million	2.4%
Median Percent of Original List Price Received	95.5%	96.2%	-0.7%
Median Time to Contract	50 Days	38 Days	31.6%
Median Time to Sale	92 Days	76 Days	21.1%
New Pending Sales	1,283	1,231	4.2%
New Listings	1,699	1,812	-6.2%
Pending Inventory	1,516	1,476	2.7%
Inventory (Active Listings)	4,370	4,314	1.3%
Months Supply of Inventory	3.6	3.4	5.9%

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	791	-4.1%
January 2026	791	-4.1%
December 2025	1,157	-7.1%
November 2025	968	-1.0%
October 2025	1,175	5.5%
September 2025	1,203	12.9%
August 2025	1,318	-9.8%
July 2025	1,341	-7.6%
June 2025	1,472	6.2%
May 2025	1,438	-13.6%
April 2025	1,326	-5.9%
March 2025	1,377	8.3%
February 2025	1,050	-9.8%
January 2025	825	-6.5%

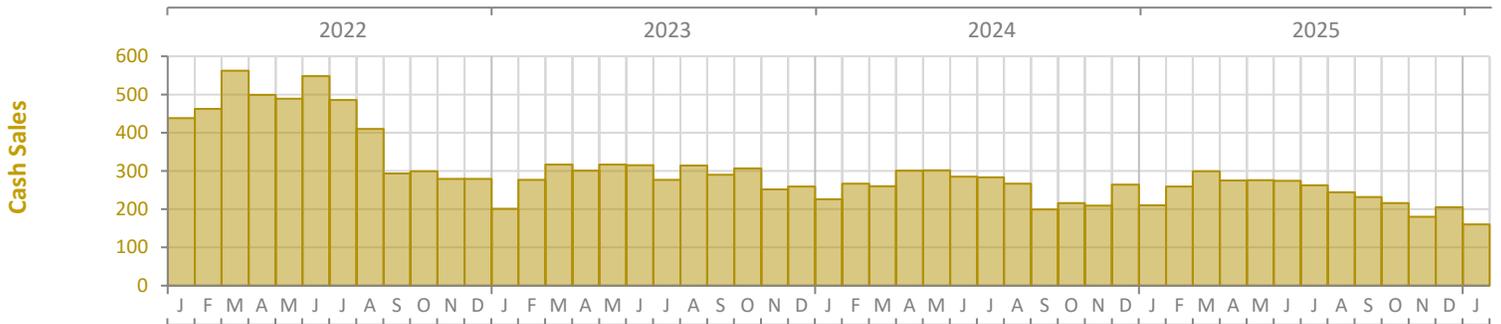


Cash Sales

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	160	-23.8%
January 2026	160	-23.8%
December 2025	205	-22.3%
November 2025	180	-13.9%
October 2025	216	0.0%
September 2025	232	16.6%
August 2025	244	-8.6%
July 2025	263	-7.1%
June 2025	274	-3.9%
May 2025	276	-8.6%
April 2025	275	-8.6%
March 2025	299	15.0%
February 2025	259	-3.0%
January 2025	210	-7.1%



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	20.2%	-20.8%
January 2026	20.2%	-20.8%
December 2025	17.7%	-16.5%
November 2025	18.6%	-13.1%
October 2025	18.4%	-5.2%
September 2025	19.3%	3.2%
August 2025	18.5%	1.1%
July 2025	19.6%	0.5%
June 2025	18.6%	-9.7%
May 2025	19.2%	6.1%
April 2025	20.7%	-3.3%
March 2025	21.7%	6.4%
February 2025	24.7%	7.9%
January 2025	25.5%	-0.4%



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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	\$419,000	1.0%
January 2026	\$419,000	1.0%
December 2025	\$435,000	2.4%
November 2025	\$418,875	-1.4%
October 2025	\$422,500	0.2%
September 2025	\$425,000	-0.8%
August 2025	\$423,450	0.8%
July 2025	\$430,000	0.0%
June 2025	\$440,000	1.1%
May 2025	\$430,000	-1.2%
April 2025	\$417,000	-2.9%
March 2025	\$415,000	-3.0%
February 2025	\$419,950	-1.1%
January 2025	\$415,000	1.0%



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	\$557,389	6.8%
January 2026	\$557,389	6.8%
December 2025	\$563,238	3.6%
November 2025	\$519,769	-9.5%
October 2025	\$551,752	-2.7%
September 2025	\$524,322	-5.3%
August 2025	\$563,911	5.3%
July 2025	\$543,192	-0.6%
June 2025	\$573,193	-2.3%
May 2025	\$550,650	-0.9%
April 2025	\$540,788	-0.3%
March 2025	\$527,835	-6.1%
February 2025	\$551,024	4.2%
January 2025	\$521,744	-0.1%



