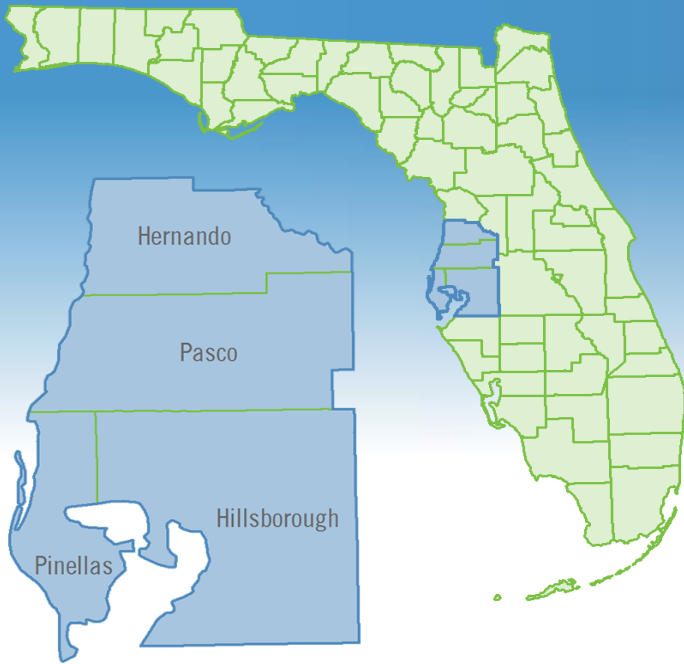


Monthly Market Detail - September 2022

Townhouses and Condos

Tampa-St. Petersburg-Clearwater MSA



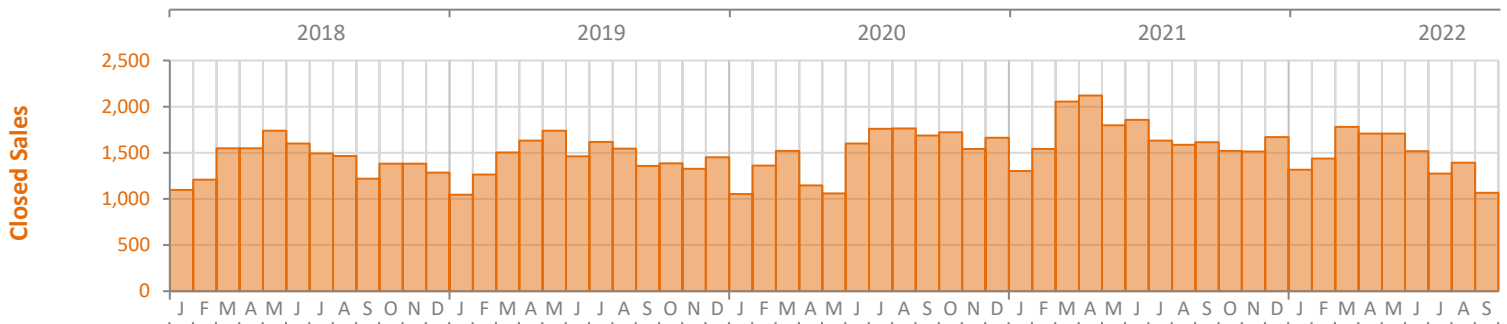
Summary Statistics	September 2022	September 2021	Percent Change Year-over-Year
Closed Sales	1,067	1,613	-33.8%
Paid in Cash	494	707	-30.1%
Median Sale Price	\$285,000	\$230,000	23.9%
Average Sale Price	\$355,697	\$292,375	21.7%
Dollar Volume	\$379.5 Million	\$471.6 Million	-19.5%
Median Percent of Original List Price Received	97.5%	100.0%	-2.5%
Median Time to Contract	15 Days	8 Days	87.5%
Median Time to Sale	52 Days	46 Days	13.0%
New Pending Sales	1,014	1,566	-35.2%
New Listings	1,371	1,711	-19.9%
Pending Inventory	1,801	2,427	-25.8%
Inventory (Active Listings)	2,756	1,443	91.0%
Months Supply of Inventory	1.8	0.8	125.0%

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	13,205	-14.8%
September 2022	1,067	-33.8%
August 2022	1,394	-12.1%
July 2022	1,274	-21.9%
June 2022	1,518	-18.2%
May 2022	1,707	-5.1%
April 2022	1,709	-19.4%
March 2022	1,780	-13.4%
February 2022	1,439	-6.7%
January 2022	1,317	1.2%
December 2021	1,670	0.5%
November 2021	1,514	-1.7%
October 2021	1,522	-11.7%
September 2021	1,613	-4.4%

