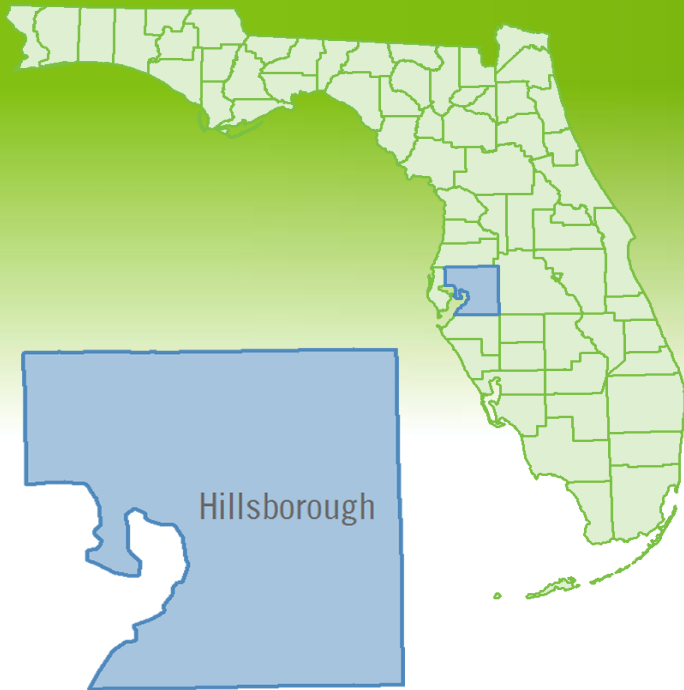


# Monthly Market Detail - April 2026

## Single-Family Homes

### Hillsborough County



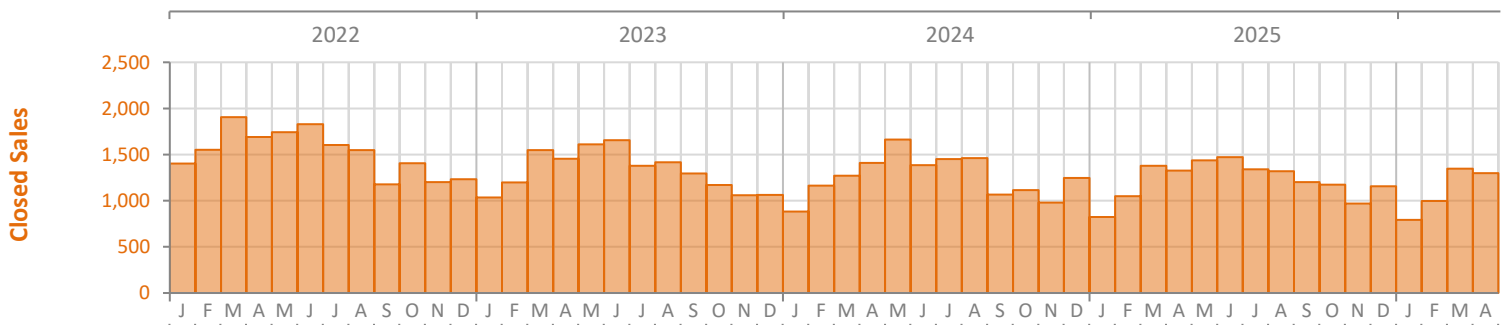
Summary Statistics	April 2026	April 2025	Percent Change Year-over-Year
Closed Sales	1,299	1,326	-2.0%
Paid in Cash	233	275	-15.3%
Median Sale Price	\$420,000	\$417,000	0.7%
Average Sale Price	\$561,951	\$540,788	3.9%
Dollar Volume	\$730.0 Million	\$717.1 Million	1.8%
Median Percent of Original List Price Received	96.9%	97.0%	-0.1%
Median Time to Contract	34 Days	31 Days	9.7%
Median Time to Sale	75 Days	72 Days	4.2%
New Pending Sales	1,580	1,441	9.6%
New Listings	1,881	2,126	-11.5%
Pending Inventory	1,998	1,922	4.0%
Inventory (Active Listings)	4,433	4,960	-10.6%
Months Supply of Inventory	3.7	4.0	-7.5%

## 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	4,434	-3.1%
<b>April 2026</b>	<b>1,299</b>	<b>-2.0%</b>
March 2026	1,348	-2.1%
February 2026	996	-5.1%
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%

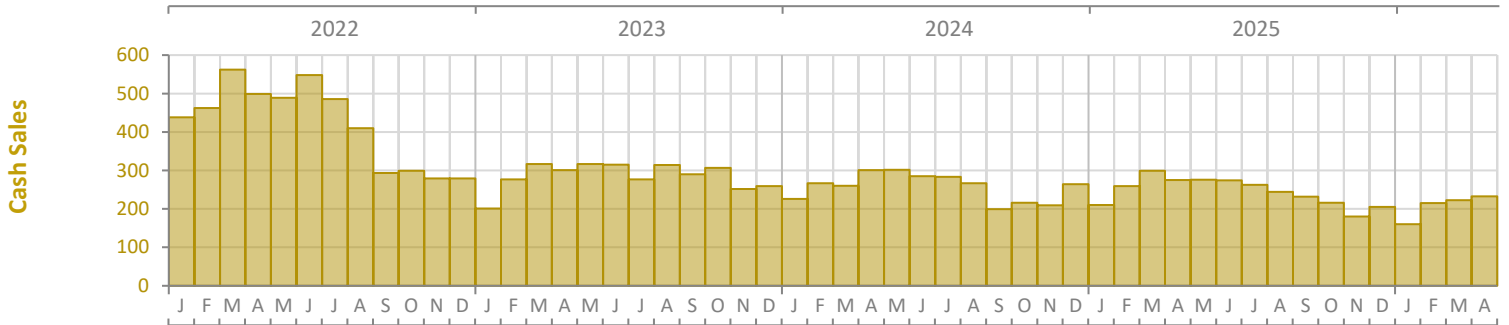


## Cash Sales

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	831	-20.3%
<b>April 2026</b>	<b>233</b>	<b>-15.3%</b>
March 2026	223	-25.4%
February 2026	215	-17.0%
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%