Monthly Market Detail - January 2026

Single-Family Homes

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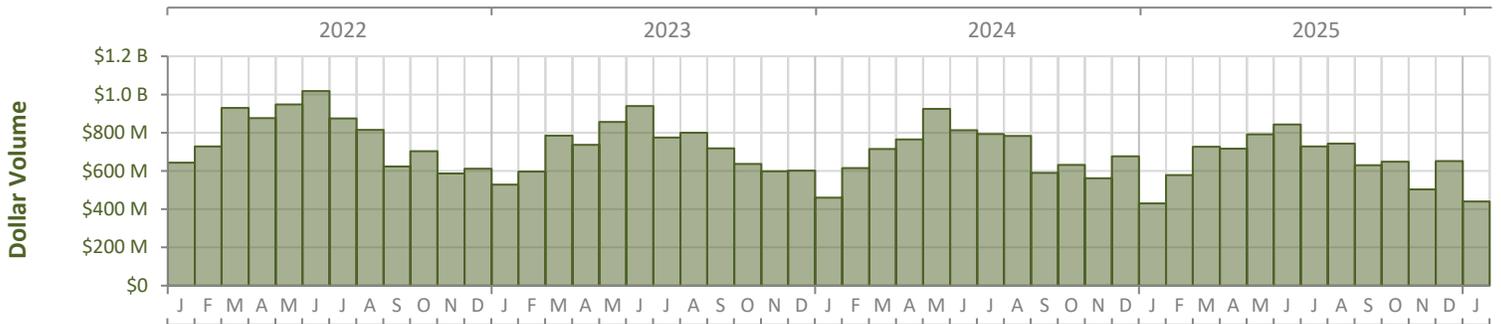


Dollar Volume

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	\$440.9 Million	2.4%
January 2026	\$440.9 Million	2.4%
December 2025	\$651.7 Million	-3.7%
November 2025	\$503.1 Million	-10.5%
October 2025	\$648.3 Million	2.6%
September 2025	\$630.8 Million	6.9%
August 2025	\$743.2 Million	-5.1%
July 2025	\$728.4 Million	-8.1%
June 2025	\$843.7 Million	3.7%
May 2025	\$791.8 Million	-14.4%
April 2025	\$717.1 Million	-6.2%
March 2025	\$726.8 Million	1.6%
February 2025	\$578.6 Million	-6.0%
January 2025	\$430.4 Million	-6.5%

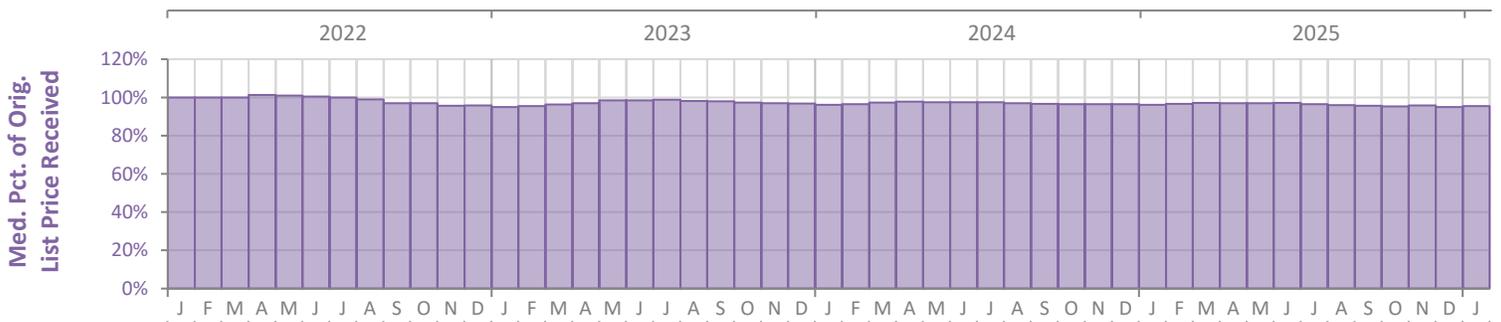


Median Percent of Original List Price Received

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%	-0.7%
January 2026	95.5%	-0.7%
December 2025	94.9%	-1.7%
November 2025	95.8%	-0.6%
October 2025	95.3%	-1.1%
September 2025	95.6%	-1.0%
August 2025	95.9%	-1.0%
July 2025	96.4%	-1.1%
June 2025	97.2%	-0.3%
May 2025	96.9%	-0.6%
April 2025	97.0%	-0.8%
March 2025	97.1%	-0.2%
February 2025	96.6%	0.2%
January 2025	96.2%	0.0%

