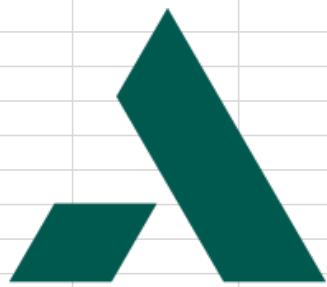


# PINELLAS REAL ESTATE MARKET STATS



A S H L A R  
H O M E T E A M

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# The Way Real Estate Should Be™

We know Realtors have a reputation.

We are changing that.

The stereotype for the real estate industry is to only highlight the good while ignoring the bad, not looking into, or hiding the bad.

At Ashlar Home Team, we believe that the only way you can make an educated home decision.... is by being informed of both the pros and the cons!

A home buying or selling experience with us feels like a service revolution but we are revolutionizing the way we do business.

## Kyle Sasser

Realtor® and Team Leader of Ashlar Home Team

## Charles Rutenberg Realty - Ashlar Home Team

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# Recent Market Shifts

# Summary

					<b>12/2025</b>	<b>12/2024</b>	<b>% Change</b>
Closed Sales					926	909	1.87%
Cash Sales					318	377	-15.65%
Median Sales Price					\$450,000	\$477,500	-5.76%
Average Sales Price					\$606,017	\$598,808	1.20%
Dollar Volume					561 M	544 M	3.10%
Median % Of Original List Price					93.30%	93.90%	-0.64%
Median Time to Contract					48 Days	30 Days	60.00%
Median Time to Sale					81 Days	62 Days	30.65%
New Pending Sales					137	788	-82.61%
New Listings					727	988	-26.42%
Active Inventory					3,073	2,801	9.71%
Months Supply					3.44	3.44	-0.12%
Foreclosure / REO					7	5	40.00%
Short Sales					3	2	50.00%

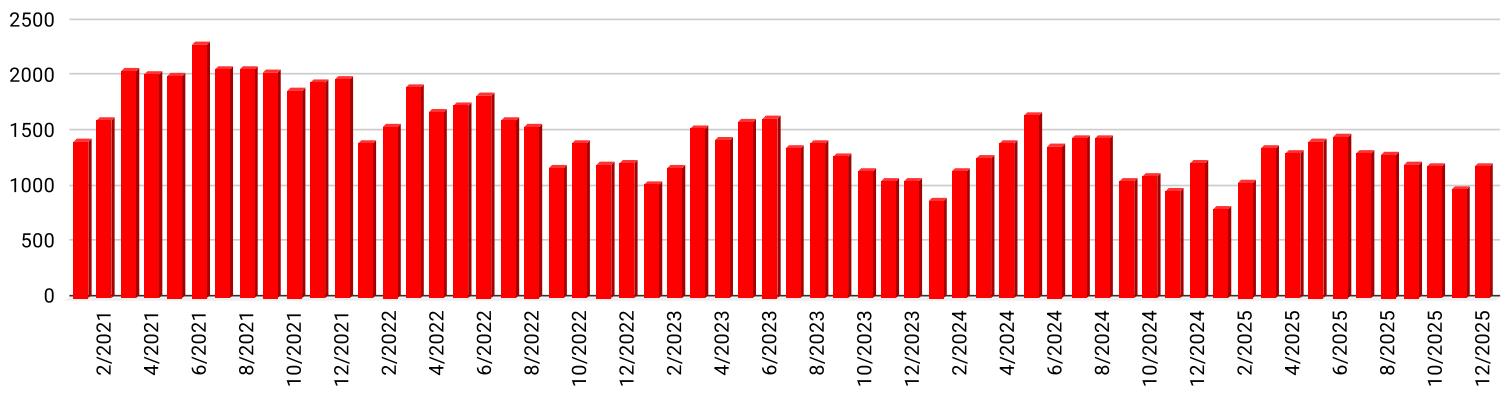
# CLOSED SALES

Closed Sales are one of the chief indicators of demand in the real estate market.

Looking at percentage change is usually a bit more helpful than looking at pure numbers as that generally indicates the trend the market is taking compared to the previous year.

Closed sales do naturally vary month to month.

Month	Closed Sales	Change YoY
Dec 2025	926	1.87%
Nov 2025	724	5.85%
Oct 2025	888	37.89%
Sep 2025	809	19.04%
Aug 2025	921	8.23%
Jul 2025	902	3.92%
Jun 2025	930	6.90%
May 2025	1,003	2.77%
Apr 2025	938	-10.07%
Mar 2025	993	2.37%
Feb 2025	798	9.17%
Jan 2025	702	22.73%
Dec 2024	909	34.47%
12 Month Average	878	0.66%

