

Tallahassee Real Estate

An analytical view of the Tallahassee Housing Market

Volume 15, Number 11

Please forward this to everyone who has a stake in the Tallahassee real estate market.

Remind them they can [subscribe to it here](#)

AT A GLANCE

Inventory Report

November Housing Reports have been completed and are posted at

[Recent Housing Reports](#)



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Minimum Wage Changes Impact Housing

Why home prices that seem very high might never recede

Home prices and home values are ruled by the forces of supply and demand, just as are other commodities that trade in a free market.

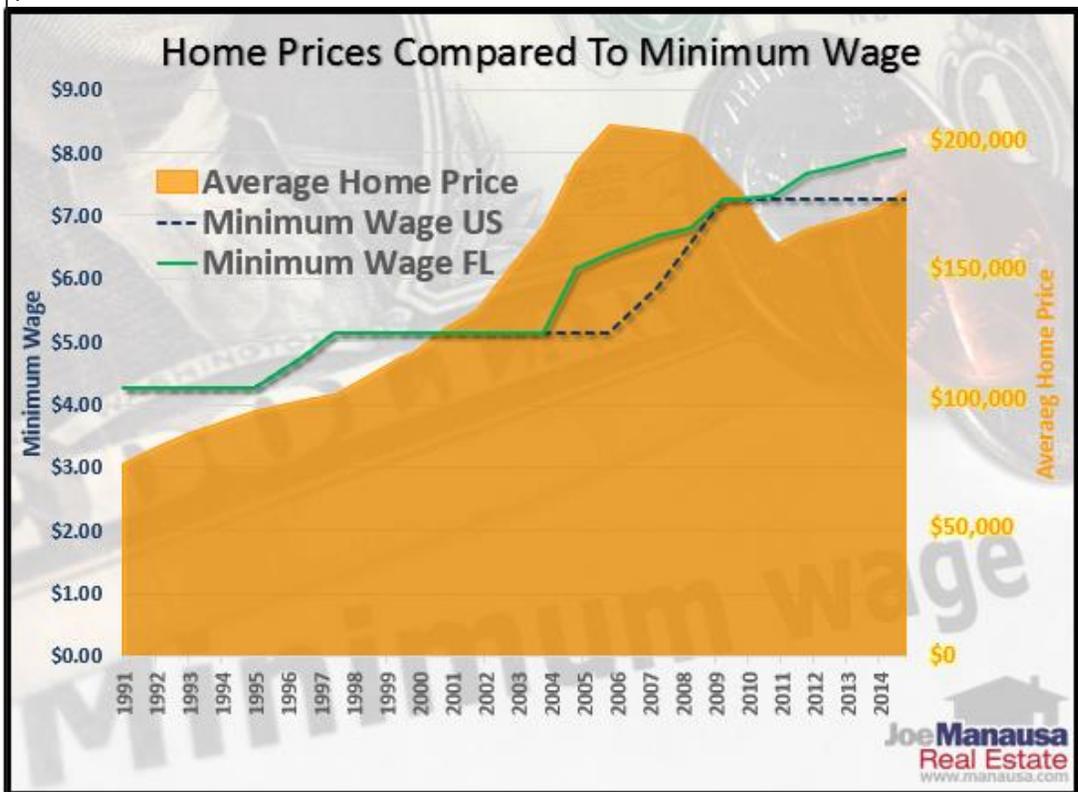
Lately, there have been numerous national articles bemoaning the high prices of real estate, claiming a new bubble which has formed in the housing market with blame being disbursed from the wealthy, to Congress, and to many others that are always in the line of fire.

What all these “experts” are ignoring however, is the increased cost of the production of new homes.

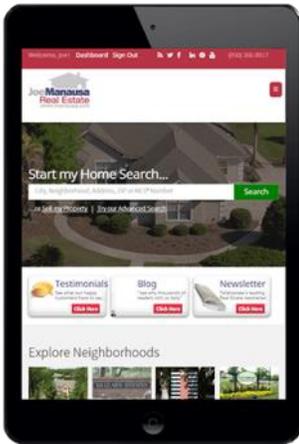
So much of the cost of residential construction is impacted by an increase in minimum wage, and when we compare minimum wage changes with Tallahassee house price changes, there certainly seems to be some level of correlation between the two.

