



MARKET SNAPSHOT

SEPTEMBER 2023

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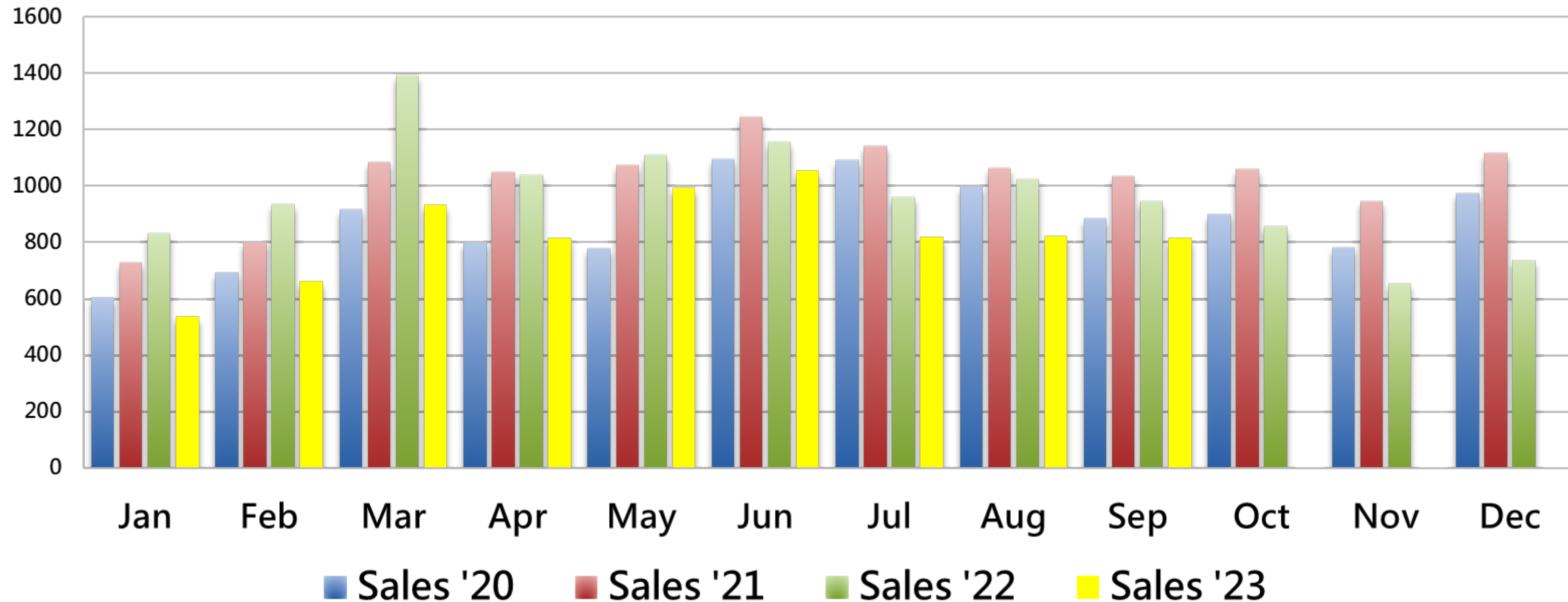
SEPTEMBER MARKET HIGHLIGHTS

- 3RD Q AND YTD SALES WERE DOWN 16% AND 21%, RESPECTIVELY, COMPARED TO THE SAME PERIODS LAST YEAR.
- COMBINED SALES WERE VIRTUALLY TIED WITH AUGUST AND DOWN 14% COMPARED TO LAST SEPTEMBER.
- THE AVERAGE SEPTEMBER DOM FOR RESIDENTIAL AND CONDOS COMBINED JUMPED 10 DAYS TO 48.
- BOTH SINGLE FAMILY AND CONDO INVENTORY CONTINUED TO IMPROVE.
- SEPTEMBER'S PENDING SALES SLIPPED 15% FROM AUGUST AND 17% FROM LAST SEPTEMBER.