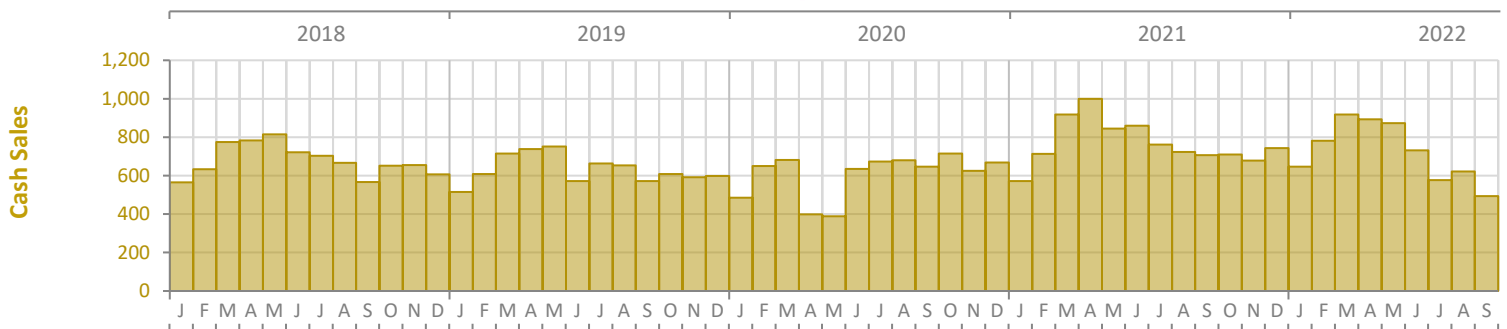


Cash Sales

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	6,536	-7.9%
September 2022	494	-30.1%
August 2022	621	-14.1%
July 2022	577	-24.2%
June 2022	732	-14.8%
May 2022	873	3.3%
April 2022	893	-10.7%
March 2022	918	0.0%
February 2022	782	9.7%
January 2022	646	12.9%
December 2021	744	11.2%
November 2021	679	8.6%
October 2021	710	-0.7%
September 2021	707	9.4%

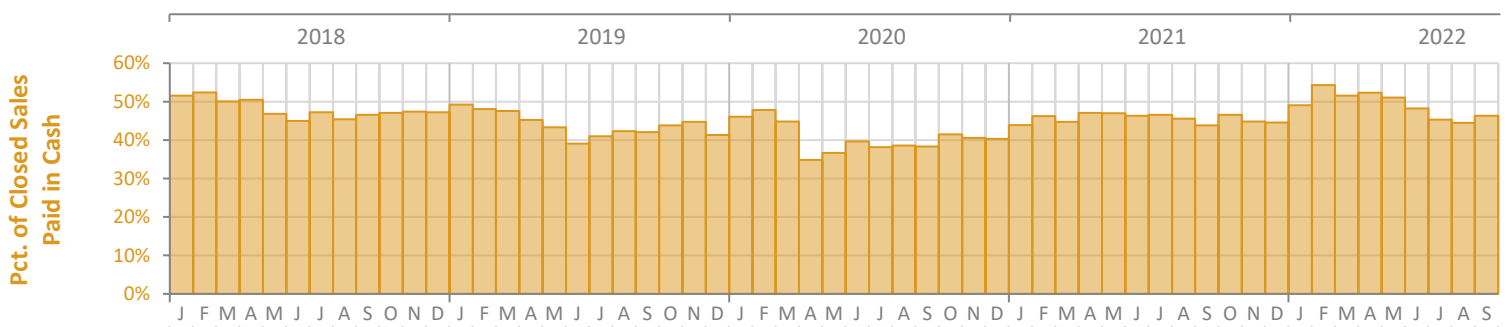


Cash Sales as a Percentage of Closed Sales

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	49.5%	8.1%
September 2022	46.3%	5.7%
August 2022	44.5%	-2.4%
July 2022	45.3%	-2.8%
June 2022	48.2%	4.1%
May 2022	51.1%	8.7%
April 2022	52.3%	11.0%
March 2022	51.6%	15.4%
February 2022	54.3%	17.5%
January 2022	49.1%	11.8%
December 2021	44.6%	10.7%
November 2021	44.8%	10.3%
October 2021	46.6%	12.3%
September 2021	43.8%	14.4%

