### Monthly Market Summary - July 2022

**Manufactured Homes**

**Tampa-St. Petersburg-Clearwater MSA**

<table>
<thead>
<tr>
<th></th>
<th>July 2022</th>
<th>July 2021</th>
<th>Percent Change Year-over-Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Closed Sales</td>
<td>255</td>
<td>233</td>
<td>9.4%</td>
</tr>
<tr>
<td>Paid in Cash</td>
<td>149</td>
<td>146</td>
<td>2.1%</td>
</tr>
<tr>
<td>Median Sale Price</td>
<td>$164,450</td>
<td>$115,000</td>
<td>43.0%</td>
</tr>
<tr>
<td>Average Sale Price</td>
<td>$184,718</td>
<td>$134,298</td>
<td>37.5%</td>
</tr>
<tr>
<td>Dollar Volume</td>
<td>$47.1 Million</td>
<td>$31.3 Million</td>
<td>50.5%</td>
</tr>
<tr>
<td>Med. Pct. of Orig. List Price Received</td>
<td>98.2%</td>
<td>98.1%</td>
<td>0.1%</td>
</tr>
<tr>
<td>Median Time to Contract</td>
<td>12 Days</td>
<td>10 Days</td>
<td>20.0%</td>
</tr>
<tr>
<td>Median Time to Sale</td>
<td>51 Days</td>
<td>49 Days</td>
<td>4.1%</td>
</tr>
<tr>
<td>New Pending Sales</td>
<td>220</td>
<td>228</td>
<td>-3.5%</td>
</tr>
<tr>
<td>New Listings</td>
<td>283</td>
<td>271</td>
<td>4.4%</td>
</tr>
<tr>
<td>Pending Inventory</td>
<td>262</td>
<td>274</td>
<td>-4.4%</td>
</tr>
<tr>
<td>Inventory (Active Listings)</td>
<td>434</td>
<td>386</td>
<td>12.4%</td>
</tr>
<tr>
<td>Months Supply of Inventory</td>
<td>1.7</td>
<td>1.7</td>
<td>0.0%</td>
</tr>
</tbody>
</table>

- **Closed Sales**
  - **July 2022:** 255
  - **July 2021:** 233
  - **Percent Change Year-over-Year:** 9.4%

- **Paid in Cash**
  - **July 2022:** 149
  - **July 2021:** 146
  - **Percent Change Year-over-Year:** 2.1%

- **Median Sale Price**
  - **July 2022:** $164,450
  - **July 2021:** $115,000
  - **Percent Change Year-over-Year:** 43.0%

- **Average Sale Price**
  - **July 2022:** $184,718
  - **July 2021:** $134,298
  - **Percent Change Year-over-Year:** 37.5%

- **Dollar Volume**
  - **July 2022:** $47.1 Million
  - **July 2021:** $31.3 Million
  - **Percent Change Year-over-Year:** 50.5%

- **Med. Pct. of Orig. List Price Received**
  - **July 2022:** 98.2%
  - **July 2021:** 98.1%
  - **Percent Change Year-over-Year:** 0.1%

- **Median Time to Contract**
  - **July 2022:** 12 Days
  - **July 2021:** 10 Days
  - **Percent Change Year-over-Year:** 20.0%

- **Median Time to Sale**
  - **July 2022:** 51 Days
  - **July 2021:** 49 Days
  - **Percent Change Year-over-Year:** 4.1%

- **New Pending Sales**
  - **July 2022:** 220
  - **July 2021:** 228
  - **Percent Change Year-over-Year:** -3.5%

- **New Listings**
  - **July 2022:** 283
  - **July 2021:** 271
  - **Percent Change Year-over-Year:** 4.4%

- **Pending Inventory**
  - **July 2022:** 262
  - **July 2021:** 274
  - **Percent Change Year-over-Year:** -4.4%

- **Inventory (Active Listings)**
  - **July 2022:** 434
  - **July 2021:** 386
  - **Percent Change Year-over-Year:** 12.4%

- **Months Supply of Inventory**
  - **July 2022:** 1.7
  - **July 2021:** 1.7
  - **Percent Change Year-over-Year:** 0.0%

---

Produced by Florida REALTORS® with data provided by Florida's multiple listing services. Statistics for each month compiled from MLS feeds on the 15th day of the following month. Data released on Thursday, August 18, 2022. Next data release is Wednesday, September 21, 2022.
Monthly Distressed Market - July 2022
Manufactured Homes
Tampa-St. Petersburg-Clearwater MSA

<table>
<thead>
<tr>
<th></th>
<th>July 2022</th>
<th>July 2021</th>
<th>Percent Change Year-over-Year</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Traditional</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Closed Sales</td>
<td>251</td>
<td>229</td>
<td>9.6%</td>
</tr>
<tr>
<td>Median Sale Price</td>
<td>$164,950</td>
<td>$117,000</td>
<td>41.0%</td>
</tr>
<tr>
<td><strong>Foreclosure/REO</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Closed Sales</td>
<td>3</td>
<td>3</td>
<td>0.0%</td>
</tr>
<tr>
<td>Median Sale Price</td>
<td>$134,000</td>
<td>$80,000</td>
<td>67.5%</td>
</tr>
<tr>
<td><strong>Short Sale</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Closed Sales</td>
<td>1</td>
<td>1</td>
<td>0.0%</td>
</tr>
<tr>
<td>Median Sale Price</td>
<td>$74,000</td>
<td>$110,000</td>
<td>-32.7%</td>
</tr>
</tbody>
</table>

Produced by Florida REALTORS® with data provided by Florida’s multiple listing services. Statistics for each month compiled from MLS feeds on the 15th day of the following month. Data released on Thursday, August 18, 2022. Next data release is Wednesday, September 21, 2022.
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.
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.

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.
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.

<table>
<thead>
<tr>
<th>Month</th>
<th>Median Sale Price</th>
<th>Percent Change Year-over-Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Year-to-Date</td>
<td>$152,000</td>
<td>32.2%</td>
</tr>
<tr>
<td>July 2022</td>
<td>$164,450</td>
<td>43.0%</td>
</tr>
<tr>
<td>June 2022</td>
<td>$169,000</td>
<td>30.2%</td>
</tr>
<tr>
<td>May 2022</td>
<td>$163,500</td>
<td>26.7%</td>
</tr>
<tr>
<td>April 2022</td>
<td>$145,200</td>
<td>21.0%</td>
</tr>
<tr>
<td>March 2022</td>
<td>$150,000</td>
<td>30.4%</td>
</tr>
<tr>
<td>February 2022</td>
<td>$145,000</td>
<td>45.0%</td>
</tr>
<tr>
<td>January 2022</td>
<td>$147,500</td>
<td>55.3%</td>
</tr>
<tr>
<td>December 2021</td>
<td>$134,950</td>
<td>26.1%</td>
</tr>
<tr>
<td>November 2021</td>
<td>$136,750</td>
<td>25.5%</td>
</tr>
<tr>
<td>October 2021</td>
<td>$138,028</td>
<td>41.6%</td>
</tr>
<tr>
<td>September 2021</td>
<td>$130,000</td>
<td>21.5%</td>
</tr>
<tr>
<td>August 2021</td>
<td>$140,512</td>
<td>33.8%</td>
</tr>
<tr>
<td>July 2021</td>
<td>$115,000</td>
<td>13.9%</td>
</tr>
</tbody>
</table>

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.

<table>
<thead>
<tr>
<th>Month</th>
<th>Average Sale Price</th>
<th>Percent Change Year-over-Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Year-to-Date</td>
<td>$169,373</td>
<td>21.0%</td>
</tr>
<tr>
<td>July 2022</td>
<td>$184,718</td>
<td>37.5%</td>
</tr>
<tr>
<td>June 2022</td>
<td>$187,812</td>
<td>34.9%</td>
</tr>
<tr>
<td>May 2022</td>
<td>$178,952</td>
<td>33.4%</td>
</tr>
<tr>
<td>April 2022</td>
<td>$159,618</td>
<td>19.5%</td>
</tr>
<tr>
<td>March 2022</td>
<td>$158,126</td>
<td>28.7%</td>
</tr>
<tr>
<td>February 2022</td>
<td>$160,382</td>
<td>39.8%</td>
</tr>
<tr>
<td>January 2022</td>
<td>$157,323</td>
<td>41.8%</td>
</tr>
<tr>
<td>December 2021</td>
<td>$150,728</td>
<td>29.1%</td>
</tr>
<tr>
<td>November 2021</td>
<td>$150,693</td>
<td>28.2%</td>
</tr>
<tr>
<td>October 2021</td>
<td>$148,359</td>
<td>28.8%</td>
</tr>
<tr>
<td>September 2021</td>
<td>$144,488</td>
<td>20.7%</td>
</tr>
<tr>
<td>August 2021</td>
<td>$156,092</td>
<td>32.1%</td>
</tr>
<tr>
<td>July 2021</td>
<td>$134,298</td>
<td>16.1%</td>
</tr>
</tbody>
</table>
**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.

