



# MARKET SNAPSHOT

**MARCH 2023**

PENSACOLA ASSOCIATION OF REALTORS®

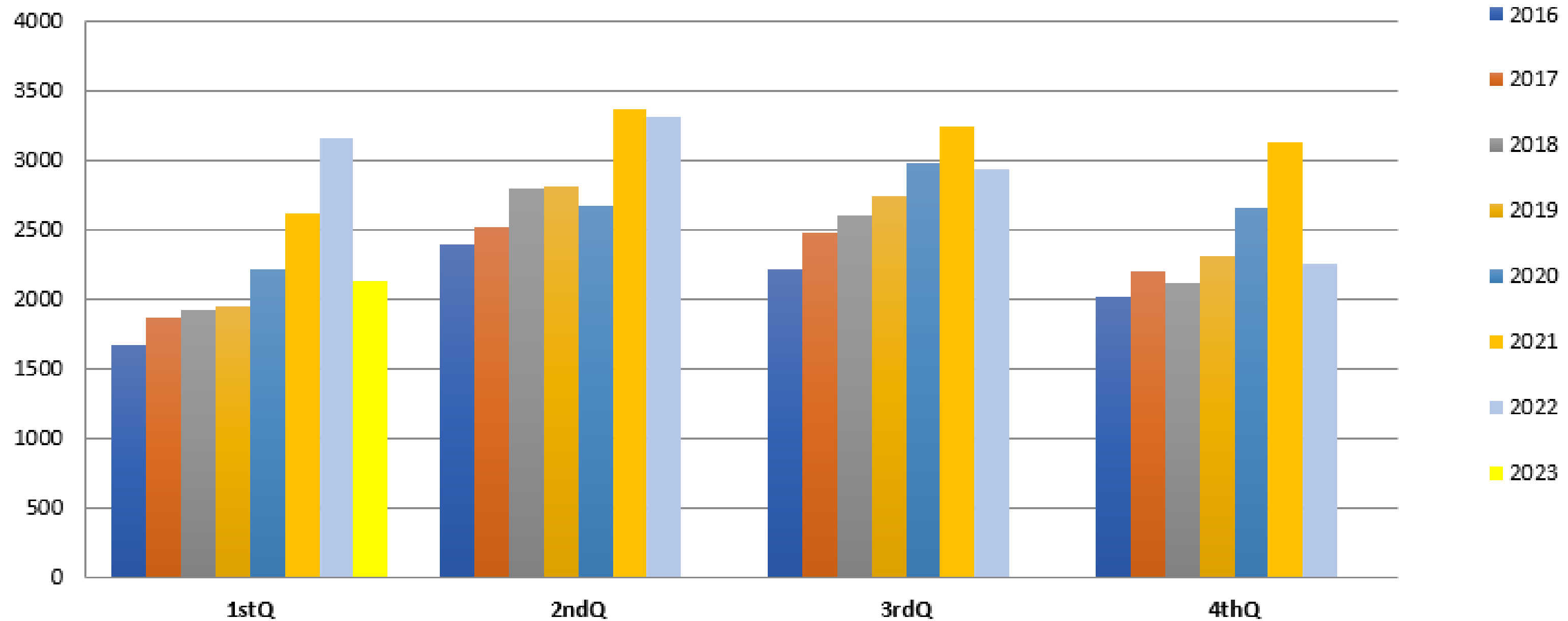
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# MARCH MARKET HIGHLIGHTS

- 1Q SALES WERE A THIRD FEWER THAN THE SAME PERIOD LAST YEAR.
- MARCH SALES IMPROVED 41% COMPARED TO FEBRUARY, BUT SLID 33% FROM LAST MARCH.
- THE MEDIAN SALE PRICE REMAINED ABOVE \$300K IN MARCH.
- THE AVERAGE DOM FOR RESIDENTIAL AND CONDOS COMBINED FELL BY A WEEK COMPARED TO FEBRUARY.
- MARCH PENDING SALES REBOUNDED 20% COMPARED TO FEBRUARY.