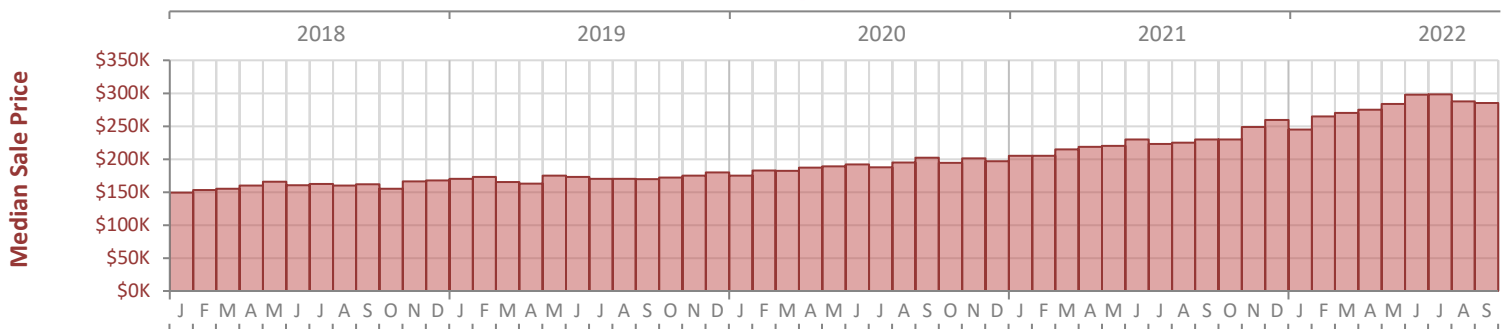


Median Sale Price

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	\$279,900	27.2%
September 2022	\$285,000	23.9%
August 2022	\$287,500	27.8%
July 2022	\$298,148	33.7%
June 2022	\$297,750	29.5%
May 2022	\$284,001	29.1%
April 2022	\$275,000	25.9%
March 2022	\$270,000	25.6%
February 2022	\$265,000	29.3%
January 2022	\$244,900	19.5%
December 2021	\$259,590	31.8%
November 2021	\$249,000	23.7%
October 2021	\$230,000	18.3%
September 2021	\$230,000	13.9%

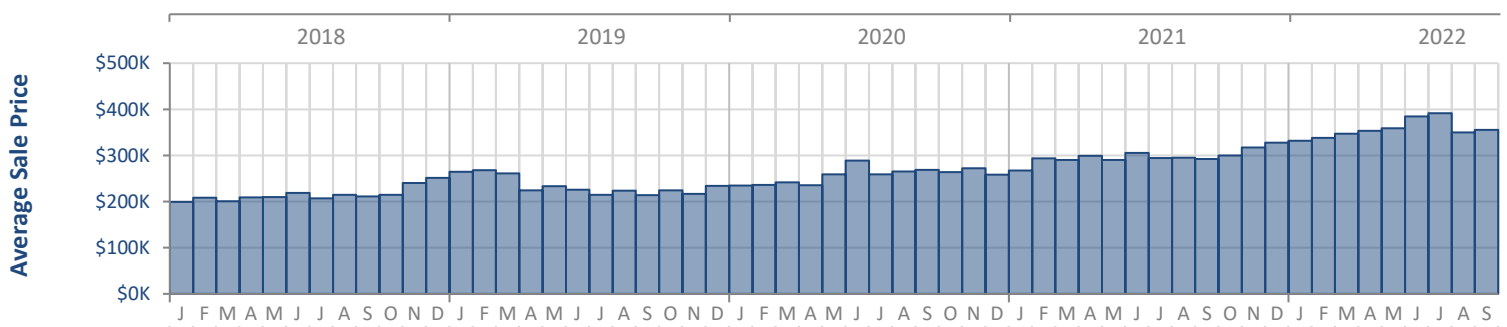


Average Sale Price

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	\$356,556	21.8%
September 2022	\$355,697	21.7%
August 2022	\$349,954	18.7%
July 2022	\$391,214	32.9%
June 2022	\$384,901	26.0%
May 2022	\$358,731	23.7%
April 2022	\$353,699	18.3%
March 2022	\$347,250	19.6%
February 2022	\$338,089	15.2%
January 2022	\$331,685	24.2%
December 2021	\$327,941	27.0%
November 2021	\$317,132	16.5%
October 2021	\$300,088	13.8%
September 2021	\$292,375	8.8%