<table>
<thead>
<tr>
<th>Month</th>
<th>Dollar Volume</th>
<th>Percent Change Year-over-Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Year-to-Date</td>
<td>$317.6 Million</td>
<td>43.0%</td>
</tr>
<tr>
<td>July 2022</td>
<td>$47.1 Million</td>
<td>50.5%</td>
</tr>
<tr>
<td>June 2022</td>
<td>$47.7 Million</td>
<td>24.6%</td>
</tr>
<tr>
<td>May 2022</td>
<td>$51.2 Million</td>
<td>61.0%</td>
</tr>
<tr>
<td>April 2022</td>
<td>$48.7 Million</td>
<td>29.7%</td>
</tr>
<tr>
<td>March 2022</td>
<td>$49.3 Million</td>
<td>33.0%</td>
</tr>
<tr>
<td>February 2022</td>
<td>$38.2 Million</td>
<td>50.5%</td>
</tr>
<tr>
<td>January 2022</td>
<td>$35.4 Million</td>
<td>70.6%</td>
</tr>
<tr>
<td>December 2021</td>
<td>$41.6 Million</td>
<td>67.3%</td>
</tr>
<tr>
<td>November 2021</td>
<td>$35.0 Million</td>
<td>54.1%</td>
</tr>
<tr>
<td>October 2021</td>
<td>$38.6 Million</td>
<td>79.1%</td>
</tr>
<tr>
<td>September 2021</td>
<td>$33.2 Million</td>
<td>39.5%</td>
</tr>
<tr>
<td>August 2021</td>
<td>$33.9 Million</td>
<td>83.8%</td>
</tr>
<tr>
<td>July 2021</td>
<td>$31.3 Million</td>
<td>12.2%</td>
</tr>
</tbody>
</table>

**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.

<table>
<thead>
<tr>
<th>Month</th>
<th>Med. Pct. of Orig. List Price Received</th>
<th>Percent Change Year-over-Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Year-to-Date</td>
<td>98.3%</td>
<td>2.3%</td>
</tr>
<tr>
<td>July 2022</td>
<td>98.2%</td>
<td>0.1%</td>
</tr>
<tr>
<td>June 2022</td>
<td>97.8%</td>
<td>1.3%</td>
</tr>
<tr>
<td>May 2022</td>
<td>98.9%</td>
<td>2.5%</td>
</tr>
<tr>
<td>April 2022</td>
<td>99.0%</td>
<td>2.1%</td>
</tr>
<tr>
<td>March 2022</td>
<td>99.3%</td>
<td>4.1%</td>
</tr>
<tr>
<td>February 2022</td>
<td>98.1%</td>
<td>3.7%</td>
</tr>
<tr>
<td>January 2022</td>
<td>97.0%</td>
<td>2.6%</td>
</tr>
<tr>
<td>December 2021</td>
<td>97.6%</td>
<td>3.5%</td>
</tr>
<tr>
<td>November 2021</td>
<td>98.2%</td>
<td>3.6%</td>
</tr>
<tr>
<td>October 2021</td>
<td>97.1%</td>
<td>1.7%</td>
</tr>
<tr>
<td>September 2021</td>
<td>96.1%</td>
<td>1.7%</td>
</tr>
<tr>
<td>August 2021</td>
<td>96.5%</td>
<td>1.8%</td>
</tr>
<tr>
<td>July 2021</td>
<td>98.1%</td>
<td>3.8%</td>
</tr>
</tbody>
</table>
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.

<table>
<thead>
<tr>
<th>Month</th>
<th>Median Time to Contract</th>
<th>Percent Change Year-over-Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Year-to-Date</td>
<td>12 Days</td>
<td>-33.3%</td>
</tr>
<tr>
<td>July 2022</td>
<td>12 Days</td>
<td>20.0%</td>
</tr>
<tr>
<td>June 2022</td>
<td>13 Days</td>
<td>-13.3%</td>
</tr>
<tr>
<td>May 2022</td>
<td>10 Days</td>
<td>-37.5%</td>
</tr>
<tr>
<td>April 2022</td>
<td>10 Days</td>
<td>-58.3%</td>
</tr>
<tr>
<td>March 2022</td>
<td>9 Days</td>
<td>-57.1%</td>
</tr>
<tr>
<td>February 2022</td>
<td>15 Days</td>
<td>-44.4%</td>
</tr>
<tr>
<td>January 2022</td>
<td>15 Days</td>
<td>-34.8%</td>
</tr>
<tr>
<td>December 2021</td>
<td>14 Days</td>
<td>-39.1%</td>
</tr>
<tr>
<td>November 2021</td>
<td>11 Days</td>
<td>-45.0%</td>
</tr>
<tr>
<td>October 2021</td>
<td>13 Days</td>
<td>-45.8%</td>
</tr>
<tr>
<td>September 2021</td>
<td>15 Days</td>
<td>-34.8%</td>
</tr>
<tr>
<td>August 2021</td>
<td>19 Days</td>
<td>-9.5%</td>
</tr>
<tr>
<td>July 2021</td>
<td>10 Days</td>
<td>-78.7%</td>
</tr>
</tbody>
</table>

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.

<table>
<thead>
<tr>
<th>Month</th>
<th>Median Time to Sale</th>
<th>Percent Change Year-over-Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Year-to-Date</td>
<td>50 Days</td>
<td>-15.3%</td>
</tr>
<tr>
<td>July 2022</td>
<td>51 Days</td>
<td>4.1%</td>
</tr>
<tr>
<td>June 2022</td>
<td>49 Days</td>
<td>-7.5%</td>
</tr>
<tr>
<td>May 2022</td>
<td>48 Days</td>
<td>-12.7%</td>
</tr>
<tr>
<td>April 2022</td>
<td>46 Days</td>
<td>-27.0%</td>
</tr>
<tr>
<td>March 2022</td>
<td>47 Days</td>
<td>-23.0%</td>
</tr>
<tr>
<td>February 2022</td>
<td>53 Days</td>
<td>-17.2%</td>
</tr>
<tr>
<td>January 2022</td>
<td>55 Days</td>
<td>-15.4%</td>
</tr>
<tr>
<td>December 2021</td>
<td>51 Days</td>
<td>-19.0%</td>
</tr>
<tr>
<td>November 2021</td>
<td>49 Days</td>
<td>-18.3%</td>
</tr>
<tr>
<td>October 2021</td>
<td>50 Days</td>
<td>-20.6%</td>
</tr>
<tr>
<td>September 2021</td>
<td>57 Days</td>
<td>-6.6%</td>
</tr>
<tr>
<td>August 2021</td>
<td>59 Days</td>
<td>-11.9%</td>
</tr>
<tr>
<td>July 2021</td>
<td>49 Days</td>
<td>-46.7%</td>
</tr>
</tbody>
</table>
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.

<table>
<thead>
<tr>
<th>Month</th>
<th>New Pending Sales</th>
<th>Percent Change Year-over-Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Year-to-Date</td>
<td>1,976</td>
<td>1.1%</td>
</tr>
<tr>
<td>July 2022</td>
<td>220</td>
<td>-3.5%</td>
</tr>
<tr>
<td>June 2022</td>
<td>259</td>
<td>2.4%</td>
</tr>
<tr>
<td>May 2022</td>
<td>290</td>
<td>-4.0%</td>
</tr>
<tr>
<td>April 2022</td>
<td>310</td>
<td>15.7%</td>
</tr>
<tr>
<td>March 2022</td>
<td>327</td>
<td>-0.3%</td>
</tr>
<tr>
<td>February 2022</td>
<td>305</td>
<td>12.1%</td>
</tr>
<tr>
<td>January 2022</td>
<td>265</td>
<td>-12.5%</td>
</tr>
<tr>
<td>December 2021</td>
<td>276</td>
<td>55.9%</td>
</tr>
<tr>
<td>November 2021</td>
<td>267</td>
<td>22.5%</td>
</tr>
<tr>
<td>October 2021</td>
<td>291</td>
<td>28.8%</td>
</tr>
<tr>
<td>September 2021</td>
<td>259</td>
<td>29.5%</td>
</tr>
<tr>
<td>August 2021</td>
<td>272</td>
<td>32.7%</td>
</tr>
<tr>
<td>July 2021</td>
<td>228</td>
<td>9.1%</td>
</tr>
</tbody>
</table>

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.