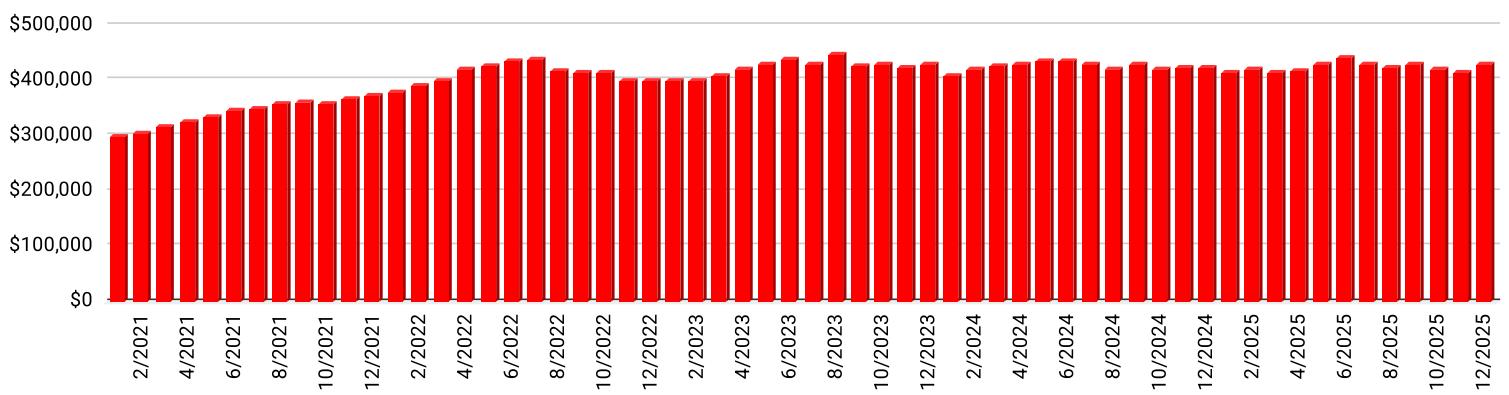


# MEDIAN SALE PRICE

The Median Sales Price is the point at which half of the sales were above and half of the sales were below.

Unlike Average Sales Price, Median Price is not affected as much by a lot of high or low priced home sales in a particular month.

Month	Med Price	Change YoY
Dec 2025	\$450,000	-5.76%
Nov 2025	\$440,000	-7.37%
Oct 2025	\$445,450	-3.16%
Sep 2025	\$425,000	-10.33%
Aug 2025	\$433,500	-10.43%
Jul 2025	\$439,000	-7.58%
Jun 2025	\$455,000	-7.05%
May 2025	\$461,000	-4.95%
Apr 2025	\$465,000	-4.12%
Mar 2025	\$436,000	-5.93%
Feb 2025	\$445,000	-1.55%
Jan 2025	\$436,000	-4.18%
Dec 2024	\$477,500	9.39%
12 Month Average	\$444,246	-0.51%



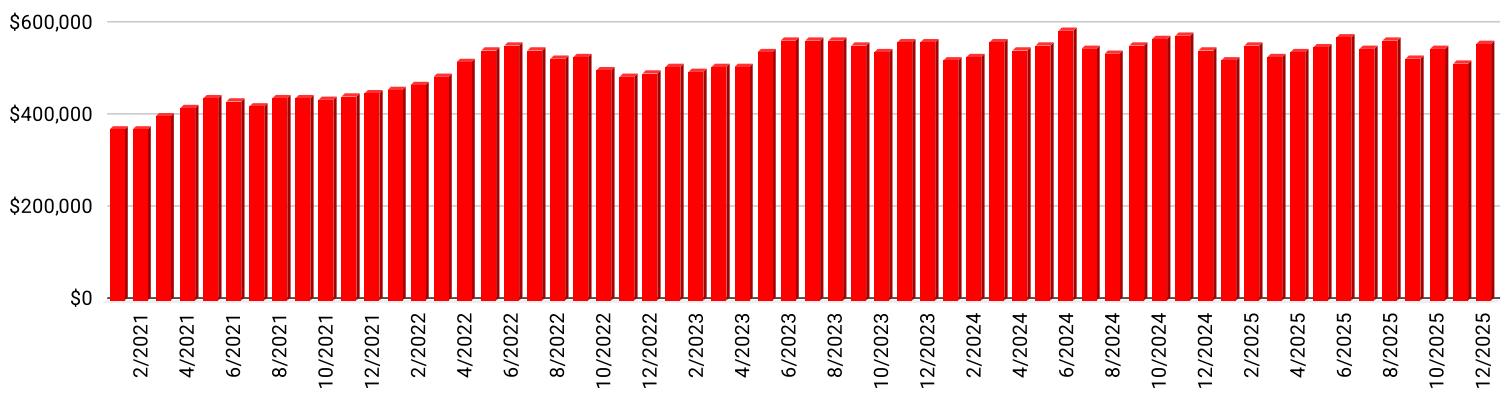
# AVERAGE SALE PRICE

Median Sales Price is generally preferred to Average since Average Sales Price is subject to influence by the extreme low or high end of the market.

These are also only the sales price of homes that sold during the month, not the overall market as a whole.

Despite that, it can be a useful bit of information for overall trends.