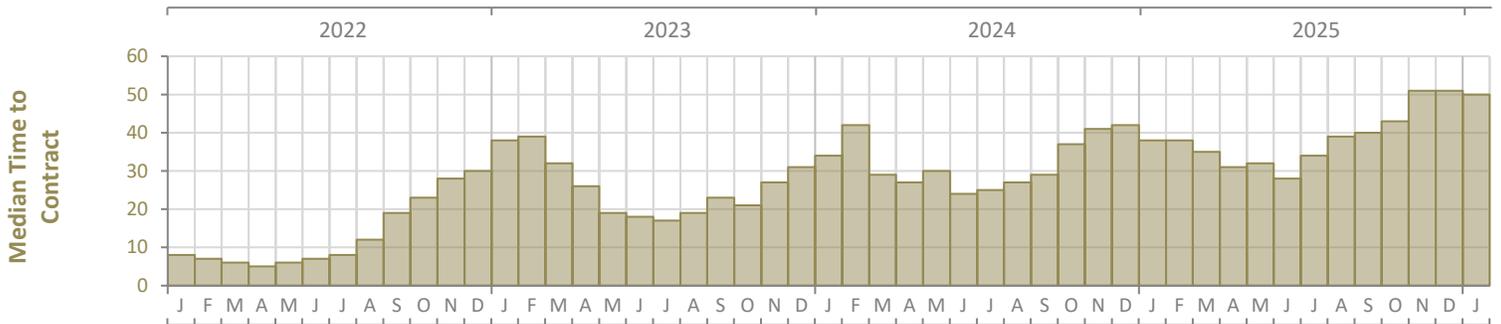


Median Time to Contract

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	50 Days	31.6%
January 2026	50 Days	31.6%
December 2025	51 Days	21.4%
November 2025	51 Days	24.4%
October 2025	43 Days	16.2%
September 2025	40 Days	37.9%
August 2025	39 Days	44.4%
July 2025	34 Days	36.0%
June 2025	28 Days	16.7%
May 2025	32 Days	6.7%
April 2025	31 Days	14.8%
March 2025	35 Days	20.7%
February 2025	38 Days	-9.5%
January 2025	38 Days	11.8%

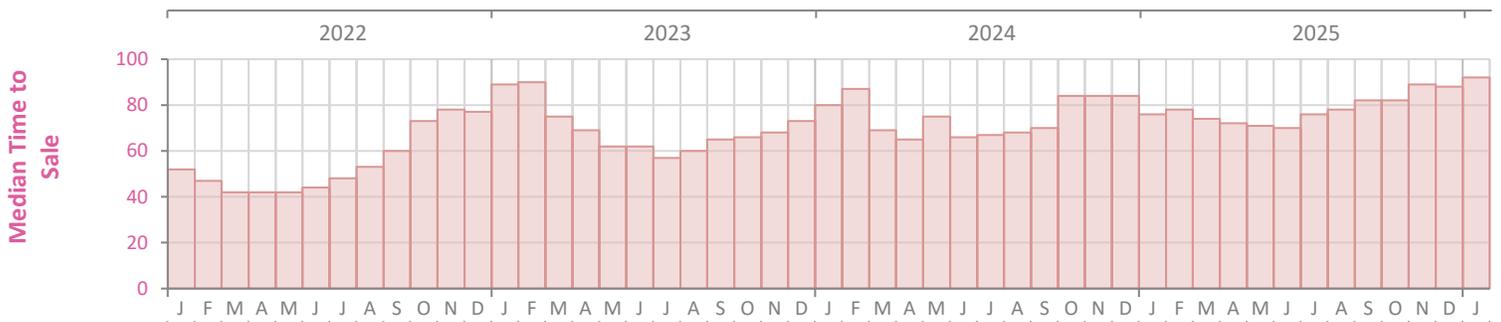


Median Time to Sale

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	92 Days	21.1%
January 2026	92 Days	21.1%
December 2025	88 Days	4.8%
November 2025	89 Days	6.0%
October 2025	82 Days	-2.4%
September 2025	82 Days	17.1%
August 2025	78 Days	14.7%
July 2025	76 Days	13.4%
June 2025	70 Days	6.1%
May 2025	71 Days	-5.3%
April 2025	72 Days	10.8%
March 2025	74 Days	7.2%
February 2025	78 Days	-10.3%
January 2025	76 Days	-5.0%



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	1,283	4.2%
January 2026	1,283	4.2%
December 2025	859	-8.0%
November 2025	1,040	-4.7%
October 2025	1,176	35.3%
September 2025	1,219	-0.3%
August 2025	1,247	4.1%
July 2025	1,341	-4.4%
June 2025	1,321	-5.6%
May 2025	1,549	3.6%
April 2025	1,441	-9.0%
March 2025	1,545	2.2%
February 2025	1,351	-0.7%
January 2025	1,231	-6.2%