<table>
<thead>
<tr>
<th>Month</th>
<th>New Listings</th>
<th>Percent Change Year-over-Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Year-to-Date</td>
<td>2,201</td>
<td>14.5%</td>
</tr>
<tr>
<td>July 2022</td>
<td>283</td>
<td>4.4%</td>
</tr>
<tr>
<td>June 2022</td>
<td>299</td>
<td>7.9%</td>
</tr>
<tr>
<td>May 2022</td>
<td>294</td>
<td>3.2%</td>
</tr>
<tr>
<td>April 2022</td>
<td>336</td>
<td>26.8%</td>
</tr>
<tr>
<td>March 2022</td>
<td>378</td>
<td>29.5%</td>
</tr>
<tr>
<td>February 2022</td>
<td>320</td>
<td>16.8%</td>
</tr>
<tr>
<td>January 2022</td>
<td>291</td>
<td>12.8%</td>
</tr>
<tr>
<td>December 2021</td>
<td>214</td>
<td>-2.3%</td>
</tr>
<tr>
<td>November 2021</td>
<td>291</td>
<td>31.7%</td>
</tr>
<tr>
<td>October 2021</td>
<td>313</td>
<td>23.7%</td>
</tr>
<tr>
<td>September 2021</td>
<td>270</td>
<td>9.3%</td>
</tr>
<tr>
<td>August 2021</td>
<td>264</td>
<td>13.8%</td>
</tr>
<tr>
<td>July 2021</td>
<td>271</td>
<td>32.2%</td>
</tr>
</tbody>
</table>
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.

<table>
<thead>
<tr>
<th>Month</th>
<th>Inventory</th>
<th>Percent Change Year-over-Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>YTD (Monthly Avg)</td>
<td>370</td>
<td>0.0%</td>
</tr>
<tr>
<td>July 2022</td>
<td>434</td>
<td>12.4%</td>
</tr>
<tr>
<td>June 2022</td>
<td>391</td>
<td>10.5%</td>
</tr>
<tr>
<td>May 2022</td>
<td>356</td>
<td>11.9%</td>
</tr>
<tr>
<td>April 2022</td>
<td>374</td>
<td>7.8%</td>
</tr>
<tr>
<td>March 2022</td>
<td>369</td>
<td>4.8%</td>
</tr>
<tr>
<td>February 2022</td>
<td>326</td>
<td>-19.3%</td>
</tr>
<tr>
<td>January 2022</td>
<td>337</td>
<td>-20.9%</td>
</tr>
<tr>
<td>December 2021</td>
<td>315</td>
<td>-35.6%</td>
</tr>
<tr>
<td>November 2021</td>
<td>394</td>
<td>-14.7%</td>
</tr>
<tr>
<td>October 2021</td>
<td>379</td>
<td>-19.9%</td>
</tr>
<tr>
<td>September 2021</td>
<td>375</td>
<td>-19.7%</td>
</tr>
<tr>
<td>August 2021</td>
<td>373</td>
<td>-16.4%</td>
</tr>
<tr>
<td>July 2021</td>
<td>386</td>
<td>-10.2%</td>
</tr>
</tbody>
</table>

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.

<table>
<thead>
<tr>
<th>Month</th>
<th>Months Supply</th>
<th>Percent Change Year-over-Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>YTD (Monthly Avg)</td>
<td>1.5</td>
<td>-16.7%</td>
</tr>
<tr>
<td>July 2022</td>
<td>1.7</td>
<td>0.0%</td>
</tr>
<tr>
<td>June 2022</td>
<td>1.5</td>
<td>-6.3%</td>
</tr>
<tr>
<td>May 2022</td>
<td>1.4</td>
<td>-6.7%</td>
</tr>
<tr>
<td>April 2022</td>
<td>1.5</td>
<td>-11.8%</td>
</tr>
<tr>
<td>March 2022</td>
<td>1.5</td>
<td>-11.8%</td>
</tr>
<tr>
<td>February 2022</td>
<td>1.3</td>
<td>-38.1%</td>
</tr>
<tr>
<td>January 2022</td>
<td>1.4</td>
<td>-36.4%</td>
</tr>
<tr>
<td>December 2021</td>
<td>1.3</td>
<td>-50.0%</td>
</tr>
<tr>
<td>November 2021</td>
<td>1.6</td>
<td>-33.3%</td>
</tr>
<tr>
<td>October 2021</td>
<td>1.6</td>
<td>-36.0%</td>
</tr>
<tr>
<td>September 2021</td>
<td>1.6</td>
<td>-36.0%</td>
</tr>
<tr>
<td>August 2021</td>
<td>1.6</td>
<td>-33.3%</td>
</tr>
<tr>
<td>July 2021</td>
<td>1.7</td>
<td>-26.1%</td>
</tr>
</tbody>
</table>
**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.

<table>
<thead>
<tr>
<th>Sale Price</th>
<th>Closed Sales</th>
<th>Percent Change Year-over-Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Less than $50,000</td>
<td>5</td>
<td>-64.3%</td>
</tr>
<tr>
<td>$50,000 - $99,999</td>
<td>41</td>
<td>-44.6%</td>
</tr>
<tr>
<td>$100,000 - $149,999</td>
<td>61</td>
<td>-3.2%</td>
</tr>
<tr>
<td>$150,000 - $199,999</td>
<td>60</td>
<td>46.3%</td>
</tr>
<tr>
<td>$200,000 - $249,999</td>
<td>37</td>
<td>68.2%</td>
</tr>
<tr>
<td>$250,000 - $299,999</td>
<td>21</td>
<td>50.0%</td>
</tr>
<tr>
<td>$300,000 - $399,999</td>
<td>23</td>
<td>666.7%</td>
</tr>
<tr>
<td>$400,000 - $599,999</td>
<td>5</td>
<td>150.0%</td>
</tr>
<tr>
<td>$600,000 - $999,999</td>
<td>1</td>
<td>N/A</td>
</tr>
<tr>
<td>$1,000,000 or more</td>
<td>1</td>
<td>N/A</td>
</tr>
</tbody>
</table>

**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.
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.

<table>
<thead>
<tr>
<th>Initial Listing Price</th>
<th>New Listings</th>
<th>Percent Change Year-over-Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Less than $50,000</td>
<td>6</td>
<td>-33.3%</td>
</tr>
<tr>
<td>$50,000 - $99,999</td>
<td>33</td>
<td>-46.8%</td>
</tr>
<tr>
<td>$100,000 - $149,999</td>
<td>63</td>
<td>-14.9%</td>
</tr>
<tr>
<td>$150,000 - $199,999</td>
<td>78</td>
<td>50.0%</td>
</tr>
<tr>
<td>$200,000 - $249,999</td>
<td>34</td>
<td>25.9%</td>
</tr>
<tr>
<td>$250,000 - $299,999</td>
<td>28</td>
<td>-3.4%</td>
</tr>
<tr>
<td>$300,000 - $399,999</td>
<td>29</td>
<td>123.1%</td>
</tr>
<tr>
<td>$400,000 - $599,999</td>
<td>7</td>
<td>250.0%</td>
</tr>
<tr>
<td>$600,000 - $999,999</td>
<td>4</td>
<td>100.0%</td>
</tr>
<tr>
<td>$1,000,000 or more</td>
<td>1</td>
<td>0.0%</td>
</tr>
</tbody>
</table>

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.
## Monthly Distressed Market - July 2022
### Manufactured Homes
#### Tampa-St. Petersburg-Clearwater MSA

<table>
<thead>
<tr>
<th></th>
<th>July 2022</th>
<th>July 2021</th>
<th>Percent Change Year-over-Year</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Traditional</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Closed Sales</td>
<td>251</td>
<td>229</td>
<td>9.6%</td>
</tr>
<tr>
<td>Median Sale Price</td>
<td>$164,950</td>
<td>$117,000</td>
<td>41.0%</td>
</tr>
<tr>
<td><strong>Foreclosure/REO</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Closed Sales</td>
<td>3</td>
<td>3</td>
<td>0.0%</td>
</tr>
<tr>
<td>Median Sale Price</td>
<td>$134,000</td>
<td>$80,000</td>
<td>67.5%</td>
</tr>
<tr>
<td><strong>Short Sale</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Closed Sales</td>
<td>1</td>
<td>1</td>
<td>0.0%</td>
</tr>
<tr>
<td>Median Sale Price</td>
<td>$74,000</td>
<td>$110,000</td>
<td>-32.7%</td>
</tr>
</tbody>
</table>

**Percent Change**

**July 2022**

**July 2021**

**%**

Produced by Florida Realtors® with data provided by Florida's multiple listing services. Statistics for each month compiled from MLS feeds on the 15th day of the following month.