Month	Avg Price	Change YoY
Dec 2025	\$606,017	1.20%
Nov 2025	\$566,041	-6.80%
Oct 2025	\$570,476	-2.25%
Sep 2025	\$569,060	-3.38%
Aug 2025	\$581,105	-12.92%
Jul 2025	\$579,631	-9.53%
Jun 2025	\$595,643	-10.98%
May 2025	\$608,653	-5.87%
Apr 2025	\$598,015	-13.18%
Mar 2025	\$579,827	-9.85%
Feb 2025	\$606,891	0.89%
Jan 2025	\$586,973	-6.44%
Dec 2024	\$598,808	-2.64%
12 Month Average	\$587,361	-0.57%



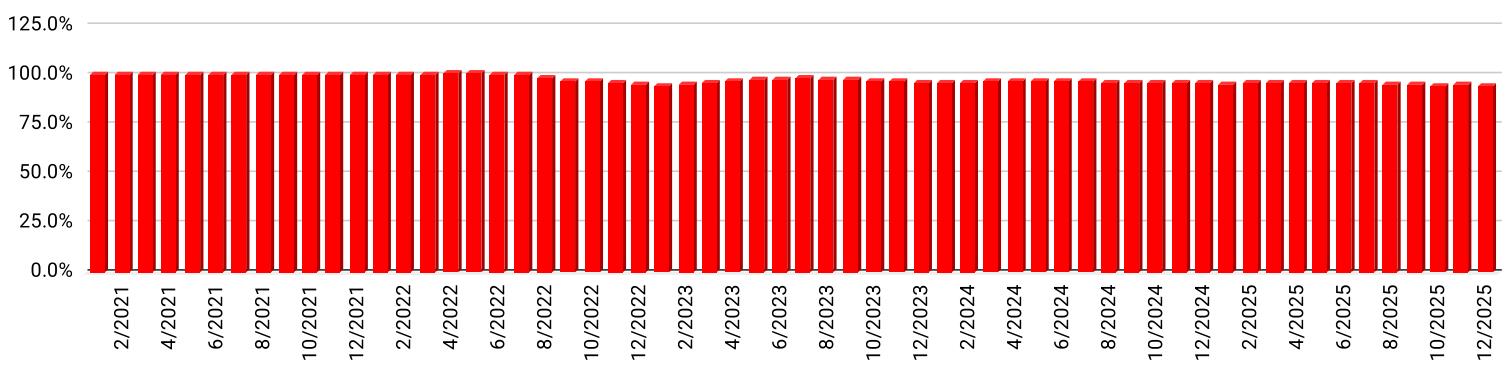
# MEDIAN % OF ORIGINAL LIST PRICE RECEIVED

Indicates what percentage of the original asking price the property eventually sells for.

This is typically a lagging indicator, meaning it can be used to confirm trends detected in other metrics.

Is also a good indicator for overall market consumer sentiment.

Month	% Orig List	Change YoY
Dec 2025	93.30%	-0.64%
Nov 2025	92.50%	-1.28%
Oct 2025	92.10%	-1.50%
Sep 2025	91.70%	-2.25%
Aug 2025	92.50%	-0.96%
Jul 2025	92.20%	-1.91%
Jun 2025	93.00%	-1.48%
May 2025	93.70%	-0.74%
Apr 2025	93.80%	-0.85%
Mar 2025	94.00%	-0.84%
Feb 2025	93.50%	-1.16%
Jan 2025	93.30%	-1.17%
Dec 2024	93.90%	-0.84%
12 Month Average	92.97%	-0.10%



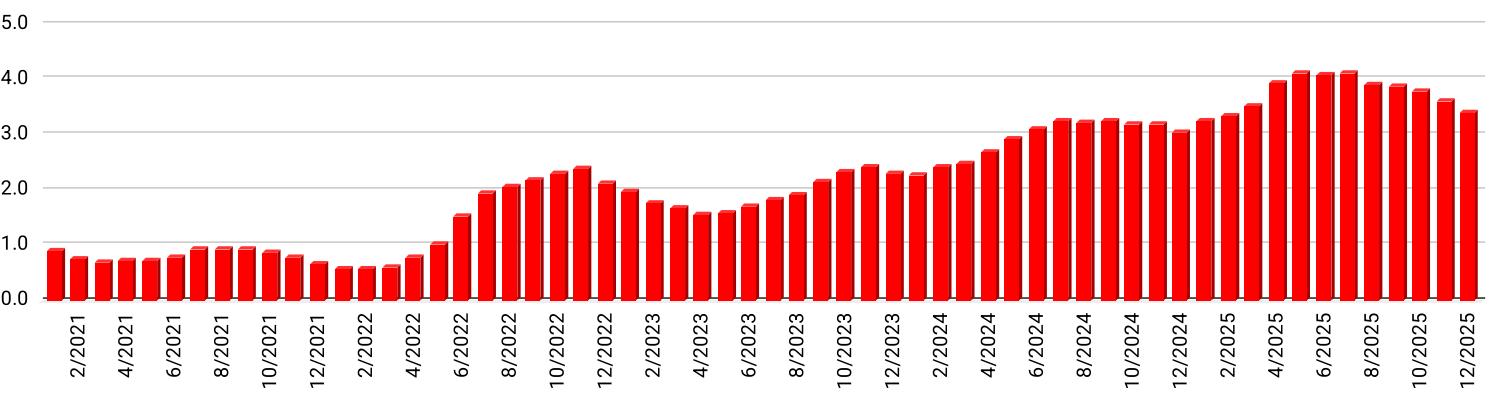
# MONTHS SUPPLY

Also known as Absorption Rate.

An estimate of the number of months it will take at the current rate of sales to exhaust current inventory.

