



MARKET SNAPSHOT

OCTOBER 2023

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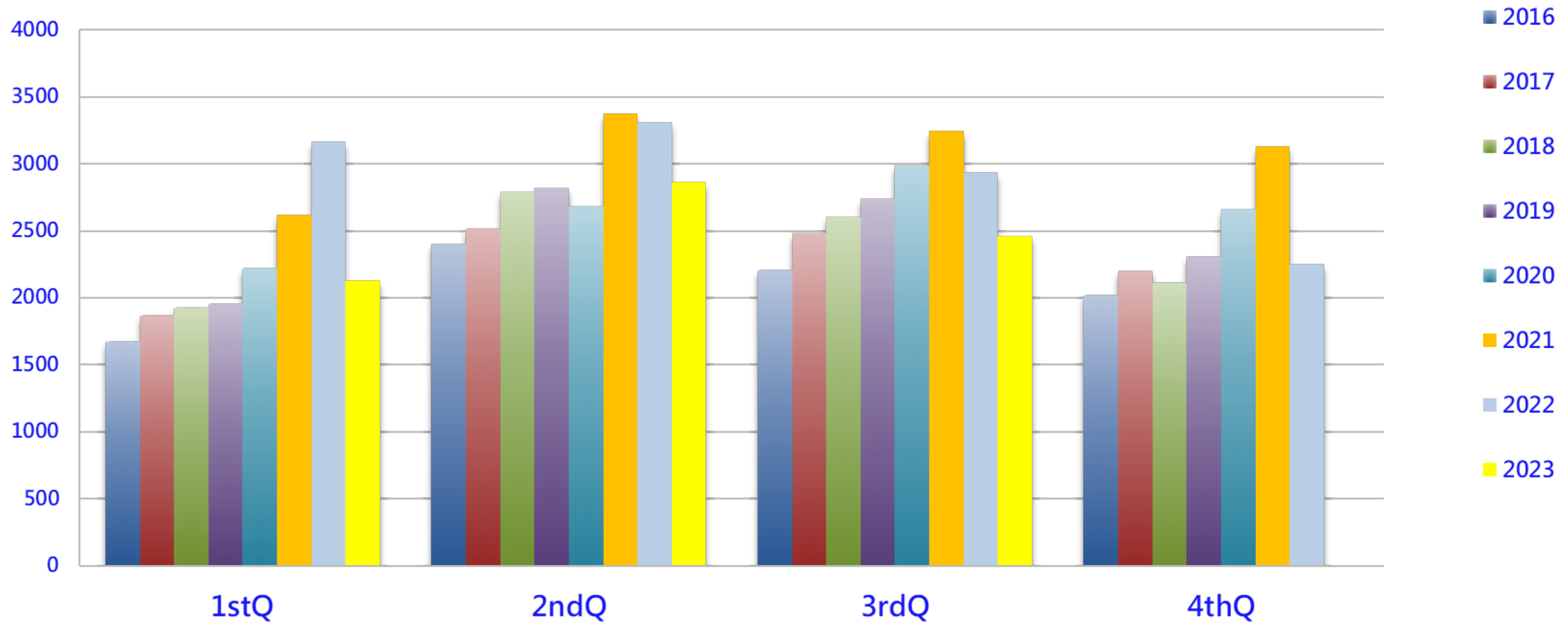
OCTOBER MARKET HIGHLIGHTS

- **COMBINED SALES SLIPPED 14% COMPARED TO THE PRIOR MONTH AND 18% FROM THE SAME MONTH LAST YEAR**
- **THE AVERAGE OCTOBER DOM FOR RESIDENTIAL AND CONDOS COMBINED WAS 45, TWO WEEKS MORE THAN LAST OCTOBER.**
- **BOTH SINGLE FAMILY AND CONDO INVENTORY CONTINUED TO SHOW MODEST GAINS.**
- **AT 249, OCTOBER'S PENDING SALES WERE VIRTUALLY IDENTICAL TO SEPTEMBER AND UP 8% COMPARED TO LAST OCTOBER.**