# QUARTERLY SALES

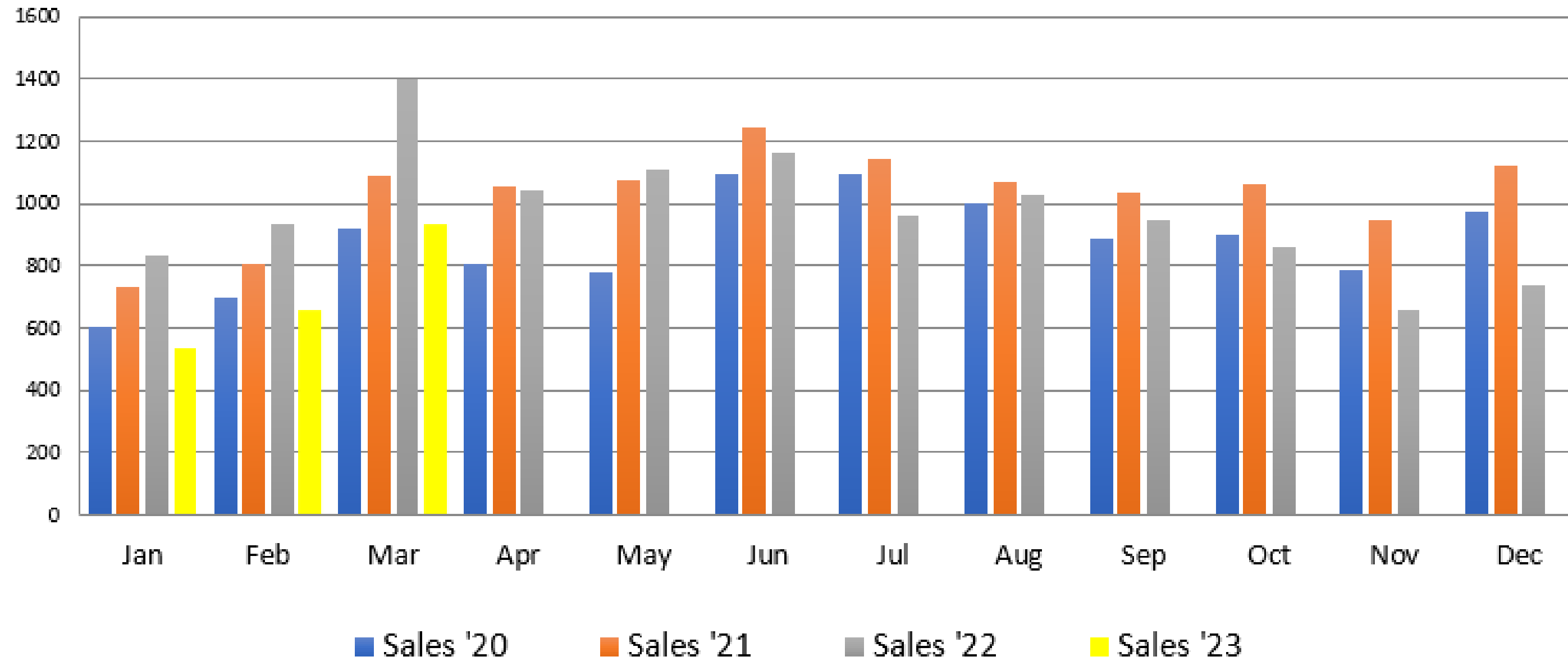
2016 - 2023



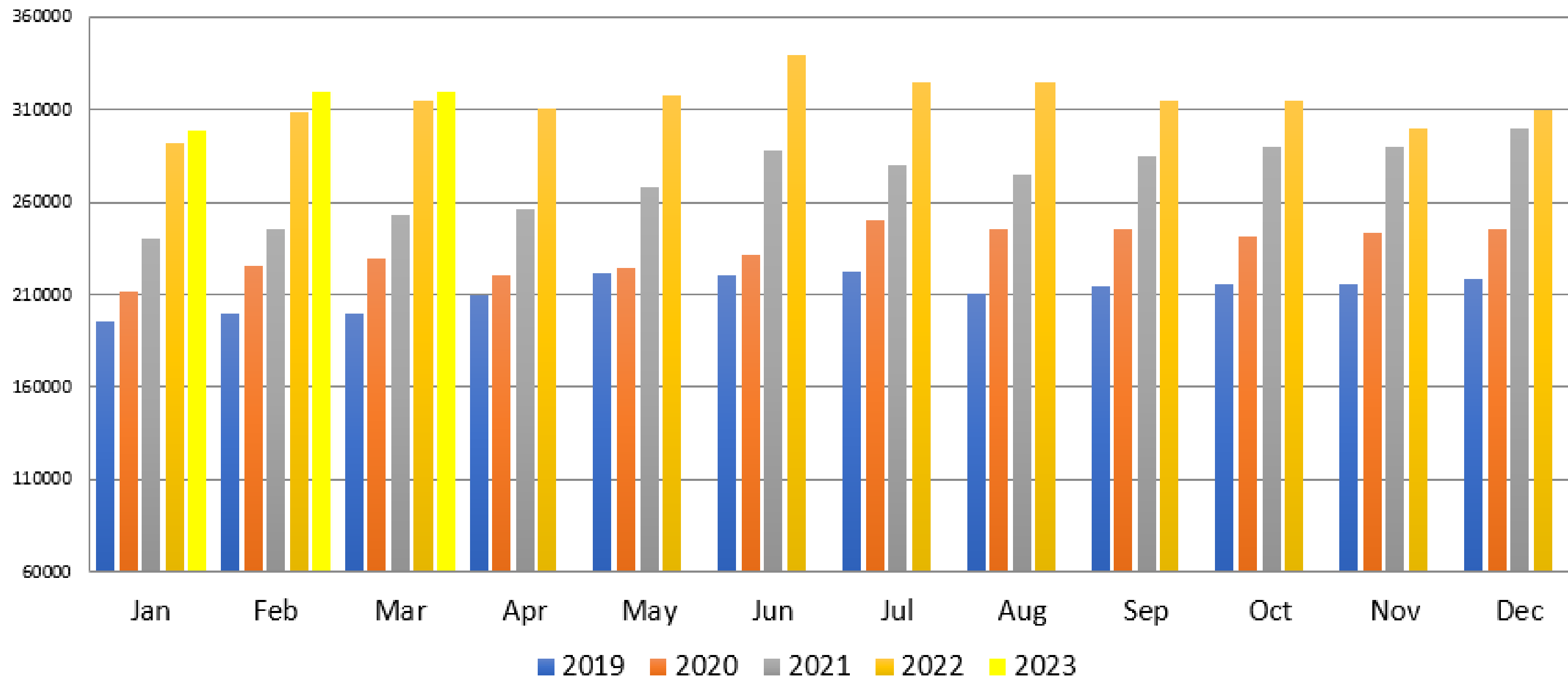
# MONTHLY SALES

2020 - 2023

RESIDENTIAL & CONDO COMBINED

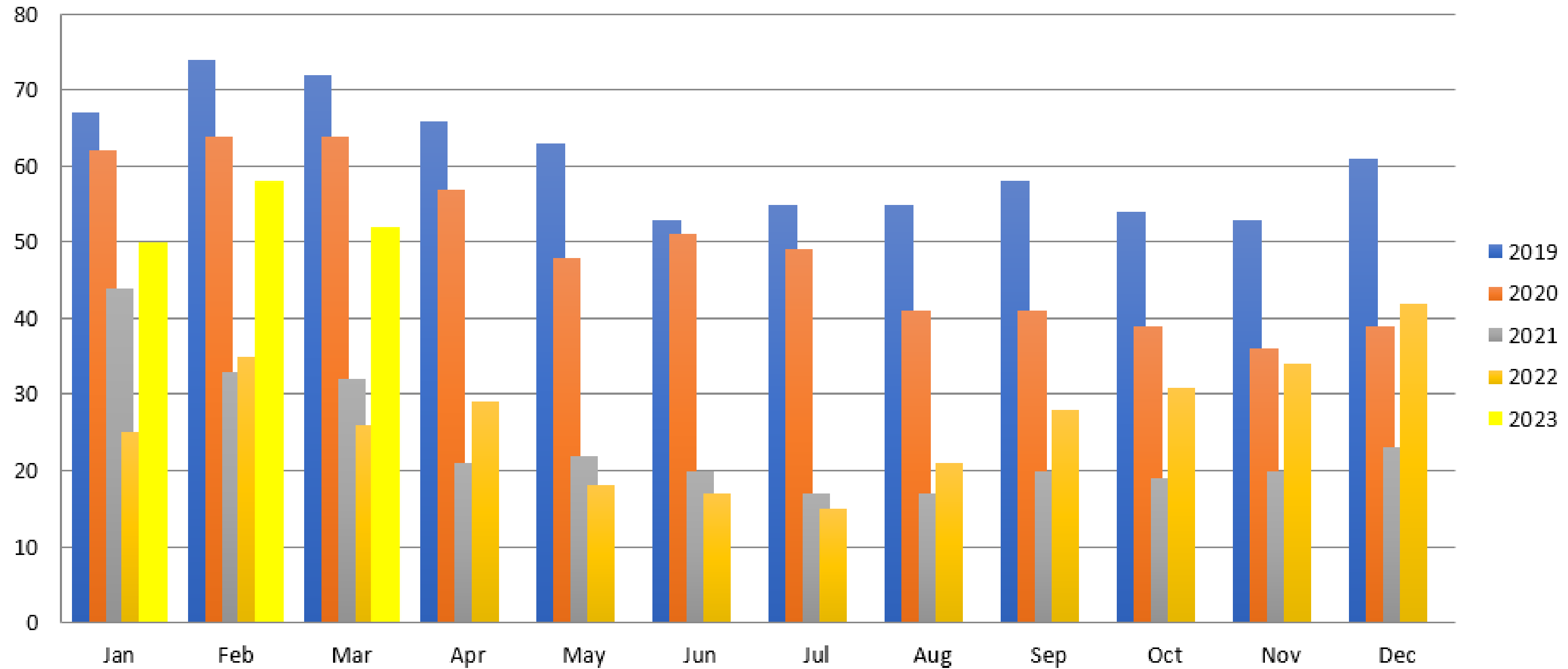