Remember This

So long as demand for homes keeps rising, smart money will bet on the rising prices of homes, as the newly constructed units will be assembled with more expensive labor utilizing more expensive materials.



BEST SEARCH

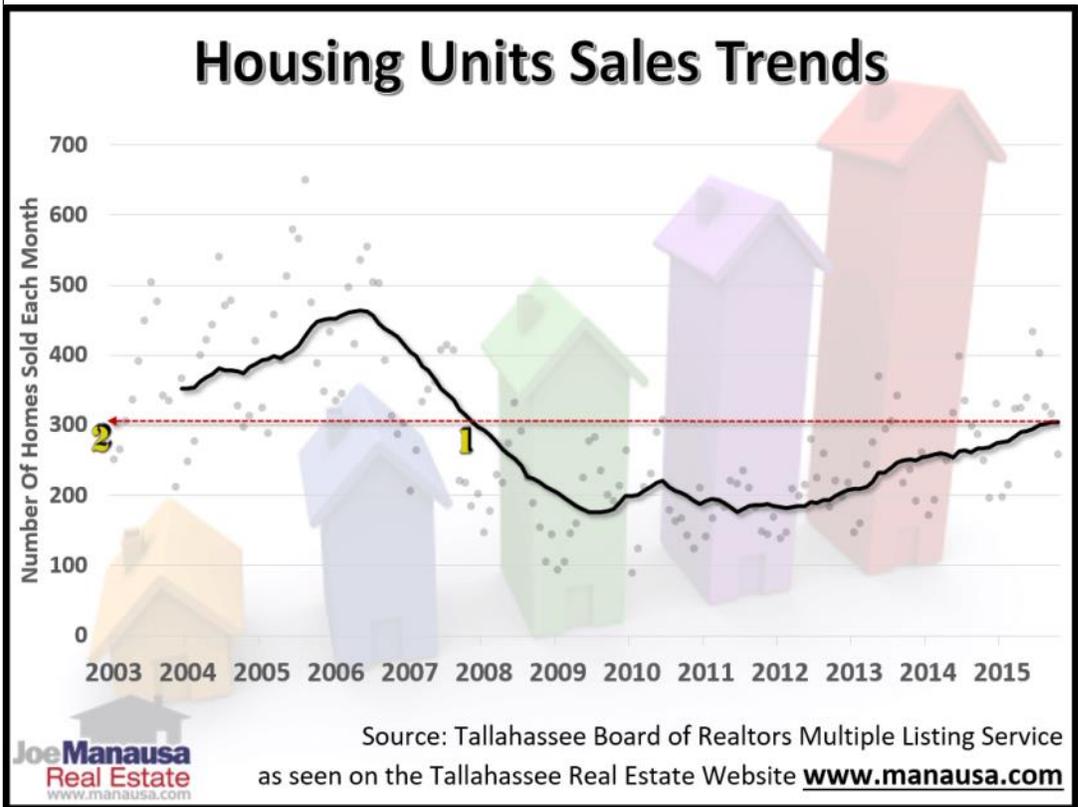


[Seller Resource](#)

RECOVERY

Rising home sales is resulting in a diminishing supply of homes which will eventually result in rising values

Gains Continue, But Upside Remains Strong



The number of homes selling each month in Tallahassee is on the rise. Our [recent report on Year Over Year Home Sales](#) showed that 35 of the past 39 months produced gains in the number of homes that sold in a current month versus the same month the year prior.

The graph above plots the number of home sales in the Tallahassee MLS each month from January 2003 through October 2015, and then a one-year average trend line has been formed in solid black.

First and foremost, we observe that a recovery is process. We are seeing more monthly home sales today than we have seen since the end of 2007 (see point #1 on the graph), but the rate of sales is still well below what we saw since the

mid to late 1990s (see point #2 on the graph).