QUARTERLY SALES

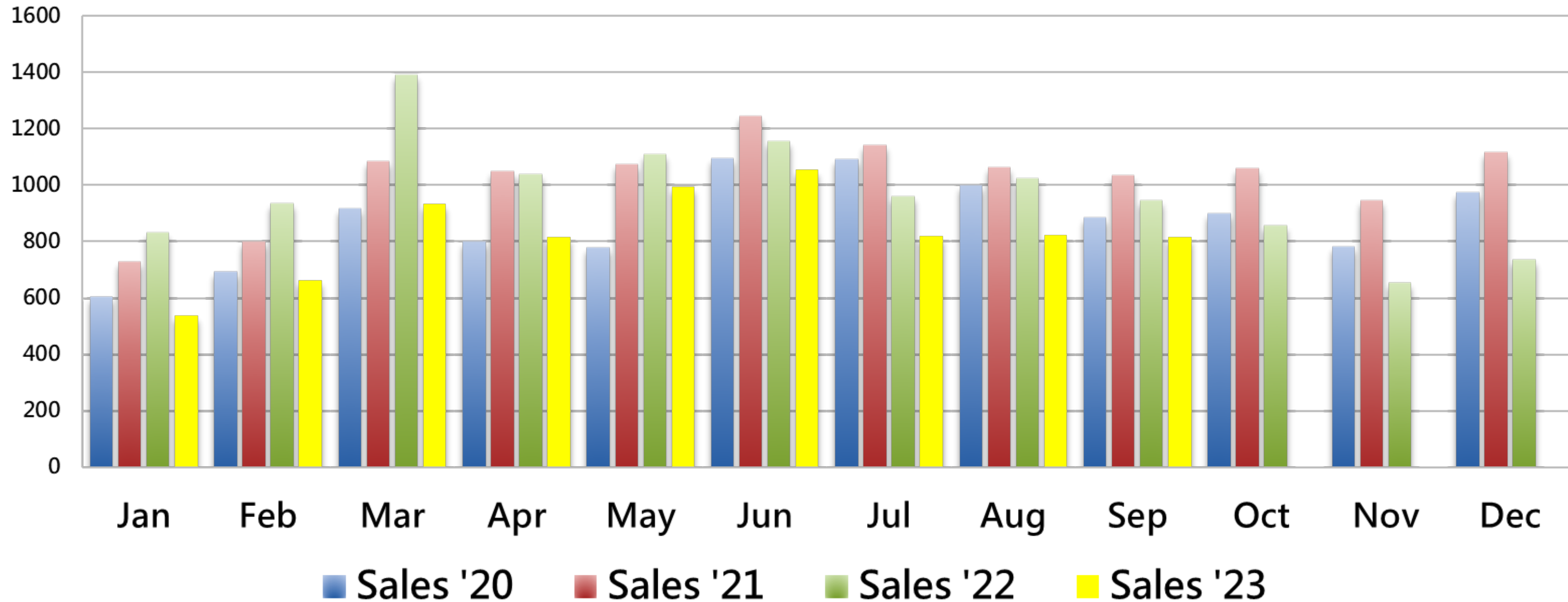
2016 - 2023

THIRD QUARTER 2022: 2,938 | THIRD QUARTER 2023: 2,459



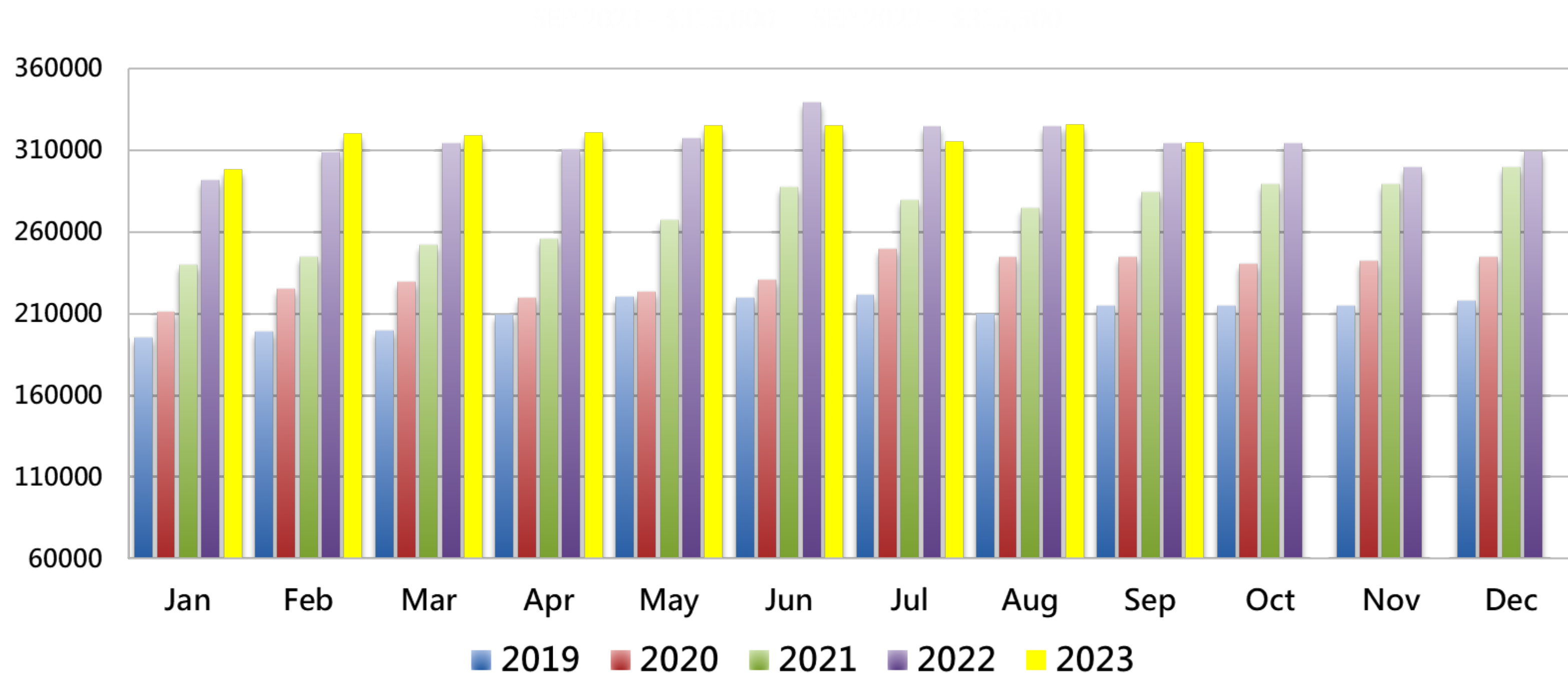
MONTHLY SALES

RESIDENTIAL & CONDO COMBINED | 2020 - 2023
SEPTEMBER 2022: 1,160 | SEPTEMBER 2023: 820



MEDIAN SALE PRICE

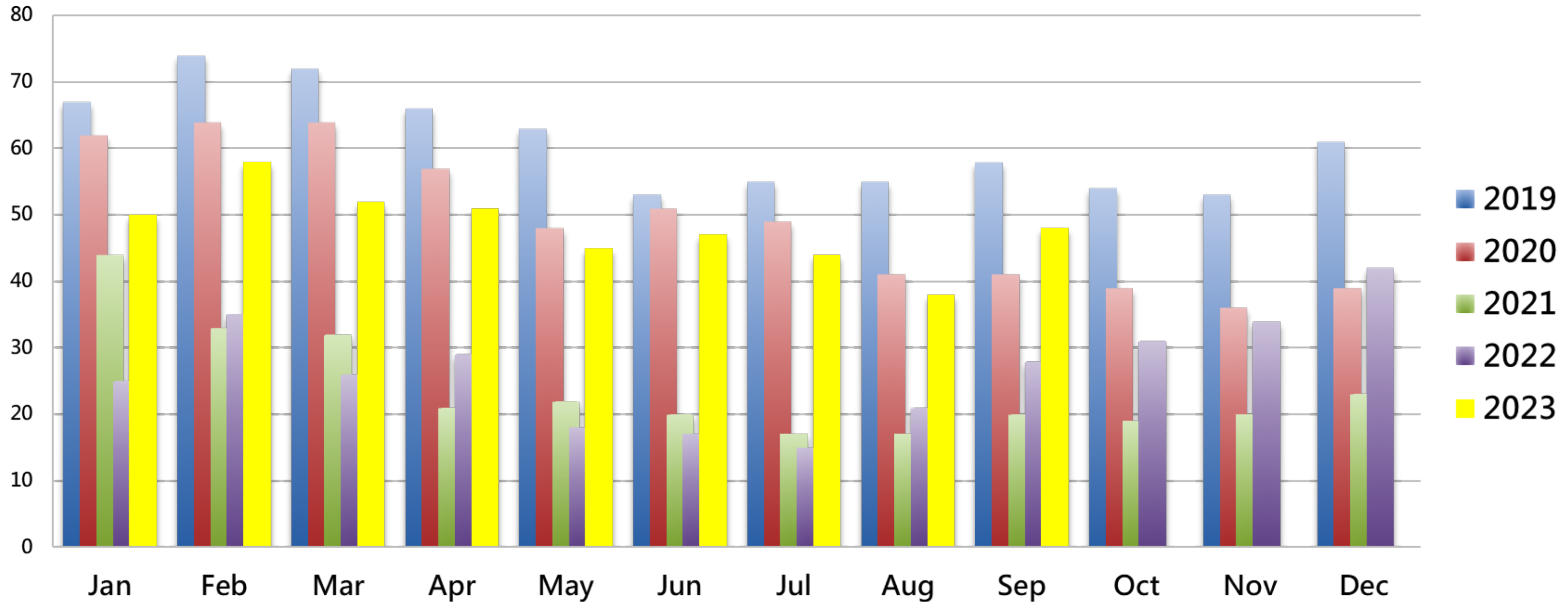
SEPTEMBER 2022: \$315K | SEPTEMBER 2023: \$315K



