

PINELLAS REAL ESTATE MARKET STATS



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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 with a twist. We don't just sell homes, we sell solutions.

Kyle Sasser

Realtor® and Team Leader of Ashlar Home Team

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Recent Market Shifts

Summary

			4/2026	4/2025	% Change
	Closed Sales		991	938	5.65%
	Cash Sales		331	375	-11.73%
	Median Sales Price		\$465,000	\$465,000	0.00%
	Average Sales Price		\$670,577	\$598,015	12.13%
	Dollar Volume		665 M	561 M	18.47%
	Median % Of Original List Price		93.30%	93.80%	-0.53%
	Median Time to Contract		33 Days	27 Days	22.22%
	Median Time to Sale		70 Days	63 Days	11.11%
	New Pending Sales		1,115	1,044	6.80%
	New Listings		1,258	1,559	-19.31%
	Active Inventory		3,068	3,892	-21.17%
	Months Supply		3.61	4.81	-24.94%
	Foreclosure / REO		8	1	700.00%
	Short Sales		2	1	100.00%

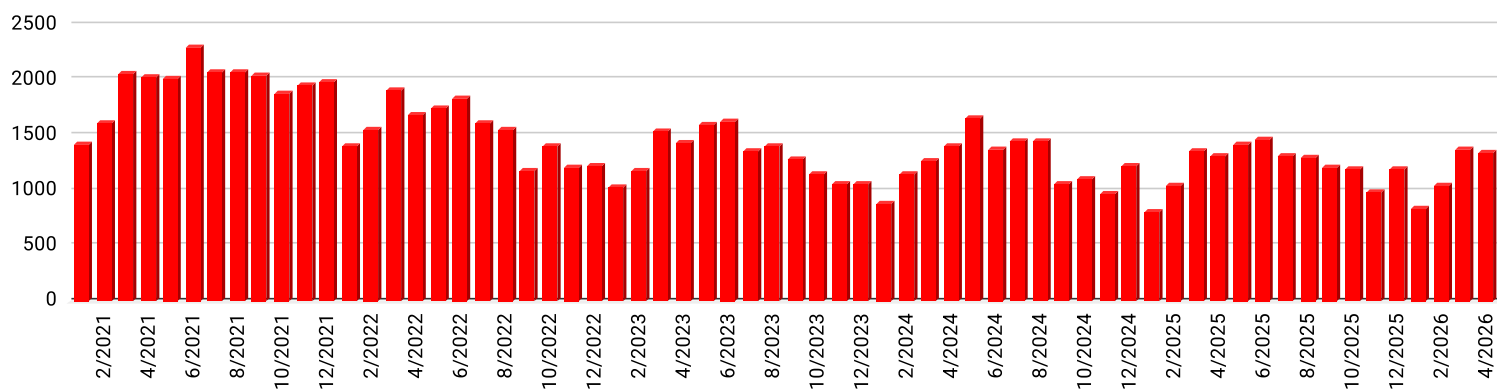
CLOSED SALES

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
Apr 2026	991	5.65%
Mar 2026	976	-1.71%
Feb 2026	699	-12.41%
Jan 2026	585	-12.87%
Dec 2025	926	1.87%
Nov 2025	724	5.85%
Oct 2025	888	37.89%
Sep 2025	809	25.04%
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%
12 Month Average	863	0.40%