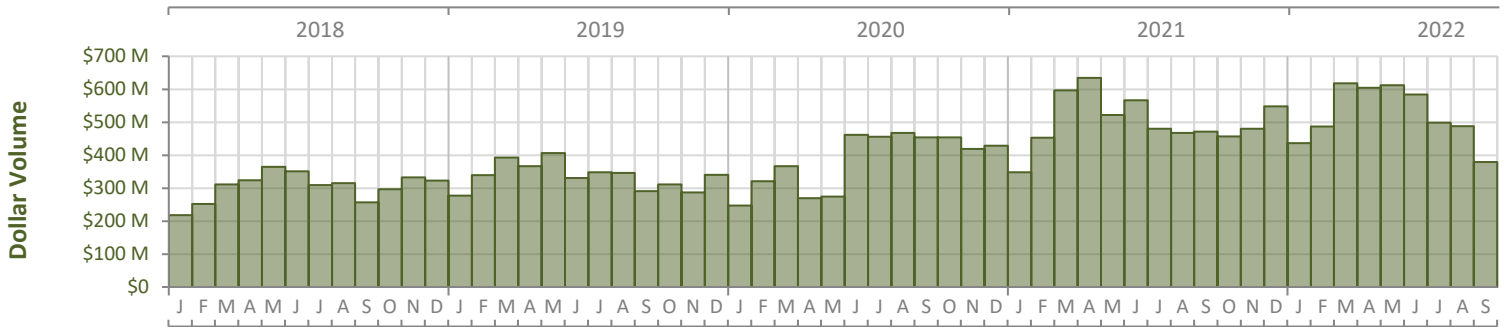


Dollar Volume

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	\$4.7 Billion	3.7%
September 2022	\$379.5 Million	-19.5%
August 2022	\$487.8 Million	4.4%
July 2022	\$498.4 Million	3.7%
June 2022	\$584.3 Million	3.1%
May 2022	\$612.4 Million	17.4%
April 2022	\$604.5 Million	-4.7%
March 2022	\$618.1 Million	3.6%
February 2022	\$486.5 Million	7.5%
January 2022	\$436.8 Million	25.6%
December 2021	\$547.7 Million	27.6%
November 2021	\$480.1 Million	14.6%
October 2021	\$456.7 Million	0.5%
September 2021	\$471.6 Million	4.0%

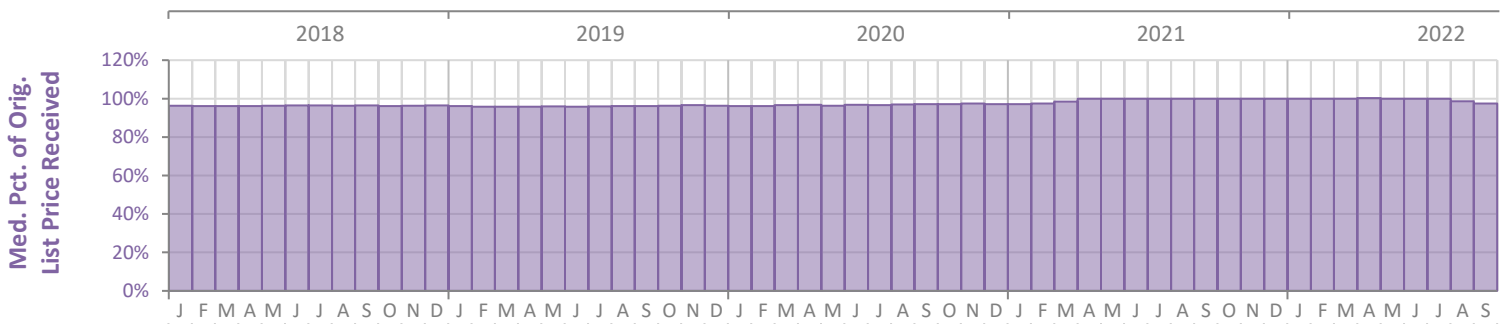


Median Percent of Original List Price Received

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	100.0%	0.0%
September 2022	97.5%	-2.5%
August 2022	98.6%	-1.4%
July 2022	100.0%	0.0%
June 2022	100.0%	0.0%
May 2022	100.0%	0.0%
April 2022	100.3%	0.3%
March 2022	100.0%	1.5%
February 2022	100.0%	2.6%
January 2022	100.0%	2.9%
December 2021	100.0%	2.9%
November 2021	100.0%	2.7%
October 2021	100.0%	2.9%
September 2021	100.0%	3.0%