Data released on Thursday, August 18, 2022. Next data release is Wednesday, September 21, 2022.
### Monthly Market Summary - July 2022
#### Single-Family Homes
Tampa-St. Petersburg-Clearwater MSA

<table>
<thead>
<tr>
<th>Metric</th>
<th>July 2022</th>
<th>July 2021</th>
<th>Percent Change Year-over-Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Closed Sales</td>
<td>3,697</td>
<td>4,901</td>
<td>-24.6%</td>
</tr>
<tr>
<td>Paid in Cash</td>
<td>1,165</td>
<td>1,506</td>
<td>-22.6%</td>
</tr>
<tr>
<td>Median Sale Price</td>
<td>$415,000</td>
<td>$338,000</td>
<td>22.8%</td>
</tr>
<tr>
<td>Average Sale Price</td>
<td>$505,075</td>
<td>$410,530</td>
<td>23.0%</td>
</tr>
<tr>
<td>Dollar Volume</td>
<td>$1.9 Billion</td>
<td>$2.0 Billion</td>
<td>-7.2%</td>
</tr>
<tr>
<td>Med. Pct. of Orig. List Price Received</td>
<td>100.0%</td>
<td>100.0%</td>
<td>0.0%</td>
</tr>
<tr>
<td>Median Time to Contract</td>
<td>8 Days</td>
<td>6 Days</td>
<td>33.3%</td>
</tr>
<tr>
<td>Median Time to Sale</td>
<td>47 Days</td>
<td>44 Days</td>
<td>6.8%</td>
</tr>
<tr>
<td>New Pending Sales</td>
<td>3,766</td>
<td>4,649</td>
<td>-19.0%</td>
</tr>
<tr>
<td>New Listings</td>
<td>5,759</td>
<td>5,661</td>
<td>1.7%</td>
</tr>
<tr>
<td>Pending Inventory</td>
<td>5,378</td>
<td>6,389</td>
<td>-15.8%</td>
</tr>
<tr>
<td>Inventory (Active Listings)</td>
<td>8,038</td>
<td>4,335</td>
<td>85.4%</td>
</tr>
<tr>
<td>Months Supply of Inventory</td>
<td>1.9</td>
<td>0.9</td>
<td>111.1%</td>
</tr>
</tbody>
</table>

#### Charts
- Closed Sales
- Median Sale Price
- Inventory

Produced by Florida REALTORS® with data provided by Florida’s multiple listing services. Statistics for each month compiled from MLS feeds on the 15th day of the following month. Data released on Thursday, August 18, 2022. Next data release is Wednesday, September 21, 2022.
## Monthly Distressed Market - July 2022

### Single-Family Homes

Tampa-St. Petersburg-Clearwater MSA

<table>
<thead>
<tr>
<th></th>
<th>July 2022</th>
<th>July 2021</th>
<th>Percent Change Year-over-Year</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Traditional</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Closed Sales</td>
<td>3,678</td>
<td>4,870</td>
<td>-24.5%</td>
</tr>
<tr>
<td>Median Sale Price</td>
<td>$415,000</td>
<td>$339,000</td>
<td>22.4%</td>
</tr>
<tr>
<td><strong>Foreclosure/REO</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Closed Sales</td>
<td>17</td>
<td>15</td>
<td>13.3%</td>
</tr>
<tr>
<td>Median Sale Price</td>
<td>$327,501</td>
<td>$237,000</td>
<td>38.2%</td>
</tr>
<tr>
<td><strong>Short Sale</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Closed Sales</td>
<td>2</td>
<td>16</td>
<td>-87.5%</td>
</tr>
<tr>
<td>Median Sale Price</td>
<td>$343,500</td>
<td>$222,000</td>
<td>54.7%</td>
</tr>
</tbody>
</table>

### Median Sale Price Breakdown

- **Traditional**: $415,000
- **Foreclosure/REO**: $327,501
- **Short Sale**: $343,500

---

Produced by Florida REALTORS® with data provided by Florida’s multiple listing services. Statistics for each month compiled from MLS feeds on the 15th day of the following month. Data released on Thursday, August 18, 2022. Next data release is Wednesday, September 21, 2022.
**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.

### Summary Statistics

<table>
<thead>
<tr>
<th></th>
<th>July 2022</th>
<th>July 2021</th>
<th>Percent Change Year-over-Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Closed Sales</td>
<td>3,697</td>
<td>4,901</td>
<td>-24.6%</td>
</tr>
<tr>
<td>Paid in Cash</td>
<td>1,165</td>
<td>1,506</td>
<td>-22.6%</td>
</tr>
<tr>
<td>Median Sale Price</td>
<td>$415,000</td>
<td>$338,000</td>
<td>22.8%</td>
</tr>
<tr>
<td>Average Sale Price</td>
<td>$505,075</td>
<td>$410,530</td>
<td>23.0%</td>
</tr>
<tr>
<td>Dollar Volume</td>
<td>$1.9 Billion</td>
<td>$2.0 Billion</td>
<td>-7.2%</td>
</tr>
<tr>
<td>Median Percent of Original List Price Received</td>
<td>100.0%</td>
<td>100.0%</td>
<td>0.0%</td>
</tr>
<tr>
<td>Median Time to Contract</td>
<td>8 Days</td>
<td>6 Days</td>
<td>33.3%</td>
</tr>
<tr>
<td>Median Time to Sale</td>
<td>47 Days</td>
<td>44 Days</td>
<td>6.8%</td>
</tr>
<tr>
<td>New Pending Sales</td>
<td>3,766</td>
<td>4,649</td>
<td>-19.0%</td>
</tr>
<tr>
<td>New Listings</td>
<td>5,759</td>
<td>5,661</td>
<td>1.7%</td>
</tr>
<tr>
<td>Pending Inventory</td>
<td>5,378</td>
<td>6,389</td>
<td>-15.8%</td>
</tr>
<tr>
<td>Inventory (Active Listings)</td>
<td>8,038</td>
<td>4,335</td>
<td>85.4%</td>
</tr>
<tr>
<td>Months Supply of Inventory</td>
<td>1.9</td>
<td>0.9</td>
<td>111.1%</td>
</tr>
</tbody>
</table>

### Monthly Market Detail - July 2022

**Single-Family Homes**

**Tampa-St. Petersburg-Clearwater MSA**

#### Closed Sales

The number of sales transactions which closed during the month

**Year-to-Date**

- 28,713
- -10.9%

**July 2022**

- 3,697
- -24.6%

**June 2022**

- 4,387
- -16.5%

**May 2022**

- 4,406
- -7.5%

**April 2022**

- 4,219
- -15.4%

**March 2022**

- 4,721
- -7.2%

**February 2022**

- 3,782
- -0.6%

**January 2022**

- 3,501
- 2.3%

**December 2021**

- 4,806
- 2.0%

**November 2021**

- 4,535
- 6.3%

**October 2021**

- 4,443
- -5.4%

**September 2021**

- 4,755
- 3.3%

**August 2021**

- 4,851
- 1.4%

**July 2021**

- 4,901
- -7.2%

**Median Time to Contract**

- 8 Days
- 6 Days
- 33.3%

**Median Time to Sale**

- 47 Days
- 44 Days
- 6.8%

**Dollar Volume**

- $1.9 Billion
- $2.0 Billion
- -7.2%

**Median Percent of Original List Price Received**

- 100.0%
- 100.0%
- 0.0%

**Summary Statistics**

- Closed Sales
- Paid in Cash
- Median Sale Price
- Average Sale Price
- Dollar Volume
- Median Percent of Original List Price Received
- Median Time to Contract
- Median Time to Sale
- New Pending Sales
- New Listings
- Pending Inventory
- Inventory (Active Listings)
- Months Supply of Inventory

**Percent Change Year-over-Year**

- -24.6%
- -22.6%
- 22.8%
- 23.0%
- -7.2%
- 0.0%
- 33.3%
- 6.8%
- -19.0%
- 1.7%
- -15.8%
- 85.4%
- 111.1%

**Median Time to Contract**

- 8 Days
- 6 Days
- 33.3%

**Median Time to Sale**

- 47 Days
- 44 Days
- 6.8%

**Median Sale Price**

- $415,000
- $338,000
- 22.8%

**Average Sale Price**

- $505,075
- $410,530
- 23.0%

**Dollar Volume**

- $1.9 Billion
- $2.0 Billion
- -7.2%

**Median Percent of Original List Price Received**

- 100.0%
- 100.0%
- 0.0%

**Median Time to Contract**

- 8 Days
- 6 Days
- 33.3%

**Median Time to Sale**

- 47 Days
- 44 Days
- 6.8%

**New Pending Sales**

- 3,766
- 4,649
- -19.0%

**New Listings**

- 5,759
- 5,661
- 1.7%

**Pending Inventory**

- 5,378
- 6,389
- -15.8%

**Inventory (Active Listings)**

- 8,038
- 4,335
- 85.4%

**Months Supply of Inventory**

- 1.9
- 0.9
- 111.1%

**Dollar Volume**

- $1.9 Billion
- $2.0 Billion
- -7.2%

**Median Sale Price**

- $338,000
- 22.8%

**Average Sale Price**

- $505,075
- 23.0%

**Dollar Volume**

- $1.9 Billion
- $2.0 Billion
- -7.2%

**Median Percent of Original List Price Received**

- 100.0%
- 100.0%
- 0.0%

**Median Time to Contract**

- 8 Days
- 6 Days
- 33.3%

**Median Time to Sale**

- 47 Days
- 44 Days
- 6.8%

**New Pending Sales**

- 3,766
- 4,649
- -19.0%

**New Listings**

- 5,759
- 5,661
- 1.7%

**Pending Inventory**

- 5,378
- 6,389
- -15.8%

**Inventory (Active Listings)**

- 8,038
- 4,335
- 85.4%

**Months Supply of Inventory**

- 1.9
- 0.9
- 111.1%
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.