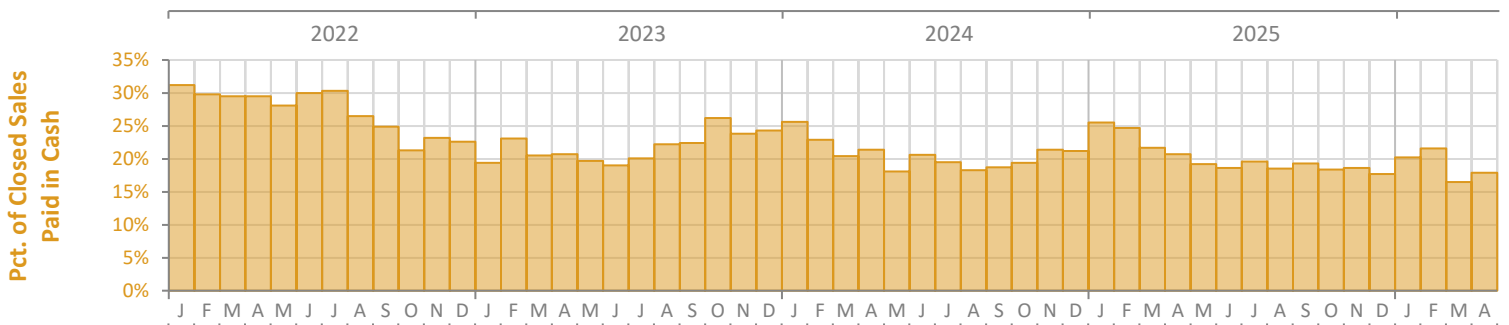


## Cash Sales as a Percentage of Closed Sales

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	18.7%	-18.0%
<b>April 2026</b>	<b>17.9%</b>	<b>-13.5%</b>
March 2026	16.5%	-24.0%
February 2026	21.6%	-12.6%
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%



# Monthly Market Detail - April 2026

## Single-Family Homes

### Hillsborough County

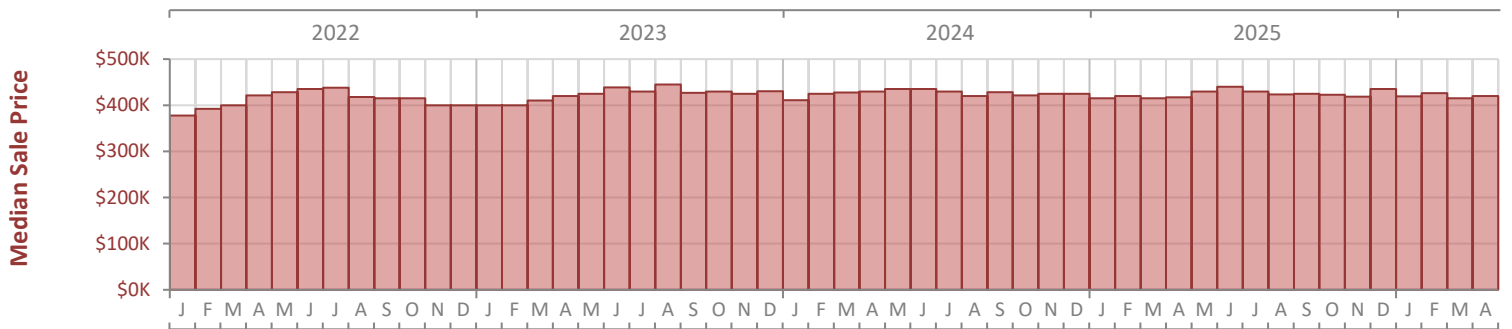


## Median Sale Price

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	\$420,000	1.2%
<b>April 2026</b>	<b>\$420,000</b>	<b>0.7%</b>
March 2026	\$415,000	0.0%
February 2026	\$426,000	1.4%
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%

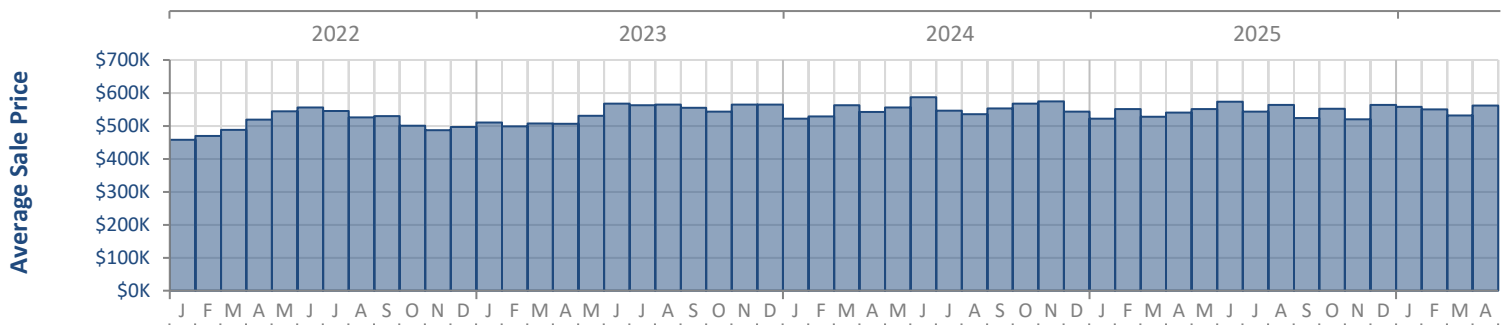


## Average Sale Price

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	\$549,163	2.5%
<b>April 2026</b>	<b>\$561,951</b>	<b>3.9%</b>
March 2026	\$531,511	0.7%
February 2026	\$549,842	-0.2%
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%