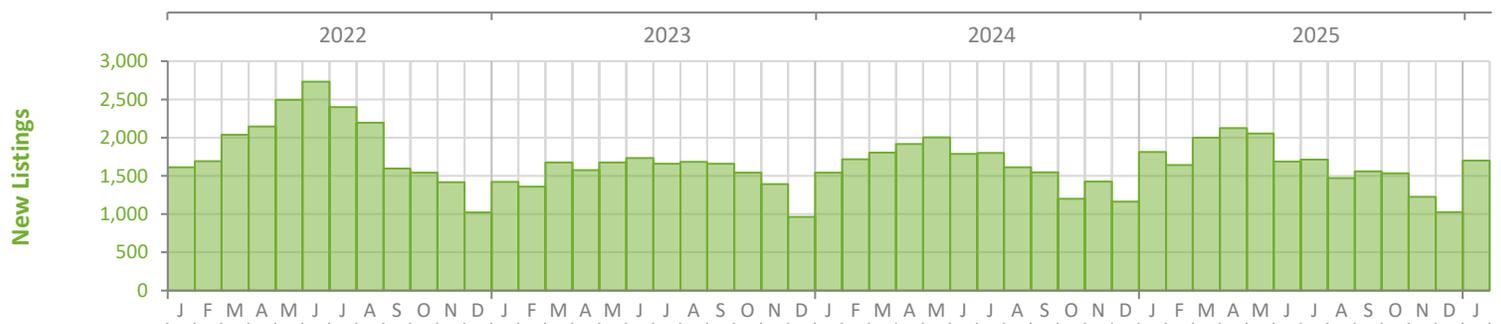


New Listings

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	1,699	-6.2%
January 2026	1,699	-6.2%
December 2025	1,024	-12.0%
November 2025	1,226	-14.0%
October 2025	1,532	27.5%
September 2025	1,557	0.8%
August 2025	1,473	-8.6%
July 2025	1,713	-4.7%
June 2025	1,686	-5.7%
May 2025	2,054	2.6%
April 2025	2,126	11.0%
March 2025	1,998	10.6%
February 2025	1,643	-4.2%
January 2025	1,812	17.7%



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)	4,370	1.3%
January 2026	4,370	1.3%
December 2025	4,263	7.0%
November 2025	4,550	9.9%
October 2025	4,784	14.8%
September 2025	4,886	15.0%
August 2025	4,942	13.8%
July 2025	5,095	18.9%
June 2025	5,190	25.3%
May 2025	5,179	32.4%
April 2025	4,960	37.1%
March 2025	4,566	33.5%
February 2025	4,383	30.6%
January 2025	4,314	35.2%

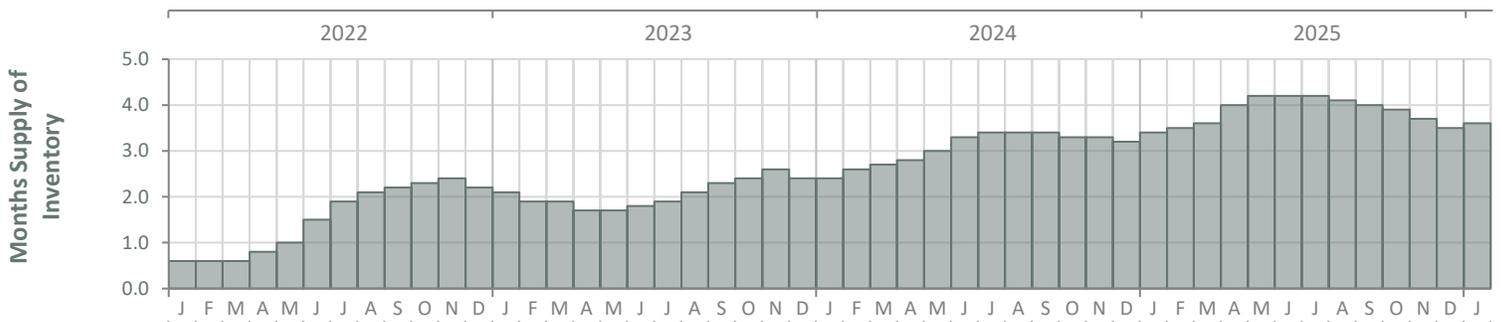


Months Supply of Inventory

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)	3.6	5.9%
January 2026	3.6	5.9%
December 2025	3.5	9.4%
November 2025	3.7	12.1%
October 2025	3.9	18.2%
September 2025	4.0	17.6%
August 2025	4.1	20.6%
July 2025	4.2	23.5%
June 2025	4.2	27.3%
May 2025	4.2	40.0%
April 2025	4.0	42.9%
March 2025	3.6	33.3%
February 2025	3.5	34.6%
January 2025	3.4	41.7%