A Balanced Market is generally considered to be 5 months. A Seller's Market would be 0-4 months, and a Buyers Market 6 or more months.

Month	Months Supply	Change YoY
Dec 2025	3.44	-0.12%
Nov 2025	3.74	5.31%
Oct 2025	3.96	22.25%
Sep 2025	4.05	15.71%
Aug 2025	4.27	17.00%
Jul 2025	4.59	25.80%
Jun 2025	4.67	28.54%
May 2025	4.91	43.58%
Apr 2025	4.81	55.20%
Mar 2025	4.39	50.77%
Feb 2025	4.08	47.73%
Jan 2025	3.80	40.39%
Dec 2024	3.44	33.52%
12 Month Average	4.22	2.35%

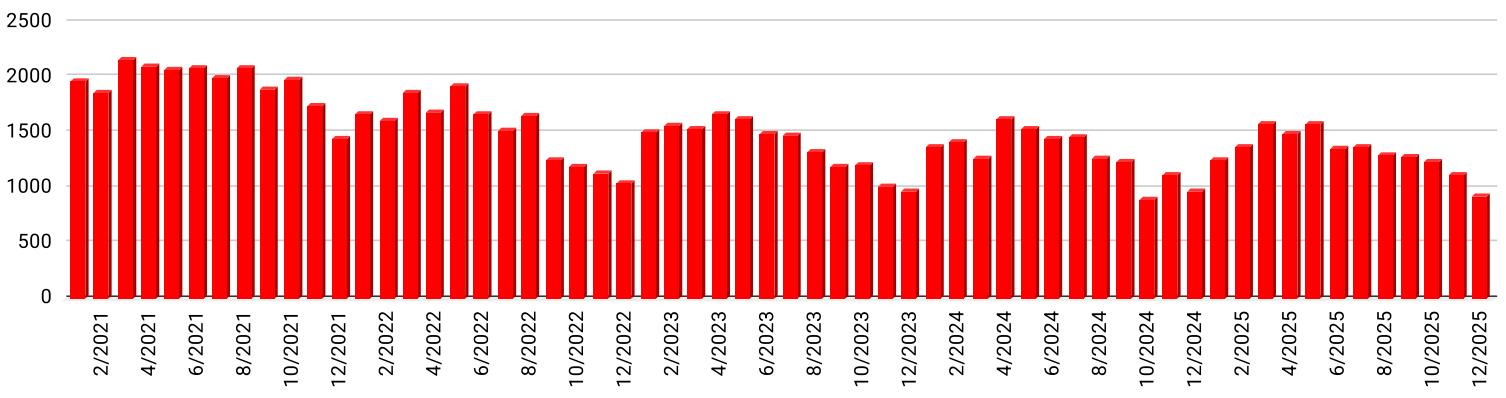


# NEW PENDING SALES

New pending sales are the number of homes that went under contract in the month.

Useful to predict potential future sales, due to the fact that most contracts generally take 3-6 weeks and can provide some leading indication of where the market is heading as well as changes in demand.

Month	New Pending	Change YoY
Dec 2025	137	-82.61%
Nov 2025	849	-9.20%
Oct 2025	934	34.39%
Sep 2025	846	18.57%
Aug 2025	974	13.79%
Jul 2025	929	6.78%
Jun 2025	982	9.11%
May 2025	1,031	7.06%
Apr 2025	1,044	-0.48%
Mar 2025	1,130	2.91%
Feb 2025	976	-3.94%
Jan 2025	991	8.42%
Dec 2024	788	21.04%
12 Month Average	902	0.04%

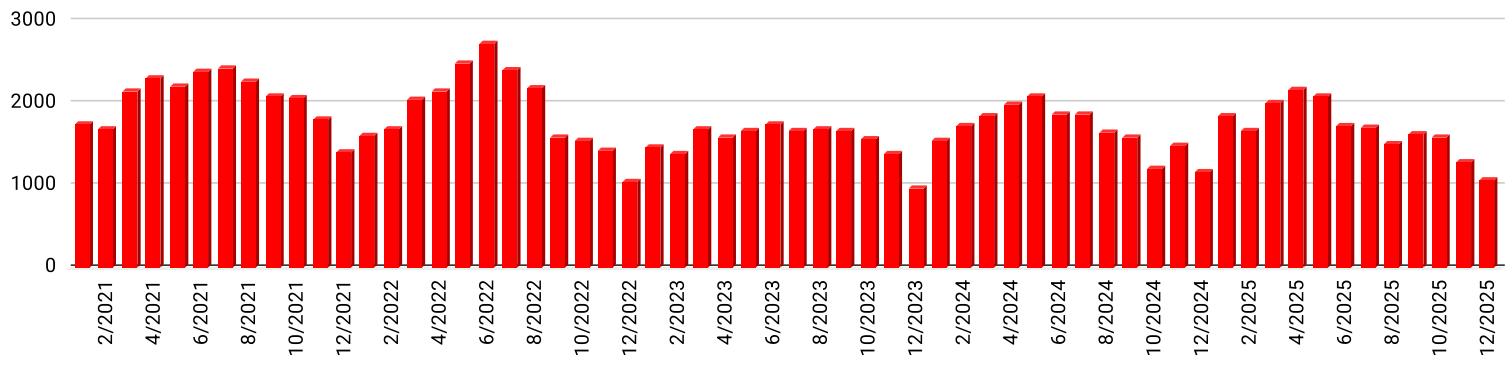


# NEW LISTINGS

The number of homes that are listed for sale in a month.