The fact that our population is roughly 25% larger than it was during the first time this level of home sales occurred suggests that there is still plenty of upside left in the housing market recovery for Tallahassee.

Rising home sales is resulting in a diminishing supply of homes which will eventually result in rising values. And rising values will help many homeowners recover the equity lost in their homes during the crash of the housing market.

When these homeowners are made whole again, they will have the means to move again, which means that the normal ratio of buyers to population side should return to Tallahassee.

Median Home Changes Reveal Market Status

Too often, real estate reports come to conclusions that are faulty due to a misunderstanding of the underlying statistics from which the report was created.

For example, you can find a countless number of reports that go into great detail about how the length of time it takes to sell a home can be measured, something that we have demonstrated will always be fruitless and faulty if the information is compiled through the MLS systems.

Another area where “experts” often get it wrong is when reports of appreciation or depreciation are compiled.

Unlike many other commodities, no two homes are exactly alike, so measuring appreciation in real estate requires significantly more effort.

The graph below shows that what people are buying is always changing, so it is important to track many key trends in the housing market to understand the current market conditions.

Prices (green line) have been trending downward over the past few months, whereas values (blue line) have maintained a slight rate of growth.

I find it interesting that home prices (the amount that buyers are spending) are consistent with what we saw back in 2006, yet home values (what the sellers are getting) are the same as what we recorded in 2005.

The difference is a result of the median home changing, as today’s homebuyer is getting more house for the money and can spend more due to low mortgage interest rates.

