Monthly Market Detail - October 2026
Townhouses and Condos
Hillsborough County

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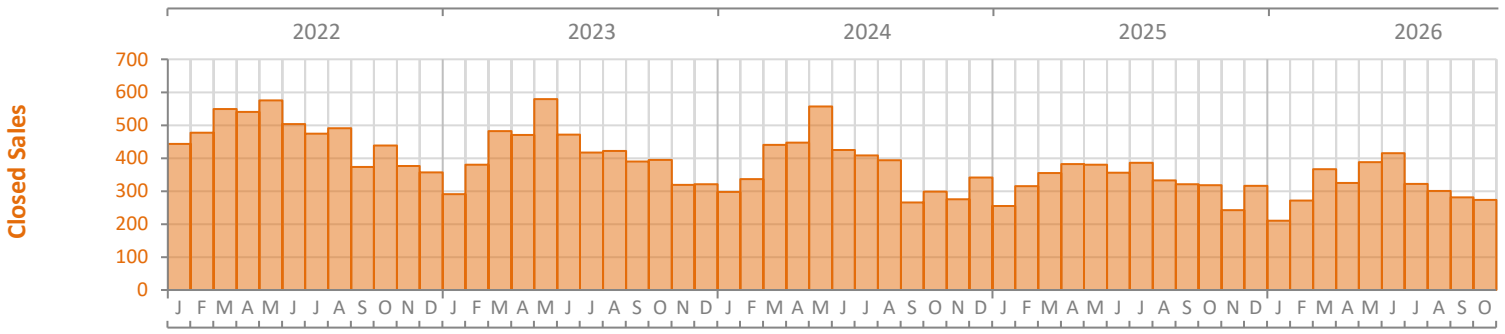
Summary Statistics	October 2026	October 2025	Percent Change Year-over-Year
Closed Sales	273	318	-14.2%
Paid in Cash	134	124	8.1%
Median Sale Price	$242,500	$270,000	-10.2%
Average Sale Price	$376,854	$388,551	-3.0%
Dollar Volume	$102.9 Million	$123.6 Million	-16.7%
Median Percent of Original List Price Received	93.0%	94.0%	-1.1%
Median Time to Contract	53 Days	54 Days	-1.9%
Median Time to Sale	91 Days	90 Days	1.1%
New Pending Sales	263	319	-17.6%
New Listings	373	477	-21.8%
Pending Inventory	295	348	-15.2%
Inventory (Active Listings)	1,883	1,875	0.4%
Months Supply of Inventory	6.1	5.6	8.9%

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	3,153	-7.3%
October 2026	**273**	**-14.2%**
September 2026	281	-12.5%
August 2026	301	-9.6%
July 2026	322	-16.6%
June 2026	415	16.6%
May 2026	388	2.1%
April 2026	325	-14.9%
March 2026	367	3.4%
February 2026	271	-14.0%
January 2026	210	-17.6%
December 2025	316	-7.3%
November 2025	242	-12.0%
October 2025	318	6.4%



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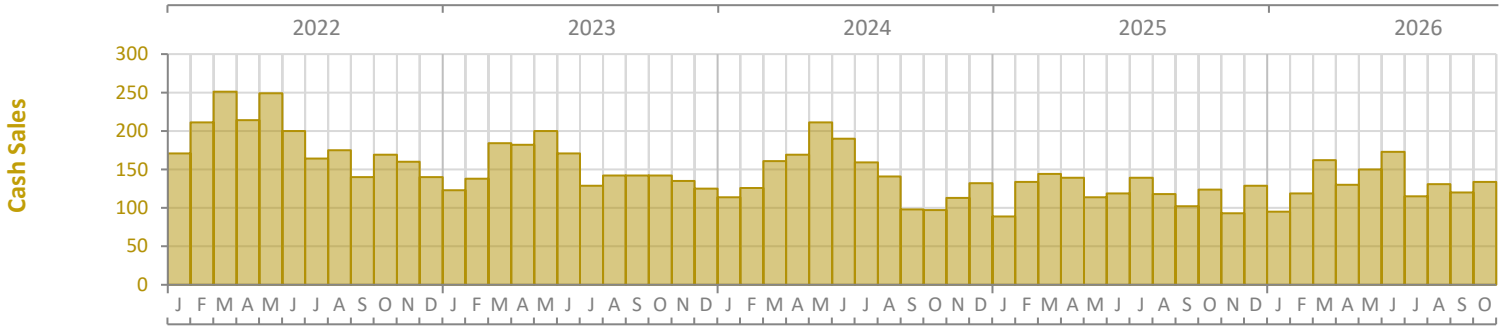
Cash Sales

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	1,329	8.8%
October 2026	**134**	**8.1%**
September 2026	120	17.6%
August 2026	131	11.0%
July 2026	115	-17.3%
June 2026	173	45.4%
May 2026	150	31.6%
April 2026	130	-6.5%
March 2026	162	12.5%
February 2026	119	-11.2%
January 2026	95	6.7%
December 2025	129	-2.3%
November 2025	93	-17.7%
October 2025	124	27.8%

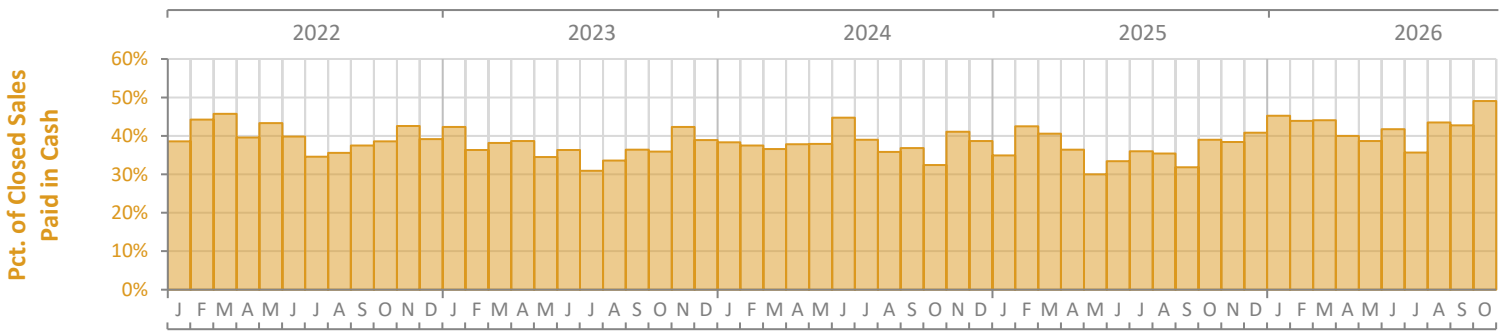


Cash Sales as a Percentage of Closed Sales

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	42.2%	17.5%
October 2026	**49.1%**	**25.9%**
September 2026	42.7%	34.3%
August 2026	43.5%	22.9%
July 2026	35.7%	-0.8%
June 2026	41.7%	24.9%
May 2026	38.7%	29.0%
April 2026	40.0%	9.9%
March 2026	44.1%	8.6%
February 2026	43.9%	3.3%
January 2026	45.2%	29.5%
December 2025	40.8%	5.4%
November 2025	38.4%	-6.6%
October 2025	39.0%	20.4%