This does not include homes that were taken off the market and then relisted, homes that were under contract and back on the market, and also excludes temporary off market listings.

Month	New Listings	Change YoY
Dec 2025	727	-26.42%
Nov 2025	894	-33.13%
Oct 2025	1,219	23.51%
Sep 2025	1,052	10.09%
Aug 2025	1,106	-6.19%
Jul 2025	1,175	0.95%
Jun 2025	1,222	-2.86%
May 2025	1,420	1.36%
Apr 2025	1,559	8.04%
Mar 2025	1,613	24.46%
Feb 2025	1,377	11.41%
Jan 2025	1,474	25.13%
Dec 2024	988	40.34%
12 Month Average	1,237	0.25%

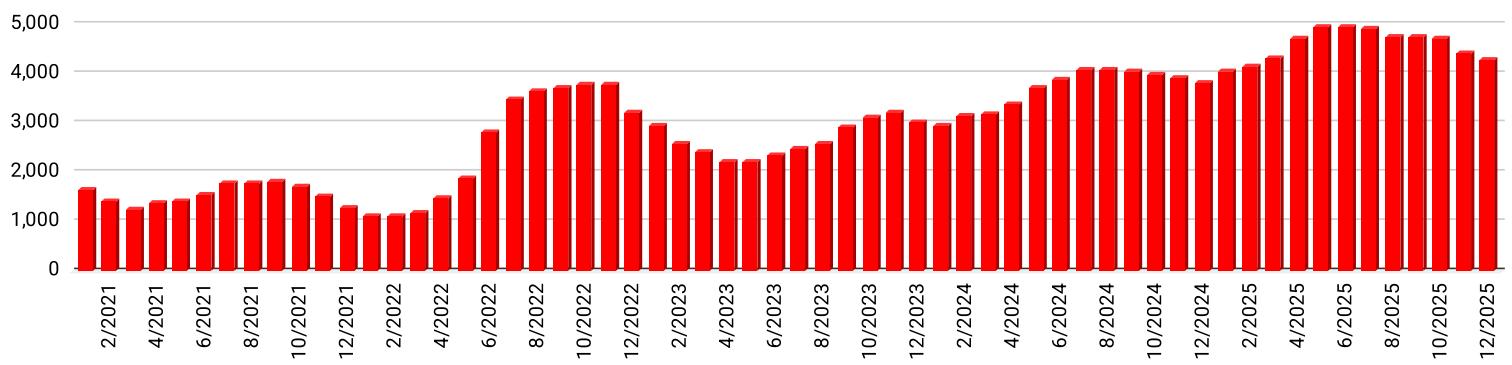


# INVENTORY (ACTIVE LISTINGS)

The number of homes that are actively for sale on the last day of the month.

Indicates the supply side of the market. Rising inventory generally benefits the buyers, while decreasing inventory will generally benefit the sellers.

Month	Inventory	Change YoY
Dec 2025	3,073	9.71%
Nov 2025	3,269	15.80%
Oct 2025	3,528	37.28%
Sep 2025	3,527	24.97%
Aug 2025	3,655	22.69%
Jul 2025	3,814	28.16%
Jun 2025	3,861	30.13%
May 2025	4,031	43.10%
Apr 2025	3,892	52.15%
Mar 2025	3,568	51.25%
Feb 2025	3,335	47.57%
Jan 2025	3,133	40.94%
Dec 2024	2,801	32.56%
12 Month Average	3,557	2.74%



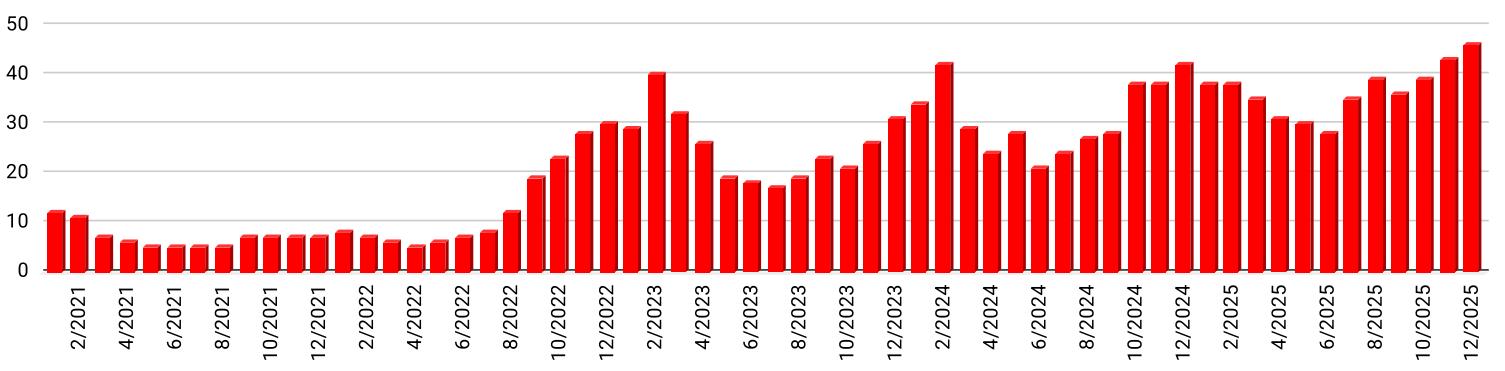
# MEDIAN TIME TO CONTRACT

The median amount of time a home is active on the market before an offer is accepted.