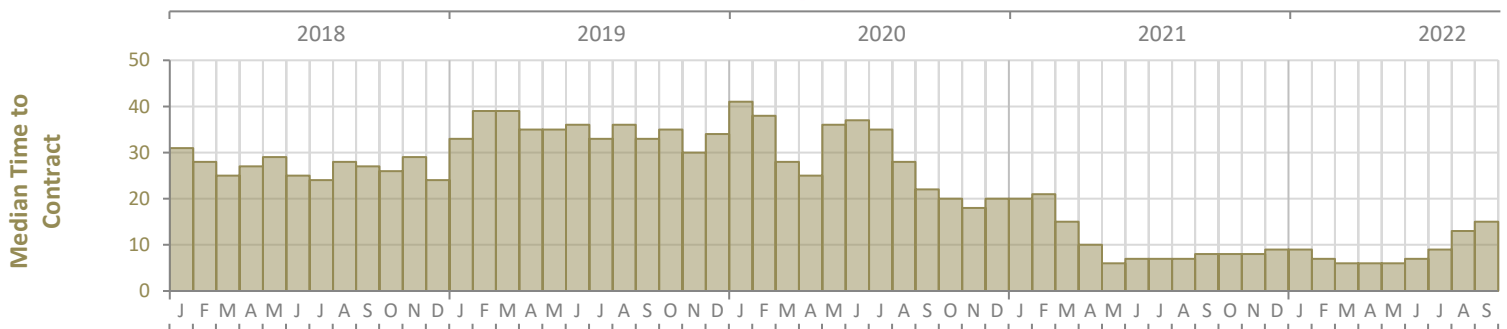


Median Time to Contract

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

Economists' note: Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Month	Median Time to Contract	Percent Change Year-over-Year
Year-to-Date	8 Days	-20.0%
September 2022	15 Days	87.5%
August 2022	13 Days	85.7%
July 2022	9 Days	28.6%
June 2022	7 Days	0.0%
May 2022	6 Days	0.0%
April 2022	6 Days	-40.0%
March 2022	6 Days	-60.0%
February 2022	7 Days	-66.7%
January 2022	9 Days	-55.0%
December 2021	9 Days	-55.0%
November 2021	8 Days	-55.6%
October 2021	8 Days	-60.0%
September 2021	8 Days	-63.6%

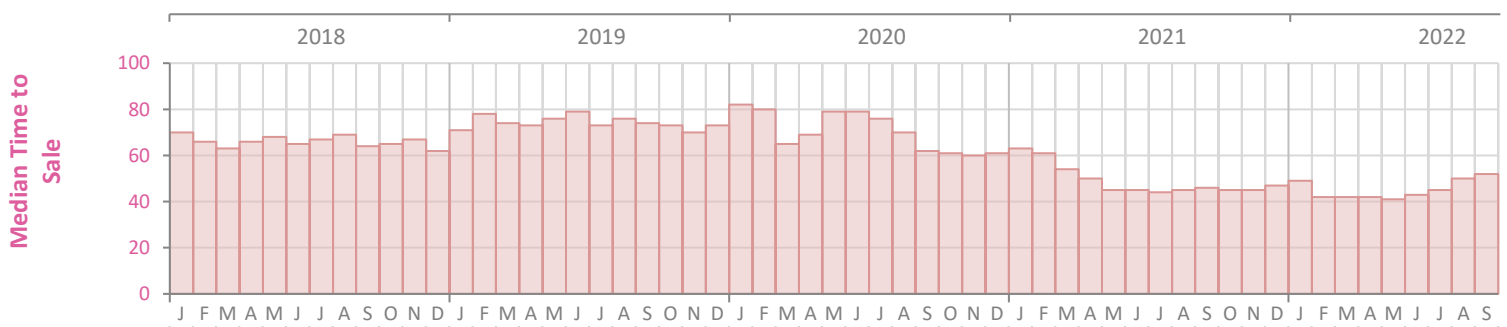


Median Time to Sale

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	45 Days	-8.2%
September 2022	52 Days	13.0%
August 2022	50 Days	11.1%
July 2022	45 Days	2.3%
June 2022	43 Days	-4.4%
May 2022	41 Days	-8.9%
April 2022	42 Days	-16.0%
March 2022	42 Days	-22.2%
February 2022	42 Days	-31.1%
January 2022	49 Days	-22.2%
December 2021	47 Days	-23.0%
November 2021	45 Days	-25.0%
October 2021	45 Days	-26.2%
September 2021	46 Days	-25.8%