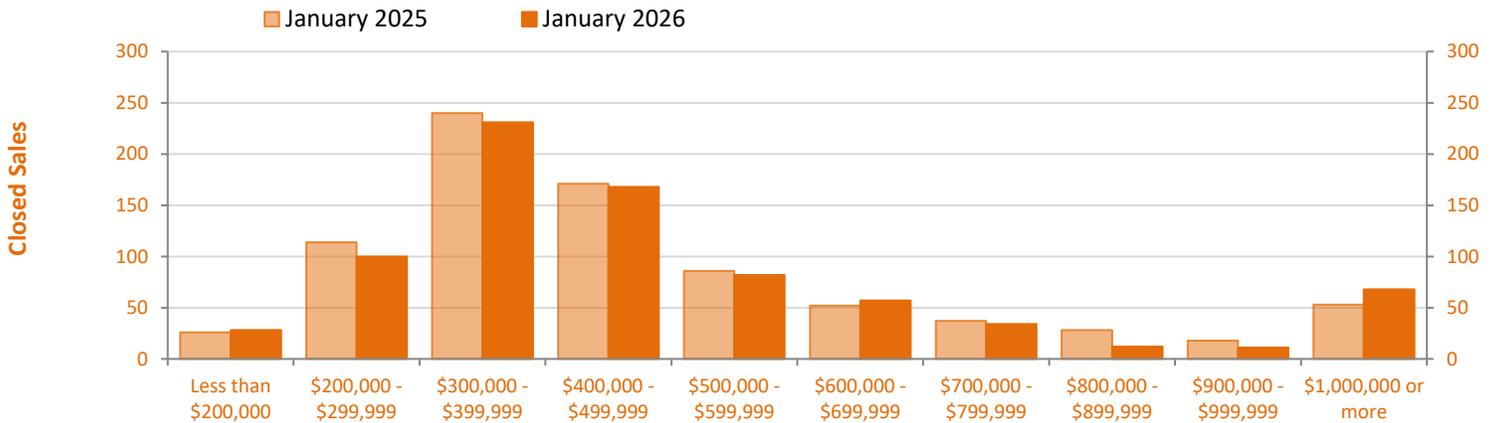


Closed Sales by Sale Price

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.

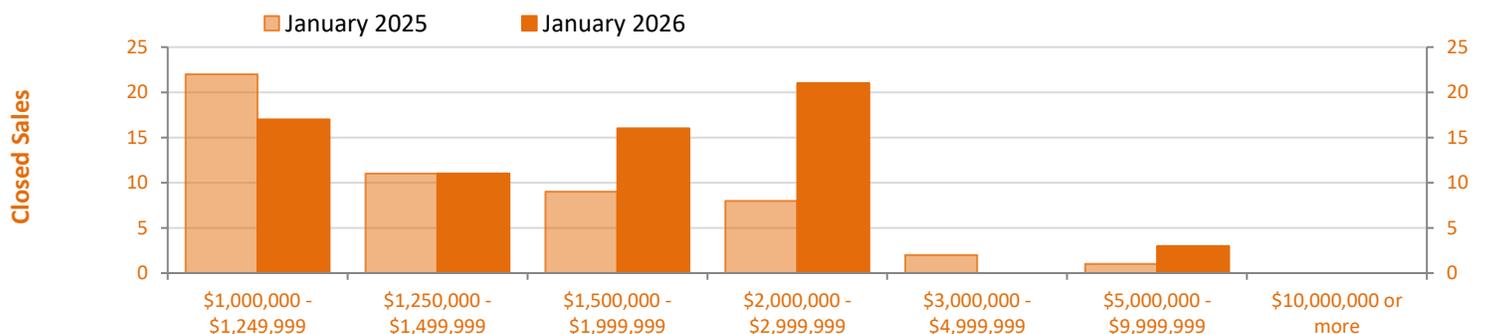
Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$200,000	28	7.7%
\$200,000 - \$299,999	100	-12.3%
\$300,000 - \$399,999	231	-3.8%
\$400,000 - \$499,999	168	-1.8%
\$500,000 - \$599,999	82	-4.7%
\$600,000 - \$699,999	57	9.6%
\$700,000 - \$799,999	34	-8.1%
\$800,000 - \$899,999	12	-57.1%
\$900,000 - \$999,999	11	-38.9%
\$1,000,000 or more	68	28.3%