AVERAGE DAYS ON MARKET

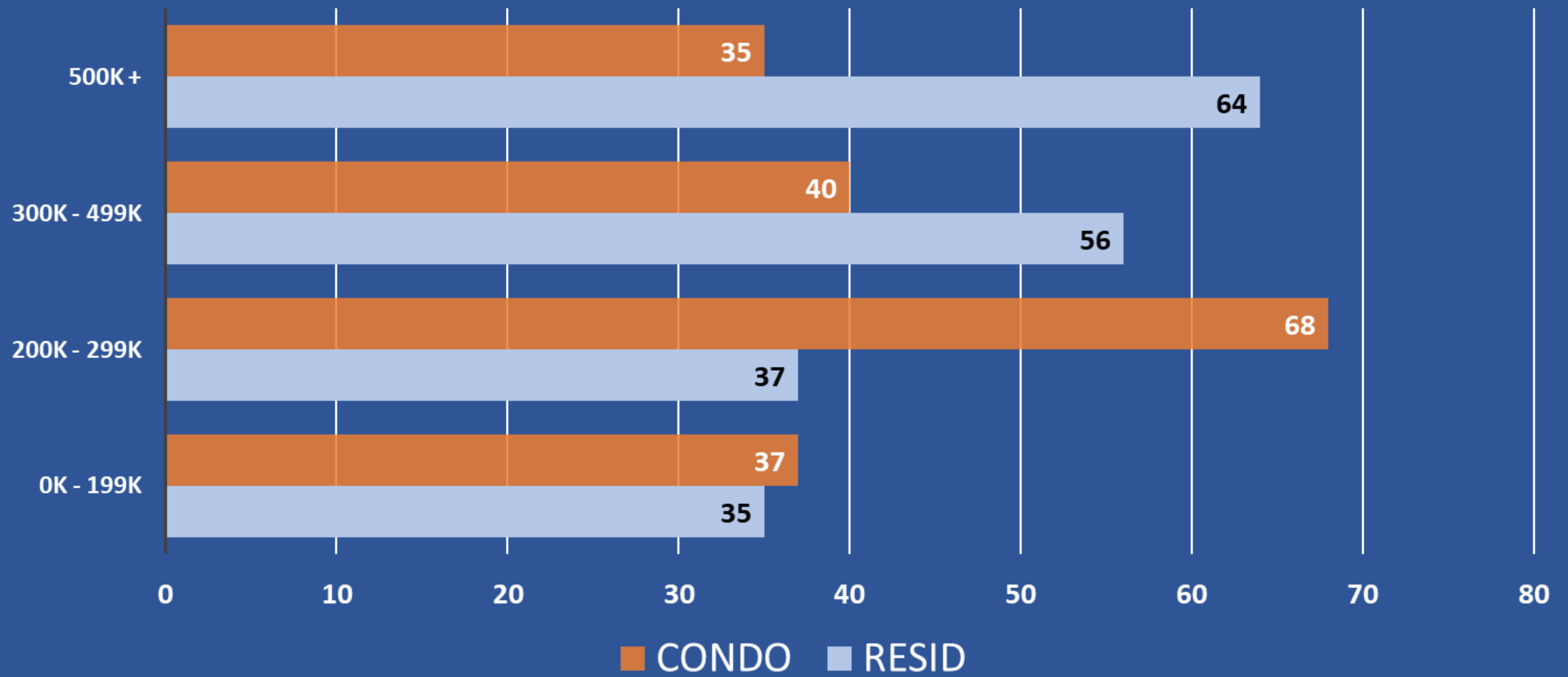
RESIDENTIAL & CONDO COMBINED

SEPTEMBER 2022: 28 | SEPTEMBER 2023: 48



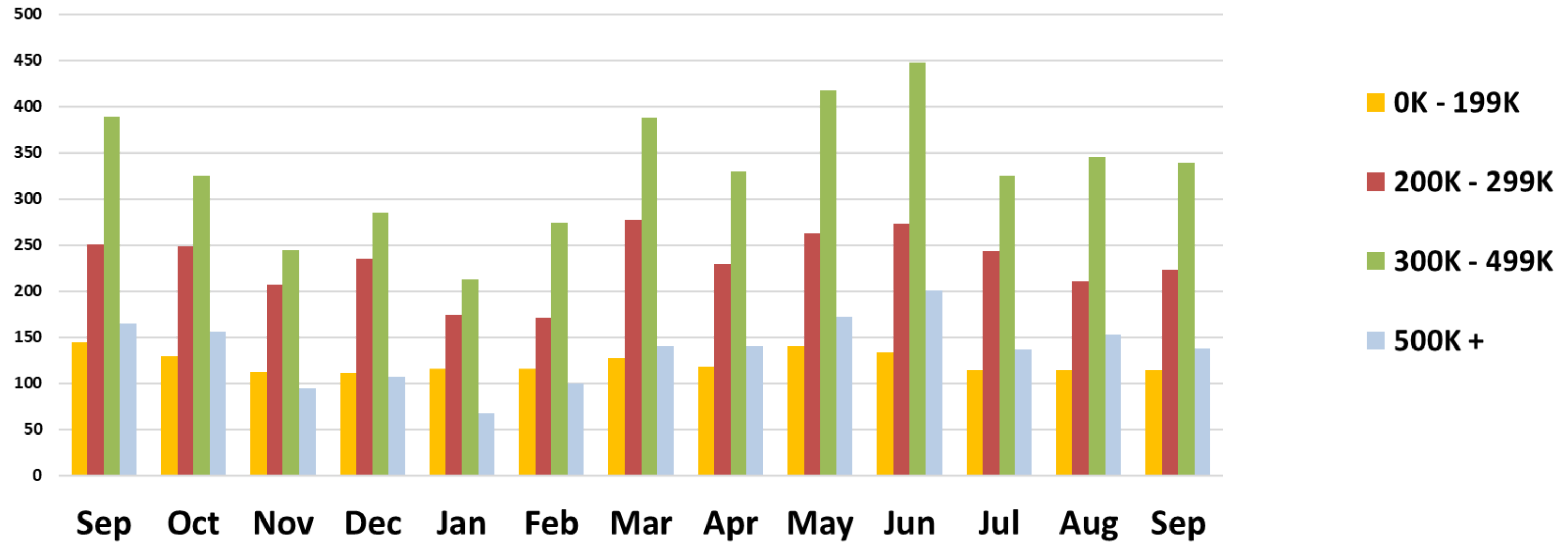
AVERAGE DAYS ON MARKET

BY PRICE RANGE / PROPERTY TYPE



SALES BY PRICE RANGE

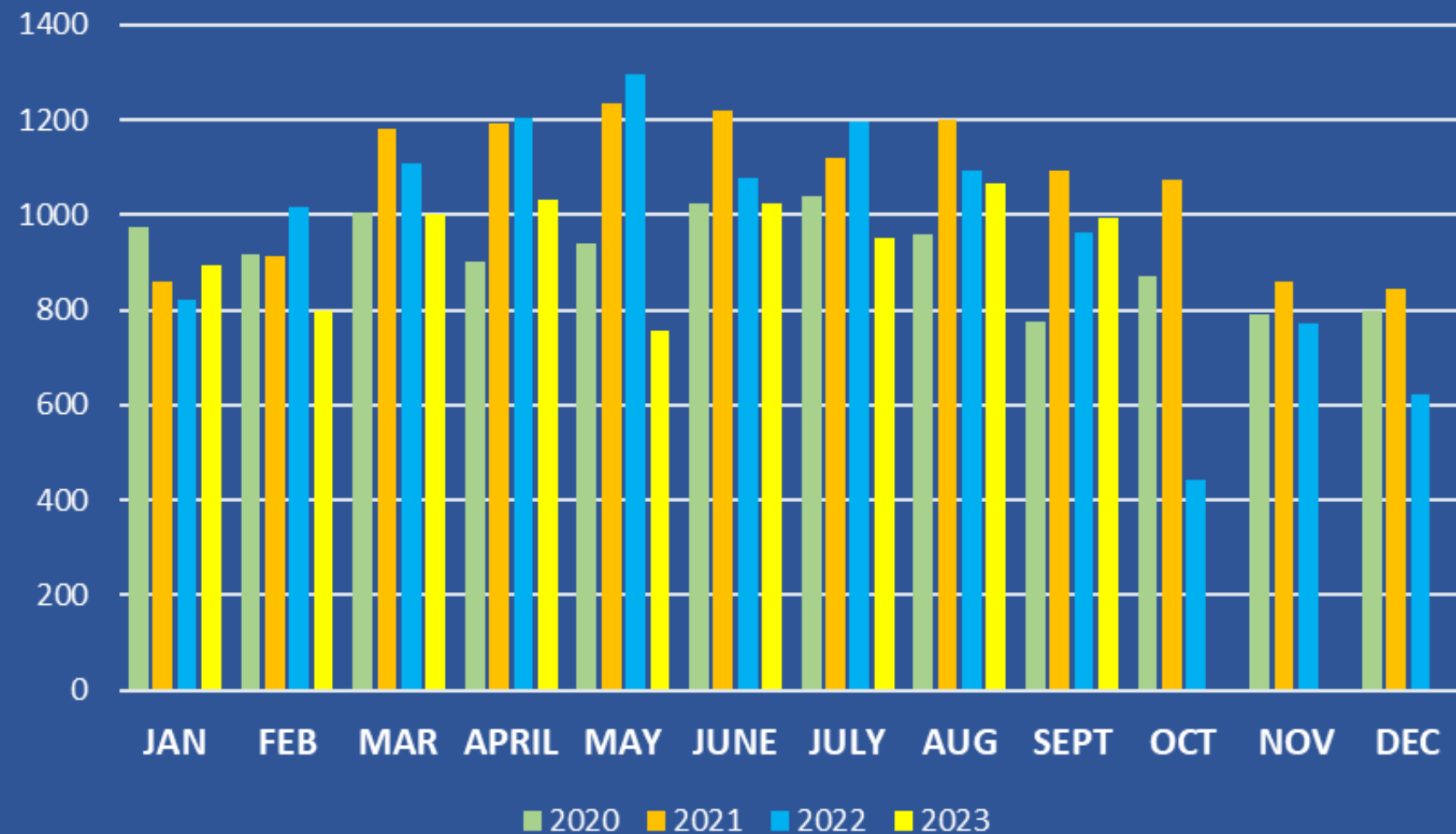
RESIDENTIAL & CONDO