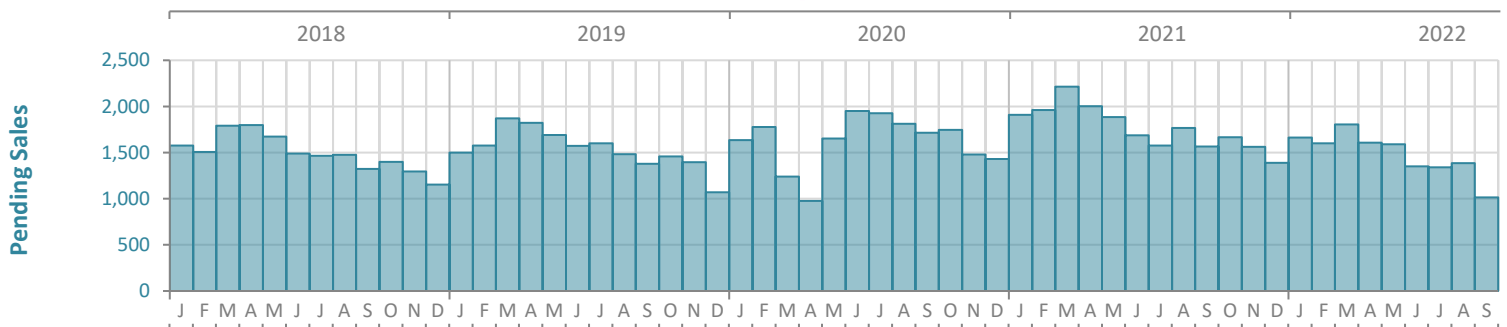


New Pending Sales

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	13,356	-19.4%
September 2022	1,014	-35.2%
August 2022	1,387	-21.5%
July 2022	1,340	-15.0%
June 2022	1,352	-19.9%
May 2022	1,589	-15.7%
April 2022	1,607	-19.8%
March 2022	1,806	-18.4%
February 2022	1,599	-18.5%
January 2022	1,662	-12.9%
December 2021	1,390	-2.7%
November 2021	1,561	5.5%
October 2021	1,665	-4.6%
September 2021	1,566	-8.7%

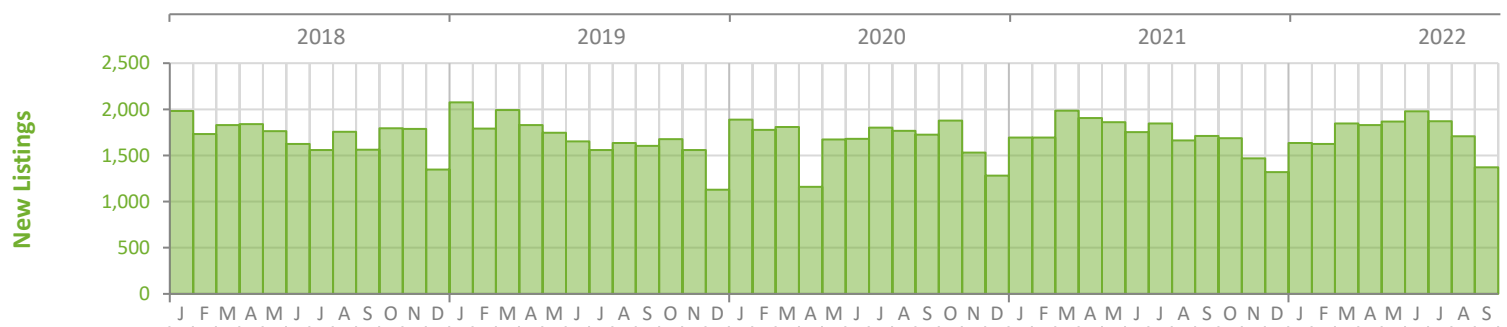


New Listings

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	15,729	-2.4%
September 2022	1,371	-19.9%
August 2022	1,707	2.6%
July 2022	1,871	1.4%
June 2022	1,979	13.0%
May 2022	1,866	0.3%
April 2022	1,831	-3.9%
March 2022	1,846	-7.0%
February 2022	1,624	-4.1%
January 2022	1,634	-3.6%
December 2021	1,321	3.0%
November 2021	1,470	-4.0%
October 2021	1,688	-10.1%
September 2021	1,711	-0.9%

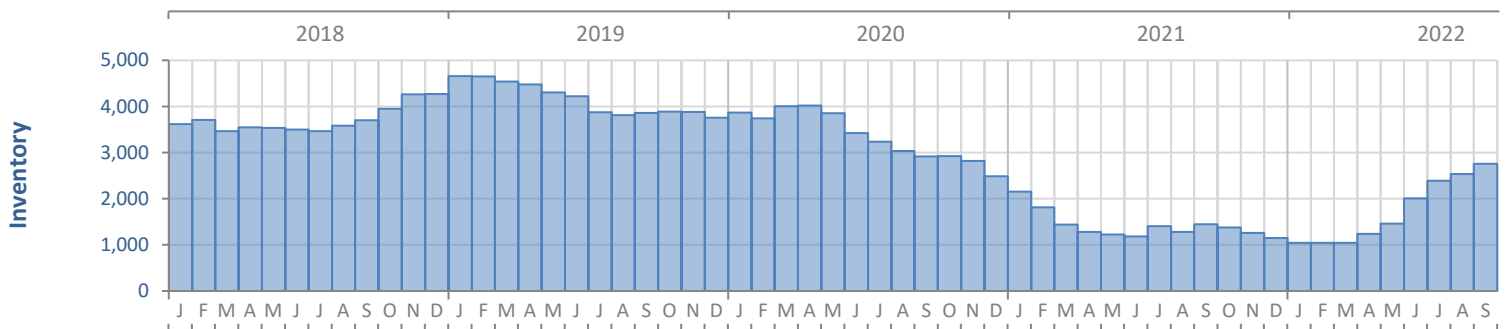


Inventory (Active Listings)