Free Report

Leon County Inventory Report
For the Month of November 2015
As of 11/30/2015

Category	Nov 2015	Oct 2015	Sept 2015	Aug 2015	July 2015	June 2015	May 2015	April 2015	March 2015	Feb 2015	Jan 2015	Dec 2014	Nov 2014	Oct 2014	Sept 2014	Aug 2014	July 2014	June 2014	May 2014	April 2014	March 2014	Feb 2014	Jan 2014	Dec 2013	Nov 2013	Oct 2013	Sept 2013	Aug 2013	July 2013	June 2013	May 2013	April 2013	March 2013	Feb 2013	Jan 2013	Dec 2012	Nov 2012	Oct 2012	Sept 2012	Aug 2012	July 2012	June 2012	May 2012	April 2012	March 2012	Feb 2012	Jan 2012	Dec 2011	Nov 2011	Oct 2011	Sept 2011	Aug 2011	July 2011	June 2011	May 2011	April 2011	March 2011	Feb 2011	Jan 2011	Dec 2010	Nov 2010	Oct 2010	Sept 2010	Aug 2010	July 2010	June 2010	May 2010	April 2010	March 2010	Feb 2010	Jan 2010	Dec 2009	Nov 2009	Oct 2009	Sept 2009	Aug 2009	July 2009	June 2009	May 2009	April 2009	March 2009	Feb 2009	Jan 2009	Dec 2008	Nov 2008	Oct 2008	Sept 2008	Aug 2008	July 2008	June 2008	May 2008	April 2008	March 2008	Feb 2008	Jan 2008	Dec 2007	Nov 2007	Oct 2007	Sept 2007	Aug 2007	July 2007	June 2007	May 2007	April 2007	March 2007	Feb 2007	Jan 2007	Dec 2006	Nov 2006	Oct 2006	Sept 2006	Aug 2006	July 2006	June 2006	May 2006	April 2006	March 2006	Feb 2006	Jan 2006	Dec 2005	Nov 2005	Oct 2005	Sept 2005	Aug 2005	July 2005	June 2005	May 2005	April 2005	March 2005	Feb 2005	Jan 2005	Dec 2004	Nov 2004	Oct 2004	Sept 2004	Aug 2004	July 2004	June 2004	May 2004	April 2004	March 2004	Feb 2004	Jan 2004	Dec 2003	Nov 2003	Oct 2003	Sept 2003	Aug 2003	July 2003	June 2003	May 2003	April 2003	March 2003	Feb 2003	Jan 2003	Dec 2002	Nov 2002	Oct 2002	Sept 2002	Aug 2002	July 2002	June 2002	May 2002	April 2002	March 2002	Feb 2002	Jan 2002	Dec 2001	Nov 2001	Oct 2001	Sept 2001	Aug 2001	July 2001	June 2001	May 2001	April 2001	March 2001	Feb 2001	Jan 2001	Dec 2000	Nov 2000	Oct 2000	Sept 2000	Aug 2000	July 2000	June 2000	May 2000	April 2000	March 2000	Feb 2000	Jan 2000	Dec 1999	Nov 1999	Oct 1999	Sept 1999	Aug 1999	July 1999	June 1999	May 1999	April 1999	March 1999	Feb 1999	Jan 1999	Dec 1998	Nov 1998	Oct 1998	Sept 1998	Aug 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1989	Nov 1989	Oct 1989	Sept 1989	Aug 1989	July 1989	June 1989	May 1989	April 1989	March 1989	Feb 1989	Jan 1989	Dec 1988	Nov 1988	Oct 1988	Sept 1988	Aug 1988	July 1988	June 1988	May 1988	April 1988	March 1988	Feb 1988	Jan 1988	Dec 1987	Nov 1987	Oct 1987	Sept 1987	Aug 1987	July 1987	June 1987	May 1987	April 1987	March 1987	Feb 1987	Jan 1987	Dec 1986	Nov 1986	Oct 1986	Sept 1986	Aug 1986	July 1986	June 1986	May 1986	April 1986	March 1986	Feb 1986	Jan 1986	Dec 1985	Nov 1985	Oct 1985	Sept 1985	Aug 1985	July 1985	June 1985	May 1985	April 1985	March 1985	Feb 1985	Jan 1985	Dec 1984	Nov 1984	Oct 1984	Sept 1984	Aug 1984	July 1984	June 1984	May 1984	April 1984	March 1984	Feb 1984	Jan 1984	Dec 1983	Nov 1983	Oct 1983	Sept 1983	Aug 1983	July 1983	June 1983	May 1983	April 1983	March 1983	Feb 1983	Jan 1983	Dec 1982	Nov 1982	Oct 1982	Sept 1982	Aug 1982	July 1982	June 1982	May 1982	April 1982	March 1982	Feb 1982	Jan 1982	Dec 1981	Nov 1981	Oct 1981	Sept 1981	Aug 1981	July 1981	June 1981	May 