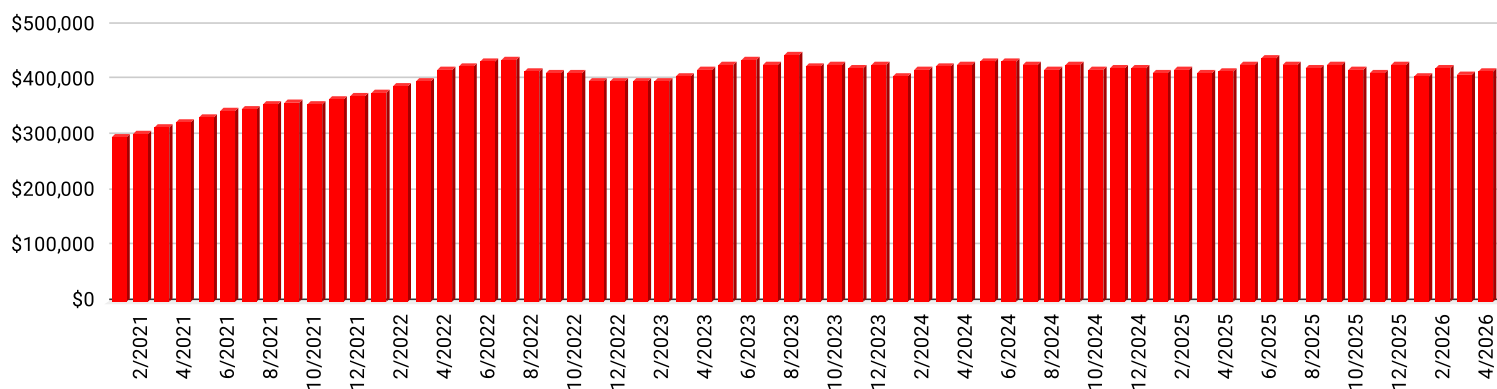


MEDIAN SALE PRICE

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
Apr 2026	\$465,000	0.00%
Mar 2026	\$455,000	4.36%
Feb 2026	\$450,000	1.12%
Jan 2026	\$440,000	0.84%
Dec 2025	\$450,000	-5.76%
Nov 2025	\$440,000	-7.37%
Oct 2025	\$445,450	-3.16%
Sep 2025	\$425,000	-10.53%
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%
12 Month Average	\$446,579	-0.36%



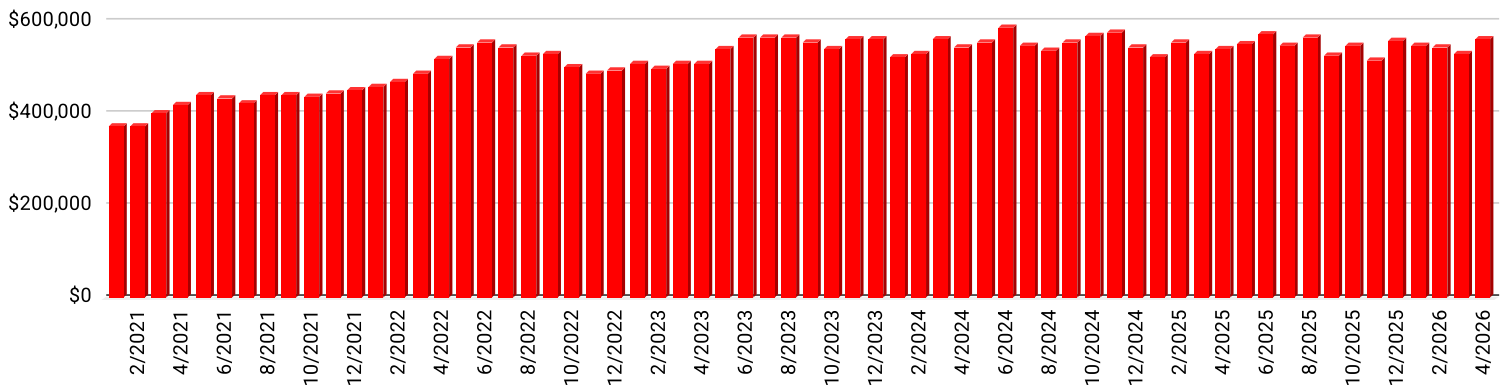
AVERAGE SALE PRICE

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 useful bit of information for overall trends.

Month	Avg Price	Change YoY
Apr 2026	\$670,577	12.13%
Mar 2026	\$600,700	3.60%
Feb 2026	\$601,441	-0.90%
Jan 2026	\$643,731	9.48%
Dec 2025	\$606,017	1.20%
Nov 2025	\$566,041	-6.80%
Oct 2025	\$570,476	-2.25%
Sep 2025	\$569,060	-3.81%
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%
12 Month Average	\$599,423	-0.21%