QUARTERLY SALES

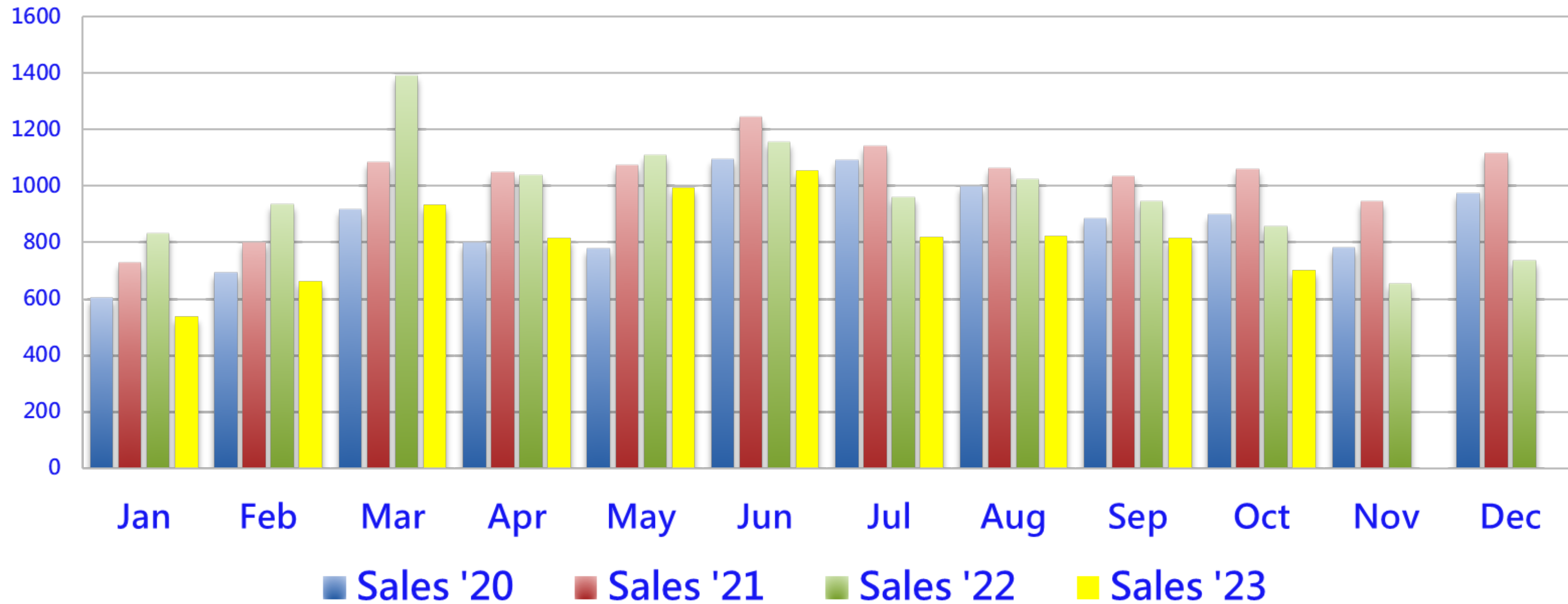
2016 - 2023

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



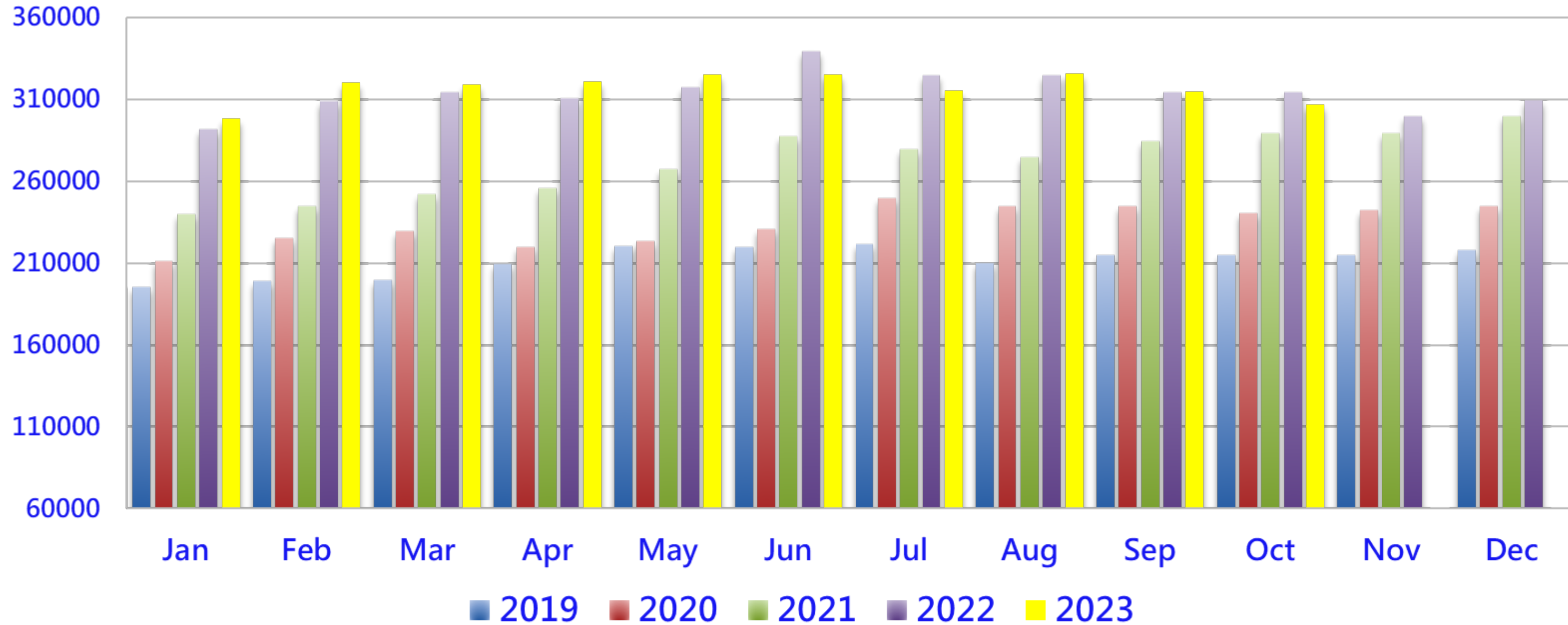
MONTHLY SALES

RESIDENTIAL & CONDO COMBINED | 2020 - 2023
OCTOBER 2022: 859 | OCTOBER 2023: 701



MEDIAN SALE PRICE

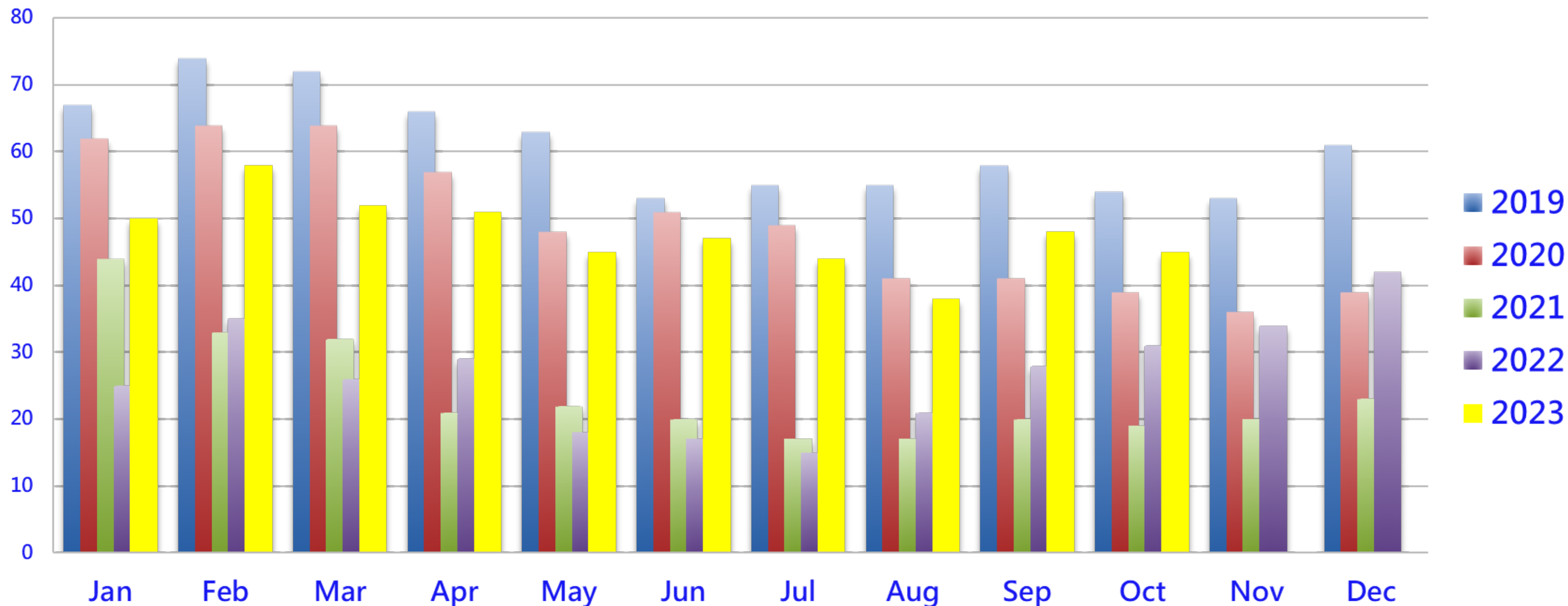
OCTOBER 2022: \$314,900K | OCTOBER 2023: \$307K