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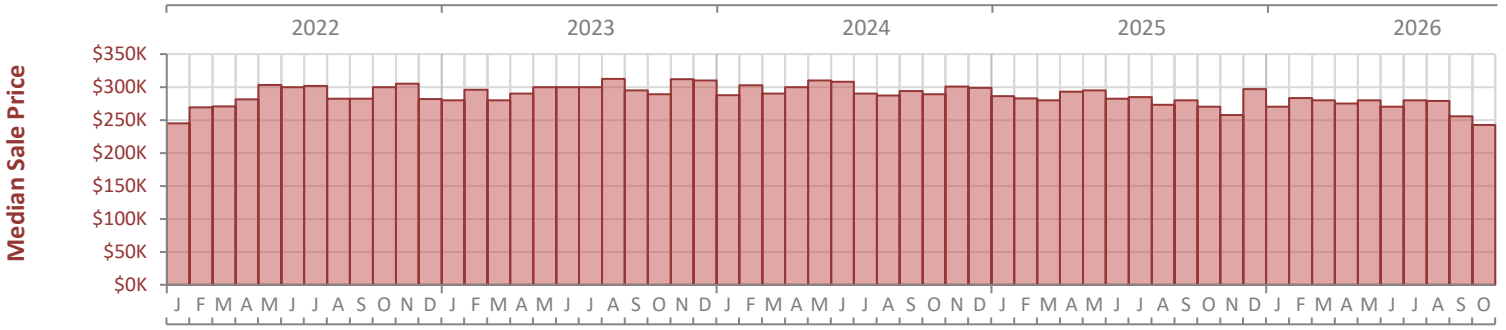
Median Sale Price

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	$274,990	-3.5%
October 2026	**$242,500**	**-10.2%**
September 2026	$255,650	-8.7%
August 2026	$279,000	2.2%
July 2026	$280,000	-1.7%
June 2026	$270,000	-4.4%
May 2026	$279,995	-5.1%
April 2026	$275,000	-6.1%
March 2026	$279,995	0.0%
February 2026	$283,495	0.2%
January 2026	$270,000	-5.6%
December 2025	$297,000	-0.5%
November 2025	$257,500	-14.4%
October 2025	$270,000	-6.6%

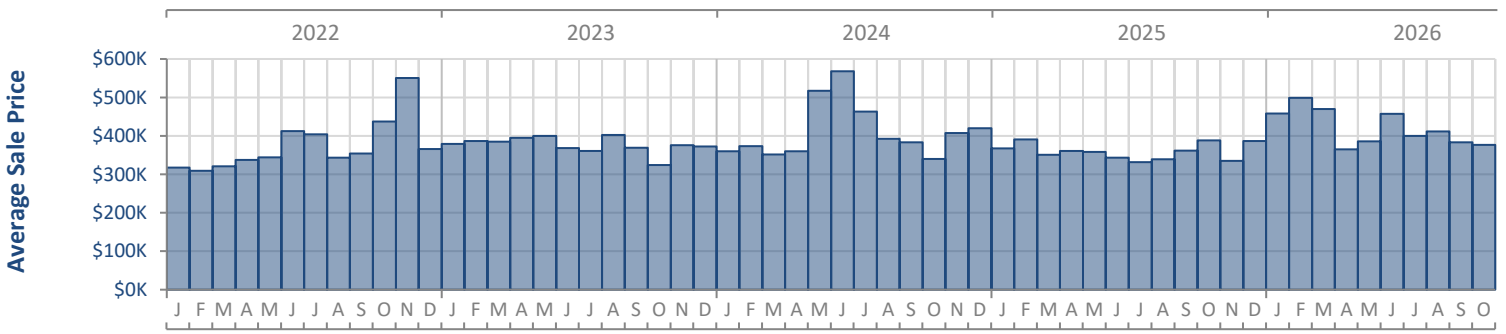


Average Sale Price

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	$420,289	17.3%
October 2026	**$376,854**	**-3.0%**
September 2026	$383,215	5.9%
August 2026	$411,465	21.4%
July 2026	$399,657	20.6%
June 2026	$457,577	33.2%
May 2026	$386,058	7.8%
April 2026	$364,574	0.9%
March 2026	$469,802	33.9%
February 2026	$498,885	27.6%
January 2026	$458,467	24.9%
December 2025	$386,426	-8.0%
November 2025	$335,337	-17.7%
October 2025	$388,551	14.4%



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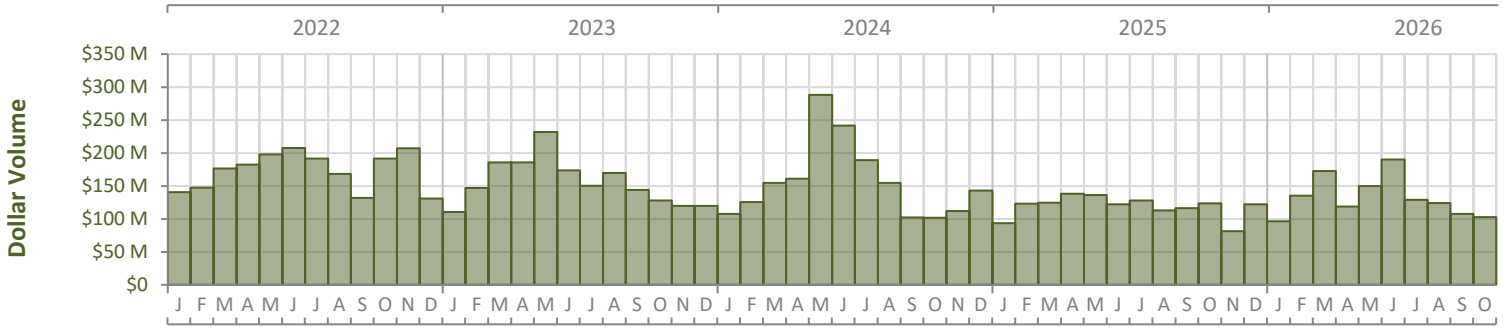
Dollar Volume