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.
Monthly Market Detail - July 2022
Single-Family Homes
Tampa-St. Petersburg-Clearwater MSA

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.

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.
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.

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.
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.

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.

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

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.
Monthly Market Detail - July 2022
Single-Family Homes
Tampa-St. Petersburg-Clearwater MSA

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.

<table>
<thead>
<tr>
<th>Month</th>
<th>New Pending Sales</th>
<th>Percent Change Year-over-Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Year-to-Date</td>
<td>29,134</td>
<td>-13.7%</td>
</tr>
<tr>
<td>July 2022</td>
<td>3,766</td>
<td>-19.0%</td>
</tr>
<tr>
<td>June 2022</td>
<td>3,871</td>
<td>-21.0%</td>
</tr>
<tr>
<td>May 2022</td>
<td>4,452</td>
<td>-9.4%</td>
</tr>
<tr>
<td>April 2022</td>
<td>4,247</td>
<td>-13.7%</td>
</tr>
<tr>
<td>March 2022</td>
<td>4,577</td>
<td>-10.3%</td>
</tr>
<tr>
<td>February 2022</td>
<td>3,943</td>
<td>-15.3%</td>
</tr>
<tr>
<td>January 2022</td>
<td>4,278</td>
<td>-7.5%</td>
</tr>
<tr>
<td>December 2021</td>
<td>3,646</td>
<td>-4.3%</td>
</tr>
<tr>
<td>November 2021</td>
<td>4,202</td>
<td>4.0%</td>
</tr>
<tr>
<td>October 2021</td>
<td>4,830</td>
<td>0.2%</td>
</tr>
<tr>
<td>September 2021</td>
<td>4,521</td>
<td>-1.4%</td>
</tr>
<tr>
<td>August 2021</td>
<td>4,938</td>
<td>-0.8%</td>
</tr>
<tr>
<td>July 2021</td>
<td>4,649</td>
<td>-12.3%</td>
</tr>
</tbody>
</table>

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.

<table>
<thead>
<tr>
<th>Month</th>
<th>New Listings</th>
<th>Percent Change Year-over-Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Year-to-Date</td>
<td>36,211</td>
<td>2.5%</td>
</tr>
<tr>
<td>July 2022</td>
<td>5,759</td>
<td>1.7%</td>
</tr>
<tr>
<td>June 2022</td>
<td>6,407</td>
<td>11.9%</td>
</tr>
<tr>
<td>May 2022</td>
<td>5,717</td>
<td>9.5%</td>
</tr>
<tr>
<td>April 2022</td>
<td>5,143</td>
<td>-4.0%</td>
</tr>
<tr>
<td>March 2022</td>
<td>5,080</td>
<td>0.1%</td>
</tr>
<tr>
<td>February 2022</td>
<td>4,044</td>
<td>-3.1%</td>
</tr>
<tr>
<td>January 2022</td>
<td>4,061</td>
<td>-1.4%</td>
</tr>
<tr>
<td>December 2021</td>
<td>3,645</td>
<td>2.3%</td>
</tr>
<tr>
<td>November 2021</td>
<td>4,236</td>
<td>7.6%</td>
</tr>
<tr>
<td>October 2021</td>
<td>4,977</td>
<td>-4.1%</td>
</tr>
<tr>
<td>September 2021</td>
<td>4,970</td>
<td>5.2%</td>
</tr>
<tr>
<td>August 2021</td>
<td>5,275</td>
<td>11.6%</td>
</tr>
<tr>
<td>July 2021</td>
<td>5,661</td>
<td>15.3%</td>
</tr>
</tbody>
</table>

Produced by Florida Realtors® with data provided by Florida’s multiple listing services. Statistics for each month compiled from MLS feeds on the 15th day of the following month. Data released on Thursday, August 18, 2022. Next data release is Wednesday, September 21, 2022.
### 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.

<table>
<thead>
<tr>
<th>Month</th>
<th>Inventory</th>
<th>Percent Change Year-over-Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>YTD (Monthly Avg)</td>
<td>4,450</td>
<td>24.7%</td>
</tr>
<tr>
<td>July 2022</td>
<td>8,038</td>
<td>85.4%</td>
</tr>
<tr>
<td>June 2022</td>
<td>6,573</td>
<td>77.7%</td>
</tr>
<tr>
<td>May 2022</td>
<td>4,444</td>
<td>34.7%</td>
</tr>
<tr>
<td>April 2022</td>
<td>3,594</td>
<td>12.7%</td>
</tr>
<tr>
<td>March 2022</td>
<td>2,937</td>
<td>-3.6%</td>
</tr>
<tr>
<td>February 2022</td>
<td>2,713</td>
<td>-20.0%</td>
</tr>
<tr>
<td>January 2022</td>
<td>2,851</td>
<td>-29.2%</td>
</tr>
<tr>
<td>December 2021</td>
<td>3,293</td>
<td>-30.6%</td>
</tr>
<tr>
<td>November 2021</td>
<td>3,697</td>
<td>-30.2%</td>
</tr>
<tr>
<td>October 2021</td>
<td>4,177</td>
<td>-26.6%</td>
</tr>
<tr>
<td>September 2021</td>
<td>4,371</td>
<td>-21.2%</td>
</tr>
<tr>
<td>August 2021</td>
<td>4,338</td>
<td>-22.4%</td>
</tr>
<tr>
<td>July 2021</td>
<td>4,335</td>
<td>-27.3%</td>
</tr>
<tr>
<td>YTD (Monthly Avg)</td>
<td>4,450</td>
<td>24.7%</td>
</tr>
<tr>
<td>July 2022</td>
<td>8,038</td>
<td>85.4%</td>
</tr>
<tr>
<td>June 2022</td>
<td>6,573</td>
<td>77.7%</td>
</tr>
<tr>
<td>May 2022</td>
<td>4,444</td>
<td>34.7%</td>
</tr>
<tr>
<td>April 2022</td>
<td>3,594</td>
<td>12.7%</td>
</tr>
<tr>
<td>March 2022</td>
<td>2,937</td>
<td>-3.6%</td>
</tr>
<tr>
<td>February 2022</td>
<td>2,713</td>
<td>-20.0%</td>
</tr>
<tr>
<td>January 2022</td>
<td>2,851</td>
<td>-29.2%</td>
</tr>
<tr>
<td>December 2021</td>
<td>3,293</td>
<td>-30.6%</td>
</tr>
<tr>
<td>November 2021</td>
<td>3,697</td>
<td>-30.2%</td>
</tr>
<tr>
<td>October 2021</td>
<td>4,177</td>
<td>-26.6%</td>
</tr>
<tr>
<td>September 2021</td>
<td>4,371</td>
<td>-21.2%</td>
</tr>
<tr>
<td>August 2021</td>
<td>4,338</td>
<td>-22.4%</td>
</tr>
<tr>
<td>July 2021</td>
<td>4,335</td>
<td>-27.3%</td>
</tr>
</tbody>
</table>

### 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.

<table>
<thead>
<tr>
<th>Month</th>
<th>Months Supply</th>
<th>Percent Change Year-over-Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>YTD (Monthly Avg)</td>
<td>1.0</td>
<td>25.0%</td>
</tr>
<tr>
<td>July 2022</td>
<td>1.9</td>
<td><strong>111.1%</strong></td>
</tr>
<tr>
<td>June 2022</td>
<td>1.5</td>
<td>87.5%</td>
</tr>
<tr>
<td>May 2022</td>
<td>1.0</td>
<td>42.9%</td>
</tr>
<tr>
<td>April 2022</td>
<td>0.8</td>
<td>14.3%</td>
</tr>
<tr>
<td>March 2022</td>
<td>0.6</td>
<td>-14.3%</td>
</tr>
<tr>
<td>February 2022</td>
<td>0.6</td>
<td>-25.0%</td>
</tr>
<tr>
<td>January 2022</td>
<td>0.6</td>
<td>-33.3%</td>
</tr>
<tr>
<td>December 2021</td>
<td>0.7</td>
<td>-36.4%</td>
</tr>
<tr>
<td>November 2021</td>
<td>0.8</td>
<td>-38.5%</td>
</tr>
<tr>
<td>October 2021</td>
<td>0.9</td>
<td>-35.7%</td>
</tr>
<tr>
<td>September 2021</td>
<td>0.9</td>
<td>-30.8%</td>
</tr>
<tr>
<td>August 2021</td>
<td>0.9</td>
<td>-35.7%</td>
</tr>
<tr>
<td>July 2021</td>
<td>0.9</td>
<td>-40.0%</td>
</tr>
</tbody>
</table>

---

Produced by Florida Realtors® with data provided by Florida’s multiple listing services. Statistics for each month compiled from MLS feeds on the 15th day of the following month.