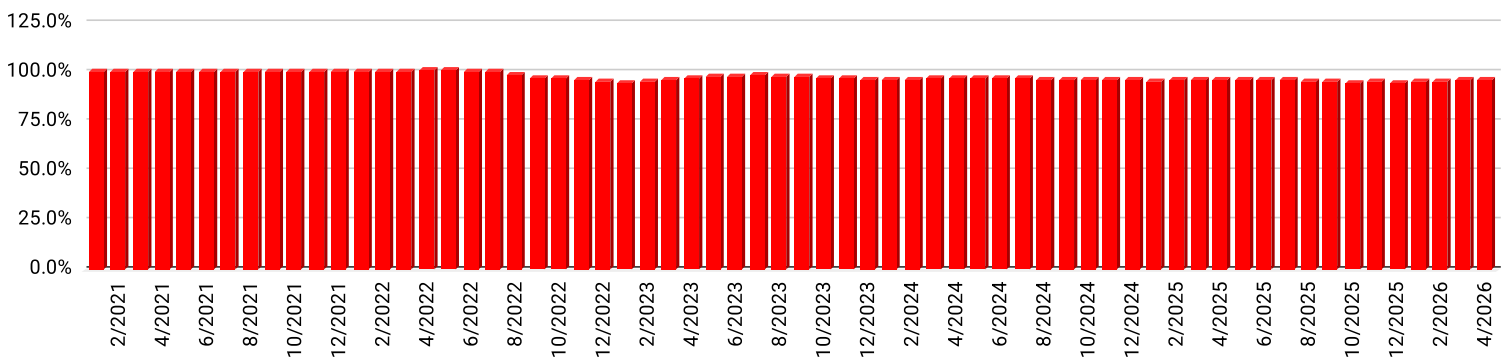
MEDIAN % OF ORIGINAL LIST PRICE RECEIVED

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
Apr 2026	93.30%	-0.53%
Mar 2026	93.60%	-0.43%
Feb 2026	93.70%	0.21%
Jan 2026	93.80%	0.53%
Dec 2025	93.30%	-0.64%
Nov 2025	92.50%	-1.28%
Oct 2025	92.10%	-1.50%
Sep 2025	91.70%	-2.24%
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%
12 Month Average	92.95%	-0.08%



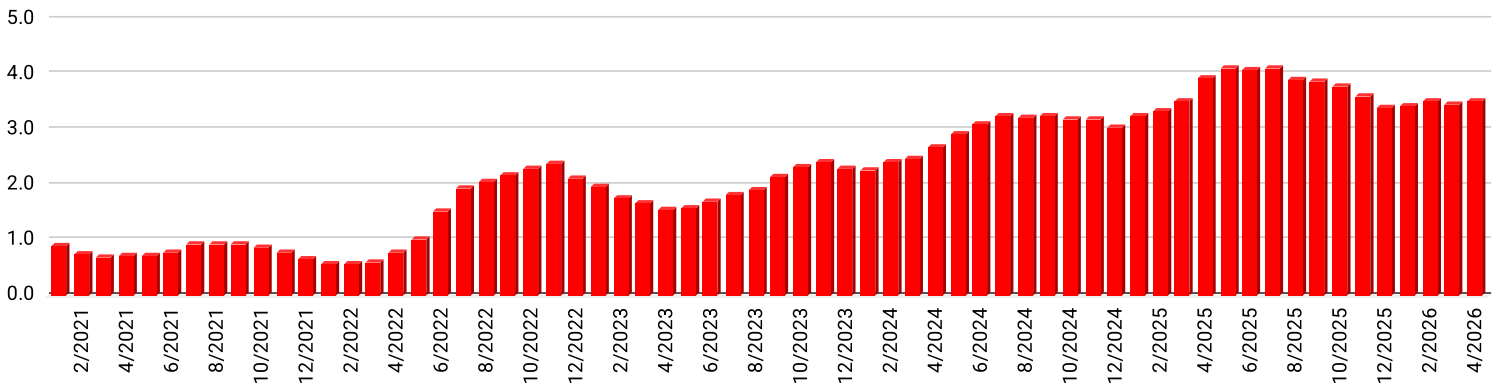
MONTHS SUPPLY

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
Apr 2026	3.61	-24.94%
Mar 2026	3.65	-16.78%
Feb 2026	3.72	-8.75%
Jan 2026	3.59	-6.16%
Dec 2025	3.44	-0.12%
Nov 2025	3.74	5.31%
Oct 2025	3.96	22.25%
Sep 2025	4.05	16.49%
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%
12 Month Average	4.02	0.57%