# MEDIAN SALE PRICE



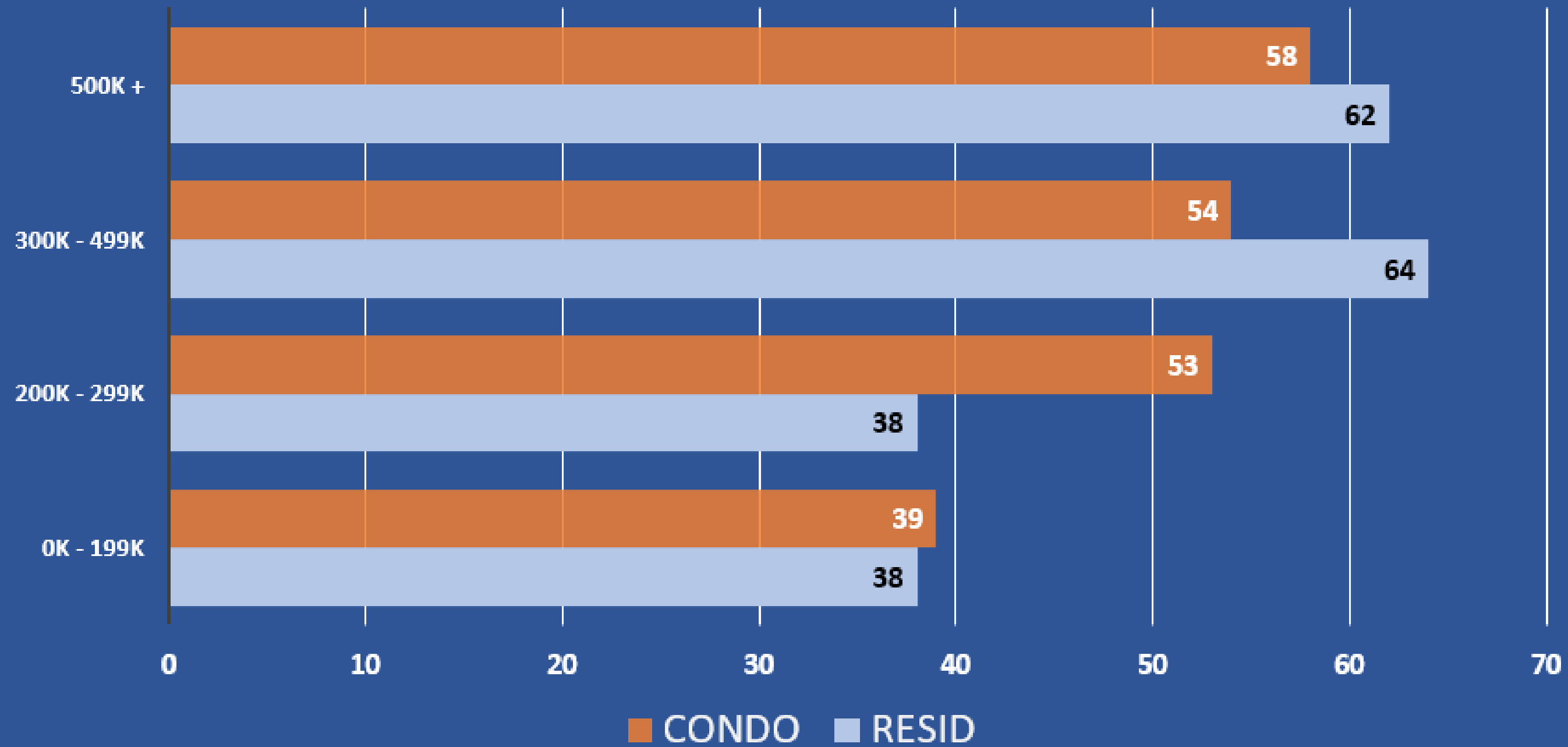
# AVERAGE DAYS ON MARKET

RESIDENTIAL & CONDO COMBINED



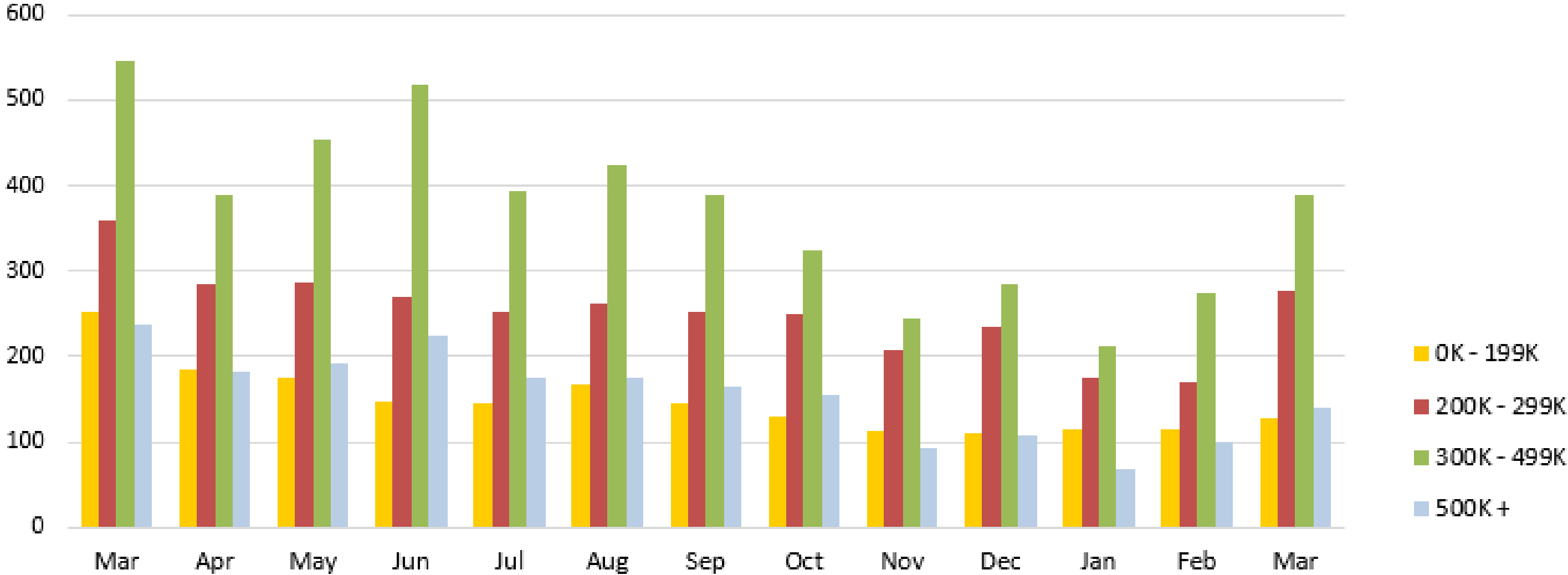
# AVERAGE DAYS ON MARKET

BY PRICE RANGE / PROPERTY TYPE



# SALES BY PRICE RANGE

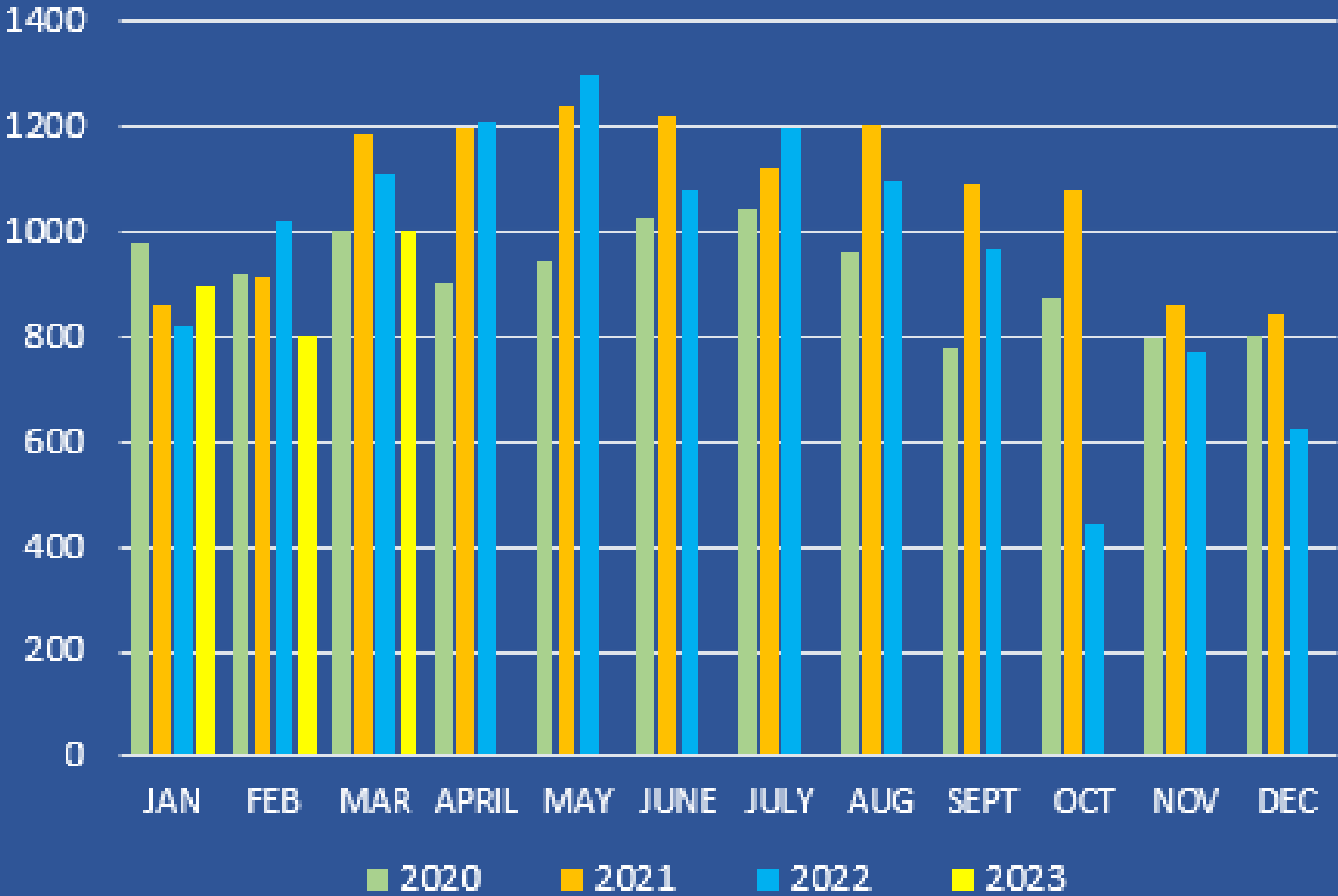