AVERAGE DAYS ON MARKET

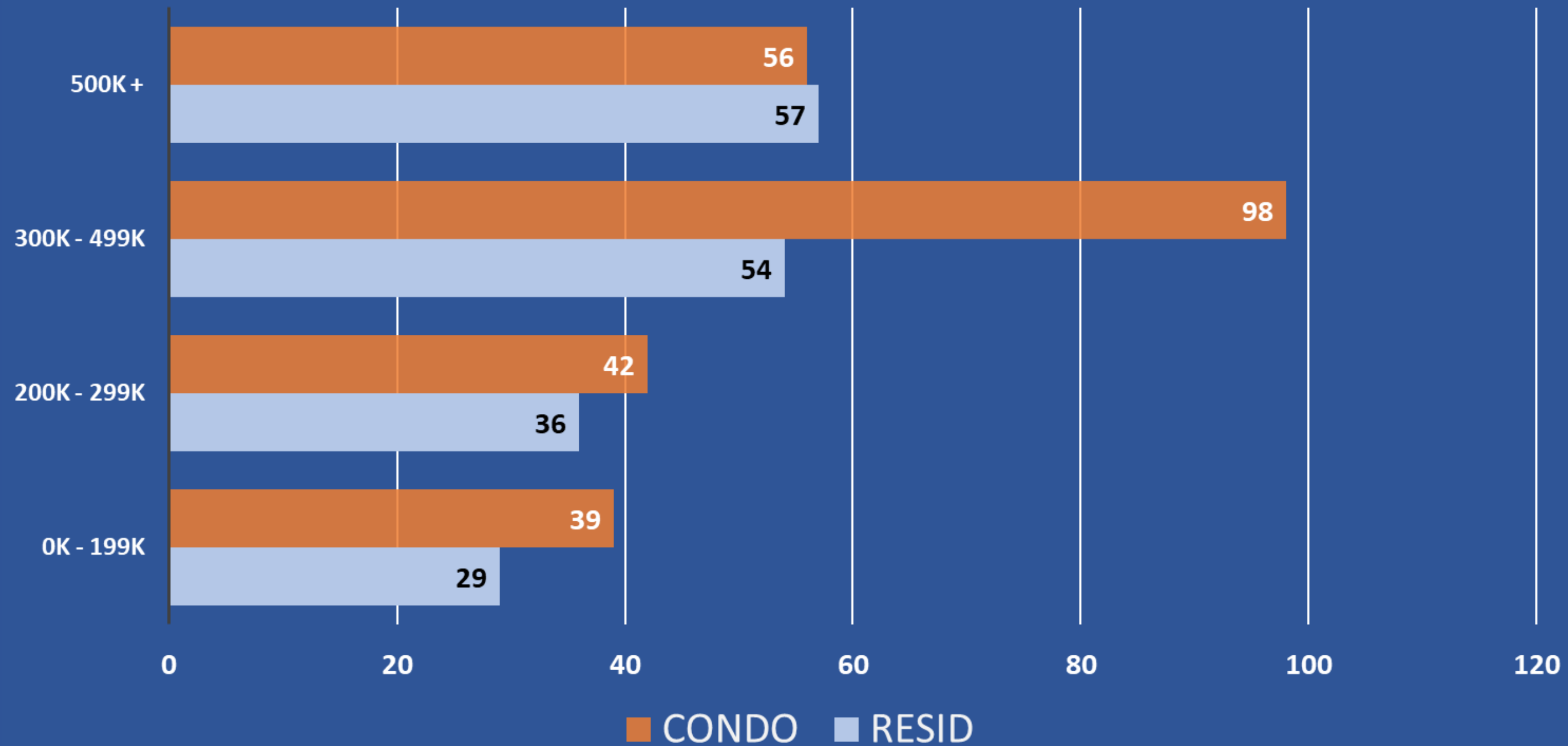
RESIDENTIAL & CONDO COMBINED

OCTOBER 2022: 31 | OCTOBER 2023: 45



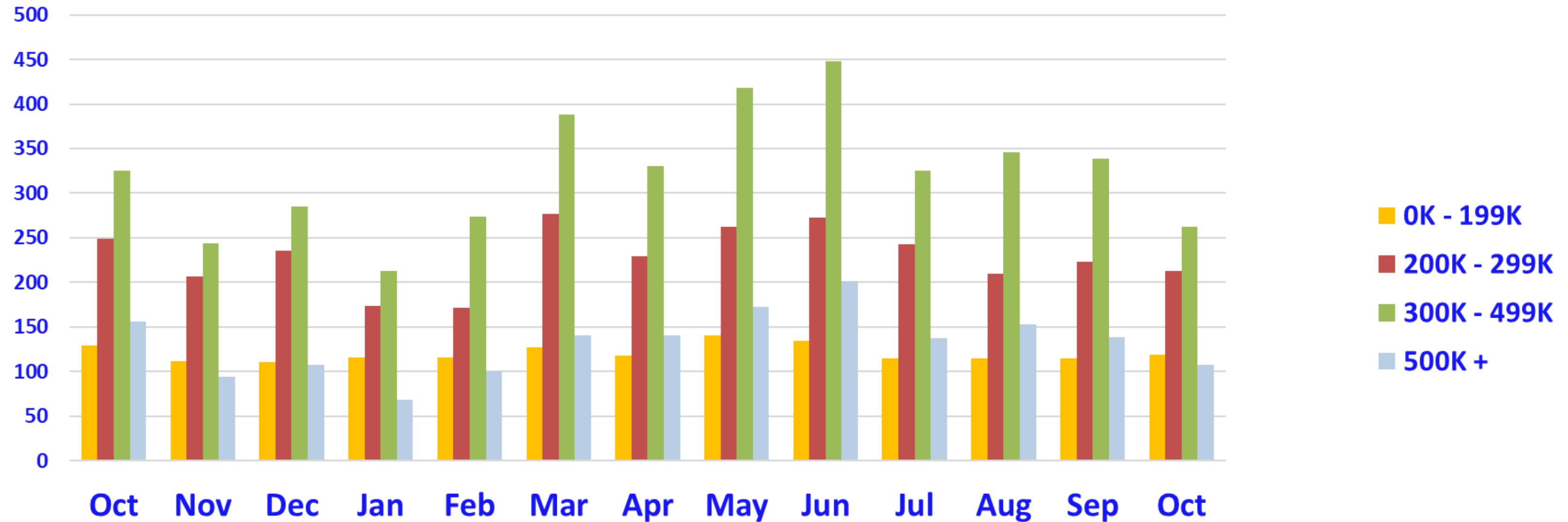
AVERAGE DAYS ON MARKET