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	$1.3 Billion	8.8%
October 2026	**$102.9 Million**	**-16.7%**
September 2026	$107.7 Million	-7.3%
August 2026	$123.9 Million	9.7%
July 2026	$128.7 Million	0.6%
June 2026	$189.9 Million	55.2%
May 2026	$149.8 Million	10.0%
April 2026	$118.5 Million	-14.1%
March 2026	$172.4 Million	38.4%
February 2026	$135.2 Million	9.8%
January 2026	$96.3 Million	2.9%
December 2025	$122.1 Million	-14.7%
November 2025	$81.2 Million	-27.6%
October 2025	$123.6 Million	21.6%

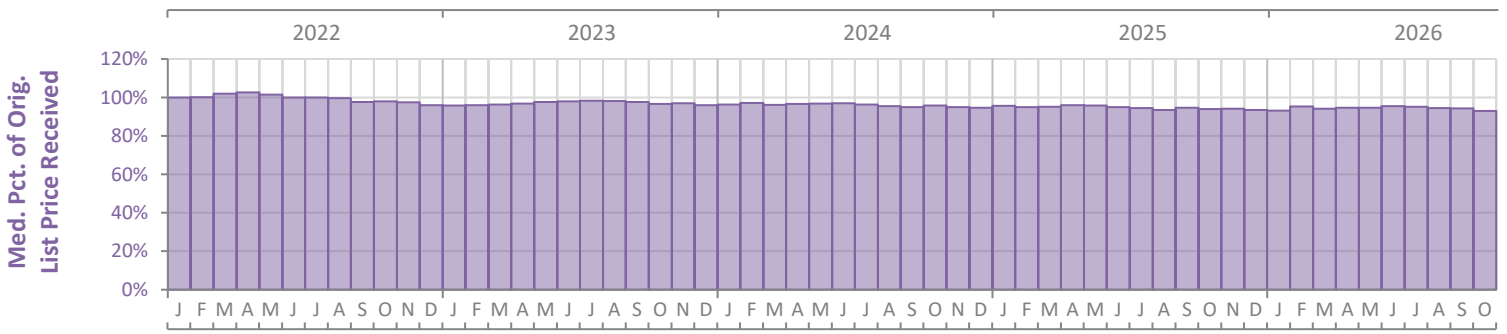


Median Percent of Original List Price Received

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	94.6%	-0.4%
October 2026	**93.0%**	**-1.1%**
September 2026	94.3%	-0.3%
August 2026	94.4%	1.1%
July 2026	95.1%	0.7%
June 2026	95.5%	0.5%
May 2026	94.6%	-1.3%
April 2026	94.7%	-1.4%
March 2026	94.2%	-0.9%
February 2026	95.3%	0.4%
January 2026	93.2%	-2.5%
December 2025	93.4%	-1.4%
November 2025	94.2%	-0.8%
October 2025	94.0%	-1.9%



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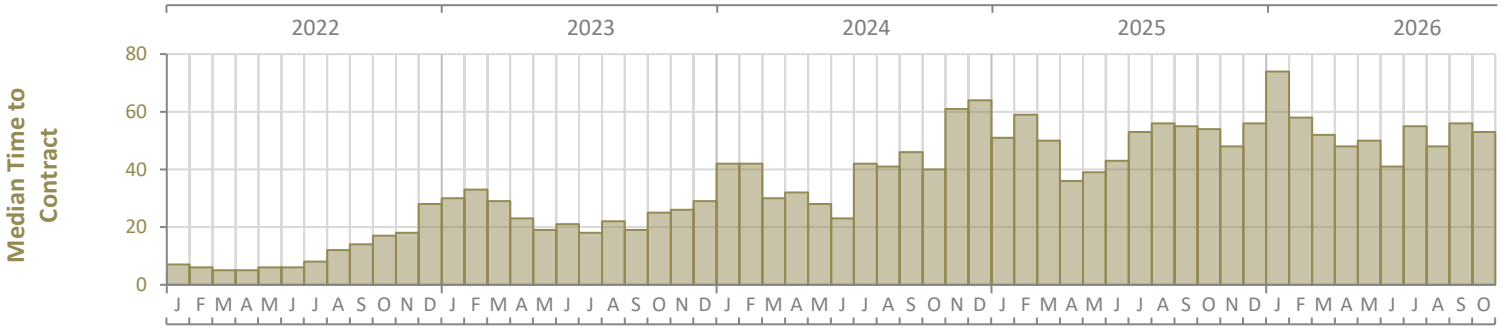
Median Time to Contract

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	57 Days	9.6%
October 2026	**53 Days**	**-1.9%**
September 2026	56 Days	1.8%
August 2026	48 Days	-14.3%
July 2026	55 Days	3.8%
June 2026	41 Days	-4.7%
May 2026	50 Days	28.2%
April 2026	48 Days	33.3%
March 2026	52 Days	4.0%
February 2026	58 Days	-1.7%
January 2026	74 Days	45.1%
December 2025	56 Days	-12.5%
November 2025	48 Days	-21.3%
October 2025	54 Days	35.0%

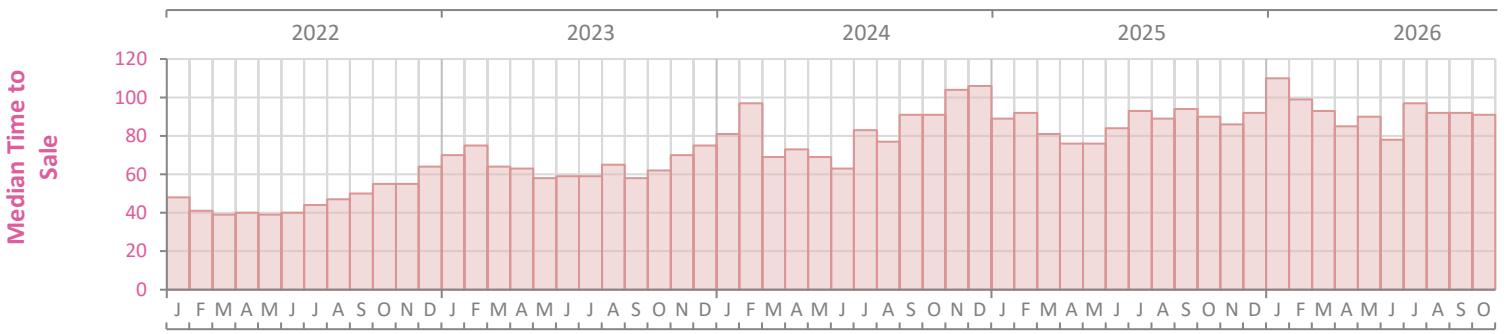


Median Time to Sale

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	95 Days	6.7%
October 2026	**91 Days**	**1.1%**
September 2026	92 Days	-2.1%
August 2026	92 Days	3.4%
July 2026	97 Days	4.3%
June 2026	78 Days	-7.1%
May 2026	90 Days	18.4%
April 2026	85 Days	11.8%
March 2026	93 Days	14.8%
February 2026	99 Days	7.6%
January 2026	110 Days	23.6%
December 2025	92 Days	-13.2%
November 2025	86 Days	-17.3%
October 2025	90 Days	-1.1%