NEW LISTINGS BY MONTH

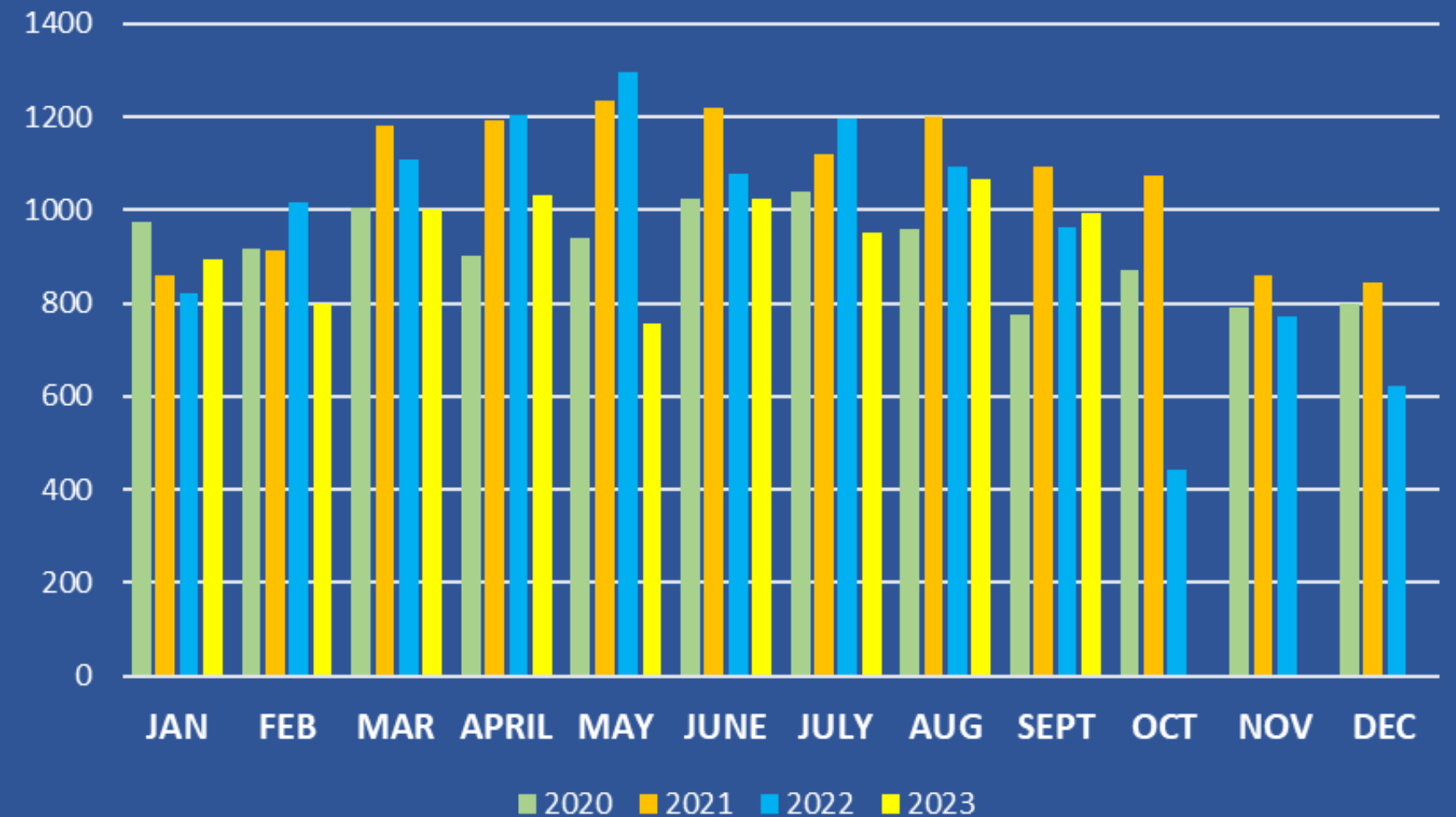
RESIDENTIAL

SEPTEMBER 2022: 963
 SEPTEMBER 2023: 994



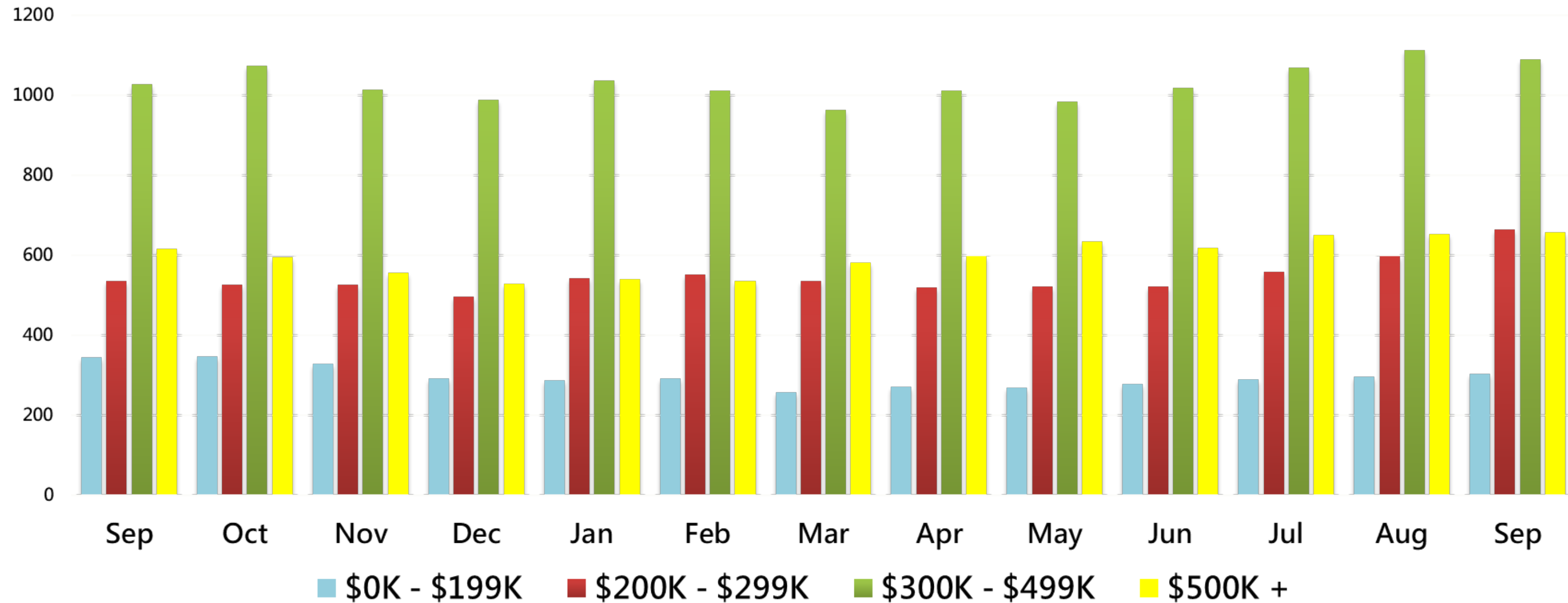
CONDO

SEPTEMBER 2022: 68
 SEPTEMBER 2023: 94



S/FAM INVENTORY BY PRICE

INCLUDING CONTINGENTS



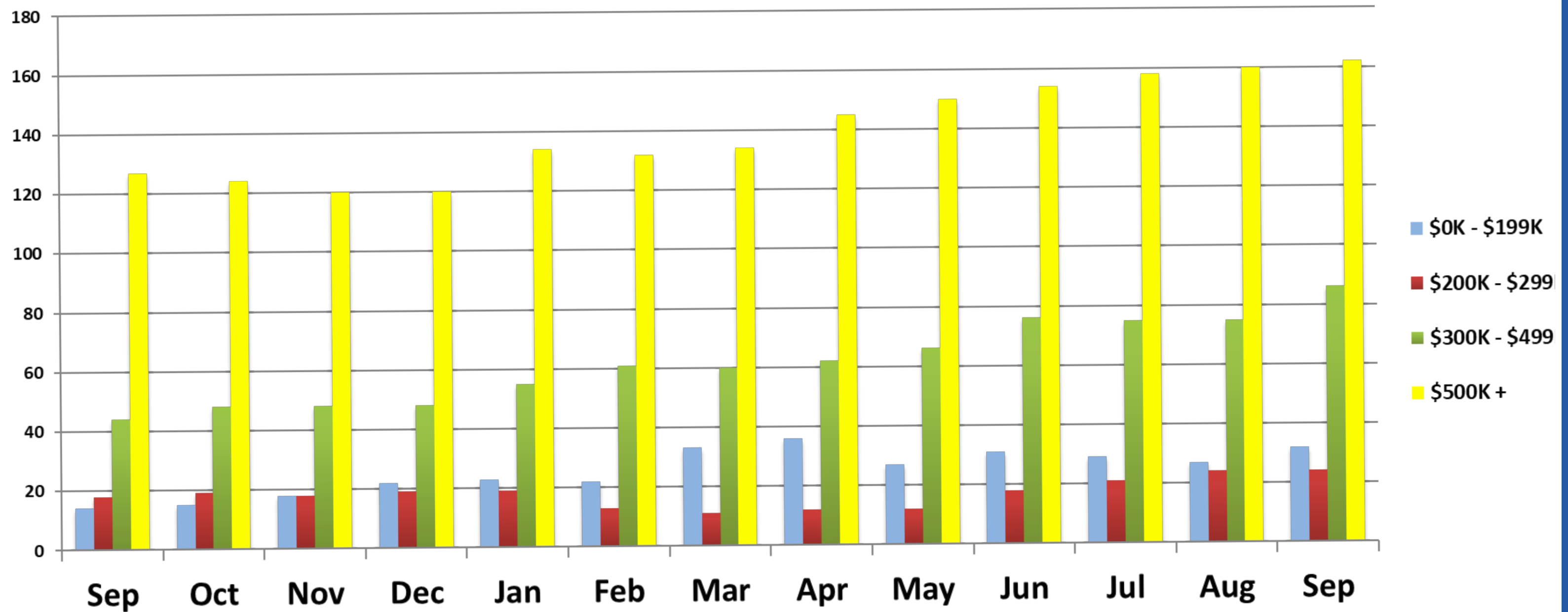