BY PRICE RANGE / PROPERTY TYPE



SALES BY PRICE RANGE

RESIDENTIAL & CONDO



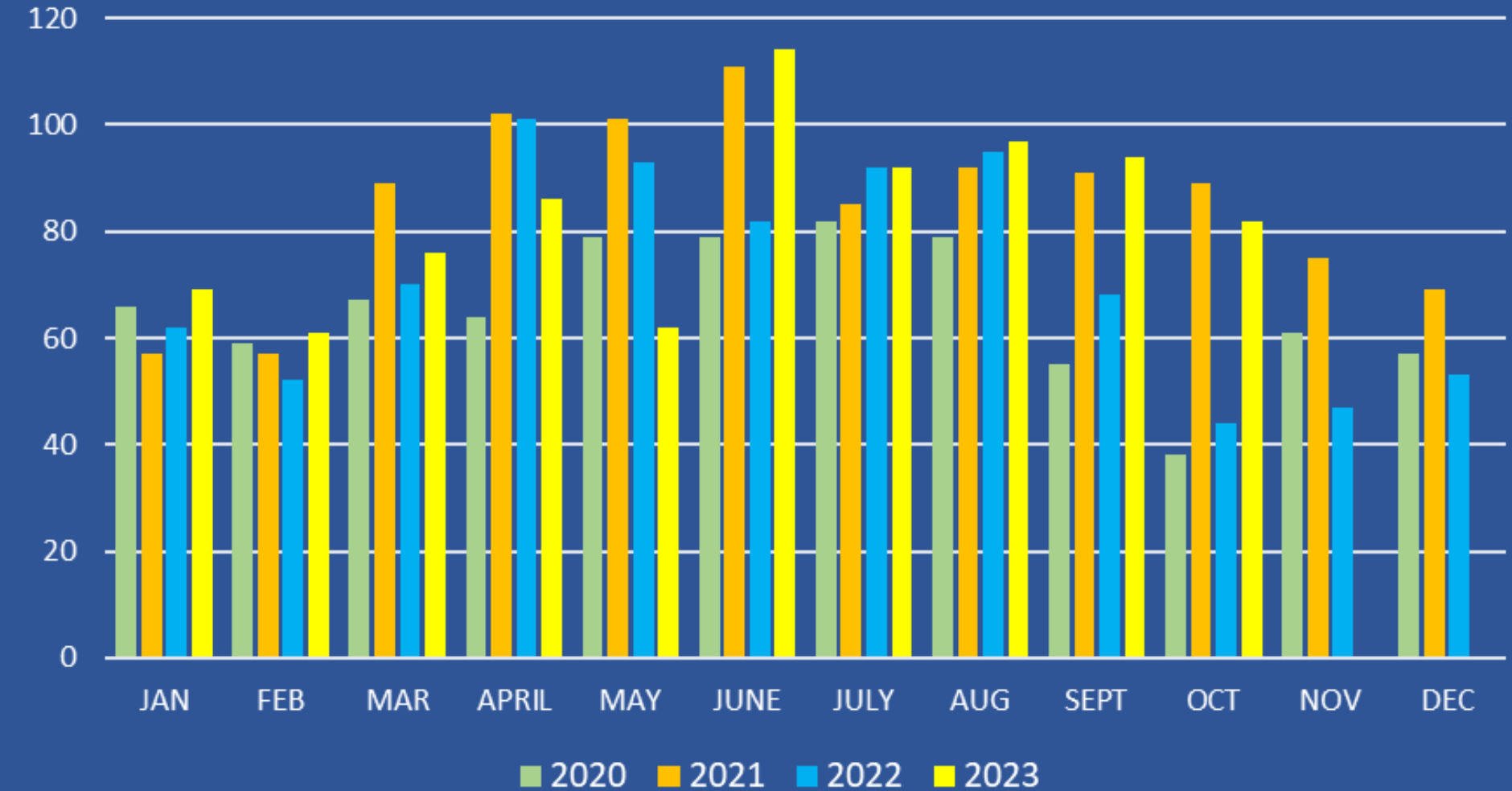
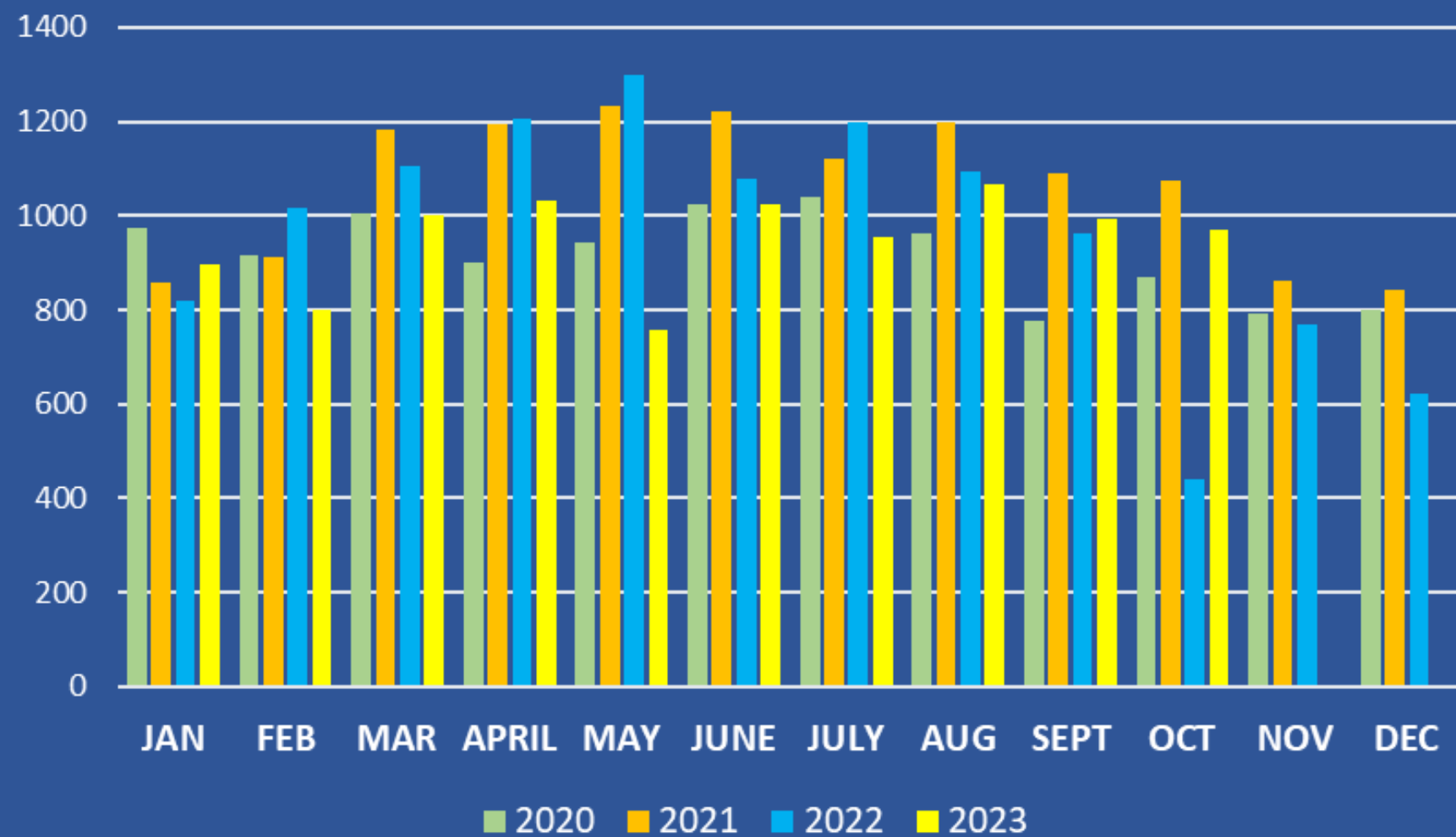
NEW LISTINGS BY MONTH