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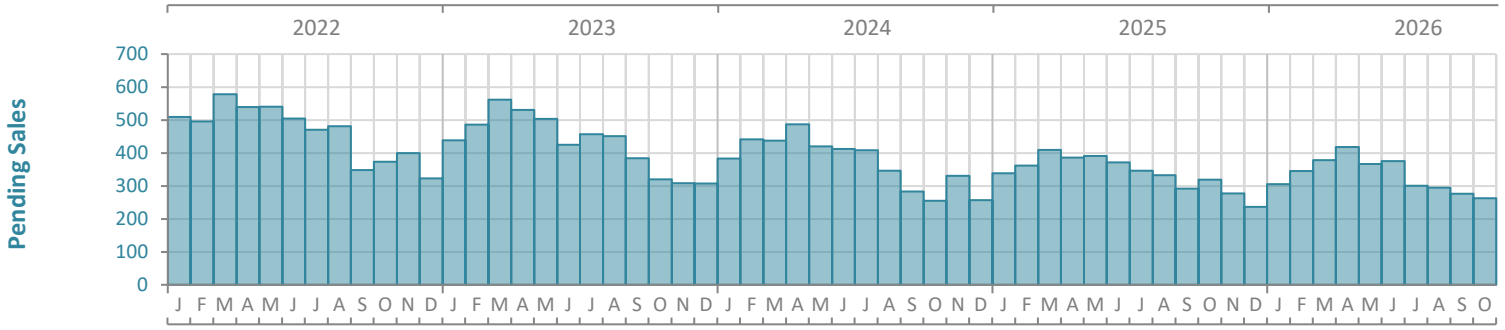
New Pending Sales

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	3,323	-6.3%
October 2026	**263**	**-17.6%**
September 2026	276	-5.5%
August 2026	295	-11.4%
July 2026	301	-13.0%
June 2026	375	1.1%
May 2026	367	-6.1%
April 2026	418	8.3%
March 2026	378	-7.6%
February 2026	345	-4.7%
January 2026	305	-9.8%
December 2025	236	-8.2%
November 2025	277	-16.3%
October 2025	319	25.1%

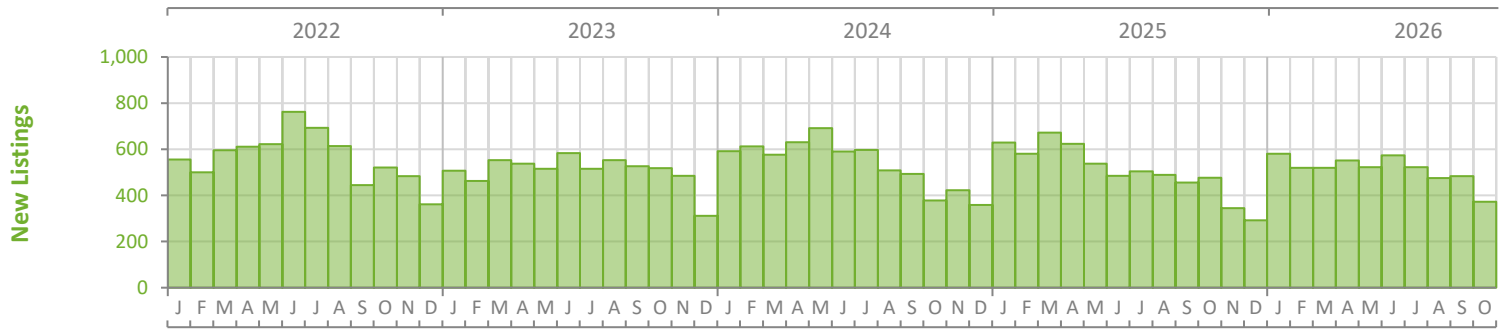


New Listings

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	5,119	-6.1%
October 2026	**373**	**-21.8%**
September 2026	484	6.4%
August 2026	475	-2.9%
July 2026	522	3.6%
June 2026	573	18.1%
May 2026	522	-2.8%
April 2026	551	-11.6%
March 2026	519	-22.8%
February 2026	520	-10.3%
January 2026	580	-7.8%
December 2025	292	-18.7%
November 2025	345	-18.4%
October 2025	477	26.2%



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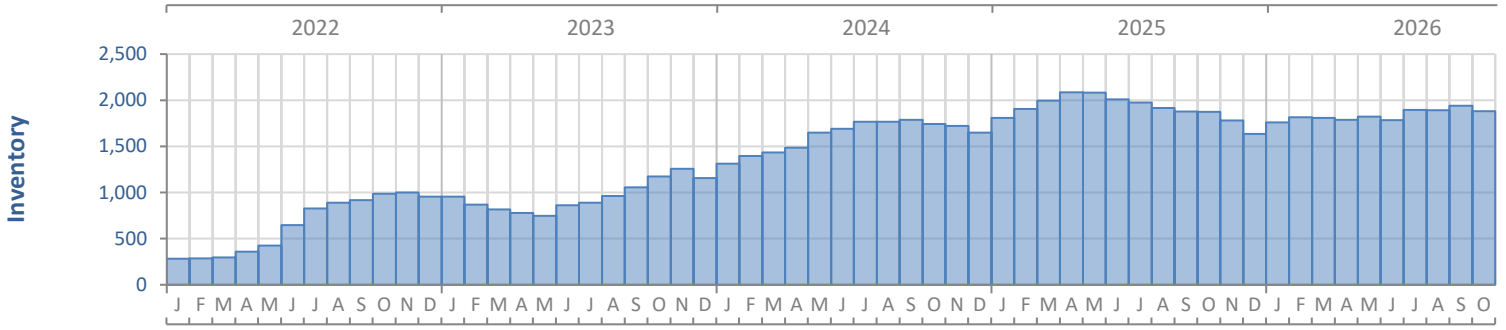
Inventory (Active Listings)

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)	1,839	-5.8%
October 2026	**1,883**	**0.4%**
September 2026	1,942	3.5%
August 2026	1,892	-1.2%
July 2026	1,895	-4.1%
June 2026	1,783	-11.2%
May 2026	1,823	-12.4%
April 2026	1,787	-14.4%
March 2026	1,810	-9.3%
February 2026	1,816	-4.7%
January 2026	1,759	-2.7%
December 2025	1,635	-0.8%
November 2025	1,781	3.4%
October 2025	1,875	7.5%