# Monthly Market Detail - April 2026

## Single-Family Homes

### Hillsborough County

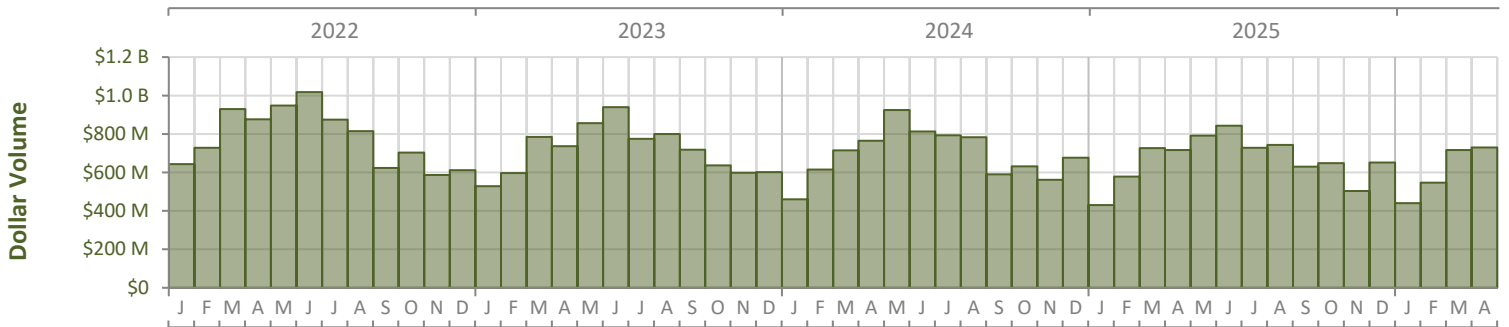


## Dollar Volume

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	\$2.4 Billion	-0.7%
<b>April 2026</b>	<b>\$730.0 Million</b>	<b>1.8%</b>
March 2026	\$716.5 Million	-1.4%
February 2026	\$547.6 Million	-5.3%
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%

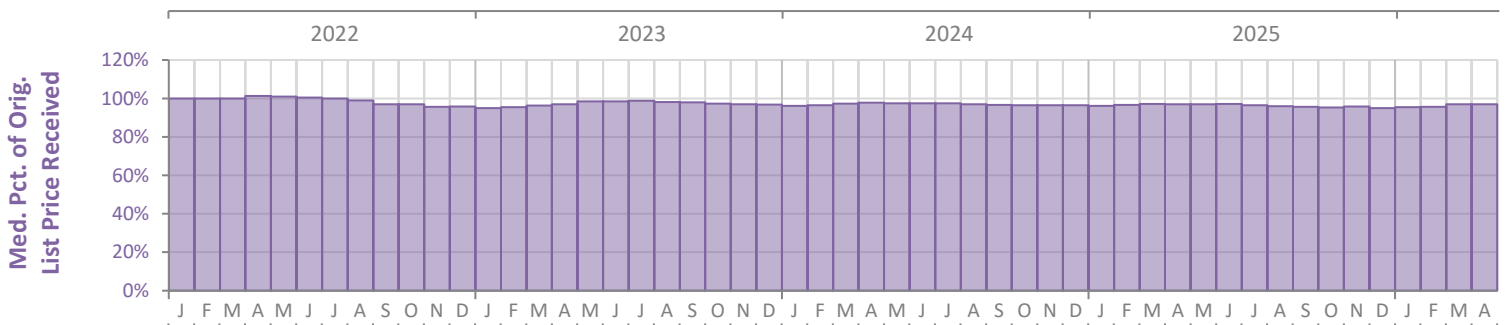


## Median Percent of Original List Price Received

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	96.5%	-0.3%
<b>April 2026</b>	<b>96.9%</b>	<b>-0.1%</b>
March 2026	96.9%	-0.2%
February 2026	95.7%	-0.9%
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%

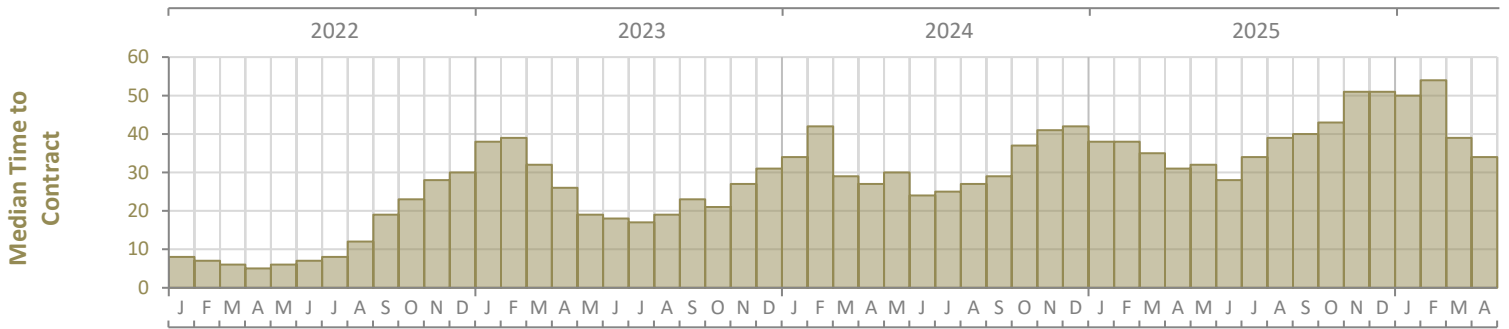


## Median Time to Contract

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	44 Days	18.9%
<b>April 2026</b>	<b>34 Days</b>	<b>9.7%</b>
March 2026	39 Days	11.4%
February 2026	54 Days	42.1%
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%