Million Dollar Spotlight

Closed Sales by Sale Price for properties selling for \$1,000,000 or more

Sale Price	Closed Sales	Percent Change Year-over-Year
\$1,000,000 - \$1,249,999	17	-22.7%
\$1,250,000 - \$1,499,999	11	0.0%
\$1,500,000 - \$1,999,999	16	77.8%
\$2,000,000 - \$2,999,999	21	162.5%
\$3,000,000 - \$4,999,999	0	-100.0%
\$5,000,000 - \$9,999,999	3	200.0%
\$10,000,000 or more	0	N/A

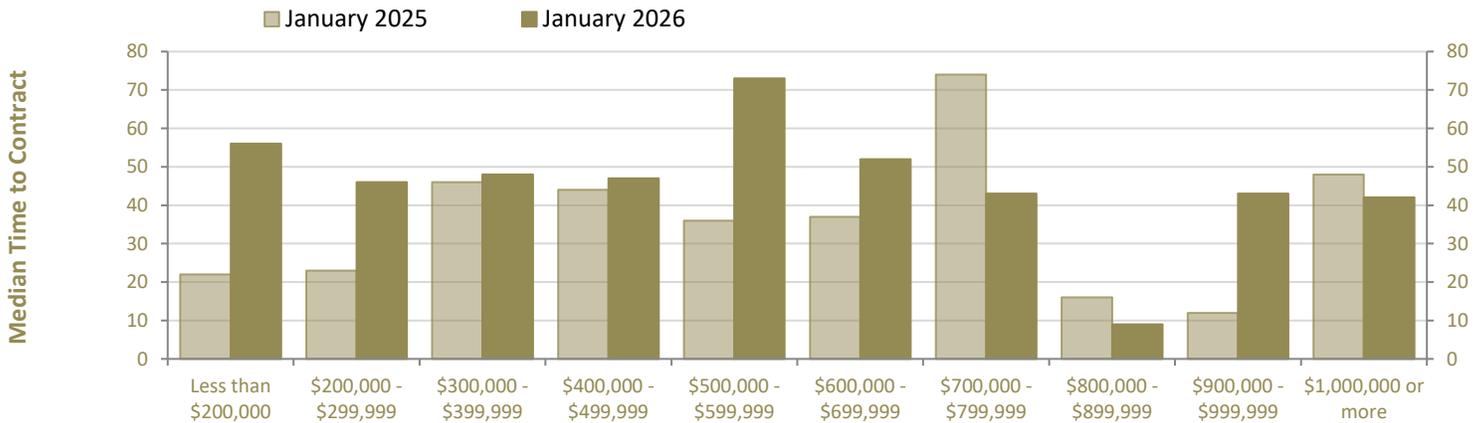


Median Time to Contract by Sale Price

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.

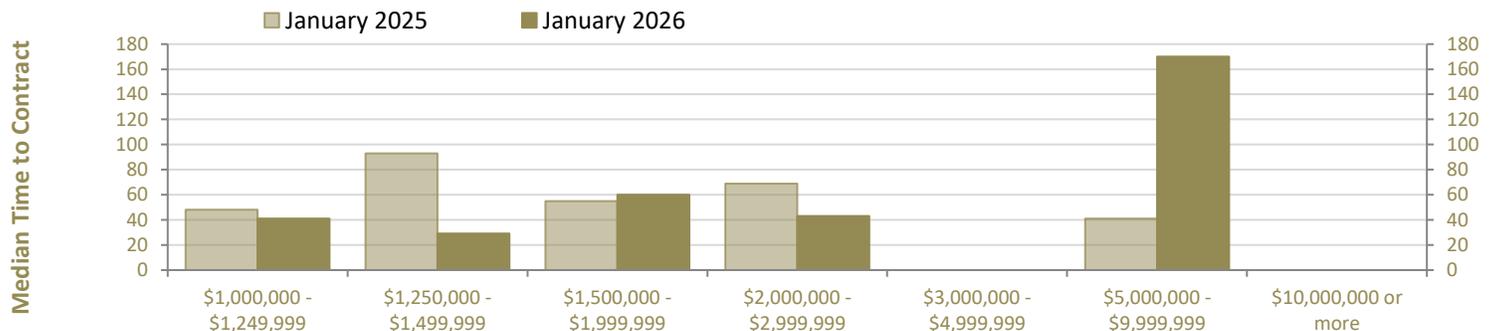
Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$200,000	56 Days	154.5%
\$200,000 - \$299,999	46 Days	100.0%
\$300,000 - \$399,999	48 Days	4.3%
\$400,000 - \$499,999	47 Days	6.8%
\$500,000 - \$599,999	73 Days	102.8%
\$600,000 - \$699,999	52 Days	40.5%
\$700,000 - \$799,999	43 Days	-41.9%
\$800,000 - \$899,999	9 Days	-43.8%
\$900,000 - \$999,999	43 Days	258.3%
\$1,000,000 or more	42 Days	-12.5%