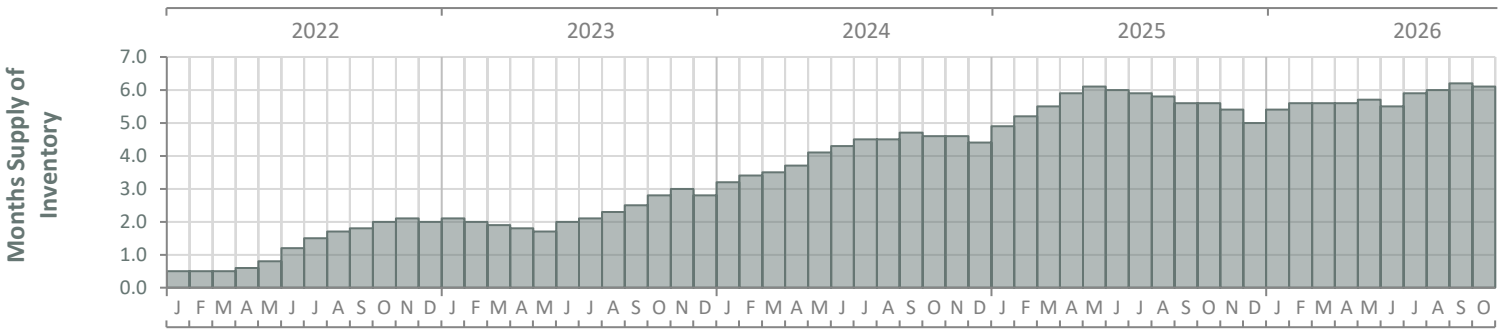


Months Supply of Inventory

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)	5.8	1.8%
October 2026	**6.1**	**8.9%**
September 2026	6.2	10.7%
August 2026	6.0	3.4%
July 2026	5.9	0.0%
June 2026	5.5	-8.3%
May 2026	5.7	-6.6%
April 2026	5.6	-5.1%
March 2026	5.6	1.8%
February 2026	5.6	7.7%
January 2026	5.4	10.2%
December 2025	5.0	13.6%
November 2025	5.4	17.4%
October 2025	5.6	21.7%



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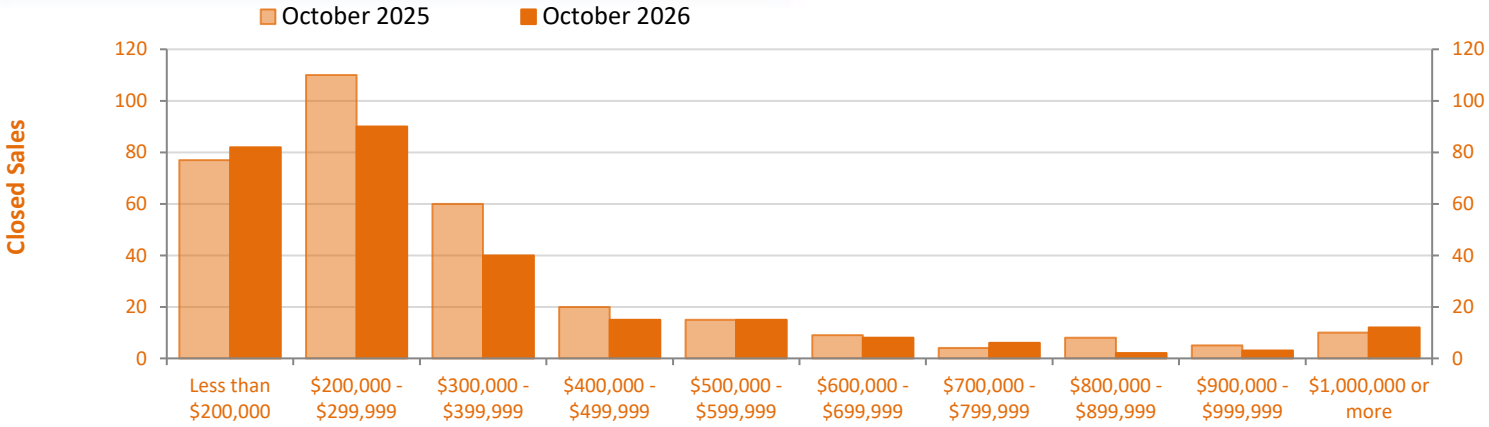
Closed Sales by Sale Price

The number of sales transactions which closed during the month

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

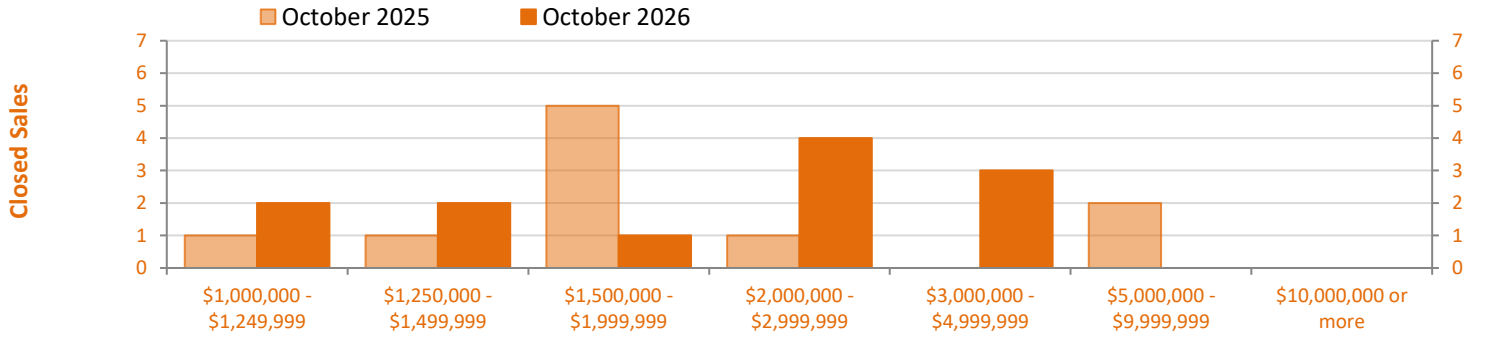
Sale Price	Closed Sales	Percent Change Year-over-Year
Less than $200,000	82	6.5%
$200,000 - $299,999	90	-18.2%
$300,000 - $399,999	40	-33.3%
$400,000 - $499,999	15	-25.0%
$500,000 - $599,999	15	0.0%
$600,000 - $699,999	8	-11.1%
$700,000 - $799,999	6	50.0%
$800,000 - $899,999	2	-75.0%
$900,000 - $999,999	3	-40.0%
$1,000,000 or more	12	20.0%