Data released on Thursday, August 18, 2022. Next data release is Wednesday, September 21, 2022.
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.

<table>
<thead>
<tr>
<th>Sale Price</th>
<th>Closed Sales</th>
<th>Percent Change Year-over-Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Less than $50,000</td>
<td>3</td>
<td>200.0%</td>
</tr>
<tr>
<td>$50,000 - $99,999</td>
<td>7</td>
<td>-69.6%</td>
</tr>
<tr>
<td>$100,000 - $149,999</td>
<td>24</td>
<td>-70.4%</td>
</tr>
<tr>
<td>$150,000 - $199,999</td>
<td>84</td>
<td>-77.5%</td>
</tr>
<tr>
<td>$200,000 - $249,999</td>
<td>220</td>
<td>-58.6%</td>
</tr>
<tr>
<td>$250,000 - $299,999</td>
<td>336</td>
<td>-58.2%</td>
</tr>
<tr>
<td>$300,000 - $399,999</td>
<td>993</td>
<td>-27.7%</td>
</tr>
<tr>
<td>$400,000 - $599,999</td>
<td>1,295</td>
<td>14.4%</td>
</tr>
<tr>
<td>$600,000 - $999,999</td>
<td>552</td>
<td>31.1%</td>
</tr>
<tr>
<td>$1,000,000 or more</td>
<td>183</td>
<td>14.4%</td>
</tr>
</tbody>
</table>

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.

<table>
<thead>
<tr>
<th>Sale Price</th>
<th>Median Time to Contract</th>
<th>Percent Change Year-over-Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Less than $50,000</td>
<td>5 Days</td>
<td>-54.5%</td>
</tr>
<tr>
<td>$50,000 - $99,999</td>
<td>7 Days</td>
<td>16.7%</td>
</tr>
<tr>
<td>$100,000 - $149,999</td>
<td>23 Days</td>
<td>283.3%</td>
</tr>
<tr>
<td>$150,000 - $199,999</td>
<td>7 Days</td>
<td>16.7%</td>
</tr>
<tr>
<td>$200,000 - $249,999</td>
<td>8 Days</td>
<td>60.0%</td>
</tr>
<tr>
<td>$250,000 - $299,999</td>
<td>9 Days</td>
<td>80.0%</td>
</tr>
<tr>
<td>$300,000 - $399,999</td>
<td>9 Days</td>
<td>50.0%</td>
</tr>
<tr>
<td>$400,000 - $599,999</td>
<td>8 Days</td>
<td>33.3%</td>
</tr>
<tr>
<td>$600,000 - $999,999</td>
<td>8 Days</td>
<td>60.0%</td>
</tr>
<tr>
<td>$1,000,000 or more</td>
<td>14 Days</td>
<td>0.0%</td>
</tr>
</tbody>
</table>
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.

<table>
<thead>
<tr>
<th>Initial Listing Price</th>
<th>New Listings</th>
<th>Percent Change Year-over-Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Less than $50,000</td>
<td>1</td>
<td>N/A</td>
</tr>
<tr>
<td>$50,000 - $99,999</td>
<td>9</td>
<td>-66.7%</td>
</tr>
<tr>
<td>$100,000 - $149,999</td>
<td>25</td>
<td>-73.1%</td>
</tr>
<tr>
<td>$150,000 - $199,999</td>
<td>121</td>
<td>-65.9%</td>
</tr>
<tr>
<td>$200,000 - $249,999</td>
<td>262</td>
<td>-52.3%</td>
</tr>
<tr>
<td>$250,000 - $299,999</td>
<td>458</td>
<td>-48.4%</td>
</tr>
<tr>
<td>$300,000 - $399,999</td>
<td>1,624</td>
<td>-0.9%</td>
</tr>
<tr>
<td>$400,000 - $599,999</td>
<td>2,014</td>
<td>51.3%</td>
</tr>
<tr>
<td>$600,000 - $999,999</td>
<td>902</td>
<td>65.5%</td>
</tr>
<tr>
<td>$1,000,000 or more</td>
<td>343</td>
<td>46.0%</td>
</tr>
</tbody>
</table>

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.

<table>
<thead>
<tr>
<th>Current Listing Price</th>
<th>Inventory</th>
<th>Percent Change Year-over-Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Less than $50,000</td>
<td>1</td>
<td>-83.3%</td>
</tr>
<tr>
<td>$50,000 - $99,999</td>
<td>11</td>
<td>-65.6%</td>
</tr>
<tr>
<td>$100,000 - $149,999</td>
<td>31</td>
<td>-71.6%</td>
</tr>
<tr>
<td>$150,000 - $199,999</td>
<td>123</td>
<td>-54.1%</td>
</tr>
<tr>
<td>$200,000 - $249,999</td>
<td>327</td>
<td>-7.4%</td>
</tr>
<tr>
<td>$250,000 - $299,999</td>
<td>539</td>
<td>-0.9%</td>
</tr>
<tr>
<td>$300,000 - $399,999</td>
<td>1,990</td>
<td>91.9%</td>
</tr>
<tr>
<td>$400,000 - $599,999</td>
<td>2,752</td>
<td>207.8%</td>
</tr>
<tr>
<td>$600,000 - $999,999</td>
<td>1,391</td>
<td>124.7%</td>
</tr>
<tr>
<td>$1,000,000 or more</td>
<td>873</td>
<td>84.6%</td>
</tr>
</tbody>
</table>
Monthly Distressed Market - July 2022
Single-Family Homes
Tampa-St. Petersburg-Clearwater MSA

<table>
<thead>
<tr>
<th></th>
<th>July 2022</th>
<th>July 2021</th>
<th>Percent Change Year-over-Year</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Traditional</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Closed Sales</td>
<td>3,678</td>
<td>4,870</td>
<td>-24.5%</td>
</tr>
<tr>
<td>Median Sale Price</td>
<td>$415,000</td>
<td>$339,000</td>
<td>22.4%</td>
</tr>
<tr>
<td><strong>Foreclosure/REO</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Closed Sales</td>
<td>17</td>
<td>15</td>
<td>13.3%</td>
</tr>
<tr>
<td>Median Sale Price</td>
<td>$327,501</td>
<td>$237,000</td>
<td>38.2%</td>
</tr>
<tr>
<td><strong>Short Sale</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Closed Sales</td>
<td>2</td>
<td>16</td>
<td>-87.5%</td>
</tr>
<tr>
<td>Median Sale Price</td>
<td>$343,500</td>
<td>$222,000</td>
<td>54.7%</td>
</tr>
</tbody>
</table>

Produced by Florida Realtors® with data provided by Florida's multiple listing services. Statistics for each month compiled from MLS feeds on the 15th day of the following month.