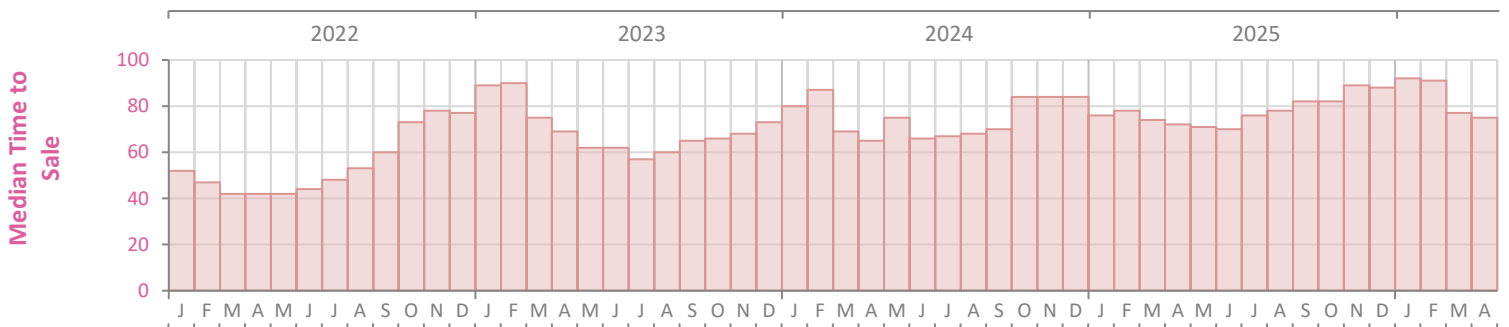


## Median Time to Sale

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	83 Days	6.4%
<b>April 2026</b>	<b>75 Days</b>	<b>4.2%</b>
March 2026	77 Days	4.1%
February 2026	91 Days	16.7%
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%

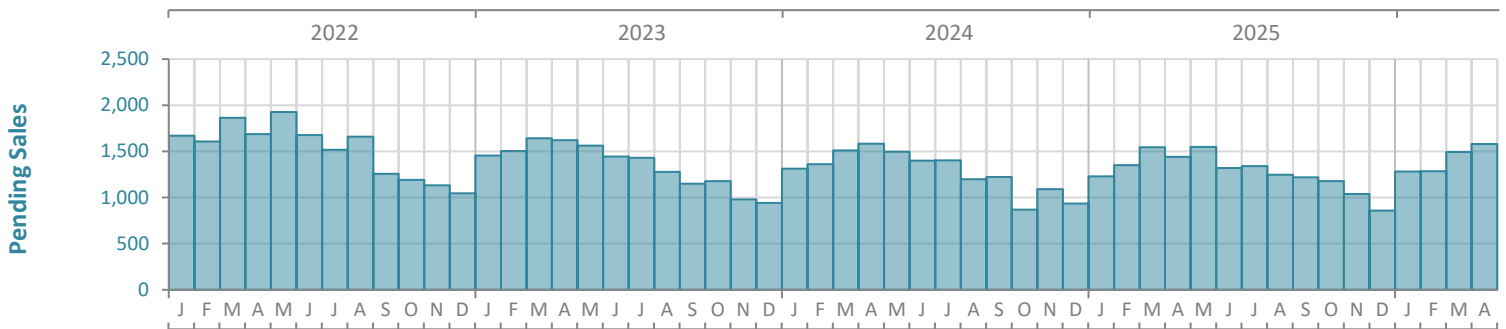


## New Pending Sales

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	5,641	1.3%
<b>April 2026</b>	<b>1,580</b>	<b>9.6%</b>
March 2026	1,492	-3.4%
February 2026	1,286	-4.8%
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%

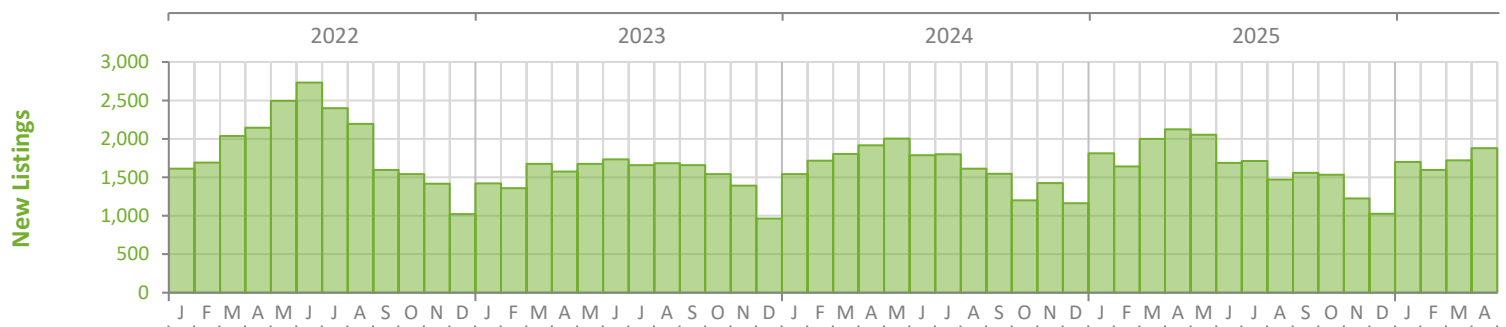


## New Listings

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	6,899	-9.0%
<b>April 2026</b>	<b>1,881</b>	<b>-11.5%</b>
March 2026	1,721	-13.9%
February 2026	1,598	-2.7%
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%