1981	April 1981	March 1981	Feb 1981	Jan 1981	Dec 1980	Nov 1980	Oct 1980	Sept 1980	Aug 1980	July 1980	June 1980	May 1980	April 1980	March 1980	Feb 1980	Jan 1980	Dec 1979	Nov 1979	Oct 1979	Sept 1979	Aug 1979	July 1979	June 1979	May 1979	April 1979	March 1979	Feb 1979	Jan 1979	Dec 1978	Nov 1978	Oct 1978	Sept 1978	Aug 1978	July 1978	June 1978	May 1978	April 1978	March 1978	Feb 1978	Jan 1978	Dec 1977	Nov 1977	Oct 1977	Sept 1977	Aug 1977	July 1977	June 1977	May 1977	April 1977	March 1977	Feb 1977	Jan 1977	Dec 1976	Nov 1976	Oct 1976	Sept 1976	Aug 1976	July 1976	June 1976	May 1976	April 1976	March 1976	Feb 1976	Jan 1976	Dec 1975	Nov 1975	Oct 1975	Sept 1975	Aug 1975	July 1975	June 1975	May 1975	April 1975	March 1975	Feb 1975	Jan 1975	Dec 1974	Nov 1974	Oct 1974	Sept 1974	Aug 1974	July 1974	June 1974	May 1974	April 1974	March 1974	Feb 1974	Jan 1974	Dec 1973	Nov 1973	Oct 1973	Sept 1973	Aug 1973	July 1973	June 1973	May 1973	April 1973	March 1973	Feb 1973	Jan 1973	Dec 1972	Nov 1972	Oct 1972	Sept 1972	Aug 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1963	Nov 1963	Oct 1963	Sept 1963	Aug 1963	July 1963	June 1963	May 1963	April 1963	March 1963	Feb 1963	Jan 1963	Dec 1962	Nov 1962	Oct 1962	Sept 1962	Aug 1962	July 1962	June 1962	May 1962	April 1962	March 1962	Feb 1962	Jan 1962	Dec 1961	Nov 1961	Oct 1961	Sept 1961	Aug 1961	July 1961	June 1961	May 1961	April 1961	March 1961	Feb 1961	Jan 1961	Dec 1960	Nov 1960	Oct 1960	Sept 1960	Aug 1960	July 1960	June 1960	May 1960	April 1960	March 1960	Feb 1960	Jan 1960	Dec 1959	Nov 1959	Oct 1959	Sept 1959	Aug 1959	July 1959	June 1959	May 1959	April 1959	March 1959	Feb 1959	Jan 1959	Dec 1958	Nov 1958	Oct 1958	Sept 1958	Aug 1958	July 1958	June 1958	May 1958	April 1958	March 1958	Feb 1958	Jan 1958	Dec 1957	Nov 1957	Oct 1957	Sept 1957	Aug 1957	July 1957	June 1957	May 1957	April 1957	March 1957	Feb 1957	Jan 1957	Dec 1956	Nov 1956	Oct 1956	Sept 1956	Aug 1956	July 1956	June 1956	May 1956	April 1956	March 1956	Feb 1956	Jan 1956	Dec 1955	Nov 1955	Oct 1955	Sept 1955	Aug 1955	July 1955	June 1955	May 1955	April 1955	March 1955	Feb 1955	Jan 1955	Dec 1954	Nov 1954	Oct 1954	Sept 1954	Aug 1954	July 1954	June 1954	May 1954	April 1954	March 1954	Feb 1954	Jan 1954	Dec 1953	Nov 1953	Oct 1953	Sept 1953	Aug 1953	July 1953	June 1953	May 1953	April 1953	March 1953	Feb 1953	Jan 1953	Dec 1952	Nov 1952	Oct 1952	Sept 1952	Aug 1952	July 1952	June 1952	May 1952	April 1952	March 1952	Feb 1952	Jan 1952	Dec 1951	Nov 1951	Oct 1951	Sept 1951	Aug 1951	July 1951	June 1951	May 1951	April 1951	March 1951	Feb 1951	Jan 1951	Dec 1950	Nov 1950	Oct 1950	Sept 1950	Aug 1950	July 1950	June 1950	May 1950	April 1950	March 1950	Feb 1950	Jan 1950	Dec 1949	Nov 1949	Oct 1949	Sept 1949	Aug 1949	July 1949	June 1949	May 1949	April 1949	March 1949	Feb 1949	Jan 1949	Dec 1948	Nov 1948	Oct 1948	Sept 1948	Aug 1948	July 1948	June 1948	May 1948	April 1948	March 1948	Feb 1948	Jan 1948	Dec 1947	Nov 1947	Oct 1947	Sept 1947	Aug 1947	July 1947	June 1947	May 1947	April 1947	March 1947	Feb 1947	Jan 1947	Dec 1946	Nov 1946	Oct 1946	Sept 1946	Aug 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Neighborhood Snapshots