Data released on Thursday, August 18, 2022. Next data release is Wednesday, September 21, 2022.
Month: July 2022

**Closed Sales**

- **Paid in Cash**: 577 (July 2021: 761)
- **Median Sale Price**: $298,148 (July 2021: $223,000)
- **Average Sale Price**: $391,214 (July 2021: $294,420)
- **Dollar Volume**: $498.4 Million (July 2021: $480.5 Million)
- **Med. Pct. of Orig. List Price Received**: 100.0% (July 2021: 100.0%)
- **Median Time to Contract**: 9 Days (July 2021: 7 Days)
- **Median Time to Sale**: 45 Days (July 2021: 44 Days)
- **New Pending Sales**: 1,340 (July 2021: 1,576)
- **New Listings**: 1,871 (July 2021: 1,845)
- **Pending Inventory**: 1,953 (July 2021: 2,453)
- **Inventory (Active Listings)**: 2,390 (July 2021: 1,408)
- **Months Supply of Inventory**: 1.5 (July 2021: 0.8)

- **Year-over-Year Percent Change**
  - **Closed Sales**: -21.9%
  - **Paid in Cash**: -24.2%
  - **Median Sale Price**: 33.7%
  - **Average Sale Price**: 32.9%
  - **Dollar Volume**: 3.7%
  - **Med. Pct. of Orig. List Price Received**: 0.0%
  - **Median Time to Contract**: 28.6%
  - **Median Time to Sale**: 2.3%
  - **New Pending Sales**: -15.0%
  - **New Listings**: 1.4%
  - **Pending Inventory**: -20.4%
  - **Inventory (Active Listings)**: 69.7%
  - **Months Supply of Inventory**: 87.5%

Produced by Florida REALTORS® with data provided by Florida’s multiple listing services. Statistics for each month compiled from MLS feeds on the 15th day of the following month.

Data released on Thursday, August 18, 2022. Next data release is Wednesday, September 21, 2022.
### Monthly Distressed Market - July 2022
Townhouses and Condos
Tampa-St. Petersburg-Clearwater MSA

<table>
<thead>
<tr>
<th></th>
<th>July 2022</th>
<th>July 2021</th>
<th>Percent Change Year-over-Year</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Traditional</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Closed Sales</td>
<td>1,272</td>
<td>1,624</td>
<td>-21.7%</td>
</tr>
<tr>
<td>Median Sale Price</td>
<td>$298,148</td>
<td>$223,000</td>
<td>33.7%</td>
</tr>
<tr>
<td><strong>Foreclosure/REO</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Closed Sales</td>
<td>2</td>
<td>5</td>
<td>-60.0%</td>
</tr>
<tr>
<td>Median Sale Price</td>
<td>$460,000</td>
<td>$215,300</td>
<td>113.7%</td>
</tr>
<tr>
<td><strong>Short Sale</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Closed Sales</td>
<td>0</td>
<td>3</td>
<td>-100.0%</td>
</tr>
<tr>
<td>Median Sale Price</td>
<td>(No Sales)</td>
<td>$133,000</td>
<td>N/A</td>
</tr>
</tbody>
</table>

### Median Sale Price

- **Traditional**: $298,148 in July 2022, showing a 33.7% increase from July 2021.
- **Foreclosure/REO**: $460,000 in July 2022, an increase of 113.7% from July 2021.
- **Short Sale**: No sales recorded for July 2022.

---

Produced by Florida REALTORS® with data provided by Florida's multiple listing services. Statistics for each month compiled from MLS feeds on the 15th day of the following month. Data released on Thursday, August 18, 2022. Next data release is Wednesday, September 21, 2022.
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.
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.

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.
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.

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.
## Monthly Market Detail - July 2022
### Townhouses and Condos
#### Tampa-St. Petersburg-Clearwater MSA

### 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.

### 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.

---

**Dollar Volume**

<table>
<thead>
<tr>
<th>Month</th>
<th>Dollar Volume</th>
<th>Percent Change Year-over-Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Year-to-Date</td>
<td>$3.8 Billion</td>
<td>6.7%</td>
</tr>
<tr>
<td>July 2022</td>
<td>$498.4 Million</td>
<td>3.7%</td>
</tr>
<tr>
<td>June 2022</td>
<td>$584.3 Million</td>
<td>3.1%</td>
</tr>
<tr>
<td>May 2022</td>
<td>$612.4 Million</td>
<td>17.4%</td>
</tr>
<tr>
<td>April 2022</td>
<td>$604.5 Million</td>
<td>-4.7%</td>
</tr>
<tr>
<td>March 2022</td>
<td>$618.1 Million</td>
<td>3.6%</td>
</tr>
<tr>
<td>February 2022</td>
<td>$486.5 Million</td>
<td>7.5%</td>
</tr>
<tr>
<td>January 2022</td>
<td>$436.8 Million</td>
<td>25.6%</td>
</tr>
<tr>
<td>December 2021</td>
<td>$547.7 Million</td>
<td>27.6%</td>
</tr>
<tr>
<td>November 2021</td>
<td>$480.1 Million</td>
<td>14.6%</td>
</tr>
<tr>
<td>October 2021</td>
<td>$456.7 Million</td>
<td>0.5%</td>
</tr>
<tr>
<td>September 2021</td>
<td>$471.6 Million</td>
<td>4.0%</td>
</tr>
<tr>
<td>August 2021</td>
<td>$467.3 Million</td>
<td>-0.1%</td>
</tr>
<tr>
<td>July 2021</td>
<td>$480.5 Million</td>
<td>5.5%</td>
</tr>
</tbody>
</table>

**Median Percent of Original List Price Received**

<table>
<thead>
<tr>
<th>Month</th>
<th>Med. Pct. of Orig. List Price Received</th>
<th>Percent Change Year-over-Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Year-to-Date</td>
<td>100.0%</td>
<td>0.0%</td>
</tr>
<tr>
<td>July 2022</td>
<td>100.0%</td>
<td>0.0%</td>
</tr>
<tr>
<td>June 2022</td>
<td>100.0%</td>
<td>0.0%</td>
</tr>
<tr>
<td>May 2022</td>
<td>100.0%</td>
<td>0.0%</td>
</tr>
<tr>
<td>April 2022</td>
<td>100.3%</td>
<td>0.3%</td>
</tr>
<tr>
<td>March 2022</td>
<td>100.0%</td>
<td>1.5%</td>
</tr>
<tr>
<td>February 2022</td>
<td>100.0%</td>
<td>2.6%</td>
</tr>
<tr>
<td>January 2022</td>
<td>100.0%</td>
<td>2.9%</td>
</tr>
<tr>
<td>December 2021</td>
<td>100.0%</td>
<td>2.9%</td>
</tr>
<tr>
<td>November 2021</td>
<td>100.0%</td>
<td>2.7%</td>
</tr>
<tr>
<td>October 2021</td>
<td>100.0%</td>
<td>2.9%</td>
</tr>
<tr>
<td>September 2021</td>
<td>100.0%</td>
<td>3.0%</td>
</tr>
<tr>
<td>August 2021</td>
<td>100.0%</td>
<td>3.1%</td>
</tr>
<tr>
<td>July 2021</td>
<td>100.0%</td>
<td>3.5%</td>
</tr>
</tbody>
</table>
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.

<table>
<thead>
<tr>
<th>Month</th>
<th>Median Time to Contract</th>
<th>Percent Change Year-over-Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Year-to-Date</td>
<td>7 Days</td>
<td>-30.0%</td>
</tr>
<tr>
<td>July 2022</td>
<td>9 Days</td>
<td>28.6%</td>
</tr>
<tr>
<td>June 2022</td>
<td>7 Days</td>
<td>0.0%</td>
</tr>
<tr>
<td>May 2022</td>
<td>6 Days</td>
<td>0.0%</td>
</tr>
<tr>
<td>April 2022</td>
<td>6 Days</td>
<td>-40.0%</td>
</tr>
<tr>
<td>March 2022</td>
<td>6 Days</td>
<td>-60.0%</td>
</tr>
<tr>
<td>February 2022</td>
<td>7 Days</td>
<td>-66.7%</td>
</tr>
<tr>
<td>January 2022</td>
<td>9 Days</td>
<td>-55.0%</td>
</tr>
<tr>
<td>December 2021</td>
<td>9 Days</td>
<td>-55.0%</td>
</tr>
<tr>
<td>November 2021</td>
<td>8 Days</td>
<td>-55.6%</td>
</tr>
<tr>
<td>October 2021</td>
<td>8 Days</td>
<td>-60.0%</td>
</tr>
<tr>
<td>September 2021</td>
<td>8 Days</td>
<td>-63.6%</td>
</tr>
<tr>
<td>August 2021</td>
<td>7 Days</td>
<td>-75.0%</td>
</tr>
<tr>
<td>July 2021</td>
<td>7 Days</td>
<td>-80.0%</td>
</tr>
</tbody>
</table>

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.