## RESIDENTIAL & CONDO



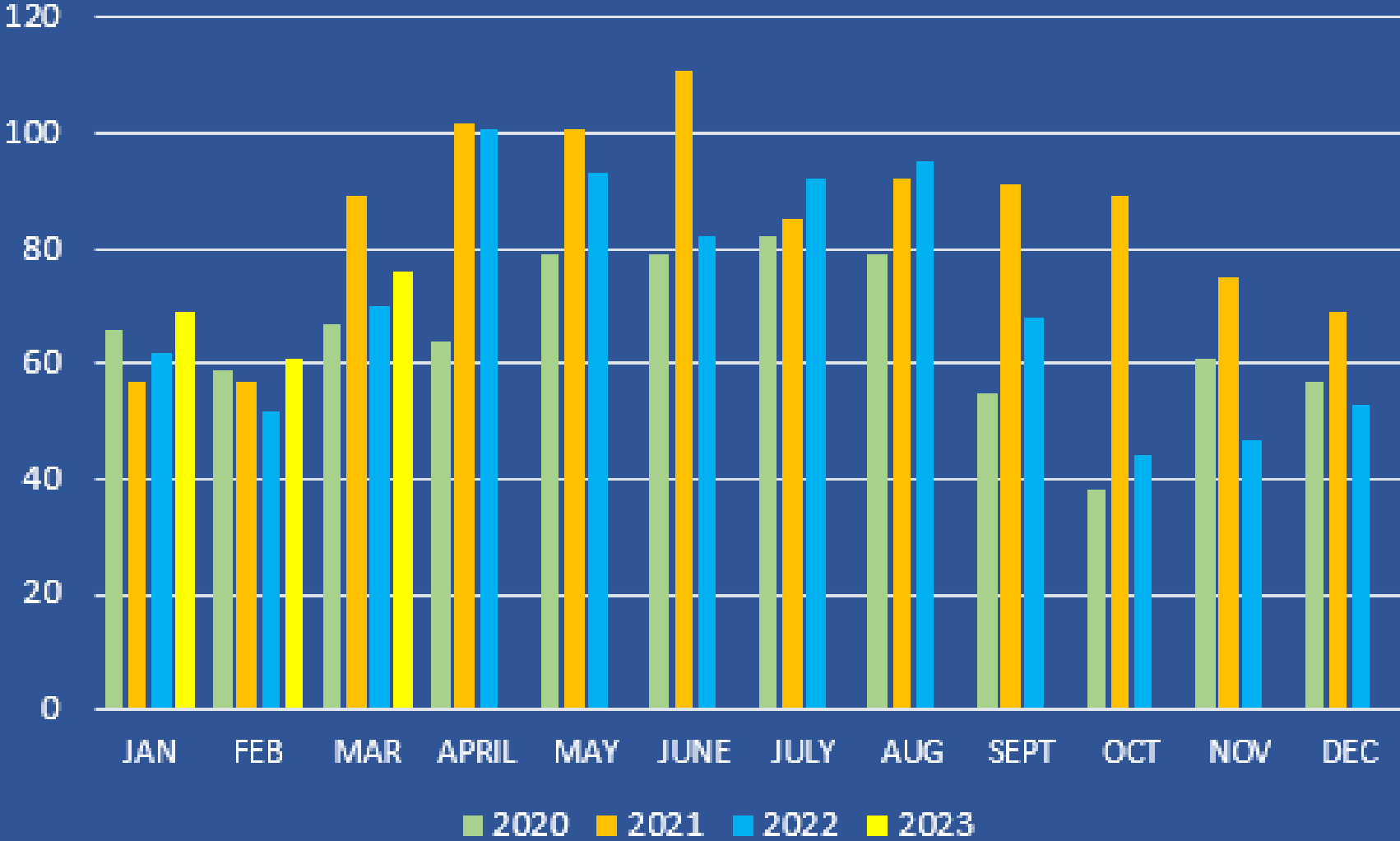


# NEW LISTINGS BY MONTH

## RESIDENTIAL

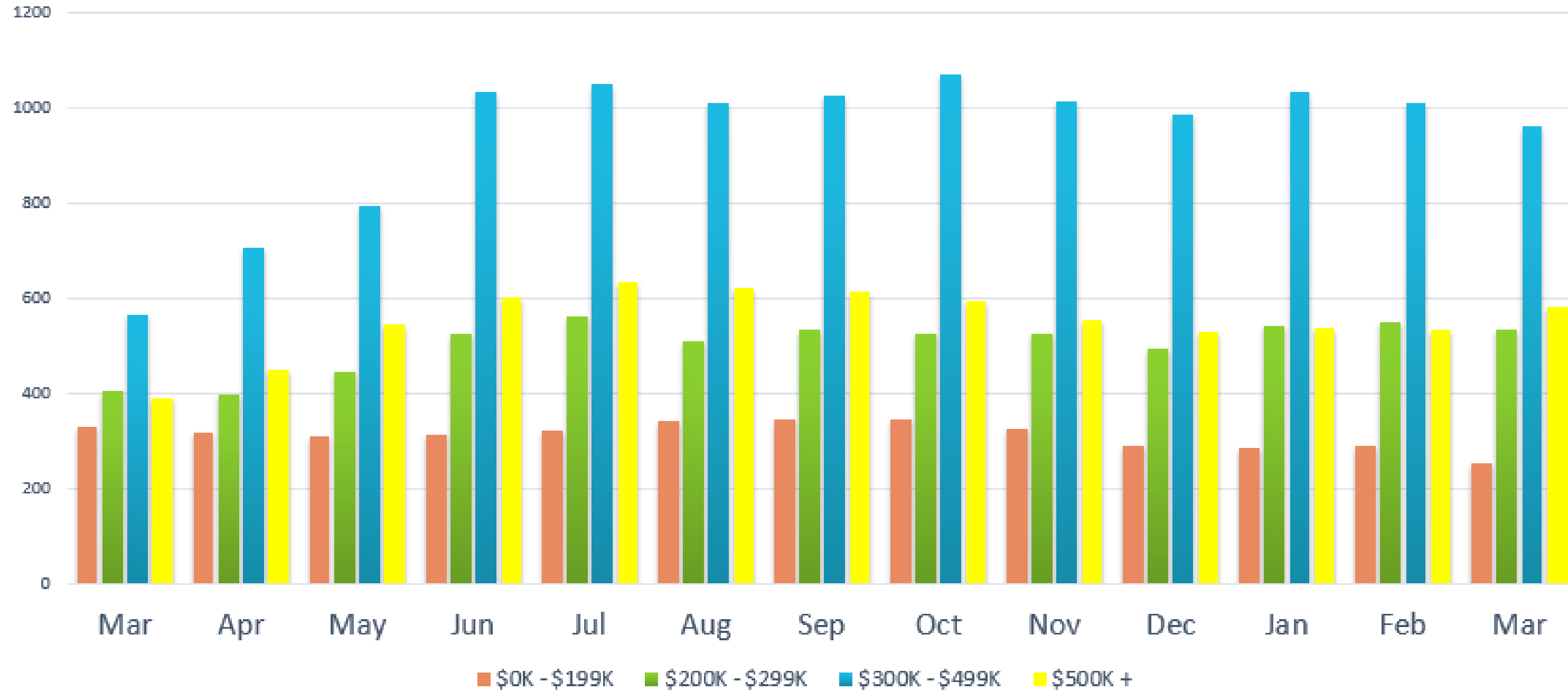


## CONDO



# S/FAM INVENTORY BY PRICE

## INCLUDING CONTINGENTS