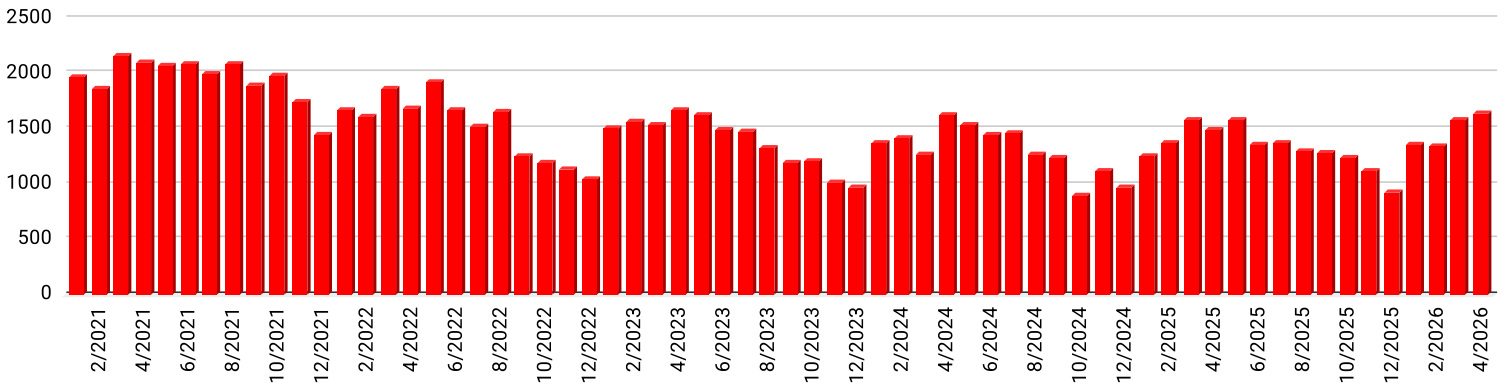


NEW PENDING SALES

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
Apr 2026	1,115	6.80%
Mar 2026	1,087	-3.81%
Feb 2026	943	-3.38%
Jan 2026	916	-9.52%
Dec 2025	137	-82.61%
Nov 2025	849	-9.20%
Oct 2025	934	34.39%
Sep 2025	846	23.14%
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%
12 Month Average	895	-0.07%

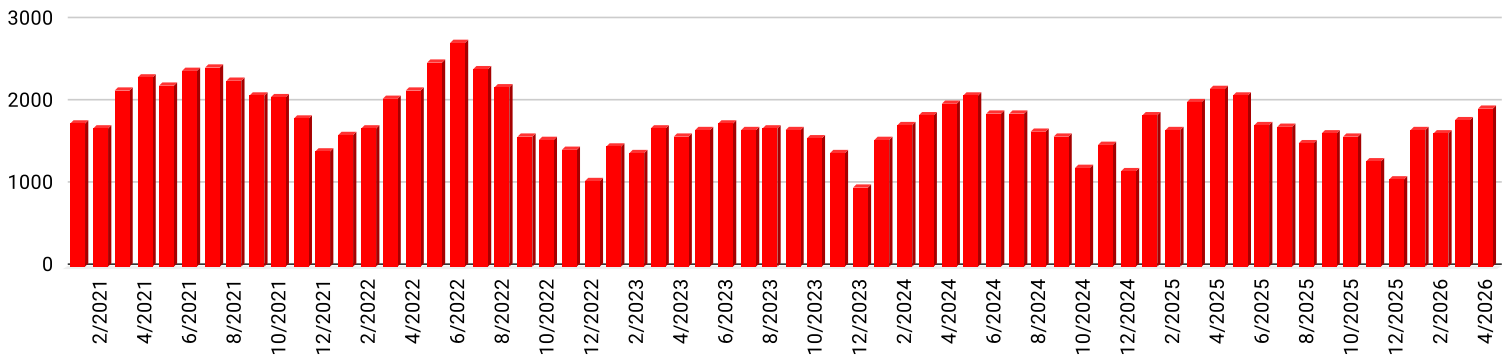


NEW LISTINGS

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
Apr 2026	1,258	-19.31%
Mar 2026	1,222	-24.24%
Feb 2026	1,138	-17.36%
Jan 2026	1,228	-24.90%
Dec 2025	727	-26.42%
Nov 2025	894	-33.13%
Oct 2025	1,219	23.51%
Sep 2025	1,052	12.75%
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%
12 Month Average	1,138	-0.88%