S/FAM INVENTORY HISTORY

INCLUDING CONTINGENTS



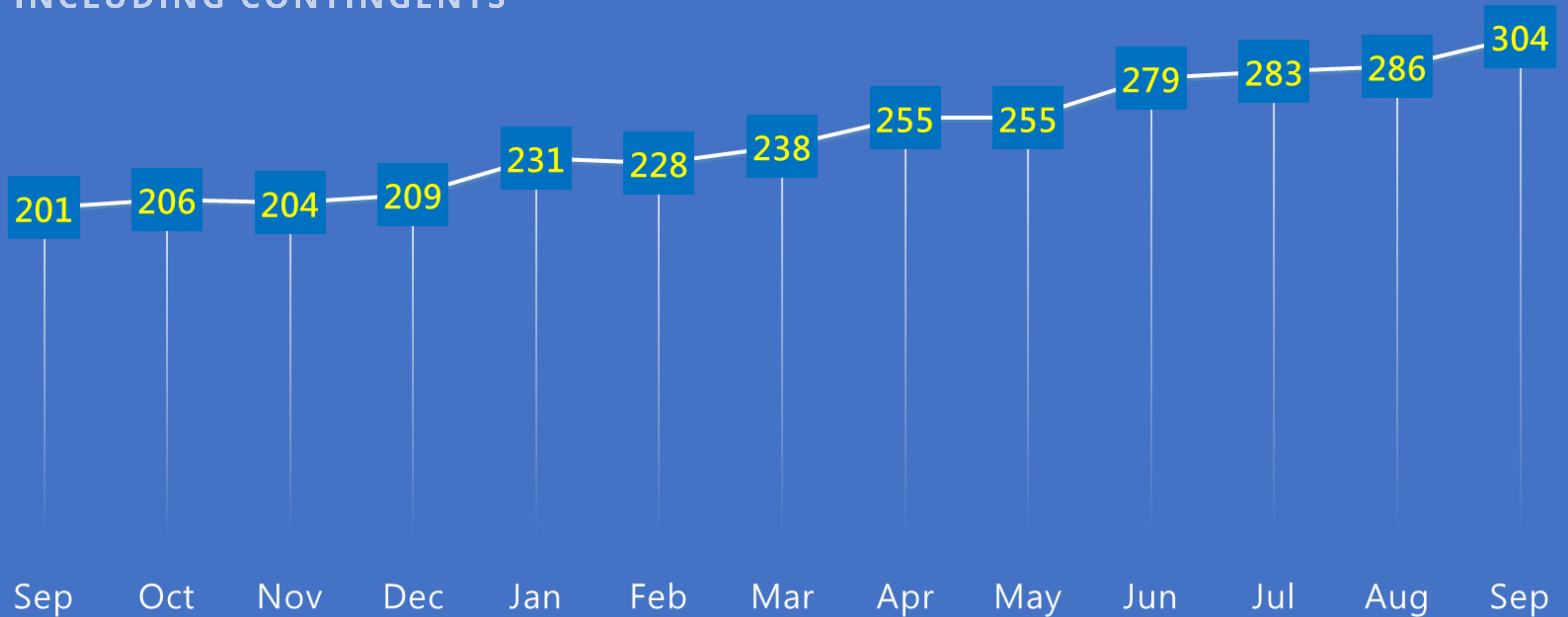
CONDO INVENTORY BY PRICE

INCLUDING CONTINGENTS



CONDO INVENTORY HISTORY

INCLUDING CONTINGENTS



AVERAGE PERCENTAGE OF SOLD VS. LIST PRICE

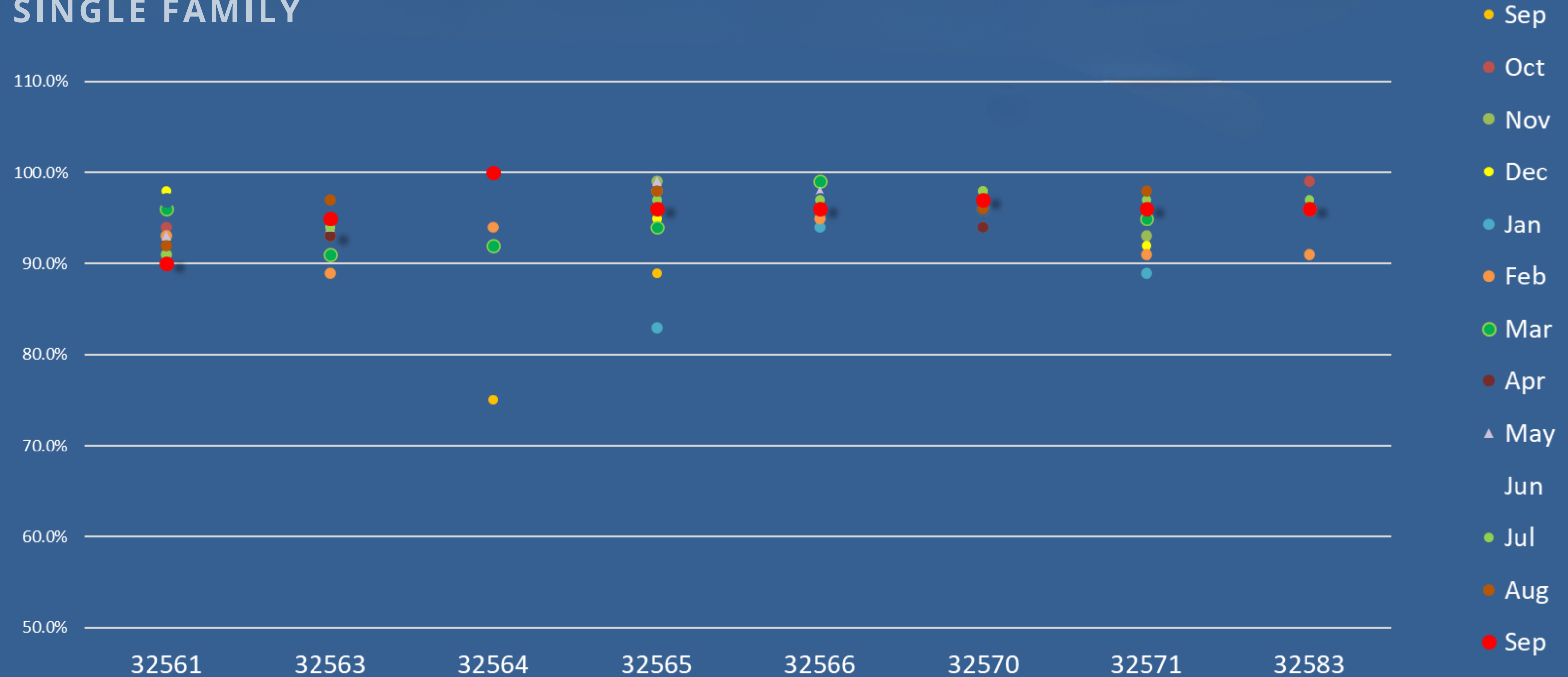
SINGLE FAMILY & CONDO UNITS

THE FOLLOWING SLIDES DISPLAY THE **AVERAGE** PERCENTAGE OF SALE PRICE TO ORIGINAL LIST PRICE OF SINGLE-FAMILY AND CONDO UNITS BY ZIP CODE FOR THE MONTH OF SEPTEMBER 2023 FOR ESCAMBIA AND SANTA ROSA COUNTIES. DISTRESSED PROPERTIES ARE NOT INCLUDED.

IF NO MARKER SHOWS FOR ANY GIVEN MONTH, NO SALES WERE REPORTED IN THAT ZIP CODE FOR THAT MONTH.