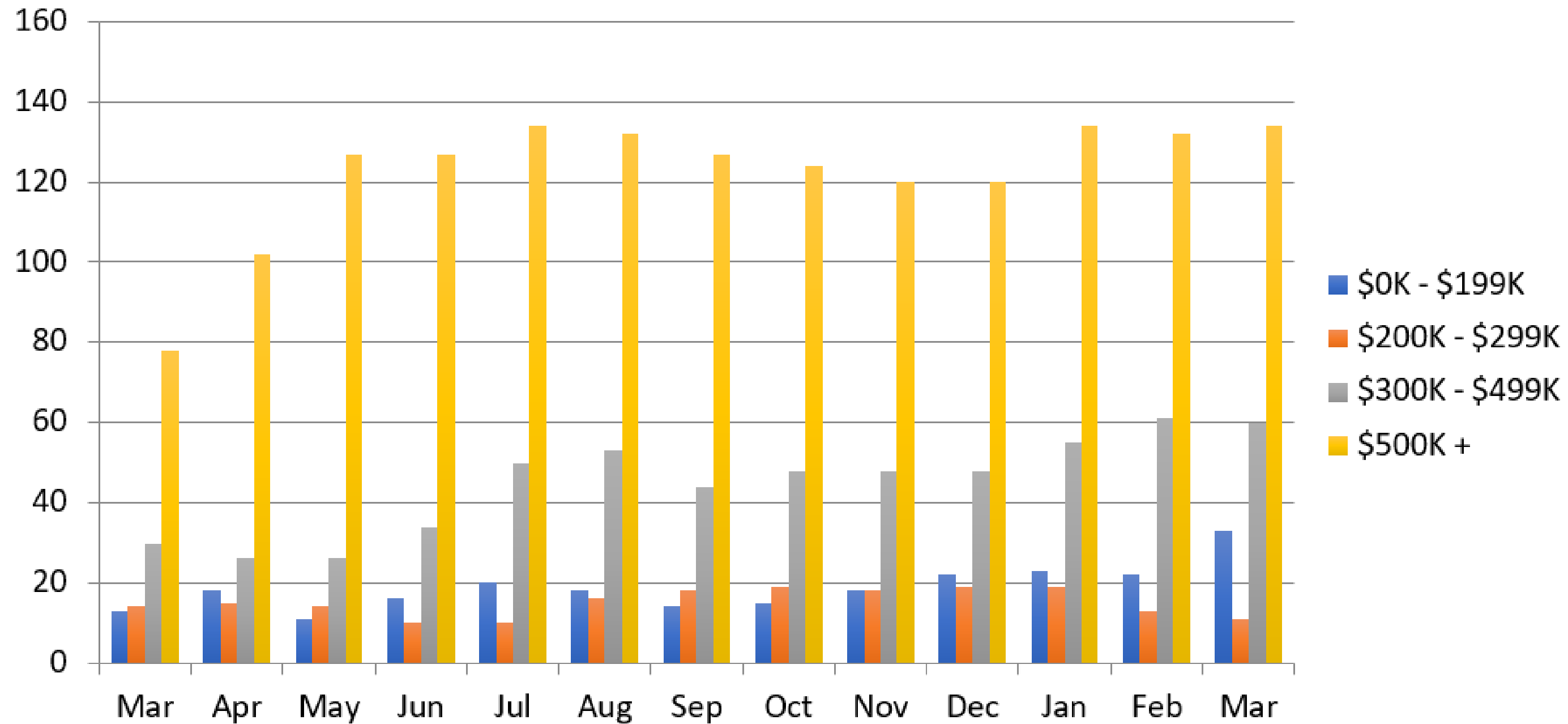
# S/FAM INVENTORY HISTORY

INCLUDING CONTINGENTS



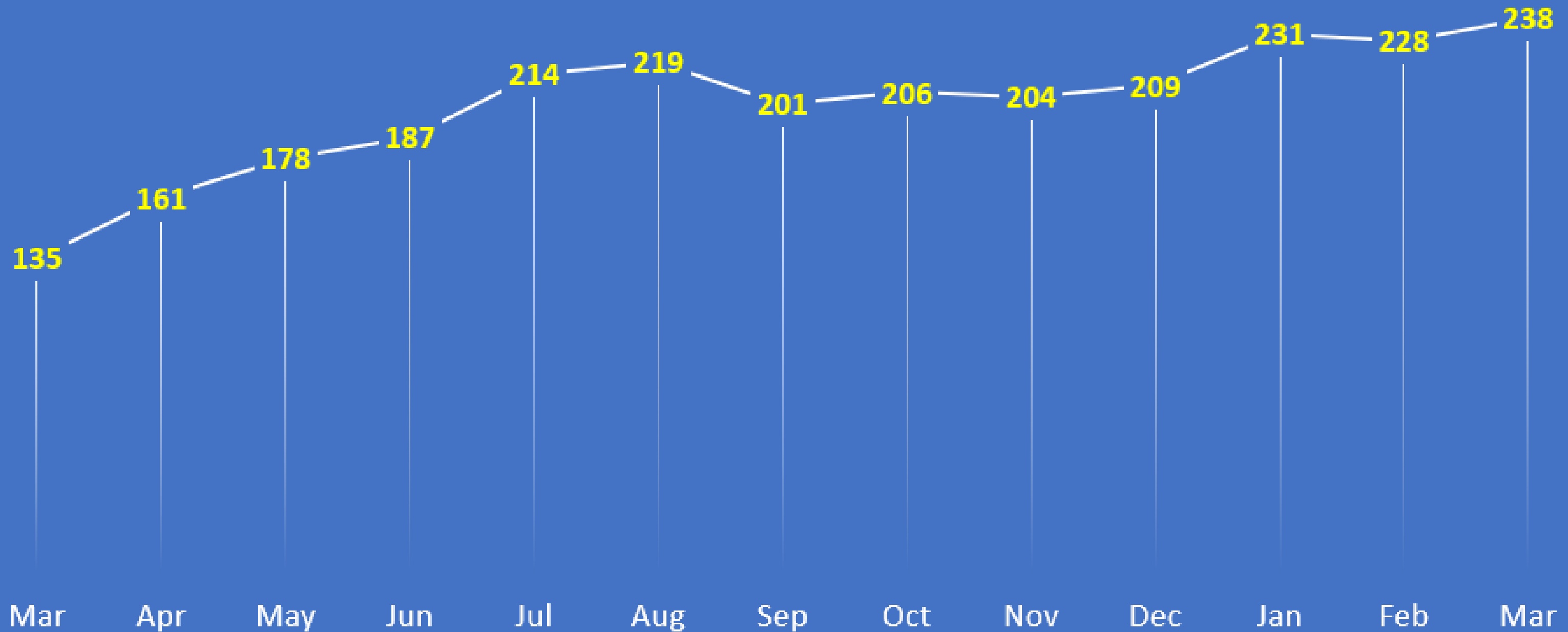
# CONDO INVENTORY BY PRICE

INCLUDING CONTINGENTS



# CONDO INVENTORY HISTORY

INCLUDING CONTINGENTS