This number is only for closed sales and does not include homes that have not sold yet.

Typically 0-60 days is heavily favors Sellers, while more than 90 days would be favorable to Buyers.

Month	Med Time To C	Change YoY
Dec 2025	48	60.00%
Nov 2025	41	32.26%
Oct 2025	41	13.89%
Sep 2025	39	18.75%
Aug 2025	47	46.88%
Jul 2025	42	44.83%
Jun 2025	35	52.17%
May 2025	31	19.23%
Apr 2025	27	3.85%
Mar 2025	32	45.45%
Feb 2025	42	16.67%
Jan 2025	37	5.71%
Dec 2024	30	30.43%
12 Month Average	39	2.39%

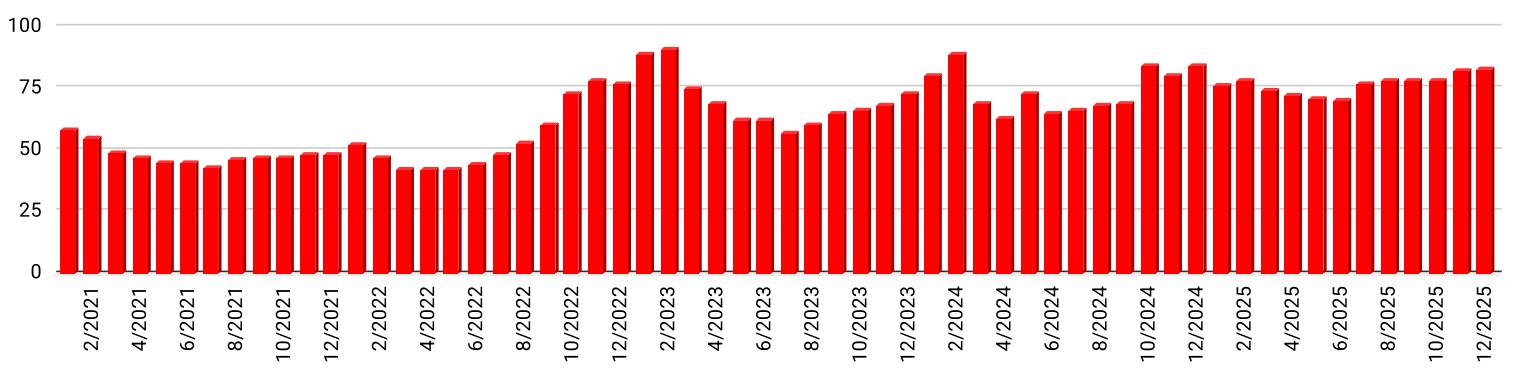


# MEDIAN TIME TO SALE

Similar to Time To Contract, Time to Sale is the median time a home takes from initially being listed until the completion of the sale.

This metric is useful to know the typical timeframes that a home takes to sell, and unlike an average, is not overly influenced by a few homes taking a very long time to

Month	Med Time To Sale	Change YoY
Dec 2025	81	30.65%
Nov 2025	76	11.76%
Oct 2025	76	-2.56%
Sep 2025	76	11.76%
Aug 2025	83	22.06%
Jul 2025	76	13.43%
Jun 2025	70	16.67%
May 2025	69	9.52%
Apr 2025	63	1.61%
Mar 2025	77	30.51%
Feb 2025	77	5.48%
Jan 2025	72	0.00%
Dec 2024	62	5.08%
12 Month Average	75	1.00%



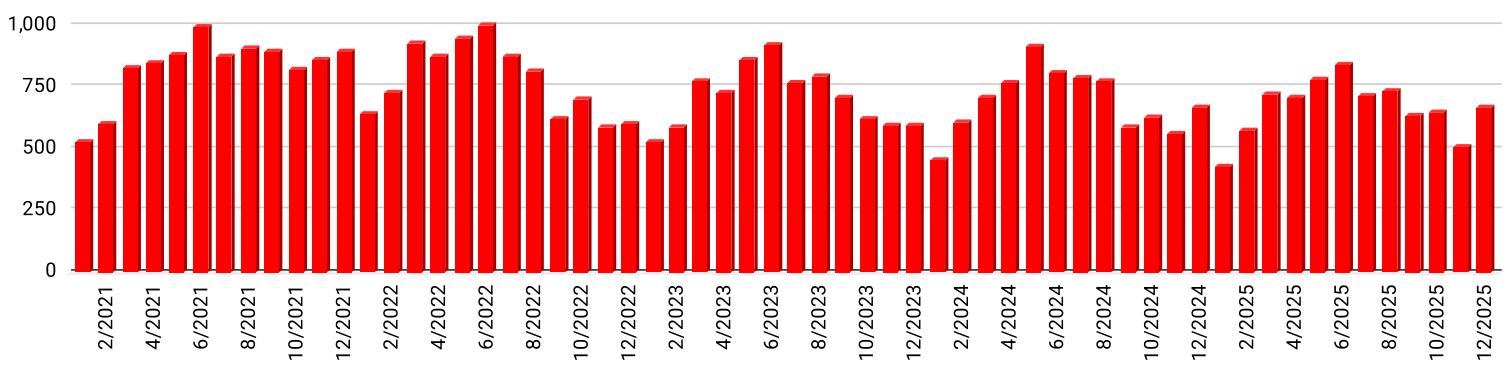
# DOLLAR VOLUME

Closed Sales are one of the chief indicators of demand in the real estate market.