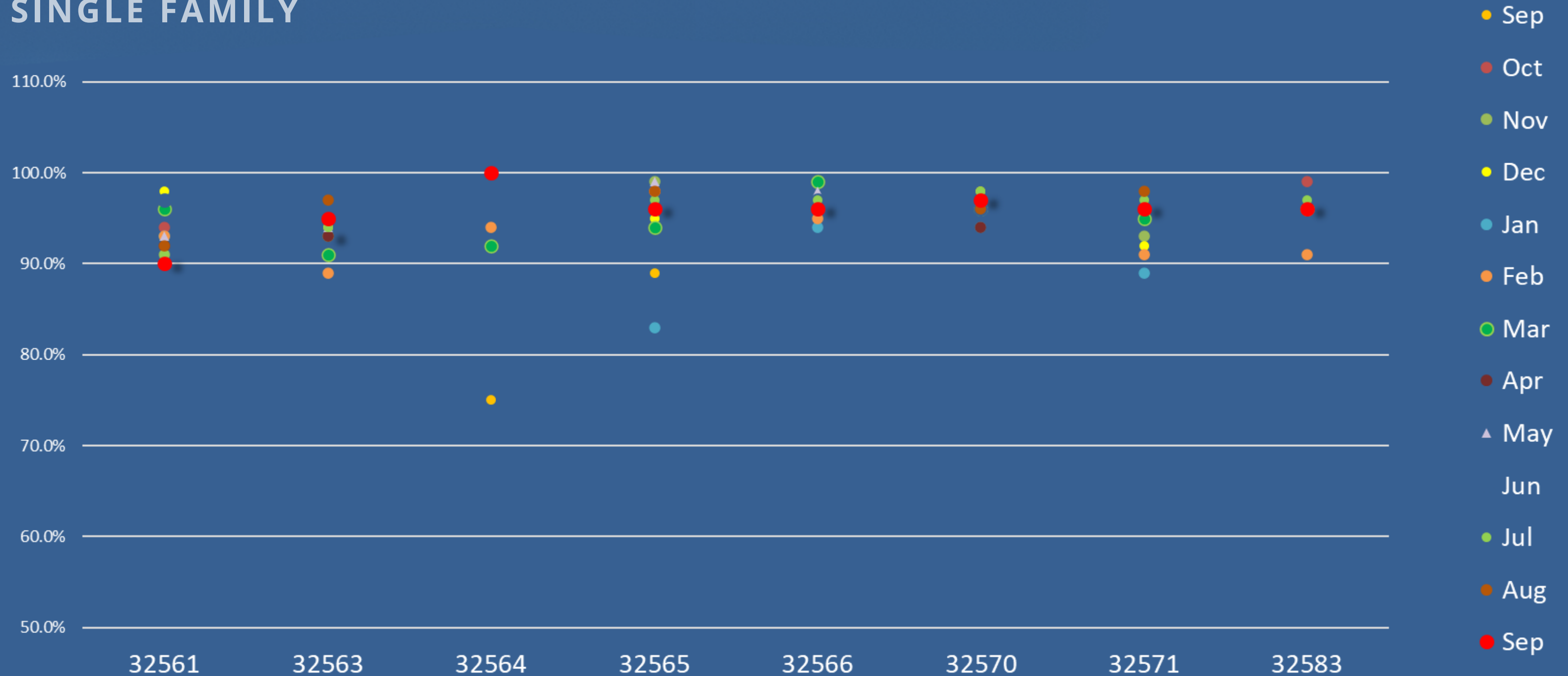
ESCAMBIA COUNTY

AVERAGE LIST TO SALE PRICE SINGLE FAMILY



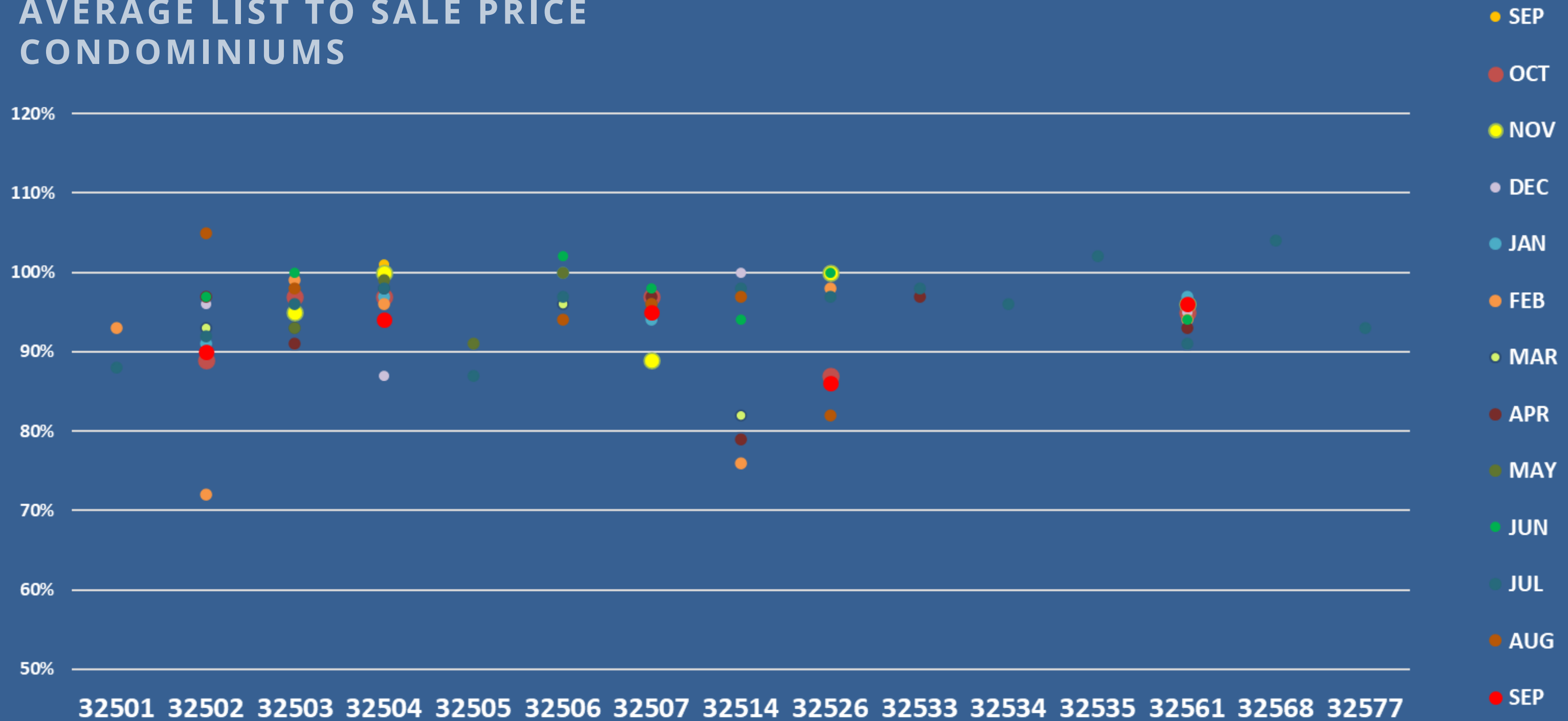
SANTA ROSA COUNTY

AVERAGE LIST TO SALE PRICE SINGLE FAMILY



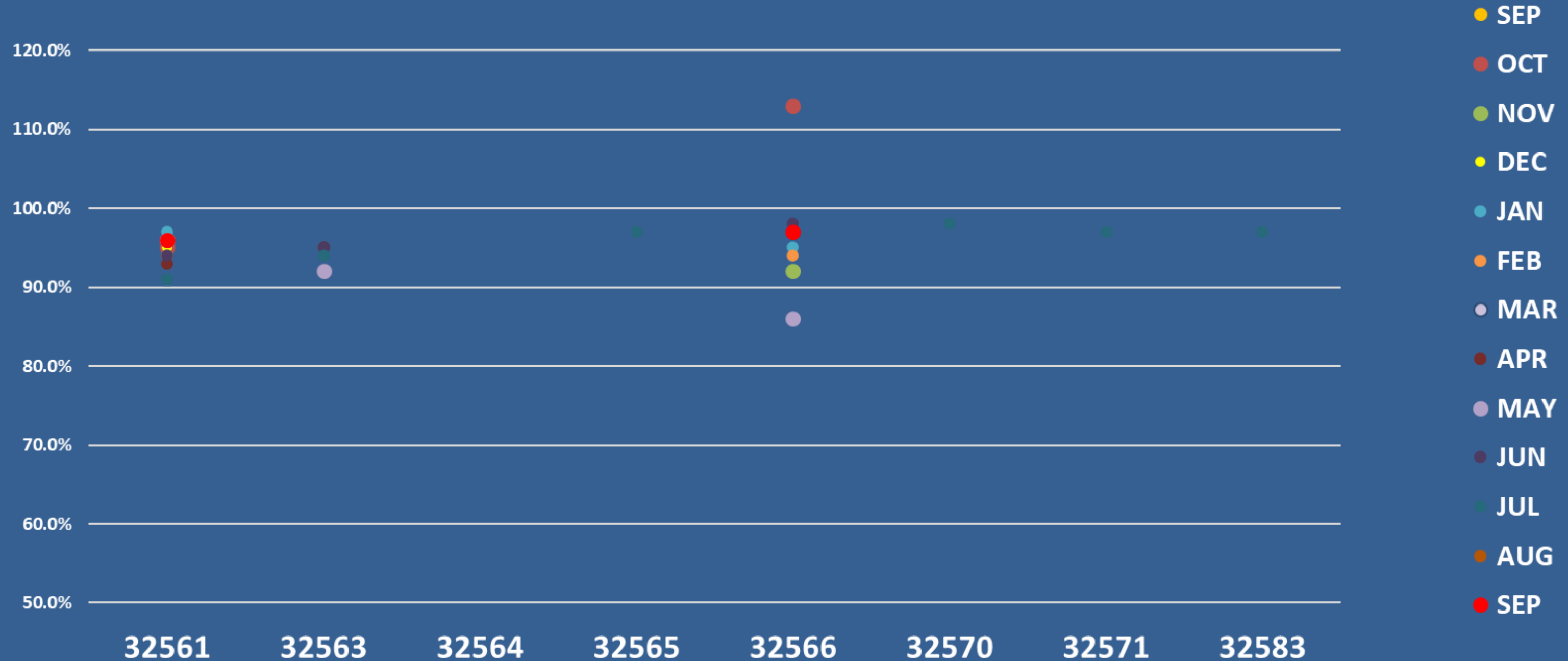
ESCAMBIA COUNTY