# AVERAGE PERCENTAGE OF SOLD VS. LIST PRICE

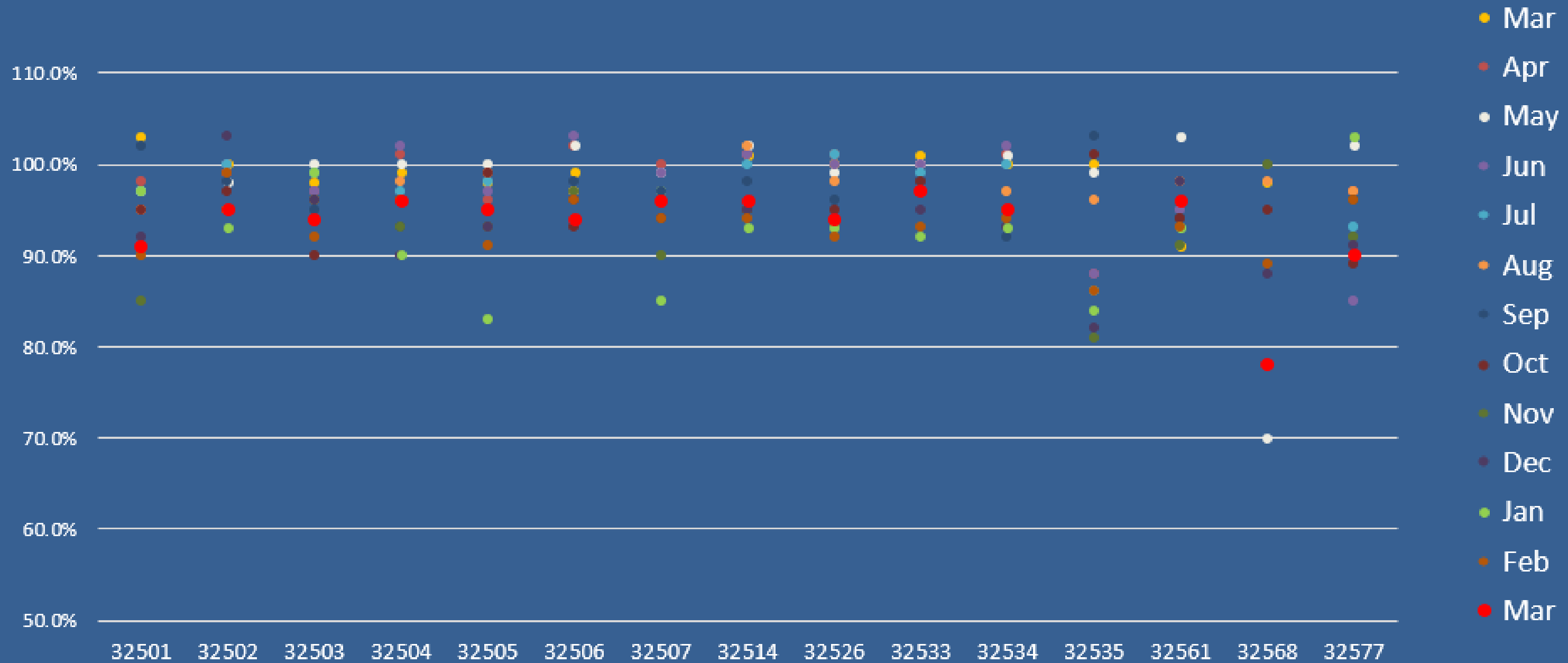
## SINGLE FAMILY & CONDO UNITS

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 MARCH 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.