RESIDENTIAL

OCTOBER 2022: 442
 OCTOBER 2023: 969

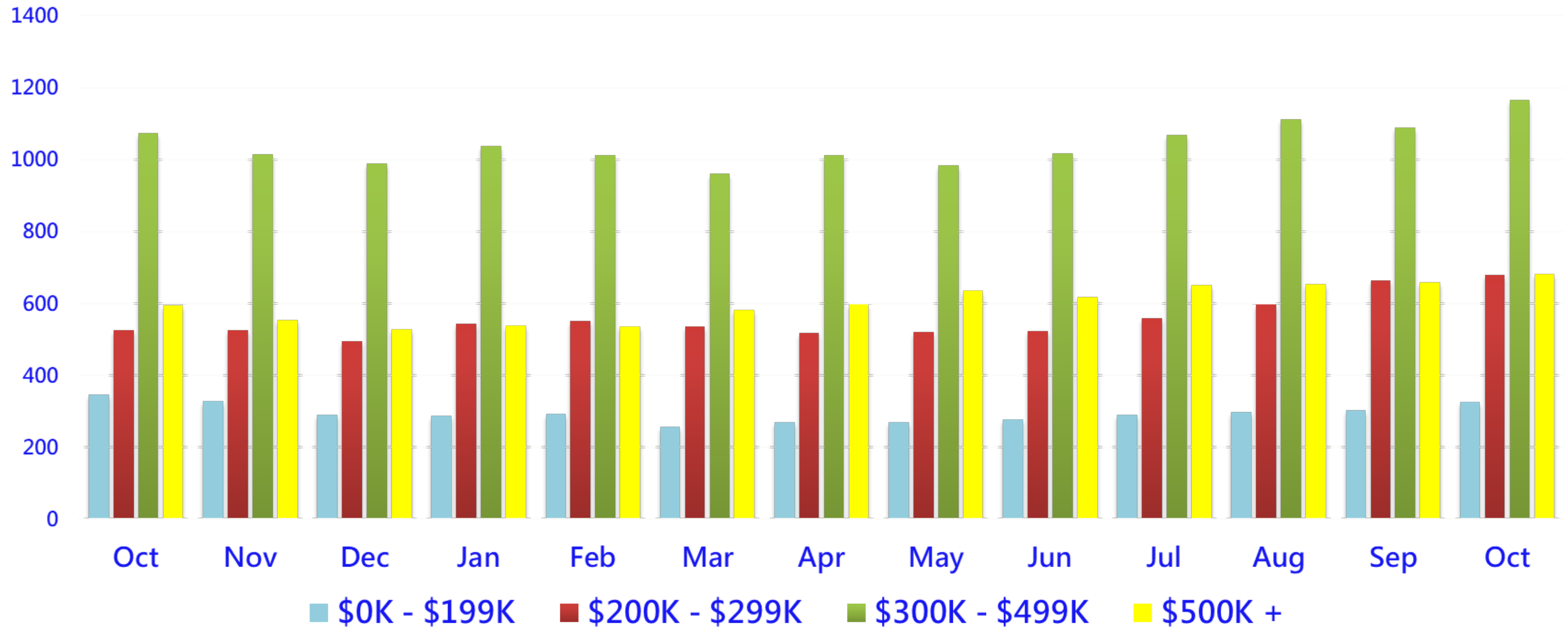
CONDO

OCTOBER 2022: 44
 OCTOBER 2023: 82



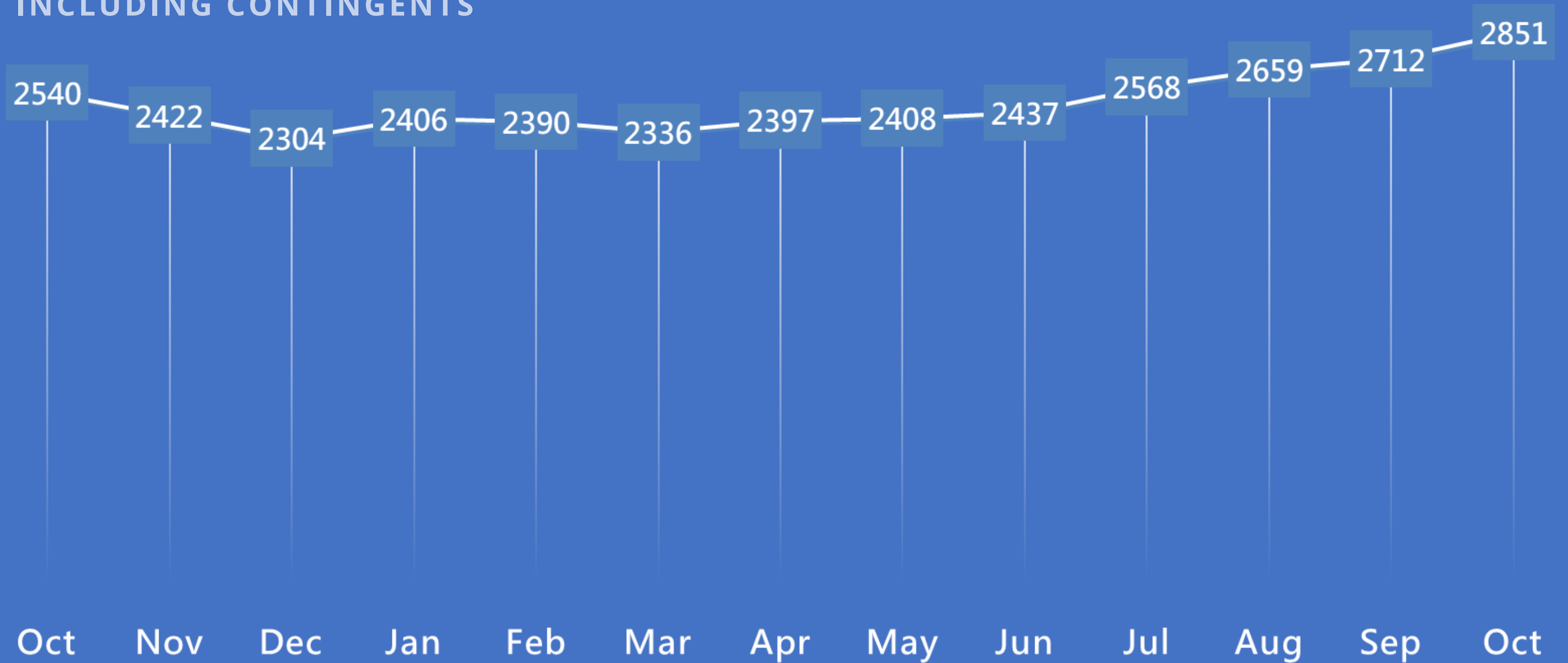
S/FAM INVENTORY BY PRICE

INCLUDING CONTINGENTS (contingents included)