Looking at percentage change is usually a bit more helpful than looking at pure numbers as that generally indicates the trend the market is taking compared to the previous year.

Closed sales do naturally vary month to month.

Month	Dollar Volume	Change YoY
Dec 2025	561	3.10%
Nov 2025	410	-1.35%
Oct 2025	507	34.79%
Sep 2025	460	13.67%
Aug 2025	535	-5.75%
Jul 2025	523	-5.98%
Jun 2025	554	-4.84%
May 2025	610	-3.27%
Apr 2025	561	-21.92%
Mar 2025	576	-7.71%
Feb 2025	484	10.14%
Jan 2025	412	14.82%
Dec 2024	544	30.92%
12 Month Average	516	0.00%



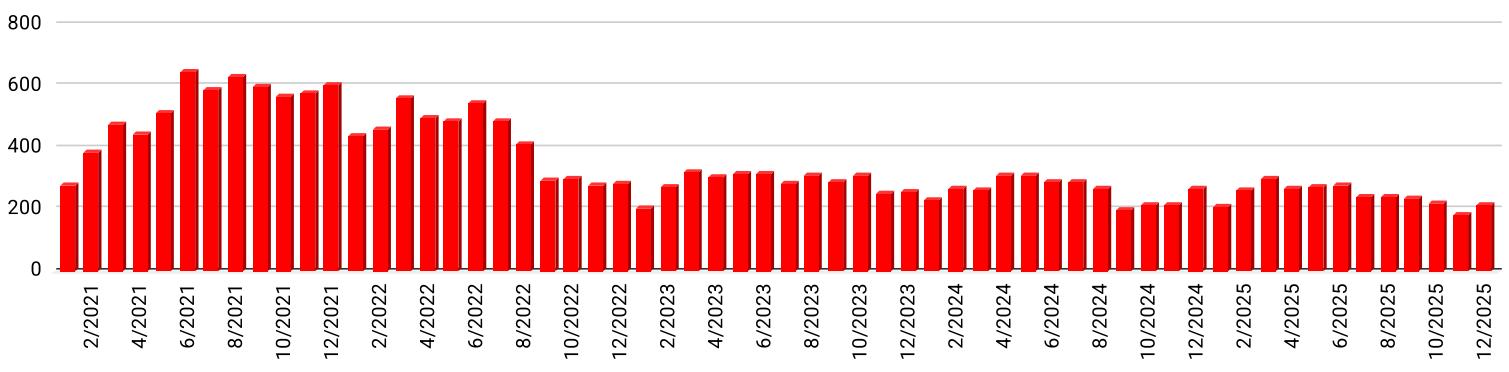
# CASH SALES

Buyers paying with cash generally indicates investor activity.

However in times of low inventory Cash Sales can also increase due to Buyers being required to put together extremely competitive offers.

Most home buyers require a mortgage, so any significant change in Cash Sales is of interest.

Month	Cash Sales	Change YoY
Dec 2025	318	-15.65%
Nov 2025	251	-20.57%
Oct 2025	329	56.67%
Sep 2025	300	38.29%
Aug 2025	323	20.07%
Jul 2025	326	13.59%
Jun 2025	319	16.85%
May 2025	352	1.15%
Apr 2025	375	7.45%
Mar 2025	406	8.85%
Feb 2025	338	24.72%
Jan 2025	326	34.71%
Dec 2024	377	42.80%
12 Month Average	330	1.07%



# CLOSED SALES By Price

For better insight into market trends, it is important to look at each price point separately.

While the work of selling a high or low price point is much the same, the timeframes and number of listings can be considerably different.

You also need to be mindful when the number of transactions is very low, such as currently homes under \$150,000.

Month	Sales by Price	Change YoY
Less Than \$50k	0	#DIV/0!
\$50k - \$100k	3	200.00%
\$100k - \$150k	11	266.67%
\$150k - \$200k	19	0.00%
\$200k - \$250k	44	12.82%
\$250k - \$300k	92	55.93%
\$300k - \$400k	186	-4.12%
\$400k - \$600k	281	-2.77%
\$600k - \$1M	194	-9.35%
\$1M or more	95	4.40%



# MEDIAN Time to Contract

The Median Sales Price is the point at which half of the sales were above and half of the sales were below.

Unlike Average Sales Price, Median Price is not affected as much by a lot of high or low priced home sales in a particular month.