The number of property listings active at the end of the month

Economists' note: There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

Month	Inventory	Percent Change Year-over-Year
YTD (Monthly Avg)	1,725	17.4%
September 2022	2,756	91.0%
August 2022	2,538	98.0%
July 2022	2,390	69.7%
June 2022	2,005	69.1%
May 2022	1,460	19.6%
April 2022	1,239	-3.3%
March 2022	1,045	-27.4%
February 2022	1,046	-42.3%
January 2022	1,045	-51.4%
December 2021	1,151	-53.7%
November 2021	1,258	-55.4%
October 2021	1,378	-52.9%
September 2021	1,443	-50.5%

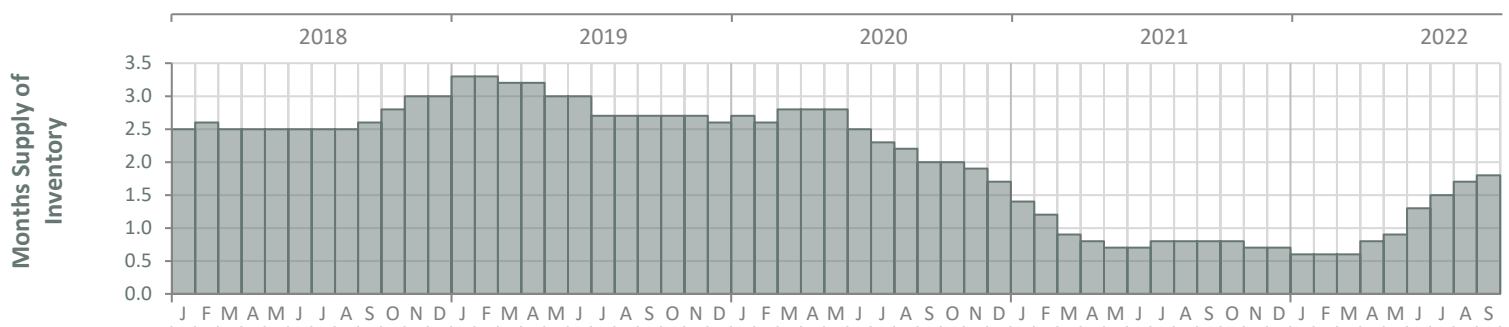


Months Supply of Inventory

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)	1.1	22.2%
September 2022	1.8	125.0%
August 2022	1.7	112.5%
July 2022	1.5	87.5%
June 2022	1.3	85.7%
May 2022	0.9	28.6%
April 2022	0.8	0.0%
March 2022	0.6	-33.3%
February 2022	0.6	-50.0%
January 2022	0.6	-57.1%
December 2021	0.7	-58.8%
November 2021	0.7	-63.2%
October 2021	0.8	-60.0%
September 2021	0.8	-60.0%



Closed Sales by Sale Price

The number of sales transactions which closed during the month

Economists' note: Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	1	-75.0%
\$50,000 - \$99,999	11	-89.9%
\$100,000 - \$149,999	74	-65.4%
\$150,000 - \$199,999	158	-47.9%
\$200,000 - \$249,999	156	-46.0%
\$250,000 - \$299,999	171	-32.9%
\$300,000 - \$399,999	251	32.8%
\$400,000 - \$599,999	123	-18.5%
\$600,000 - \$999,999	97	44.8%
\$1,000,000 or more	25	-21.9%

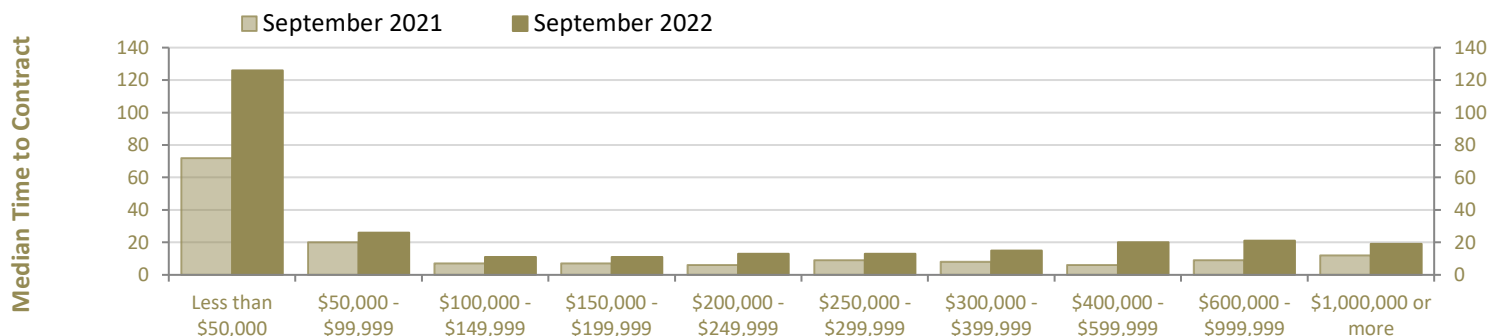


Median Time to Contract by Sale Price

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

Economists' note: Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$50,000	126 Days	75.0%
\$50,000 - \$99,999	26 Days	30.0%
\$100,000 - \$149,999	11 Days	57.1%
\$150,000 - \$199,999	11 Days	57.1%
\$200,000 - \$249,999	13 Days	116.7%
\$250,000 - \$299,999	13 Days	44.4%
\$300,000 - \$399,999	15 Days	87.5%
\$400,000 - \$599,999	20 Days	233.3%
\$600,000 - \$999,999	21 Days	133.3%
\$1,000,000 or more	19 Days	58.3%