POPULAR WITH BUYERS

Killearn Lakes and Killearn Estates, both located in NE Tallahassee, lead the list of the top neighborhoods in Tallahassee

The next three pages lists the top neighborhoods in the Tallahassee real estate market (based upon the number of homes sold in 2015). For each neighborhood, we reveal the total number of home sales, the average price of those homes that sold, and the average value of the homes sold, measured as price per square foot.

Neighborhood	Units	Avg. Price	Avg. Value
Killearn Lakes	153	\$200,151	\$112
Killearn Estates	135	\$233,984	\$107
Southwood	126	\$286,897	\$138
Killearn Acres	65	\$175,177	\$106
Bull Run	52	\$319,947	\$151
Piney Z	45	\$204,702	\$115
Golden Eagle Plantation	40	\$453,166	\$140
Ox Bottom Manor	37	\$334,009	\$130
Summerbrooke	33	\$351,444	\$126
University Green	28	\$100,307	\$81
Indian Head Acres & Lehigh	23	\$151,557	\$99
Weems Plantation	22	\$166,340	\$122
Lakeshore Estates	22	\$156,175	\$93
Camelot Park	22	\$152,108	\$96
Plantation Woods	20	\$108,505	\$87
Foxcroft	17	\$194,615	\$106
Glen At Golden Eagle	16	\$184,338	\$118
Woodland Drives	16	\$210,313	\$106
Royal Oaks	16	\$217,931	\$110
Betton Hills	15	\$352,087	\$140
Waverly Hills	15	\$308,260	\$115
Shannon Forest	15	\$188,520	\$100
Forest Heights	15	\$125,993	\$69
Appalachee Ridge	15	\$39,915	\$37
Velda Oaks Plantation	15	\$269,469	\$163
Villas Of Westridge	14	\$41,925	\$46
Breckenridge On Park	14	\$79,072	\$82
Holly Hills	14	\$141,325	\$87
Betton Hill	14	\$322,765	\$128
Savannah Crossing	13	\$69,762	\$58
Arbor Hill	13	\$118,554	\$100
The Timbers	13	\$67,177	\$59
Timber Lake	13	\$107,473	\$87
Blairstone Forest	13	\$84,410	\$62
Plaza Tower	13	\$194,692	\$220
Wolf Creek	12	\$77,831	\$54
Hampton Creek	12	\$147,358	\$111

Home Search

[Betton Homes](#)

[The "Bobbins"](#)

[Buckhead](#)

[Bull Run](#)

[Glen At Golden Eagle](#)

[Golden Eagle](#)

[Highgrove](#)

[Indian Head Acres](#)

[Killearn Acres](#)

[Killearn Estates](#)

[Killearn Lakes](#)

[Ox Bottom Manor](#)

[Piney-Z](#)

[Southwood](#)

[Summerbrooke](#)

[Weems Plantation](#)

[Woodland Drives](#)

[Distressed Properties](#)

[Arms Length Homes](#)

[Golf Course Homes](#)

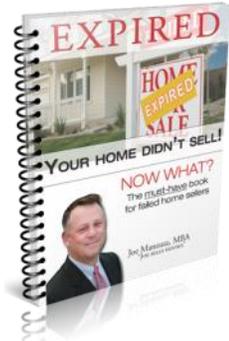
[Short Sales](#)

[Foreclosures](#)

[Waterfront Homes](#)

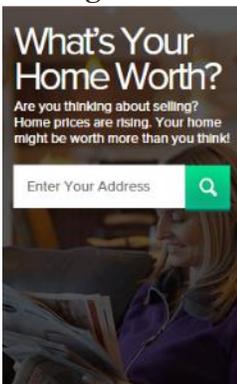
Neighborhood Snapshots Continued

Home Not Sold?



[Get Answers Now](#)

Selling A Home?



SMALLVILLE

Only 58 subdivisions in Tallahassee have reported double-digit home sales thus far in 2015