Million Dollar Spotlight

Closed Sales by Sale Price for properties selling for $1,000,000 or more

Sale Price	Closed Sales	Percent Change Year-over-Year
$1,000,000 - $1,249,999	2	100.0%
$1,250,000 - $1,499,999	2	100.0%
$1,500,000 - $1,999,999	1	-80.0%
$2,000,000 - $2,999,999	4	300.0%
$3,000,000 - $4,999,999	3	N/A
$5,000,000 - $9,999,999	0	-100.0%
$10,000,000 or more	0	N/A



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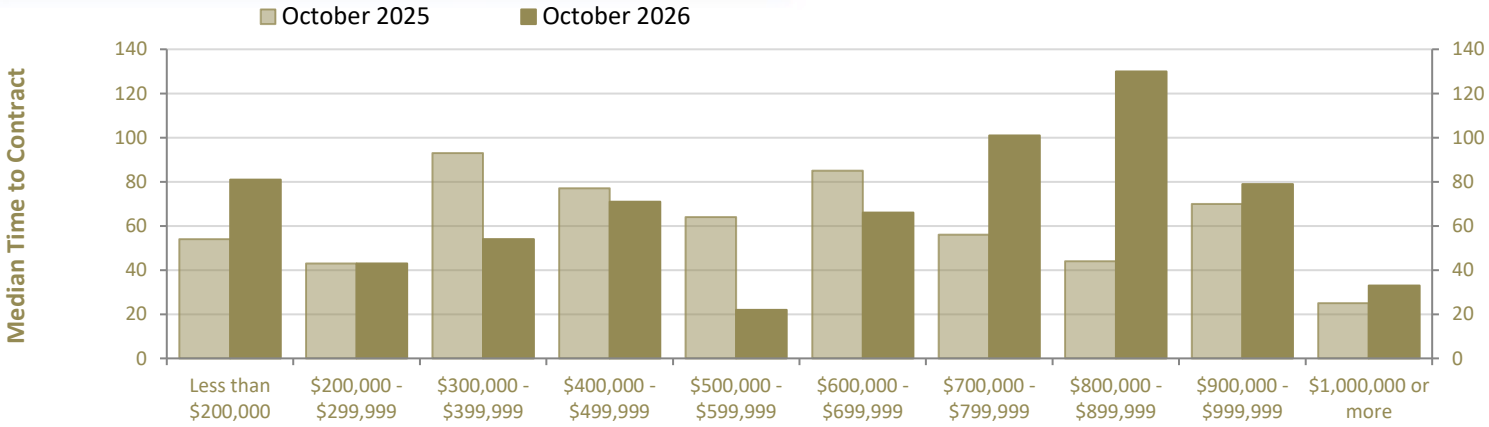
Median Time to Contract by Sale Price

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

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

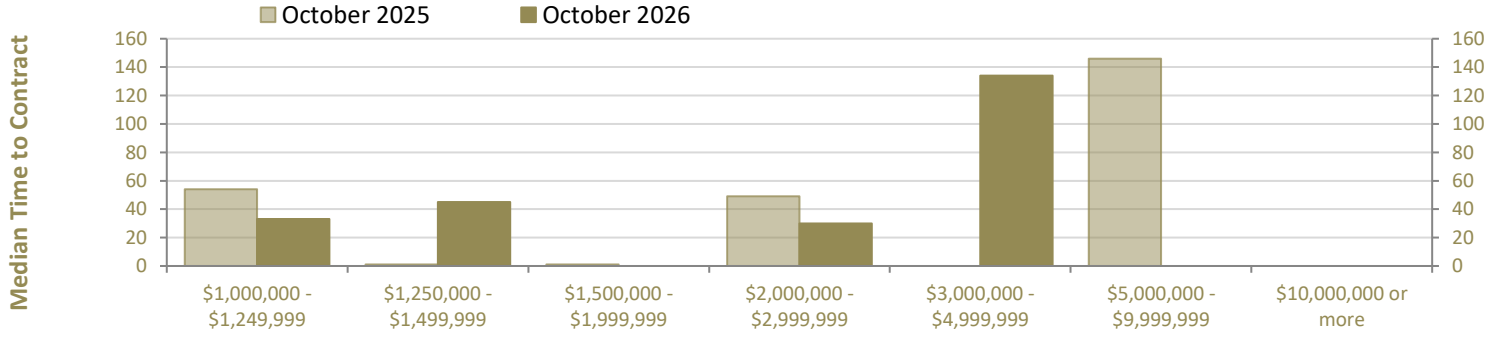
Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than $200,000	81 Days	50.0%
$200,000 - $299,999	43 Days	0.0%
$300,000 - $399,999	54 Days	-41.9%
$400,000 - $499,999	71 Days	-7.8%
$500,000 - $599,999	22 Days	-65.6%
$600,000 - $699,999	66 Days	-22.4%
$700,000 - $799,999	101 Days	80.4%
$800,000 - $899,999	130 Days	195.5%
$900,000 - $999,999	79 Days	12.9%
$1,000,000 or more	33 Days	32.0%



Million Dollar Spotlight

Median Time to Contract by Sale Price for properties selling for $1,000,000 or more

Sale Price	Median Time to Contract	Percent Change Year-over-Year
$1,000,000 - $1,249,999	33 Days	-38.9%
$1,250,000 - $1,499,999	45 Days	4400.0%
$1,500,000 - $1,999,999	0 Days	-100.0%
$2,000,000 - $2,999,999	30 Days	-38.8%
$3,000,000 - $4,999,999	134 Days	N/A
$5,000,000 - $9,999,999	(No Sales)	N/A
$10,000,000 or more	(No Sales)	N/A



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Data released on Monday, November 16, 2026. Next data release is Wednesday, December 16, 2026.