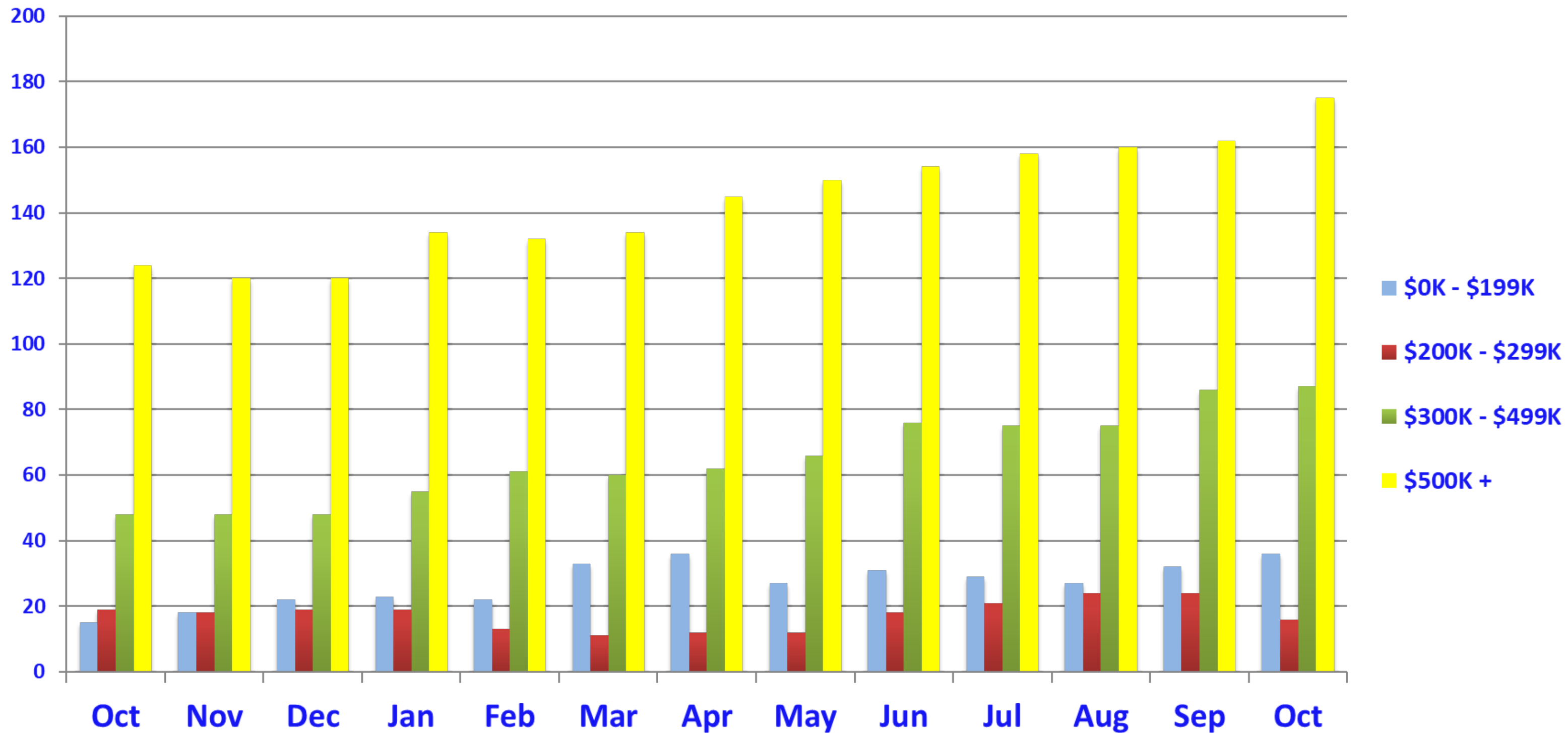
S/FAM INVENTORY HISTORY

INCLUDING CONTINGENTS



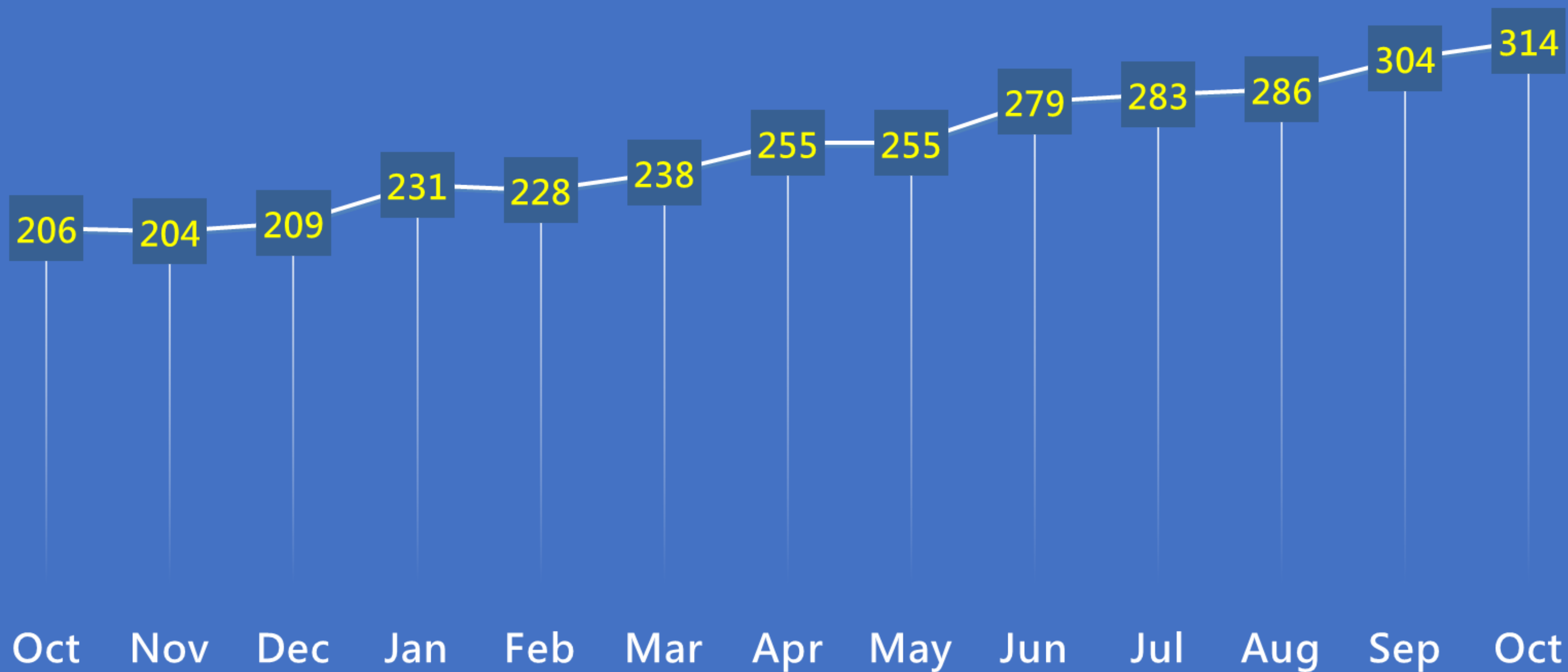
CONDO INVENTORY BY PRICE

INCLUDING CONTINGENTS



CONDO INVENTORY HISTORY

INCLUDING CONTINGENTS



AVERAGE PERCENTAGE OF SOLD VS. LIST PRICE

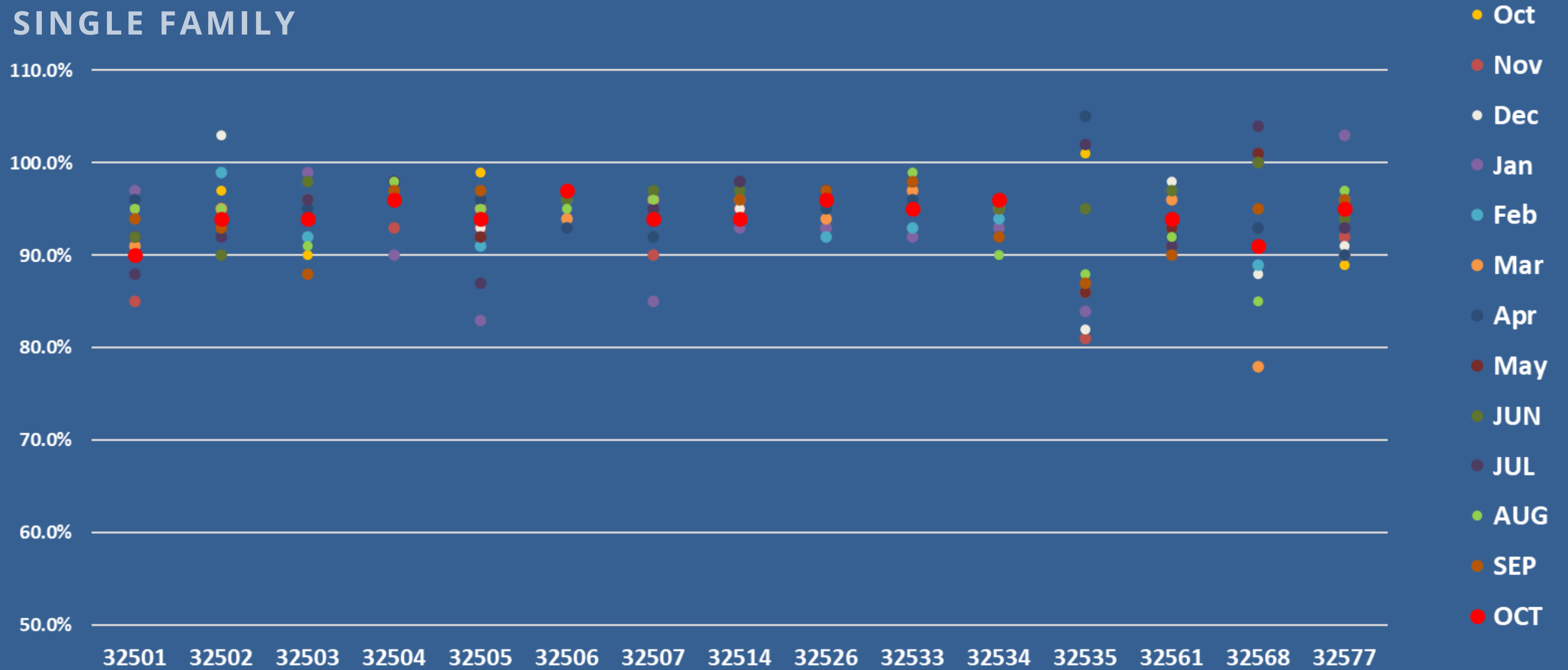
SINGLE FAMILY & CONDO UNITS

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 OCTOBER 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.