New Listings by Initial Listing Price

The number of properties put onto the market during the month

Economists' note: New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$50,000	0	-100.0%
\$50,000 - \$99,999	18	-70.5%
\$100,000 - \$149,999	74	-66.8%
\$150,000 - \$199,999	155	-51.7%
\$200,000 - \$249,999	192	-32.6%
\$250,000 - \$299,999	225	-5.1%
\$300,000 - \$399,999	358	38.8%
\$400,000 - \$599,999	188	18.2%
\$600,000 - \$999,999	97	-15.7%
\$1,000,000 or more	64	33.3%

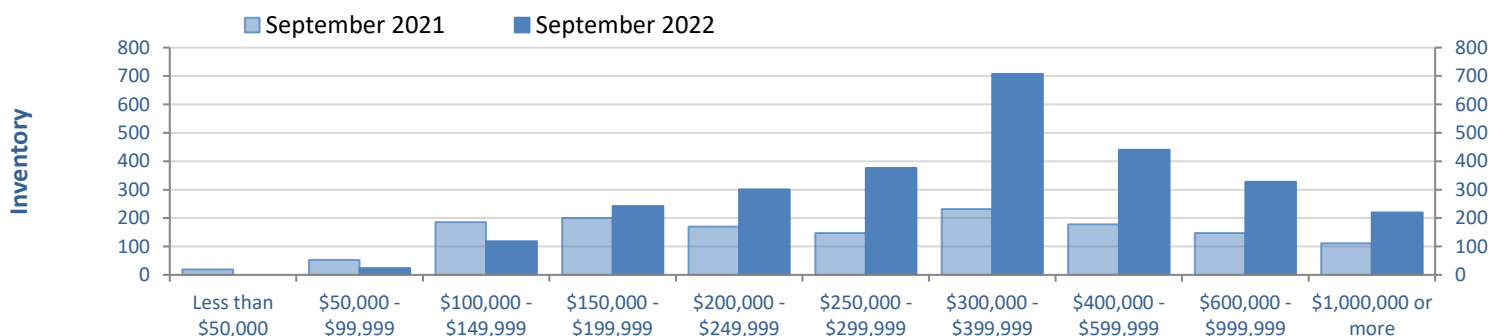


Inventory by Current Listing Price

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.

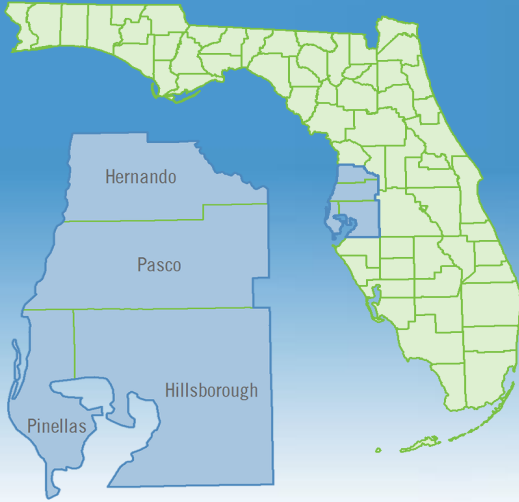
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	-100.0%
\$50,000 - \$99,999	24	-54.7%
\$100,000 - \$149,999	118	-36.6%
\$150,000 - \$199,999	242	21.0%
\$200,000 - \$249,999	301	77.1%
\$250,000 - \$299,999	376	155.8%
\$300,000 - \$399,999	707	204.7%
\$400,000 - \$599,999	440	147.2%
\$600,000 - \$999,999	328	123.1%
\$1,000,000 or more	220	98.2%



Monthly Distressed Market - September 2022

Townhouses and Condos

Tampa-St. Petersburg-Clearwater MSA



		September 2022	September 2021	Percent Change Year-over-Year
Traditional	Closed Sales	1,067	1,610	-33.7%
	Median Sale Price	\$285,000	\$231,000	23.4%
Foreclosure/REO	Closed Sales	0	2	-100.0%
	Median Sale Price	(No Sales)	\$52,500	N/A
Short Sale	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$132,000	N/A