Million Dollar Spotlight

Median Time to Contract by Sale Price for properties selling for \$1,000,000 or more

Sale Price	Median Time to Contract	Percent Change Year-over-Year
\$1,000,000 - \$1,249,999	41 Days	-14.6%
\$1,250,000 - \$1,499,999	29 Days	-68.8%
\$1,500,000 - \$1,999,999	60 Days	9.1%
\$2,000,000 - \$2,999,999	43 Days	-37.7%
\$3,000,000 - \$4,999,999	(No Sales)	N/A
\$5,000,000 - \$9,999,999	170 Days	314.6%
\$10,000,000 or more	(No Sales)	N/A

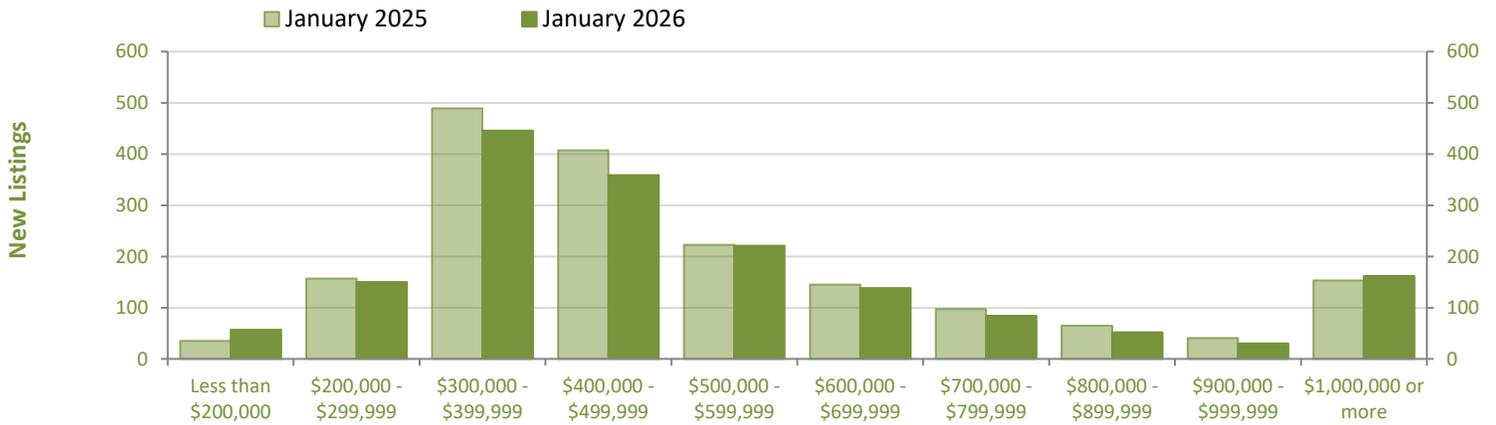


New Listings by Initial Listing Price

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 \$200,000	57	62.9%
\$200,000 - \$299,999	150	-4.5%
\$300,000 - \$399,999	446	-8.8%
\$400,000 - \$499,999	359	-11.8%
\$500,000 - \$599,999	221	-0.9%
\$600,000 - \$699,999	138	-4.8%
\$700,000 - \$799,999	84	-13.4%
\$800,000 - \$899,999	52	-20.0%
\$900,000 - \$999,999	30	-26.8%
\$1,000,000 or more	162	5.9%



Million Dollar Spotlight

New Listings by Initial Listing Price for properties listed for \$1,000,000 or more

Initial Listing Price	New Listings	Percent Change Year-over-Year
\$1,000,000 - \$1,249,999	37	-22.9%
\$1,250,000 - \$1,499,999	44	25.7%
\$1,500,000 - \$1,999,999	25	-10.7%
\$2,000,000 - \$2,999,999	31	24.0%
\$3,000,000 - \$4,999,999	21	61.5%
\$5,000,000 - \$9,999,999	4	33.3%
\$10,000,000 or more	0	-100.0%