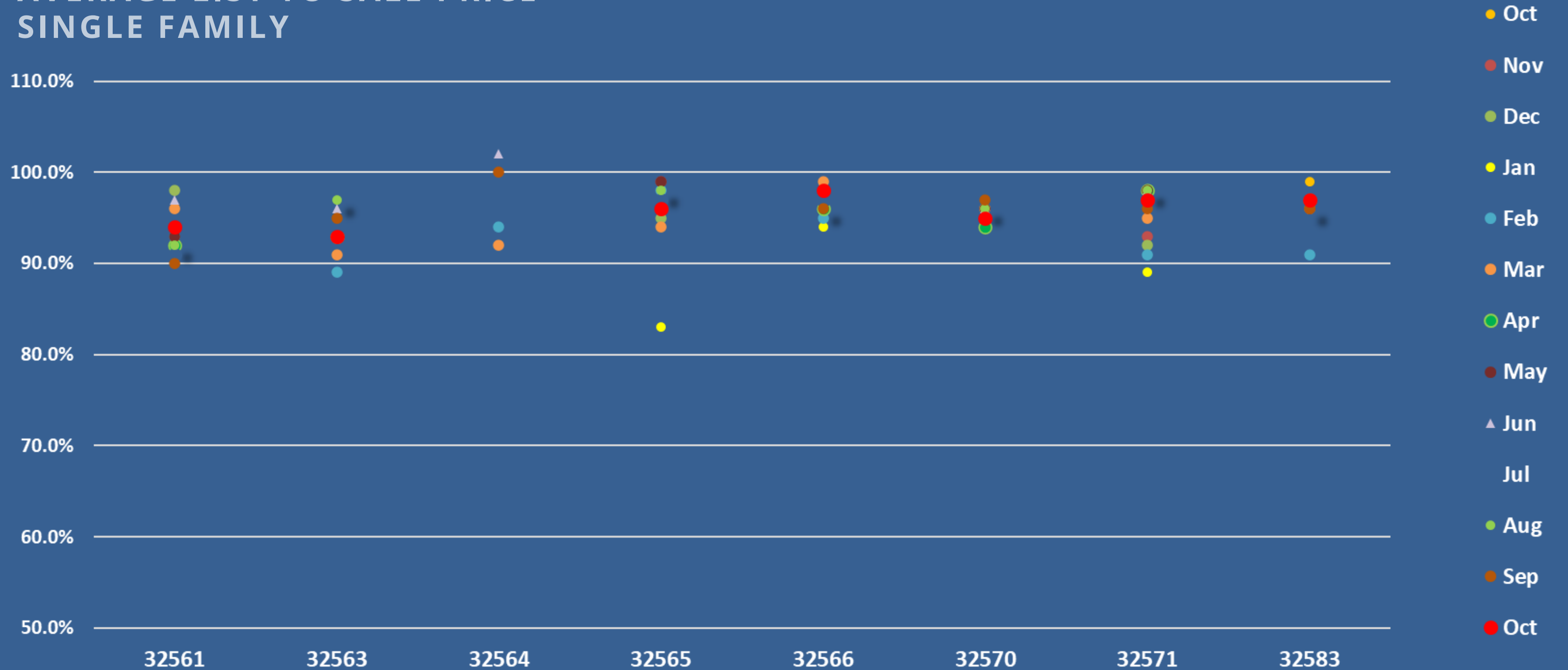
ESCAMBIA COUNTY

AVERAGE LIST TO SALE PRICE SINGLE FAMILY



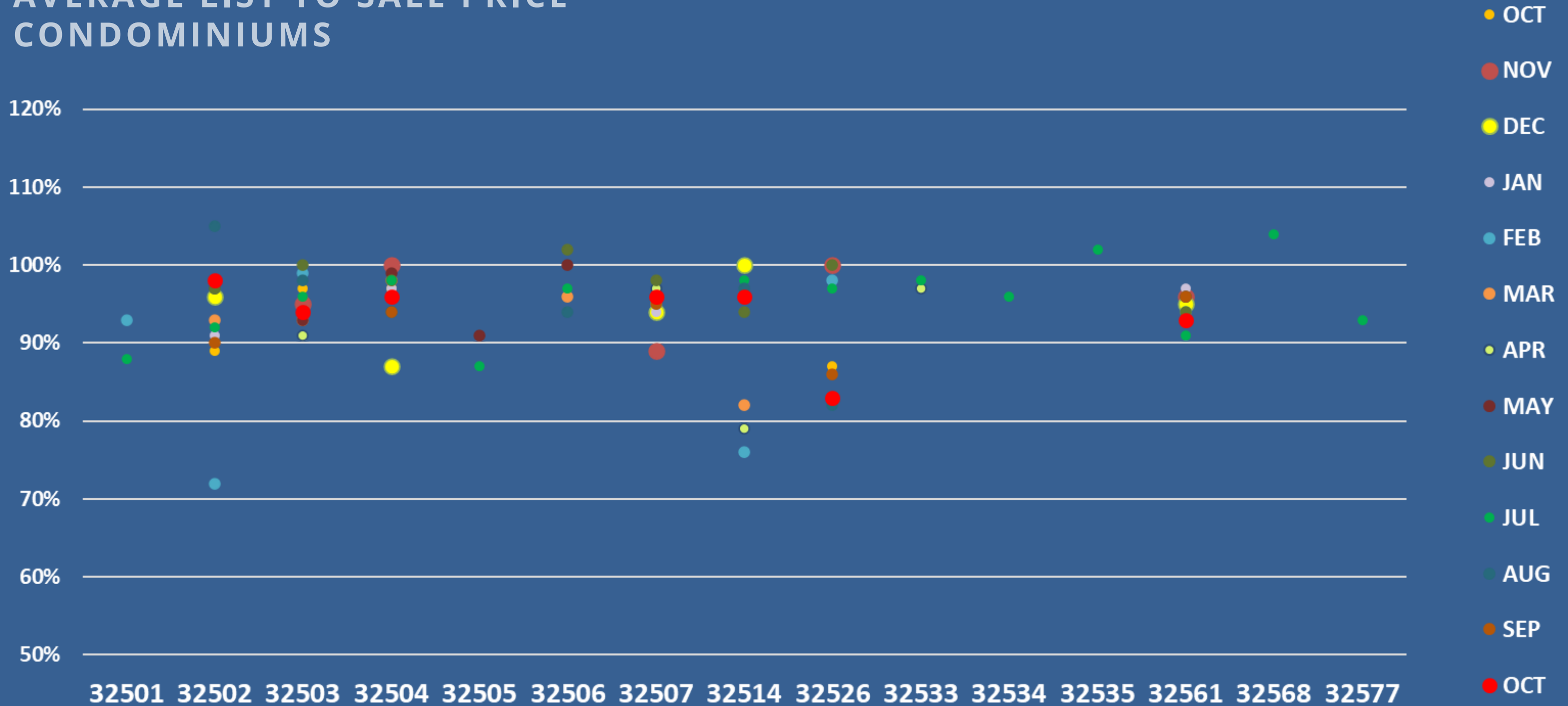
SANTA ROSA COUNTY

AVERAGE LIST TO SALE PRICE SINGLE FAMILY



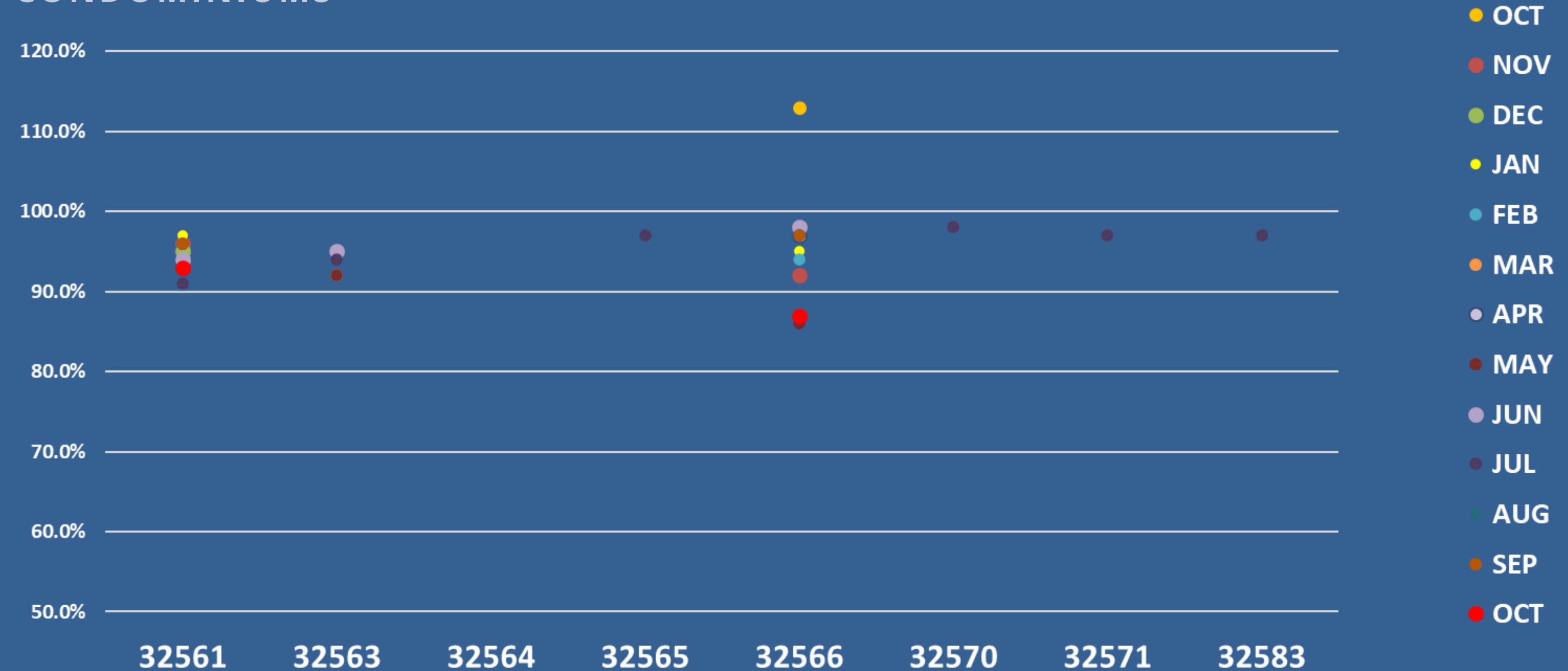
ESCAMBIA COUNTY