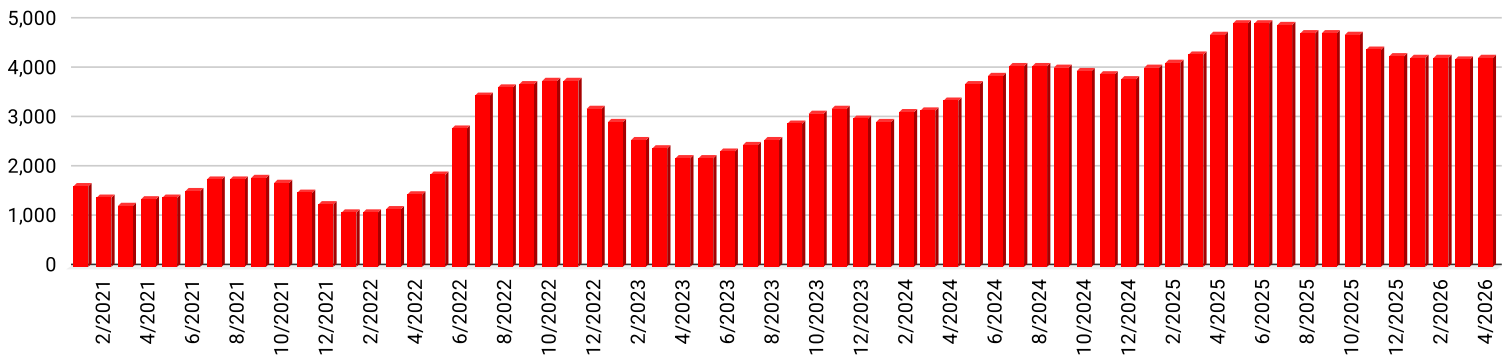


INVENTORY (ACTIVE LISTINGS)

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
Apr 2026	3,068	-21.17%
Mar 2026	3,109	-12.86%
Feb 2026	3,156	-5.37%
Jan 2026	3,137	0.14%
Dec 2025	3,073	9.71%
Nov 2025	3,269	15.80%
Oct 2025	3,528	37.28%
Sep 2025	3,527	26.73%
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%
12 Month Average	3,436	1.04%



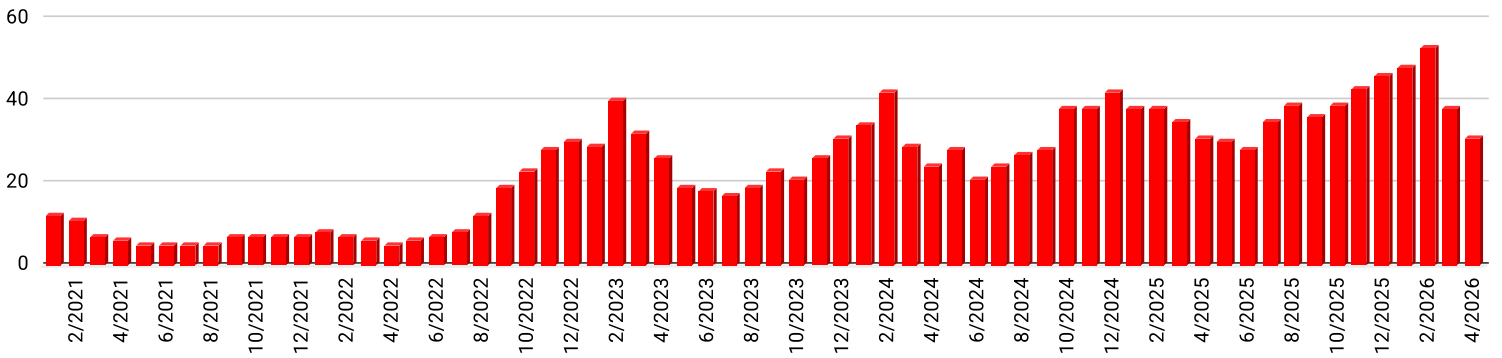
MEDIAN TIME TO CONTRACT

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
Apr 2026	33	22.22%
Mar 2026	34	6.25%
Feb 2026	51	21.43%
Jan 2026	48	36.67%
Dec 2025	48	60.00%
Nov 2025	41	32.26%
Oct 2025	41	13.89%
Sep 2025	39	18.18%
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%
12 Month Average	41	2.47%