Month	Med Price	Change YoY
Less Than \$50k	0	#DIV/0!
\$50k - \$100k	157	554.17%
\$100k - \$150k	13	333.33%
\$150k - \$200k	44	193.33%
\$200k - \$250k	45	181.25%
\$250k - \$300k	45	125.00%
\$300k - \$400k	48	17.07%
\$400k - \$600k	47	46.88%
\$600k - \$1M	42	55.56%
\$1M or more	71	44.90%



# NEW LISTINGS BY PRICE

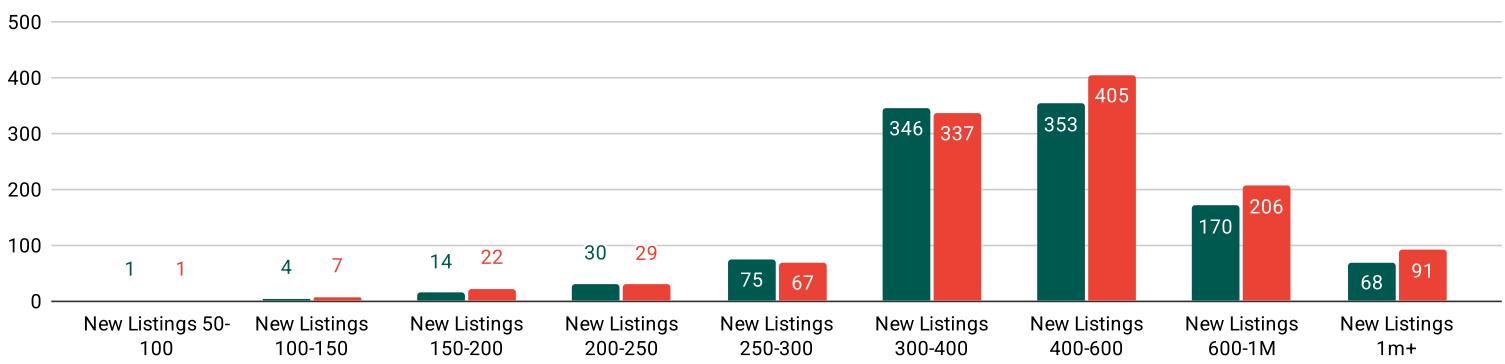
The number of homes listed for sale broken out into price categories.

This is useful to learn where the most market activity is located, as well as detecting or changing shifts in the market.

These are also new listings only, not Temp Off Market, or relists.

You also need to be mindful when the number of transactions is very low, such as currently homes under \$150,000.

Month	Sales by Price	Change YoY
Less Than \$50k	0	#DIV/0!
\$50k - \$100k	1	#DIV/0!
\$100k - \$150k	2	-33.33%
\$150k - \$200k	9	-25.00%
\$200k - \$250k	23	-30.30%
\$250k - \$300k	54	-33.33%
\$300k - \$400k	145	-26.40%
\$400k - \$600k	234	-23.03%
\$600k - \$1M	156	-29.09%
\$1M or more	102	-26.09%



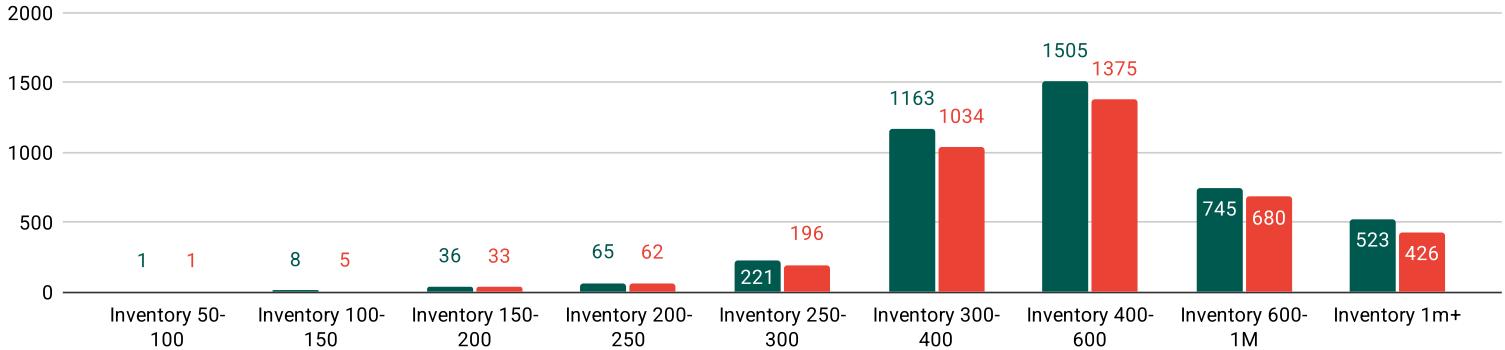
# Inventory by Current Price

The number of homes active on the last day of the month, broken up by price point.

This is useful to know if inventory is growing or shrinking.

You also need to be mindful when the number of transactions is very low, such as cu

Month	Med Price	Change YoY
Less Than \$50k	0	#DIV/0!
\$50k - \$100k	0	#DIV/0!
\$100k - \$150k	1	-75.00%
\$150k - \$200k	15	-6.25%
\$200k - \$250k	53	-30.26%
\$250k - \$300k	161	-13.44%
\$300k - \$400k	566	9.06%
\$400k - \$600k	876	0.00%
\$600k - \$1M	693	1938.24%
\$1M or more	708	39.64%



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