

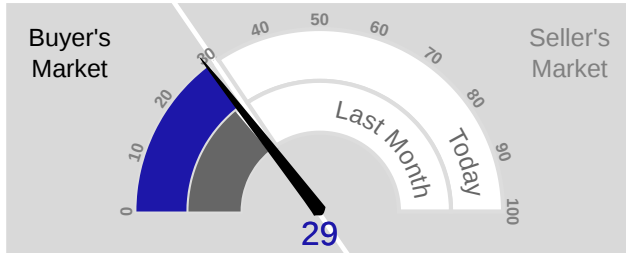


PENSACOLA, FL Condos/Townhomes

This week the median list price for Pensacola, FL is \$370,000 with the market action index hovering around 29. This is an increase over last month's market action index of 28. Inventory has decreased to 355.

MARKET ACTION INDEX

This answers "How's the Market?" by comparing rate of sales versus inventory.

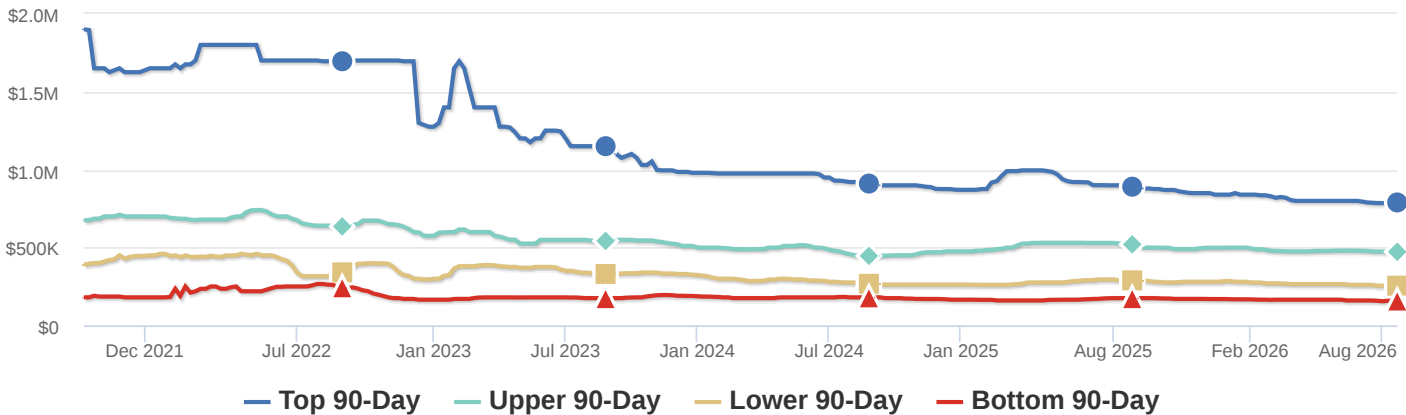


Slight Buyer's Advantage

MARKET NARRATIVE

Home sales have been exceeding new inventory for several weeks. Since this is a Buyer's market, prices are not yet moving higher as excess inventory is consumed. However, as the supply and demand trends continue, the market moves into the Seller's zone, and we are likely to see upward pressure on pricing.

MEDIAN LIST PRICE



MARKET SEGMENTS

Each segment below represents approximately 25% of the market ordered by price.

Median Price	Sq. Ft.	Lot Size	Beds	Bath	Age	New	Absorbed	DOM
\$789,500	1,914	0.5 - 1 acre	3	3	24	4	6	133
\$472,500	1,496	0.5 - 1 acre	2	2	20	2	4	126
\$250,000	1,423	0 - 4,500 sqft	3	2	40	2	6	119
\$159,200	1,014	0.5 - 1 acre	2	2	43	11	8	91

REAL-TIME MARKET PROFILE

Median List Price	\$370,000
Median Price of New Listings	\$185,000
Per Square Foot	\$284
Average Days on Market	159
Median Days on Market	112
Price Decreased	39%
Price Increased	2%
Relisted	5%
Inventory	355
Median Rent	\$1,618
Market Action	29

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