## 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)	4,402	-3.4%
<b>April 2026</b>	<b>4,433</b>	<b>-10.6%</b>
March 2026	4,396	-3.7%
February 2026	4,409	0.6%
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%

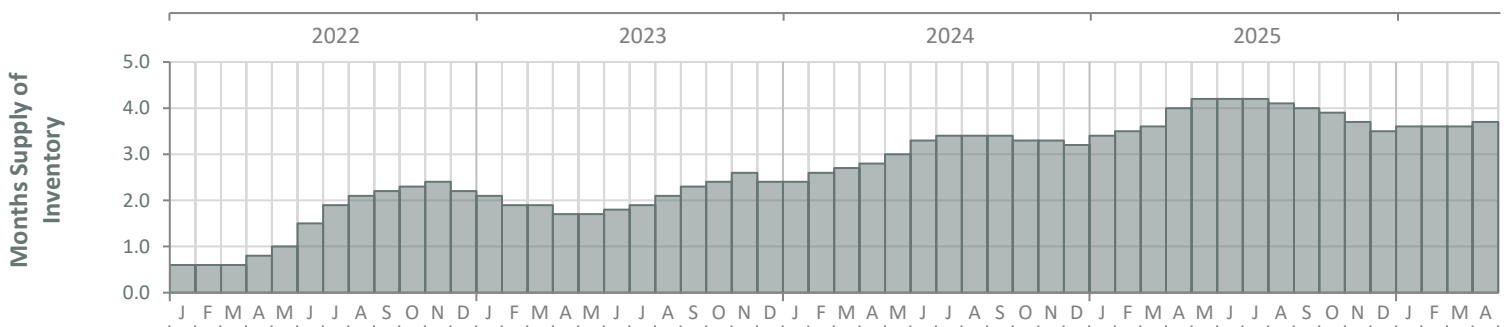


## Months Supply of Inventory

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	0.0%
<b>April 2026</b>	<b>3.7</b>	<b>-7.5%</b>
March 2026	3.6	0.0%
February 2026	3.6	2.9%
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%

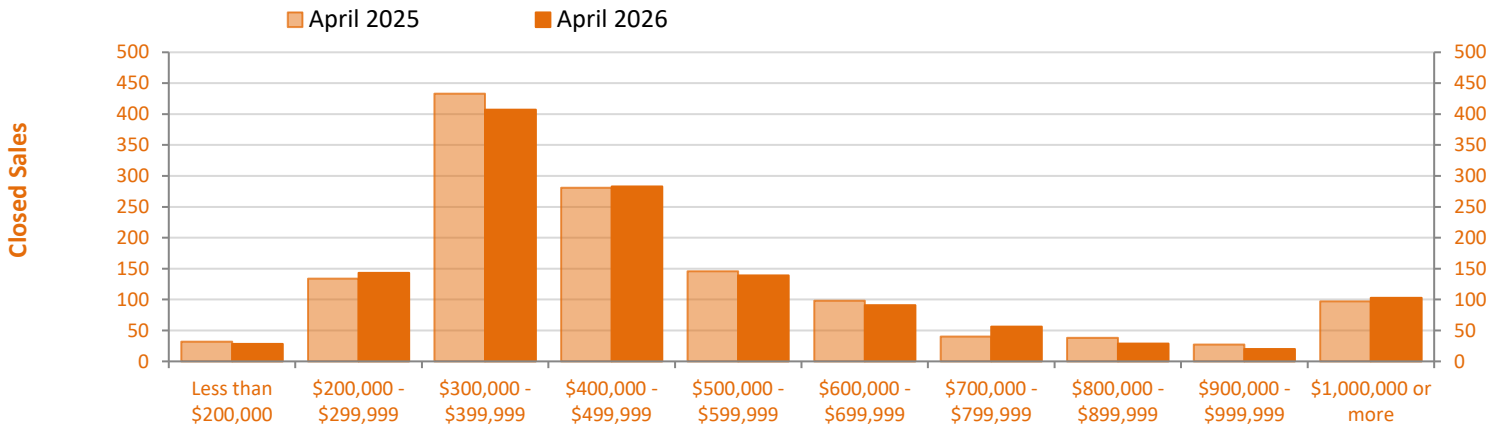


## Closed Sales by Sale Price

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.

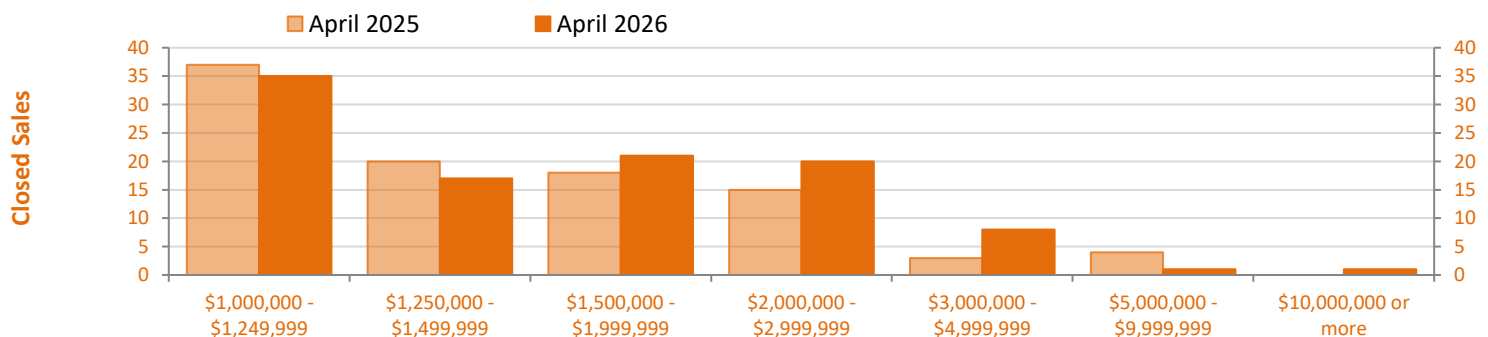
Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$200,000	28	-12.5%
\$200,000 - \$299,999	143	6.7%
\$300,000 - \$399,999	407	-6.0%
\$400,000 - \$499,999	283	0.7%
\$500,000 - \$599,999	139	-4.8%
\$600,000 - \$699,999	91	-7.1%
\$700,000 - \$799,999	56	40.0%
\$800,000 - \$899,999	29	-23.7%
\$900,000 - \$999,999	20	-25.9%
\$1,000,000 or more	103	6.2%