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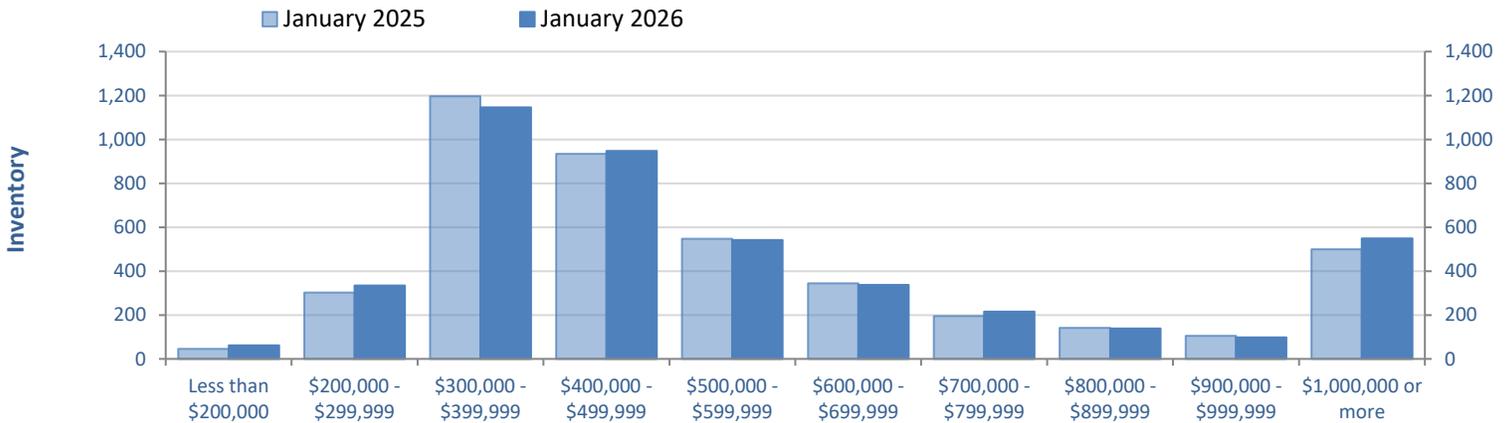


Inventory by Current Listing Price

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.

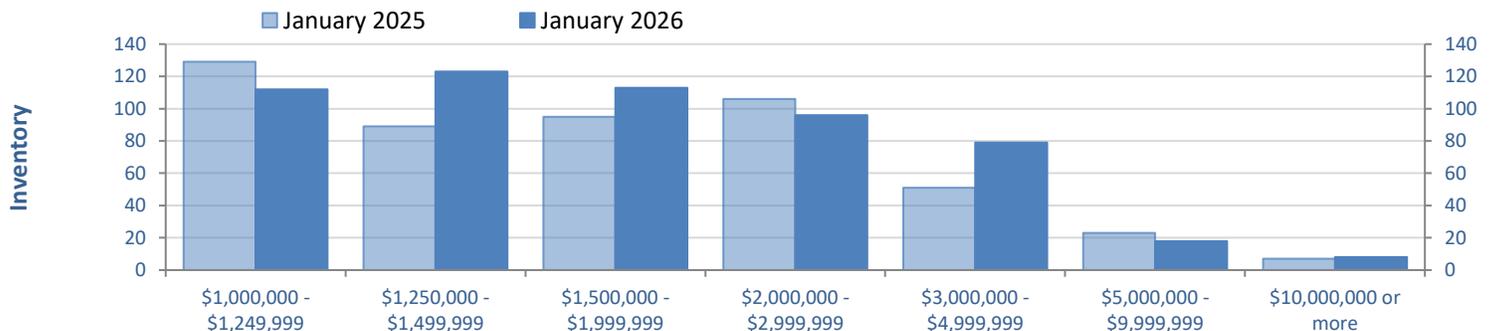
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$200,000	62	34.8%
\$200,000 - \$299,999	334	10.6%
\$300,000 - \$399,999	1,146	-4.3%
\$400,000 - \$499,999	948	1.4%
\$500,000 - \$599,999	542	-0.9%
\$600,000 - \$699,999	337	-2.3%
\$700,000 - \$799,999	216	10.8%
\$800,000 - \$899,999	138	-2.8%
\$900,000 - \$999,999	98	-6.7%
\$1,000,000 or more	549	9.8%



Million Dollar Spotlight

Inventory by Current Listing Price for properties listed for \$1,000,000 or more

Current Listing Price	Inventory	Percent Change Year-over-Year
\$1,000,000 - \$1,249,999	112	-13.2%
\$1,250,000 - \$1,499,999	123	38.2%
\$1,500,000 - \$1,999,999	113	18.9%
\$2,000,000 - \$2,999,999	96	-9.4%
\$3,000,000 - \$4,999,999	79	54.9%
\$5,000,000 - \$9,999,999	18	-21.7%
\$10,000,000 or more	8	14.3%



Monthly Distressed Market - January 2026

Single-Family Homes

Hillsborough County



		January 2026	January 2025	Percent Change Year-over-Year
Traditional	Closed Sales	787	812	-3.1%
	Median Sale Price	\$419,900	\$417,495	0.6%
Foreclosure/REO	Closed Sales	3	12	-75.0%
	Median Sale Price	\$341,000	\$235,000	45.1%
Short Sale	Closed Sales	1	1	0.0%
	Median Sale Price	\$258,750	\$375,000	-31.0%