AVERAGE LIST TO SALE PRICE CONDOMINIUMS



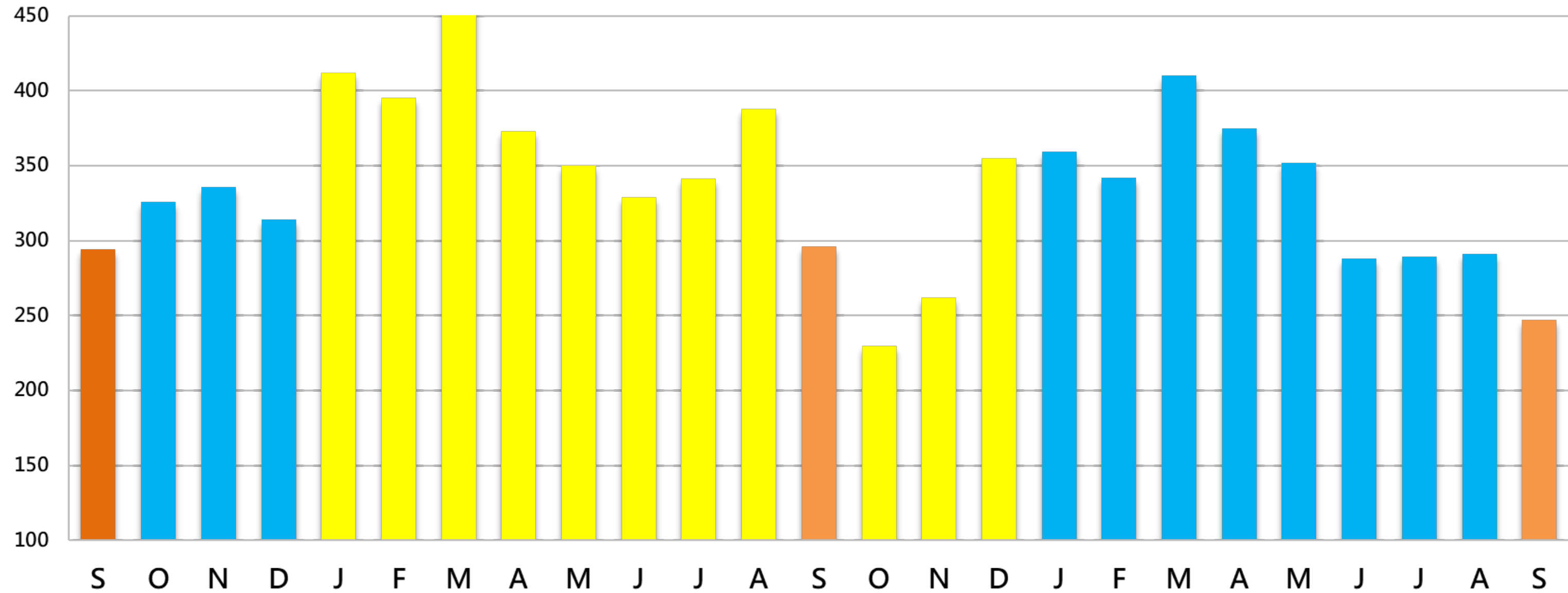
SANTA ROSA COUNTY

AVERAGE LIST TO SALE PRICE CONDOMINIUMS



PENDING SALES

SEPTEMBER 2021 - SEPTEMBER 2023



PENSACOLA ASSOCIATION OF REALTORS®

MLS DEPARTMENT

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