## 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	35	-5.4%
\$1,250,000 - \$1,499,999	17	-15.0%
\$1,500,000 - \$1,999,999	21	16.7%
\$2,000,000 - \$2,999,999	20	33.3%
\$3,000,000 - \$4,999,999	8	166.7%
\$5,000,000 - \$9,999,999	1	-75.0%
\$10,000,000 or more	1	N/A

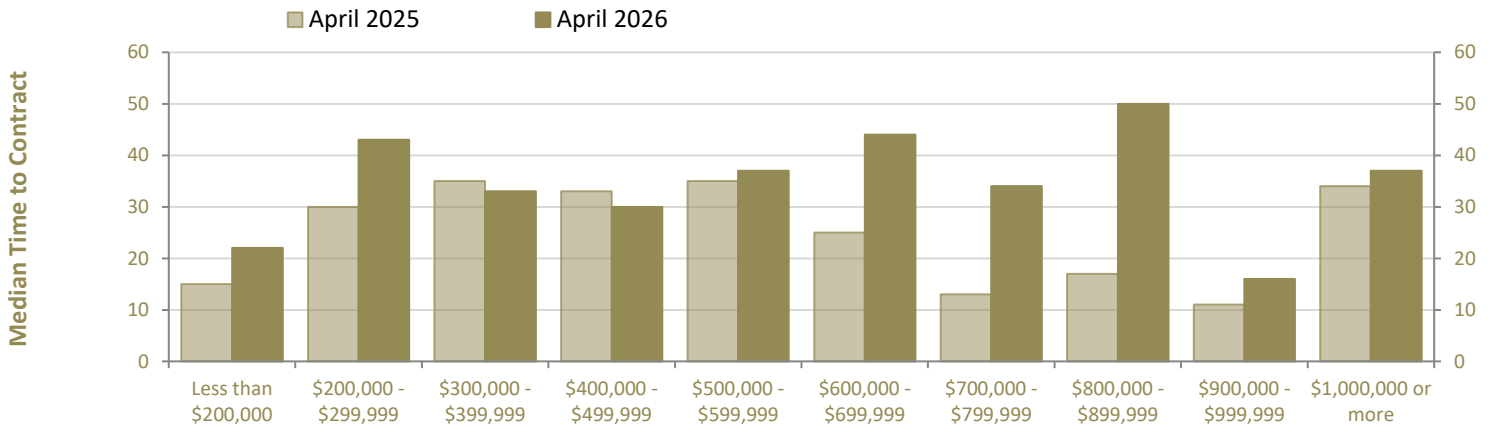


## Median Time to Contract by Sale Price

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.

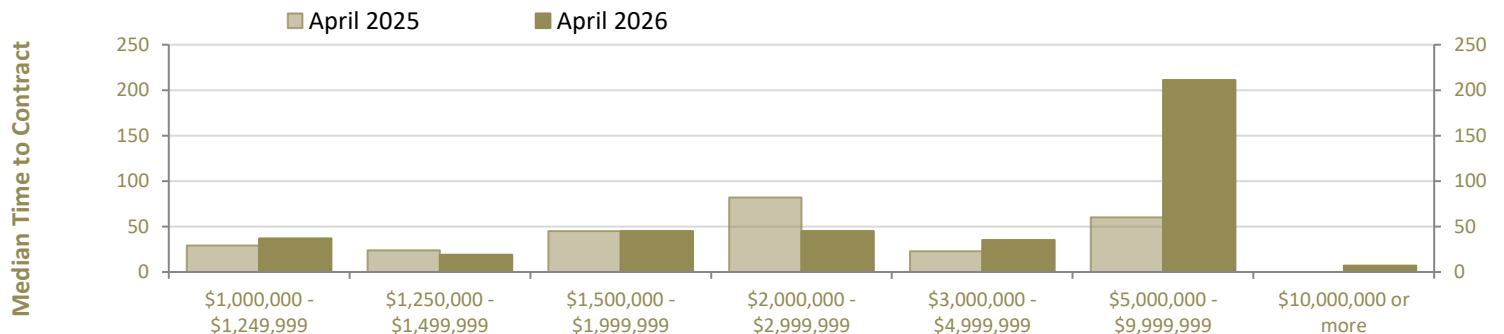
Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$200,000	22 Days	46.7%
\$200,000 - \$299,999	43 Days	43.3%
\$300,000 - \$399,999	33 Days	-5.7%
\$400,000 - \$499,999	30 Days	-9.1%
\$500,000 - \$599,999	37 Days	5.7%
\$600,000 - \$699,999	44 Days	76.0%
\$700,000 - \$799,999	34 Days	161.5%
\$800,000 - \$899,999	50 Days	194.1%
\$900,000 - \$999,999	16 Days	45.5%
\$1,000,000 or more	37 Days	8.8%