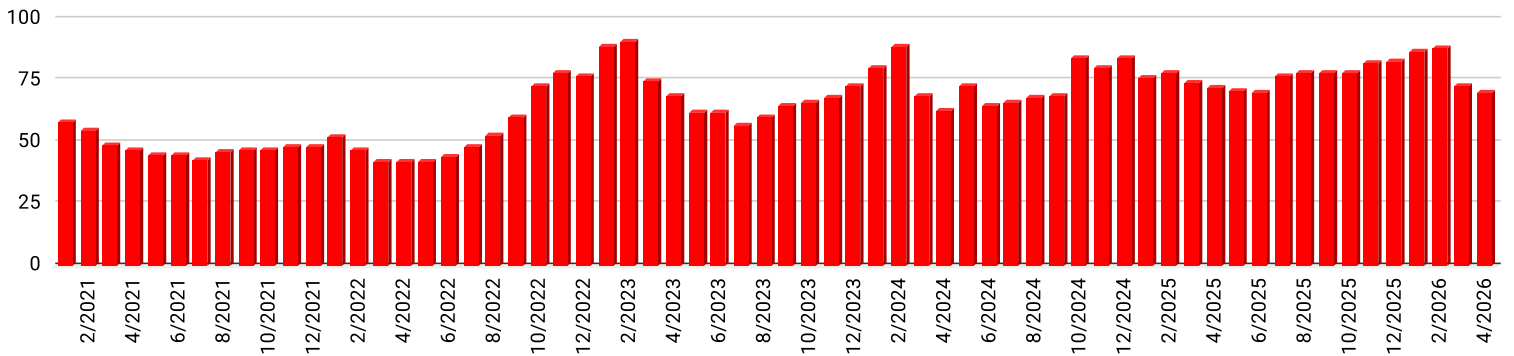


MEDIAN TIME TO SALE

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
Apr 2026	70	11.11%
Mar 2026	68	-11.69%
Feb 2026	87	12.99%
Jan 2026	82	16.13%
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%
12 Month Average	76	0.92%



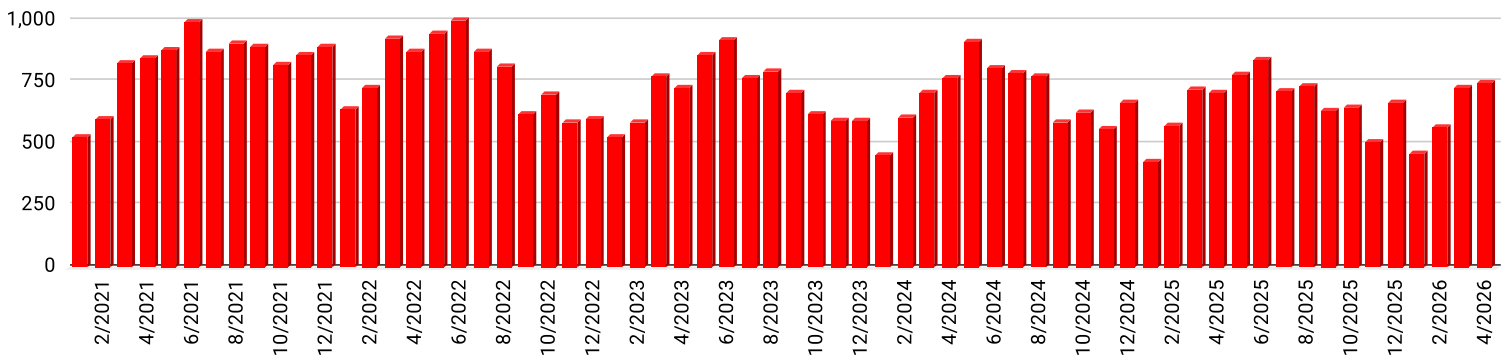
DOLLAR VOLUME

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
Apr 2026	665	18.47%
Mar 2026	586	1.83%
Feb 2026	420	-13.19%
Jan 2026	377	-6.52%
Dec 2025	561	3.10%
Nov 2025	410	-1.35%
Oct 2025	507	34.79%
Sep 2025	460	20.28%
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%
12 Month Average	517	0.16%