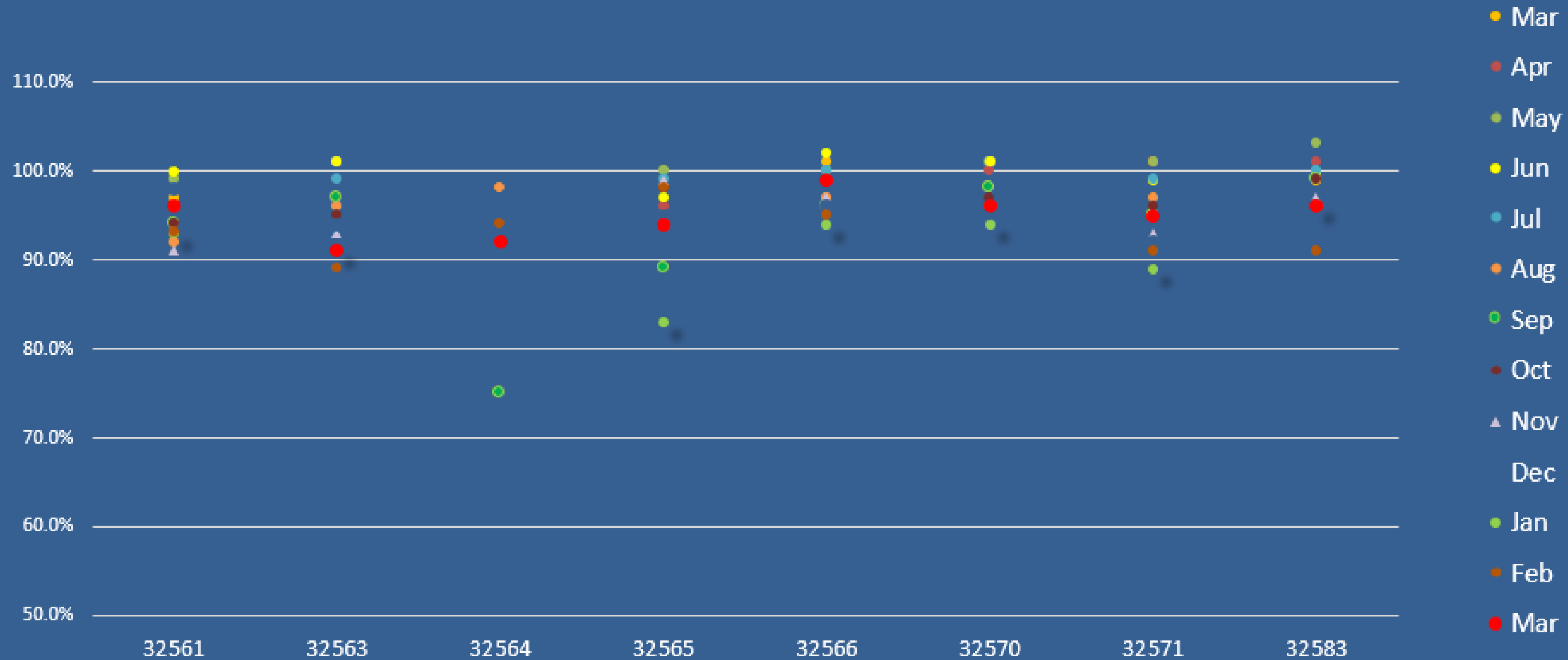
# ESCAMBIA COUNTY

## AVERAGE LIST TO SALE PRICE SINGLE FAMILY



# SANTA ROSA COUNTY

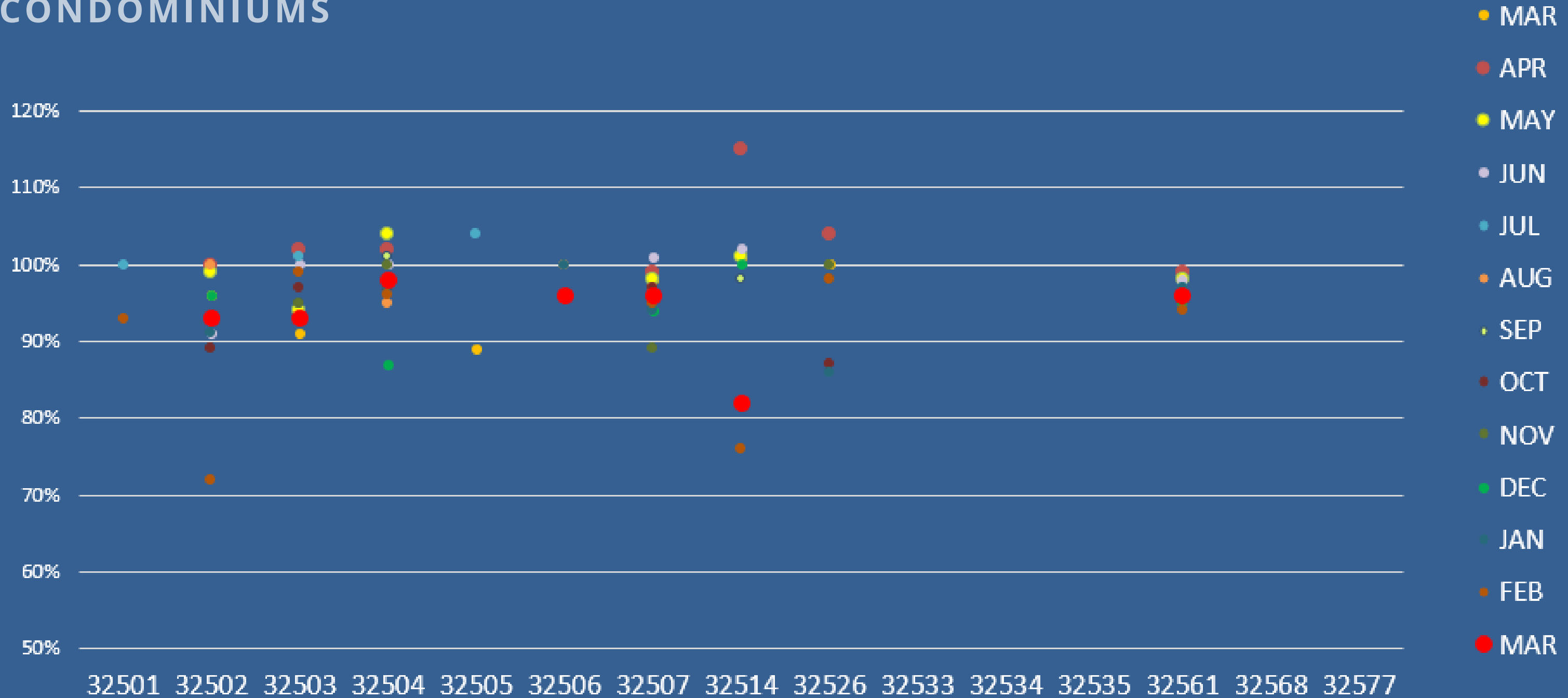
## AVERAGE LIST TO SALE PRICE SINGLE FAMILY