<table>
<thead>
<tr>
<th>Month</th>
<th>Median Time to Sale</th>
<th>Percent Change Year-over-Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Year-to-Date</td>
<td>43 Days</td>
<td>-14.0%</td>
</tr>
<tr>
<td>July 2022</td>
<td>45 Days</td>
<td>2.3%</td>
</tr>
<tr>
<td>June 2022</td>
<td>43 Days</td>
<td>-4.4%</td>
</tr>
<tr>
<td>May 2022</td>
<td>41 Days</td>
<td>-8.9%</td>
</tr>
<tr>
<td>April 2022</td>
<td>42 Days</td>
<td>-16.0%</td>
</tr>
<tr>
<td>March 2022</td>
<td>42 Days</td>
<td>-22.2%</td>
</tr>
<tr>
<td>February 2022</td>
<td>42 Days</td>
<td>-31.1%</td>
</tr>
<tr>
<td>January 2022</td>
<td>49 Days</td>
<td>-22.2%</td>
</tr>
<tr>
<td>December 2021</td>
<td>47 Days</td>
<td>-23.0%</td>
</tr>
<tr>
<td>November 2021</td>
<td>45 Days</td>
<td>-25.0%</td>
</tr>
<tr>
<td>October 2021</td>
<td>45 Days</td>
<td>-26.2%</td>
</tr>
<tr>
<td>September 2021</td>
<td>46 Days</td>
<td>-25.8%</td>
</tr>
<tr>
<td>August 2021</td>
<td>45 Days</td>
<td>-35.7%</td>
</tr>
<tr>
<td>July 2021</td>
<td>44 Days</td>
<td>-42.1%</td>
</tr>
</tbody>
</table>
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.

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.
### 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.

<table>
<thead>
<tr>
<th>Month</th>
<th>Inventory</th>
<th>Percent Change Year-over-Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>July 2022</td>
<td>2,390</td>
<td>69.7%</td>
</tr>
<tr>
<td>June 2022</td>
<td>2,005</td>
<td>69.1%</td>
</tr>
<tr>
<td>May 2022</td>
<td>1,460</td>
<td>19.6%</td>
</tr>
<tr>
<td>April 2022</td>
<td>1,239</td>
<td>-3.3%</td>
</tr>
<tr>
<td>March 2022</td>
<td>1,045</td>
<td>-27.4%</td>
</tr>
<tr>
<td>February 2022</td>
<td>1,046</td>
<td>-42.3%</td>
</tr>
<tr>
<td>January 2022</td>
<td>1,045</td>
<td>-51.4%</td>
</tr>
<tr>
<td>December 2021</td>
<td>1,151</td>
<td>-53.7%</td>
</tr>
<tr>
<td>November 2021</td>
<td>1,258</td>
<td>-55.4%</td>
</tr>
<tr>
<td>October 2021</td>
<td>1,378</td>
<td>-52.9%</td>
</tr>
<tr>
<td>September 2021</td>
<td>1,443</td>
<td>-50.5%</td>
</tr>
<tr>
<td>August 2021</td>
<td>1,282</td>
<td>-57.8%</td>
</tr>
<tr>
<td>July 2021</td>
<td>1,408</td>
<td>-56.5%</td>
</tr>
</tbody>
</table>

### 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.

<table>
<thead>
<tr>
<th>Month</th>
<th>Months Supply</th>
<th>Percent Change Year-over-Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>YTD (Monthly Avg)</td>
<td>0.9</td>
<td>0.0%</td>
</tr>
<tr>
<td>July 2022</td>
<td>1.5</td>
<td>87.5%</td>
</tr>
<tr>
<td>June 2022</td>
<td>1.3</td>
<td>85.7%</td>
</tr>
<tr>
<td>May 2022</td>
<td>0.9</td>
<td>28.6%</td>
</tr>
<tr>
<td>April 2022</td>
<td>0.8</td>
<td>0.0%</td>
</tr>
<tr>
<td>March 2022</td>
<td>0.6</td>
<td>-33.3%</td>
</tr>
<tr>
<td>February 2022</td>
<td>0.6</td>
<td>-50.0%</td>
</tr>
<tr>
<td>January 2022</td>
<td>0.6</td>
<td>-57.1%</td>
</tr>
<tr>
<td>December 2021</td>
<td>0.7</td>
<td>-58.8%</td>
</tr>
<tr>
<td>November 2021</td>
<td>0.7</td>
<td>-63.2%</td>
</tr>
<tr>
<td>October 2021</td>
<td>0.8</td>
<td>-60.0%</td>
</tr>
<tr>
<td>September 2021</td>
<td>0.8</td>
<td>-60.0%</td>
</tr>
<tr>
<td>August 2021</td>
<td>0.8</td>
<td>-63.6%</td>
</tr>
<tr>
<td>July 2021</td>
<td>0.8</td>
<td>-65.2%</td>
</tr>
</tbody>
</table>
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.

<table>
<thead>
<tr>
<th>Sale Price</th>
<th>Closed Sales</th>
<th>Percent Change Year-over-Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Less than $50,000</td>
<td>0</td>
<td>-100.0%</td>
</tr>
<tr>
<td>$50,000 - $99,999</td>
<td>15</td>
<td>-85.7%</td>
</tr>
<tr>
<td>$100,000 - $149,999</td>
<td>92</td>
<td>-61.7%</td>
</tr>
<tr>
<td>$150,000 - $199,999</td>
<td>164</td>
<td>-49.1%</td>
</tr>
<tr>
<td>$200,000 - $249,999</td>
<td>145</td>
<td>-51.5%</td>
</tr>
<tr>
<td>$250,000 - $299,999</td>
<td>233</td>
<td>19.5%</td>
</tr>
<tr>
<td>$300,000 - $399,999</td>
<td>314</td>
<td>61.0%</td>
</tr>
<tr>
<td>$400,000 - $599,999</td>
<td>184</td>
<td>14.3%</td>
</tr>
<tr>
<td>$600,000 - $999,999</td>
<td>74</td>
<td>-1.3%</td>
</tr>
<tr>
<td>$1,000,000 or more</td>
<td>53</td>
<td>39.5%</td>
</tr>
</tbody>
</table>

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.

<table>
<thead>
<tr>
<th>Sale Price</th>
<th>Median Time to Contract</th>
<th>Percent Change Year-over-Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Less than $50,000</td>
<td>(No Sales)</td>
<td>N/A</td>
</tr>
<tr>
<td>$50,000 - $99,999</td>
<td>14 Days</td>
<td>-17.6%</td>
</tr>
<tr>
<td>$100,000 - $149,999</td>
<td>12 Days</td>
<td>33.3%</td>
</tr>
<tr>
<td>$150,000 - $199,999</td>
<td>9 Days</td>
<td>28.6%</td>
</tr>
<tr>
<td>$200,000 - $249,999</td>
<td>8 Days</td>
<td>60.0%</td>
</tr>
<tr>
<td>$250,000 - $299,999</td>
<td>8 Days</td>
<td>60.0%</td>
</tr>
<tr>
<td>$300,000 - $399,999</td>
<td>8 Days</td>
<td>33.3%</td>
</tr>
<tr>
<td>$400,000 - $599,999</td>
<td>10 Days</td>
<td>66.7%</td>
</tr>
<tr>
<td>$600,000 - $999,999</td>
<td>13 Days</td>
<td>-7.1%</td>
</tr>
<tr>
<td>$1,000,000 or more</td>
<td>7 Days</td>
<td>-22.2%</td>
</tr>
</tbody>
</table>
**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.

**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.
## Monthly Distressed Market - July 2022

### Townhouses and Condos
Tampa-St. Petersburg-Clearwater MSA

### Traditional

<table>
<thead>
<tr>
<th></th>
<th>July 2022</th>
<th>July 2021</th>
<th>Percent Change Year-over-Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Closed Sales</td>
<td>1,272</td>
<td>1,624</td>
<td>-21.7%</td>
</tr>
<tr>
<td>Median Sale Price</td>
<td>$298,148</td>
<td>$223,000</td>
<td>33.7%</td>
</tr>
</tbody>
</table>

### Foreclosure/REO

<table>
<thead>
<tr>
<th></th>
<th>July 2022</th>
<th>July 2021</th>
<th>Percent Change Year-over-Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Closed Sales</td>
<td>2</td>
<td>5</td>
<td>-60.0%</td>
</tr>
<tr>
<td>Median Sale Price</td>
<td>$460,000</td>
<td>$215,300</td>
<td>113.7%</td>
</tr>
</tbody>
</table>

### Short Sale

<table>
<thead>
<tr>
<th></th>
<th>July 2022</th>
<th>July 2021</th>
<th>Percent Change Year-over-Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Closed Sales</td>
<td>0</td>
<td>3</td>
<td>-100.0%</td>
</tr>
<tr>
<td>Median Sale Price</td>
<td>(No Sales)</td>
<td>$133,000</td>
<td>N/A</td>
</tr>
</tbody>
</table>

---

Produced by Florida Realtors® with data provided by Florida's multiple listing services. Statistics for each month compiled from MLS feeds on the 15th day of the following month.

Data released on Thursday, August 18, 2022. Next data release is Wednesday, September 21, 2022.