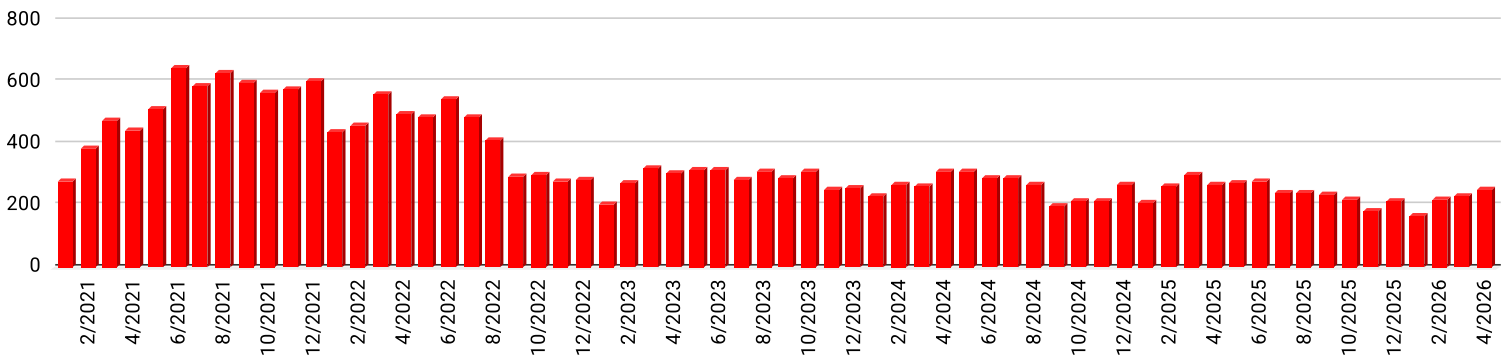
CASH SALES

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
Apr 2026	331	-11.73%
Mar 2026	318	-21.67%
Feb 2026	261	-22.78%
Jan 2026	239	-23.08%
Dec 2025	318	-15.65%
Nov 2025	251	-20.57%
Oct 2025	329	56.67%
Sep 2025	300	52.28%
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%
12 Month Average	306	-0.12%



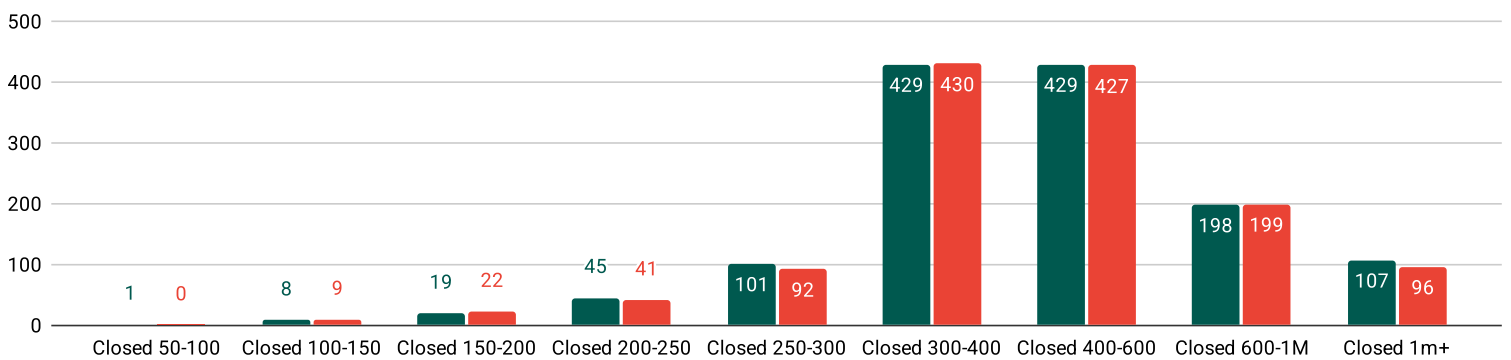
CLOSED SALES By Price

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	0	-100.00%
\$100k - \$150k	3	-50.00%
\$150k - \$200k	18	-30.77%
\$200k - \$250k	43	30.30%
\$250k - \$300k	61	-19.74%
\$300k - \$400k	233	13.11%
\$400k - \$600k	319	9.62%
\$600k - \$1M	165	-17.50%
\$1M or more	149	50.51%



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	0	-100.00%
\$100k - \$150k	8	-72.41%
\$150k - \$200k	8	-85.19%
\$200k - \$250k	25	-24.24%
\$250k - \$300k	43	30.30%
\$300k - \$400k	31	6.90%
\$400k - \$600k	28	16.67%
\$600k - \$1M	28	-9.68%
\$1M or more	48	100.00%