## 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	37 Days	27.6%
\$1,250,000 - \$1,499,999	19 Days	-20.8%
\$1,500,000 - \$1,999,999	45 Days	0.0%
\$2,000,000 - \$2,999,999	45 Days	-45.1%
\$3,000,000 - \$4,999,999	35 Days	52.2%
\$5,000,000 - \$9,999,999	211 Days	251.7%
\$10,000,000 or more	7 Days	N/A

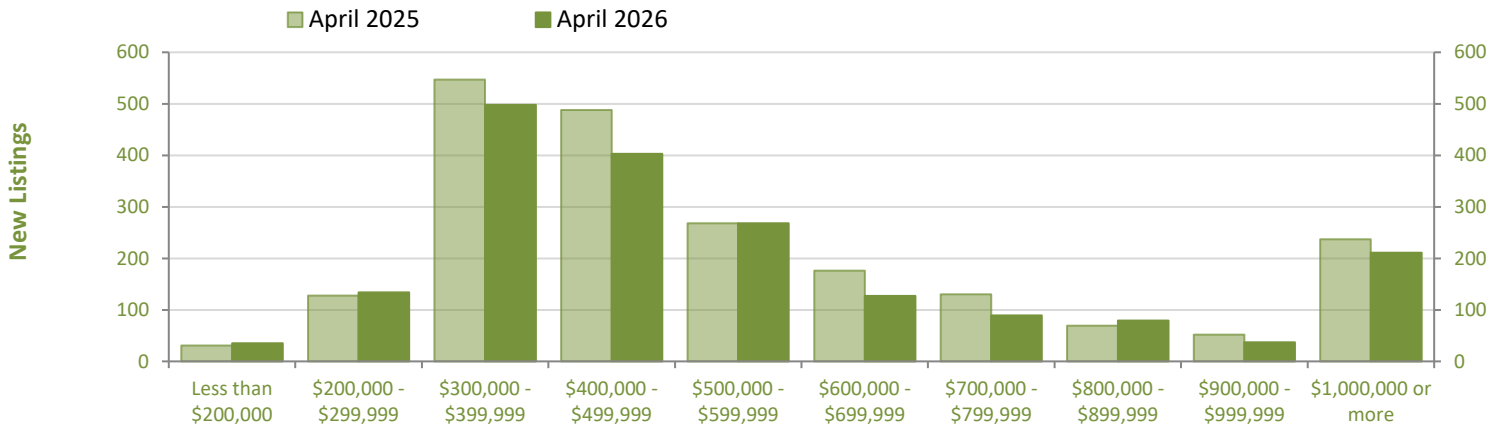


## New Listings by Initial Listing Price

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.

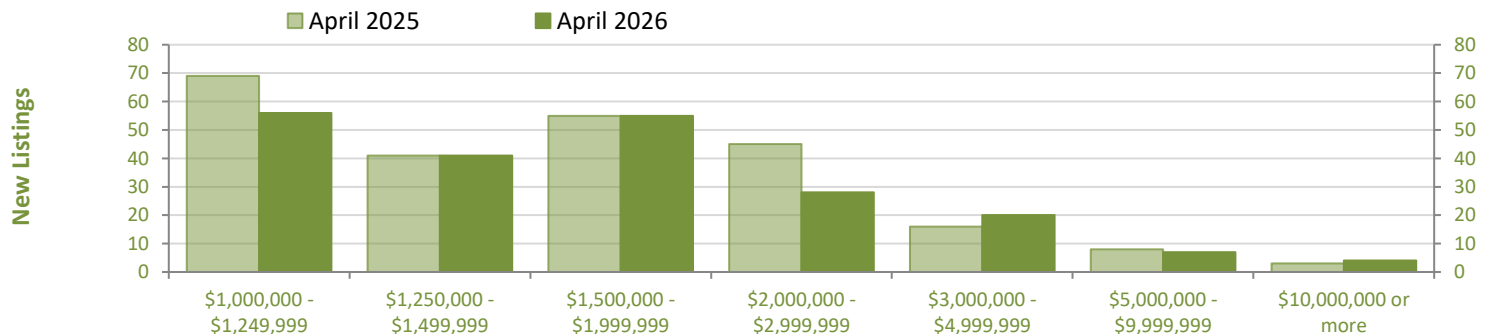
Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$200,000	35	12.9%
\$200,000 - \$299,999	134	4.7%
\$300,000 - \$399,999	498	-9.0%
\$400,000 - \$499,999	403	-17.4%
\$500,000 - \$599,999	268	0.0%
\$600,000 - \$699,999	127	-27.8%
\$700,000 - \$799,999	89	-31.5%
\$800,000 - \$899,999	79	14.5%
\$900,000 - \$999,999	37	-28.8%
\$1,000,000 or more	211	-11.0%



## 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	56	-18.8%
\$1,250,000 - \$1,499,999	41	0.0%
\$1,500,000 - \$1,999,999	55	0.0%
\$2,000,000 - \$2,999,999	28	-37.8%
\$3,000,000 - \$4,999,999	20	25.0%
\$5,000,000 - \$9,999,999	7	-12.5%
\$10,000,000 or more	4	33.3%