Monthly Market Detail - October 2026
Townhouses and Condos
Hillsborough County

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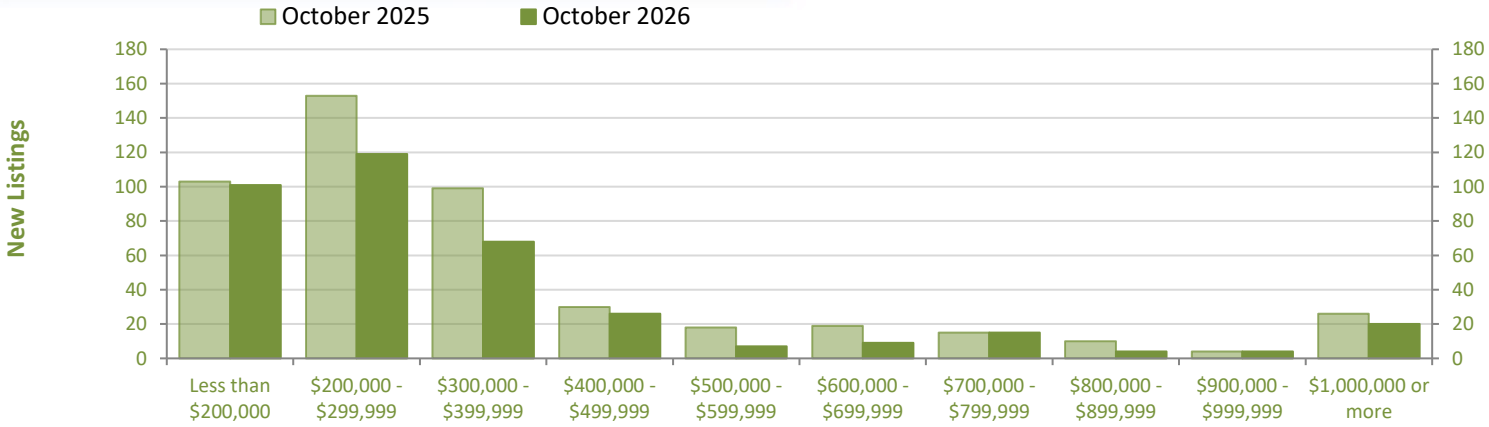
New Listings by Initial Listing Price

The number of properties put onto the market during the month

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

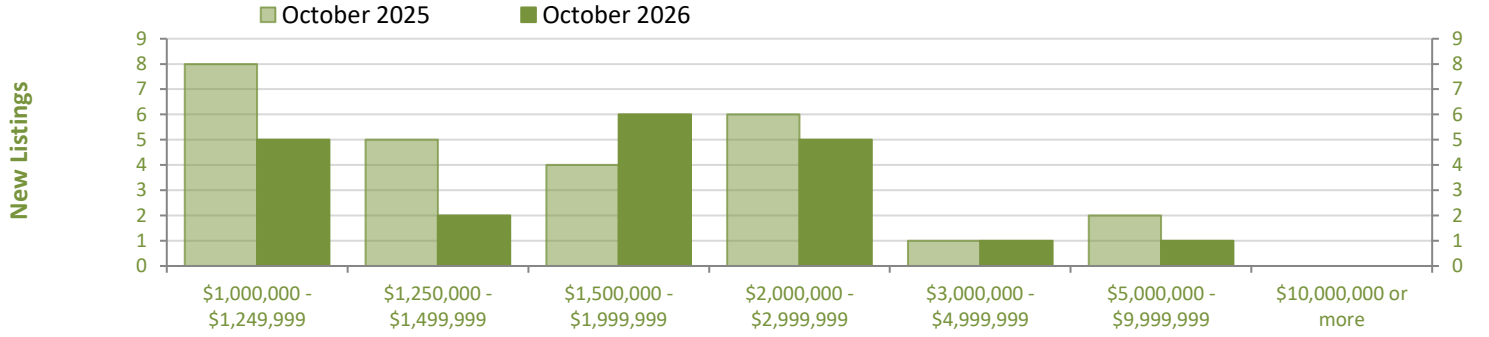
Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than $200,000	101	-1.9%
$200,000 - $299,999	119	-22.2%
$300,000 - $399,999	68	-31.3%
$400,000 - $499,999	26	-13.3%
$500,000 - $599,999	7	-61.1%
$600,000 - $699,999	9	-52.6%
$700,000 - $799,999	15	0.0%
$800,000 - $899,999	4	-60.0%
$900,000 - $999,999	4	0.0%
$1,000,000 or more	20	-23.1%



Million Dollar Spotlight

New Listings by Initial Listing Price for properties listed for $1,000,000 or more

Initial Listing Price	New Listings	Percent Change Year-over-Year
$1,000,000 - $1,249,999	5	-37.5%
$1,250,000 - $1,499,999	2	-60.0%
$1,500,000 - $1,999,999	6	50.0%
$2,000,000 - $2,999,999	5	-16.7%
$3,000,000 - $4,999,999	1	0.0%
$5,000,000 - $9,999,999	1	-50.0%
$10,000,000 or more	0	N/A



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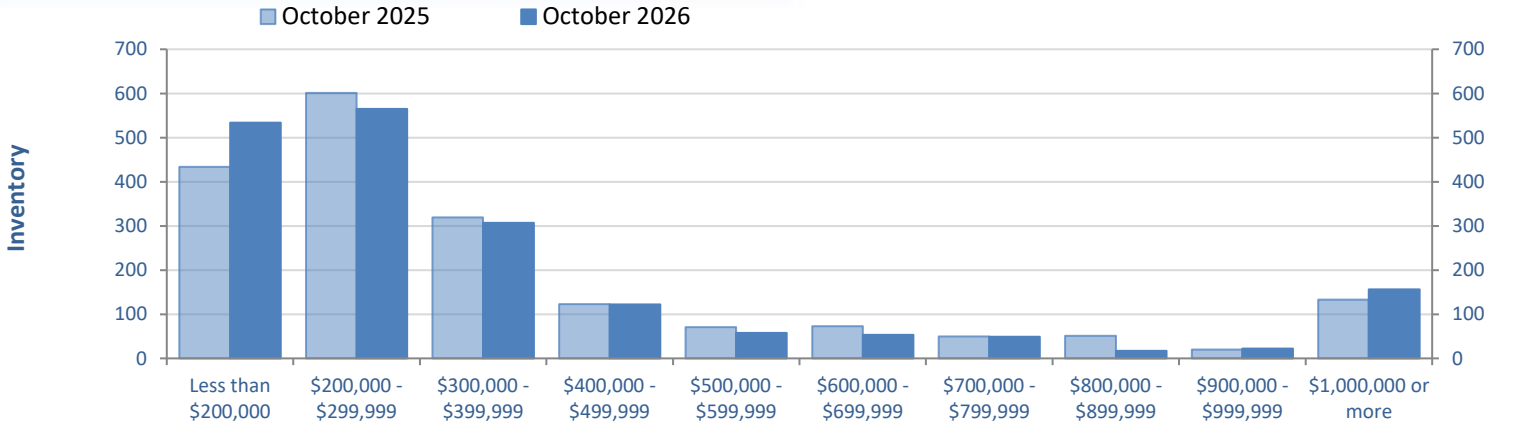
Inventory by Current Listing Price