NEW LISTINGS BY PRICE

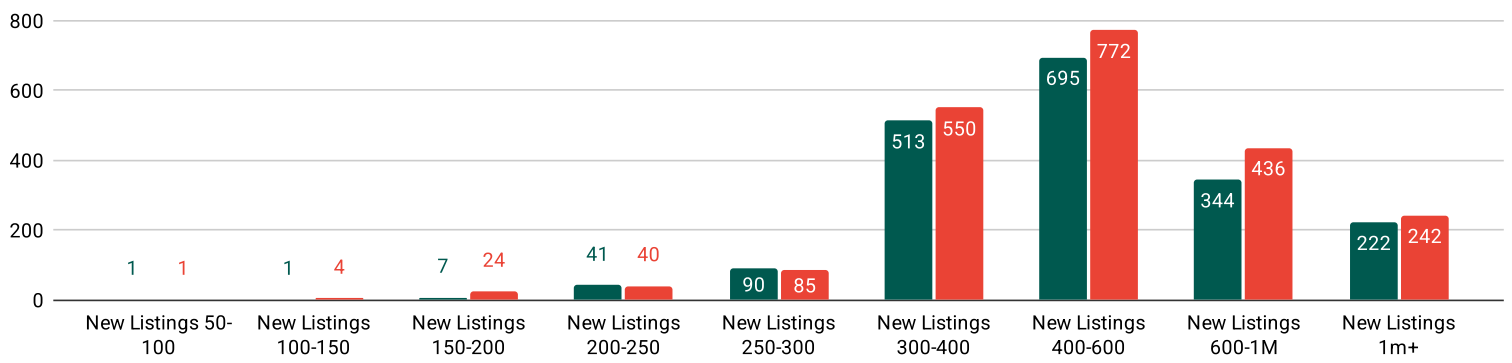
The number of homes listed for sale broken out into price categories.

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	2	100.00%
\$100k - \$150k	2	-66.67%
\$150k - \$200k	13	-27.78%
\$200k - \$250k	31	-8.82%
\$250k - \$300k	83	-10.75%
\$300k - \$400k	240	-19.46%
\$400k - \$600k	420	-19.85%
\$600k - \$1M	296	-16.15%
\$1M or more	171	-26.29%



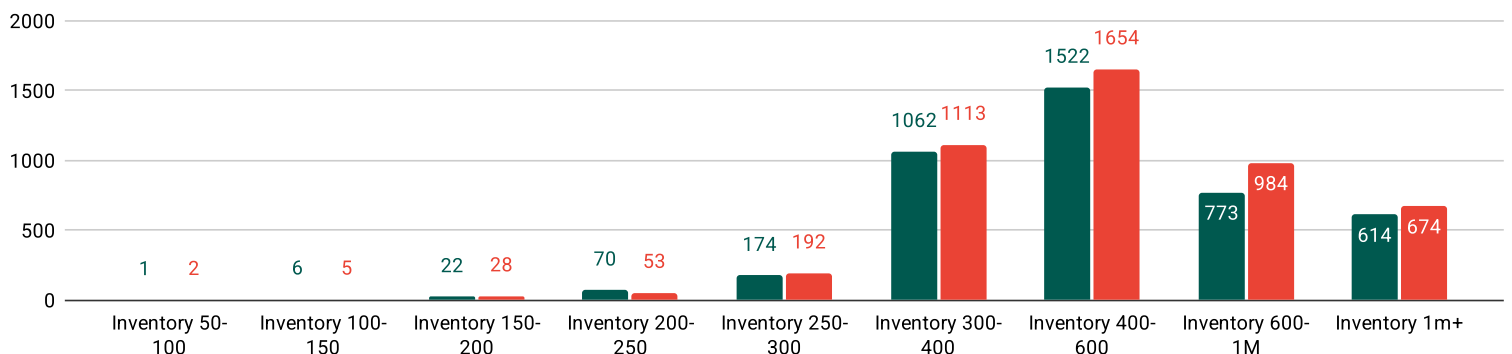
Inventory by Current Price

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	2	#DIV/0!
\$100k - \$150k	1	-85.71%
\$150k - \$200k	16	-20.00%
\$200k - \$250k	45	-48.86%
\$250k - \$300k	145	-29.27%
\$300k - \$400k	521	-23.83%
\$400k - \$600k	874	-28.48%
\$600k - \$1M	712	-19.55%
\$1M or more	752	-3.71%



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