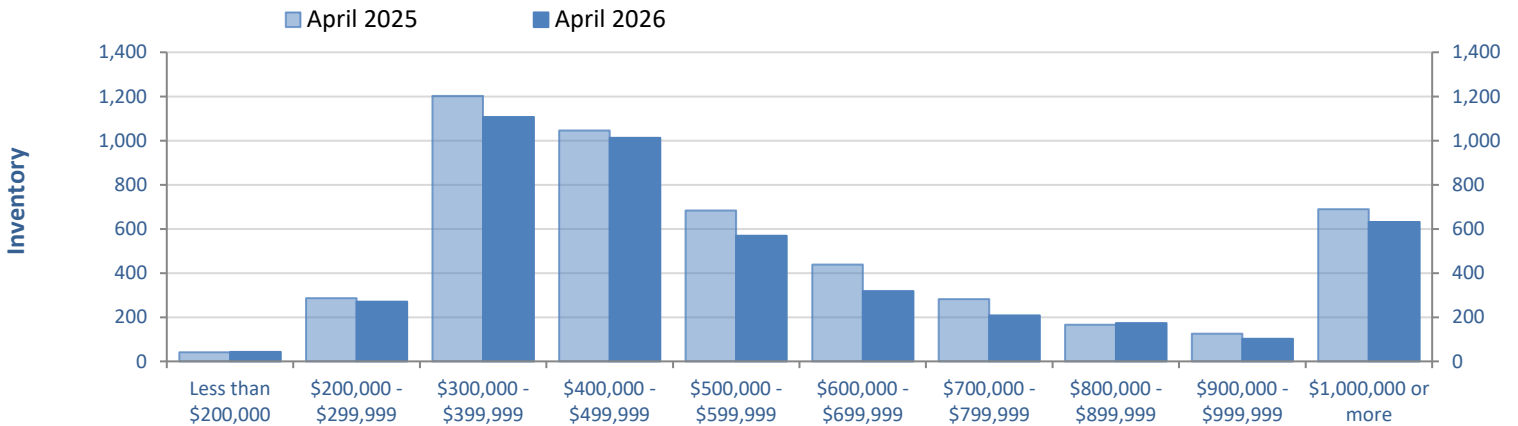


## Inventory by Current Listing Price

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.

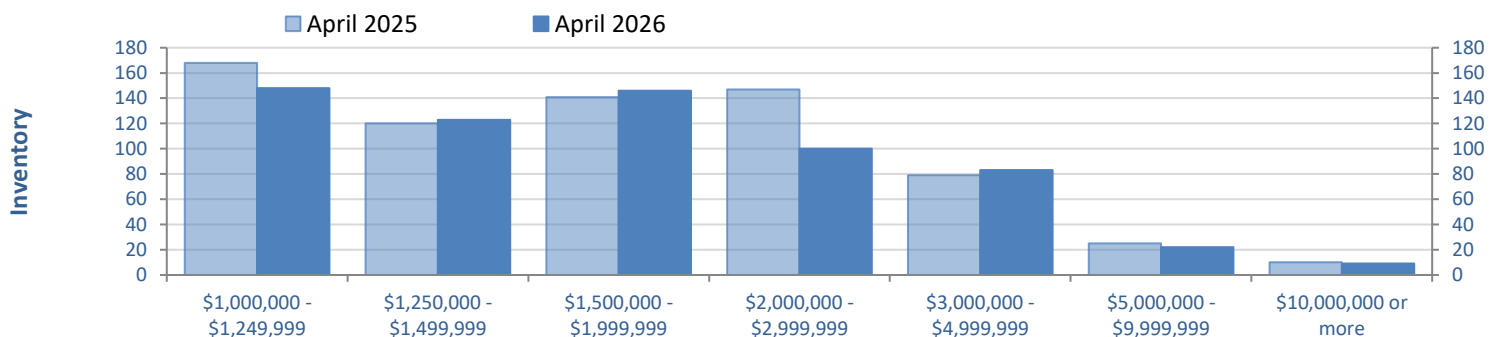
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$200,000	43	4.9%
\$200,000 - \$299,999	270	-5.6%
\$300,000 - \$399,999	1,107	-7.9%
\$400,000 - \$499,999	1,012	-3.3%
\$500,000 - \$599,999	569	-16.7%
\$600,000 - \$699,999	318	-27.4%
\$700,000 - \$799,999	208	-26.2%
\$800,000 - \$899,999	173	4.2%
\$900,000 - \$999,999	102	-19.0%
\$1,000,000 or more	631	-8.6%



## Million Dollar Spotlight

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

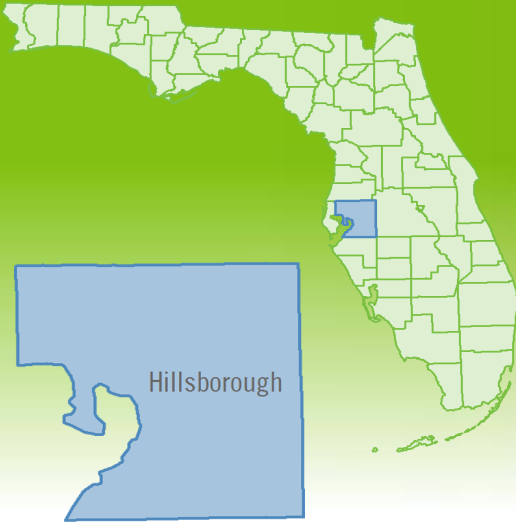
Current Listing Price	Inventory	Percent Change Year-over-Year
\$1,000,000 - \$1,249,999	148	-11.9%
\$1,250,000 - \$1,499,999	123	2.5%
\$1,500,000 - \$1,999,999	146	3.5%
\$2,000,000 - \$2,999,999	100	-32.0%
\$3,000,000 - \$4,999,999	83	5.1%
\$5,000,000 - \$9,999,999	22	-12.0%
\$10,000,000 or more	9	-10.0%



# Monthly Distressed Market - April 2026

## Single-Family Homes

### Hillsborough County



		April 2026	April 2025	Percent Change Year-over-Year
Traditional	Closed Sales	1,279	1,318	-3.0%
	Median Sale Price	\$422,960	\$417,250	1.4%
Foreclosure/REO	Closed Sales	15	5	200.0%
	Median Sale Price	\$236,000	\$329,900	-28.5%
Short Sale	Closed Sales	5	3	66.7%
	Median Sale Price	\$395,000	\$355,000	11.3%