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

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

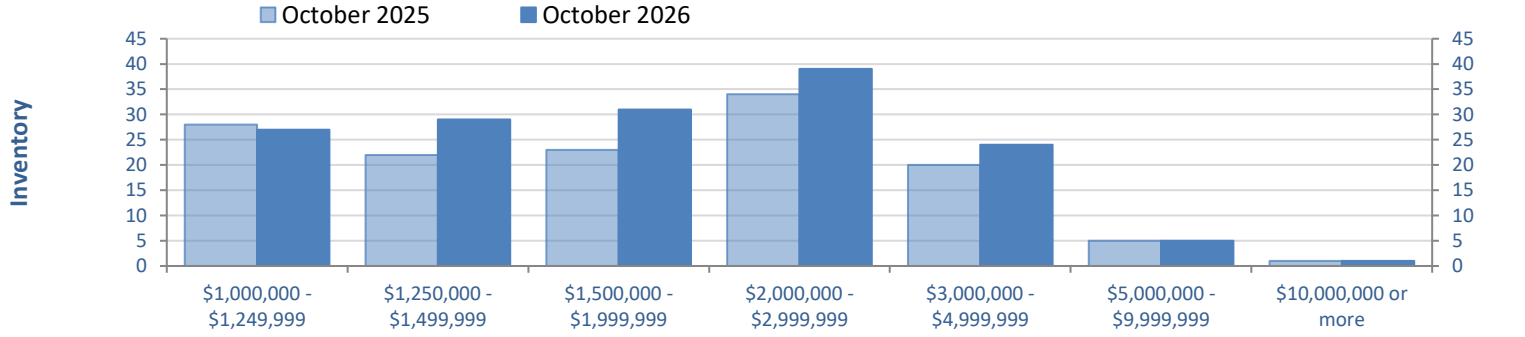
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than $200,000	534	23.0%
$200,000 - $299,999	565	-6.0%
$300,000 - $399,999	307	-3.8%
$400,000 - $499,999	122	-0.8%
$500,000 - $599,999	58	-18.3%
$600,000 - $699,999	53	-27.4%
$700,000 - $799,999	49	-2.0%
$800,000 - $899,999	17	-66.7%
$900,000 - $999,999	22	10.0%
$1,000,000 or more	156	17.3%



Million Dollar Spotlight

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

Current Listing Price	Inventory	Percent Change Year-over-Year
$1,000,000 - $1,249,999	27	-3.6%
$1,250,000 - $1,499,999	29	31.8%
$1,500,000 - $1,999,999	31	34.8%
$2,000,000 - $2,999,999	39	14.7%
$3,000,000 - $4,999,999	24	20.0%
$5,000,000 - $9,999,999	5	0.0%
$10,000,000 or more	1	0.0%



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Monthly Distressed Market - October 2026
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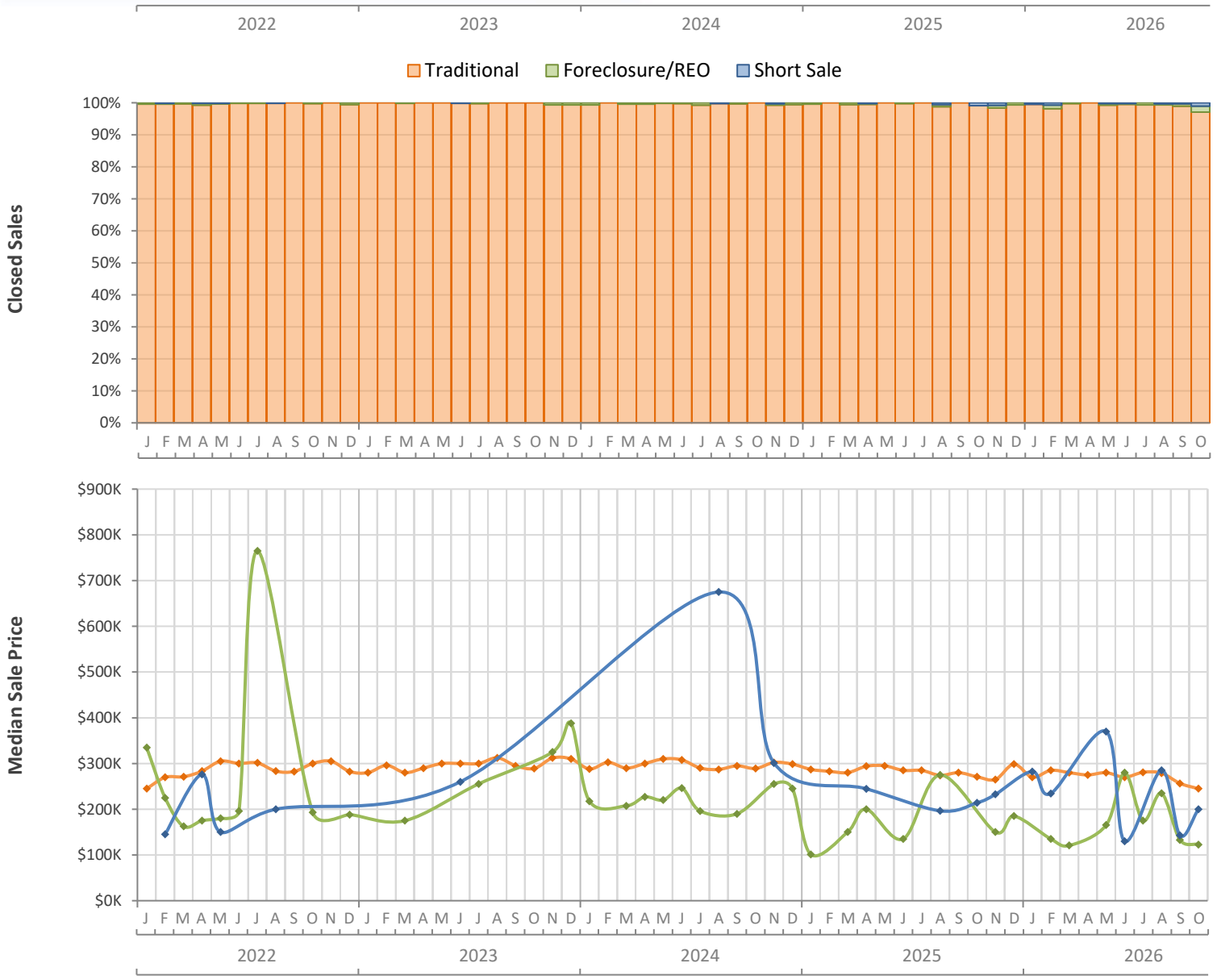
		October 2026	October 2025	Percent Change Year-over-Year
Traditional	Closed Sales	265	315	-15.9%
	Median Sale Price	$244,900	$271,000	-9.6%
Foreclosure/REO	Closed Sales	5	0	N/A
	Median Sale Price	$122,850	(No Sales)	N/A
Short Sale	Closed Sales	3	3	0.0%
	Median Sale Price	$200,000	$214,000	-6.5%



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