AVERAGE LIST TO SALE PRICE CONDOMINIUMS



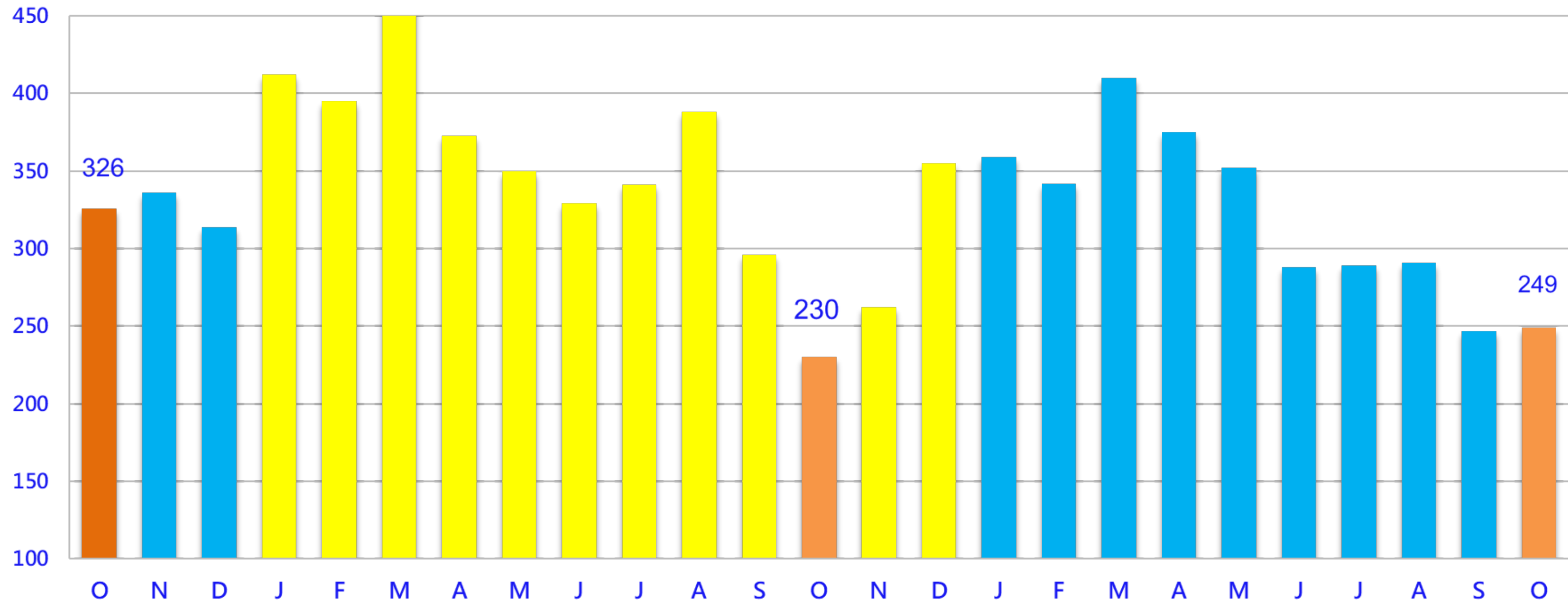
SANTA ROSA COUNTY

AVERAGE LIST TO SALE PRICE CONDOMINIUMS



PENDING SALES

OCTOBER 2021 - OCTOBER 2023



PENSACOLA ASSOCIATION OF REALTORS®

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