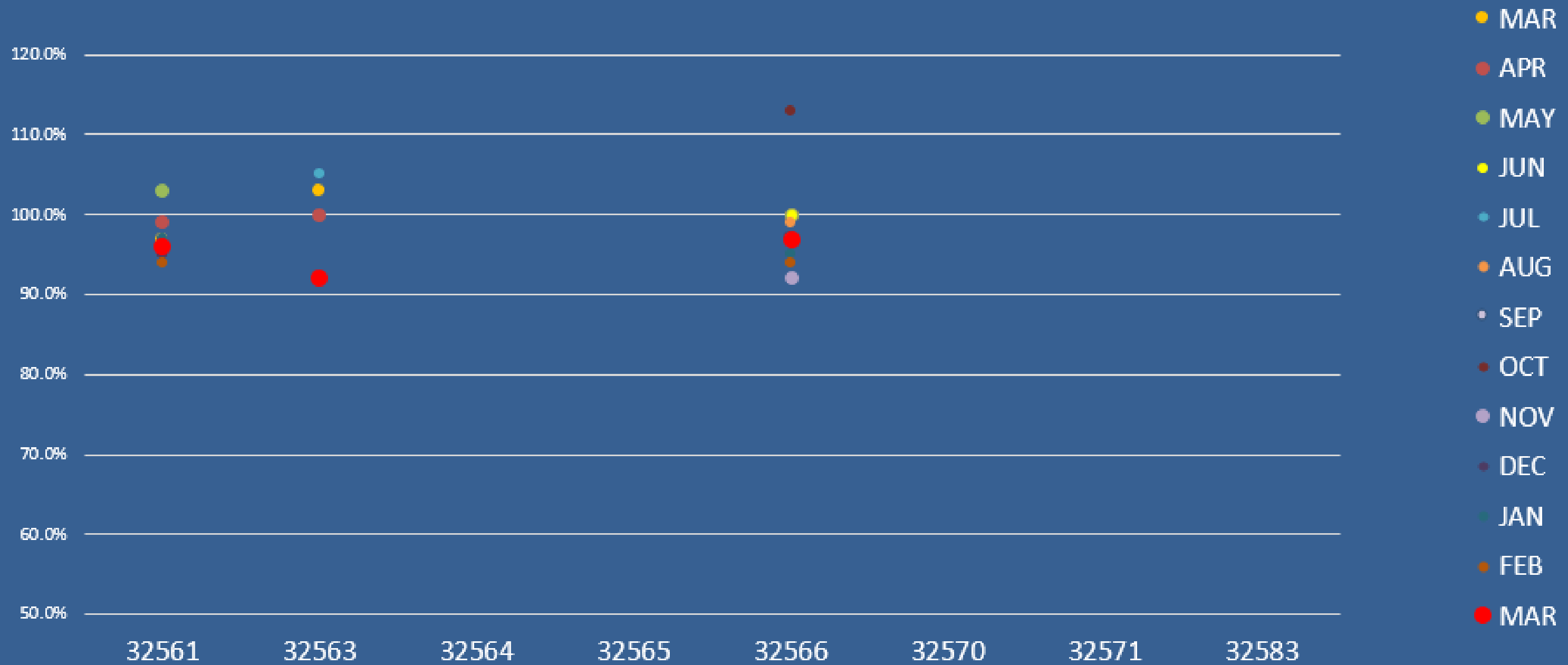
# ESCAMBIA COUNTY

## AVERAGE LIST TO SALE PRICE CONDOMINIUMS



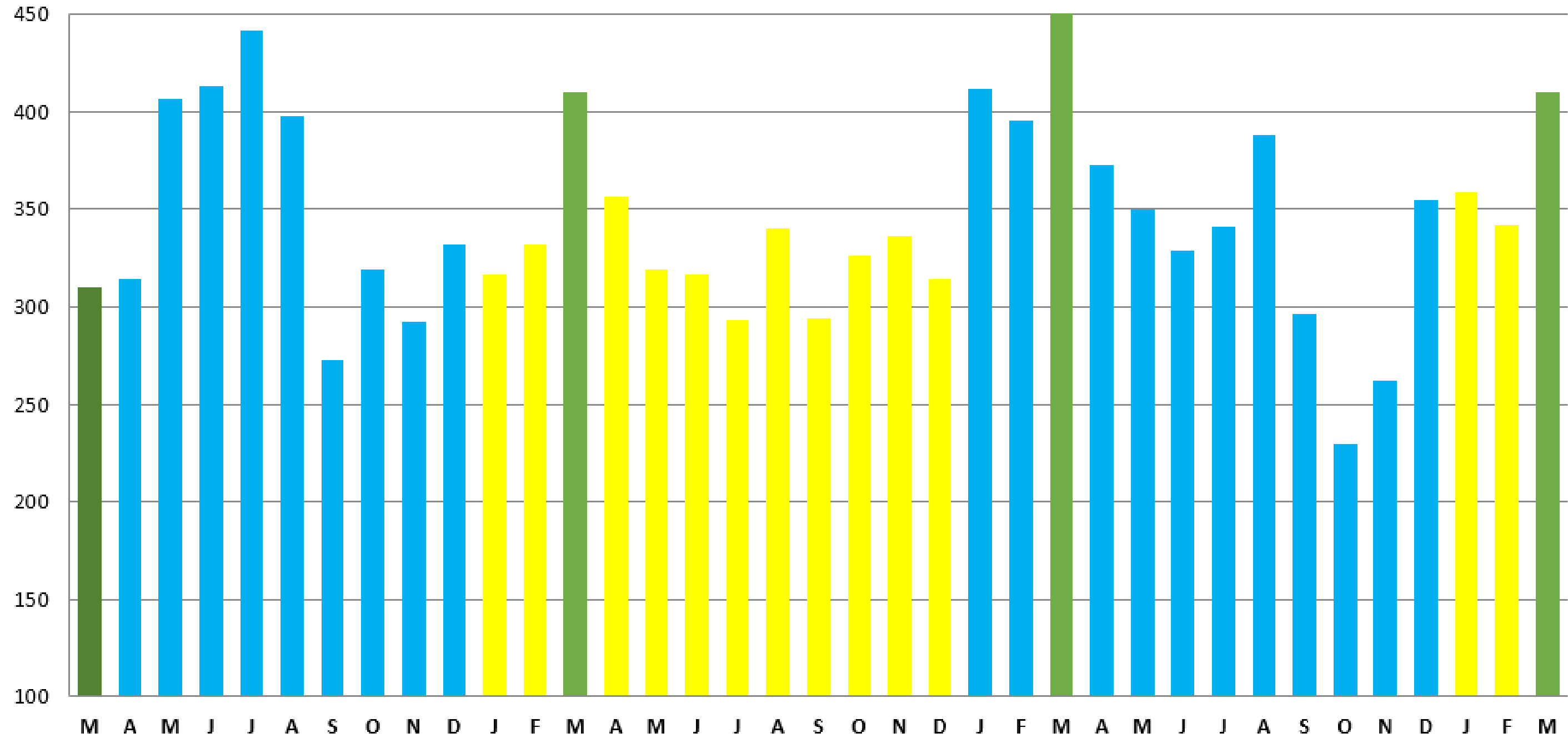
# SANTA ROSA COUNTY

## AVERAGE LIST TO SALE PRICE CONDOMINIUMS



# PENDING SALES

MARCH 2020 - MARCH 2023



PENSACOLA ASSOCIATION OF REALTORS®

# MLS DEPARTMENT

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