Neighborhood	Units	Avg. Price	Avg. Value
Settlers Creek	12	\$110,325	\$87
Pebble Brooke	12	\$130,987	\$103
Lake Jackson Heights	12	\$104,527	\$77
Buckhead	12	\$438,113	\$150
Melody Hills	12	\$174,396	\$100
Centerville Trace	12	\$189,311	\$112
Pine Tip Hills	12	\$353,825	\$133
The Tennyson	12	\$296,000	\$207
Huntington Woods	11	\$94,020	\$71
Park Charleston	11	\$246,445	\$132
Town N Country Park	11	\$126,055	\$82
Lakeside	11	\$149,921	\$95
Astoria Park	11	\$102,991	\$78
Chase's Ridge	11	\$97,427	\$100
Scotswood	11	\$141,627	\$108
Chemonie Crossing	11	\$361,182	\$123
Appalachee East	11	\$195,198	\$131
Woodbriar	10	\$90,890	\$67
Autumn Woods	10	\$74,990	\$71
Deerfield Plantation	10	\$197,740	\$115
San Luis Ridge	10	\$193,826	\$75
Summerchase Condos	9	\$70,928	\$53
Killearn Commons	9	\$184,669	\$114
Villages At Maclay	9	\$188,608	\$126
Sawgrass Plantation	9	\$132,156	\$97
Meadowbrook	9	\$151,214	\$95
Westover	9	\$84,967	\$63
Parkhill	9	\$68,697	\$59
Parkside	9	\$127,136	\$67
Russell's Pond	9	\$98,443	\$85
Buckwood	9	\$137,626	\$103
Settlers Springs	9	\$134,878	\$100
Lenox Mill	9	\$269,994	\$124
Natural Wells	9	\$82,822	\$60
Piedmont Park	9	\$230,756	\$108
Ox Bottom	9	\$545,556	\$150
Cortona Hills	9	\$336,068	\$163
Kingsmill	9	\$263,370	\$157
Terrence Heights	8	\$108,866	\$87
Lakewood Village	8	\$100,188	\$65
Capital Hills	8	\$133,000	\$109



Neighborhood Snapshots Continued

Neighborhood	Units	Avg. Price	Avg. Value
Park Terrace	8	\$123,372	\$85
Dyrehaven	8	\$263,375	\$122
Centerville Conservation	8	\$660,050	\$182
Goose Creek	7	\$228,000	\$123
Cameron Chase	7	\$214,214	\$119
Hartsfield Woods	7	\$91,879	\$89
Mabry Manor	7	\$44,143	\$41
Woodgate	7	\$173,429	\$98
Adiron Woods	7	\$278,664	\$137
Highgrove	7	\$490,814	\$125
Emerald Acres	7	\$217,357	\$109
Summerlake	7	\$175,561	\$122
Oak Valley	7	\$114,929	\$83
Mission San Miguel	7	\$359,973	\$166
Meadows At Woodrun	6	\$116,542	\$100
Stoney Creek Crossing	6	\$275,417	\$127
Continental Oaks	6	\$54,958	\$59
Park Brook Crossing	6	\$74,483	\$81
Lafayette Oaks	6	\$273,692	\$97
Avondale	6	\$217,750	\$110
Scenic Heights	6	\$118,500	\$73
Lakewood Estates	6	\$64,000	\$65
Renegade Condominiums	6	\$50,575	\$85
Runnymede	6	\$93,558	\$71
Edinburgh Estates	6	\$179,363	\$93
Indian Village	6	\$95,917	\$86
Bobbin Trace	6	\$624,000	\$171
Arvah Branch	6	\$220,833	\$102
Hartsfield Plantation	6	\$221,650	\$106
Sedgefield	6	\$184,667	\$112
Lakebreeze	6	\$286,238	\$104
Suburban Hills	6	\$140,583	\$87
Highlands At Northampton	6	\$193,100	\$124
Sagebrook Mill	6	\$178,575	\$120
Sandcastle	6	\$114,517	\$92
Kirkwood	6	\$155,150	\$92
Golf Terrace	6	\$67,325	\$66
Mcbride Hills	6	\$421,817	\$130
Tippecanoe Hills	6	\$216,903	\$127
Kinsail	6	\$152,583	\$112
Enclave	6	\$264,100	\$119

DID YOU KNOW?

Tallahassee has more than 1,800 subdivisions that can be tracked through the [Tallahassee Board of Realtors MLS?](#)



For Sale By Owner

With 94% of homebuyers using the internet, today's savvy home seller can now [get a home sold without using a real estate agent.](#)

Relative Supply Of Homes On Steady Decline

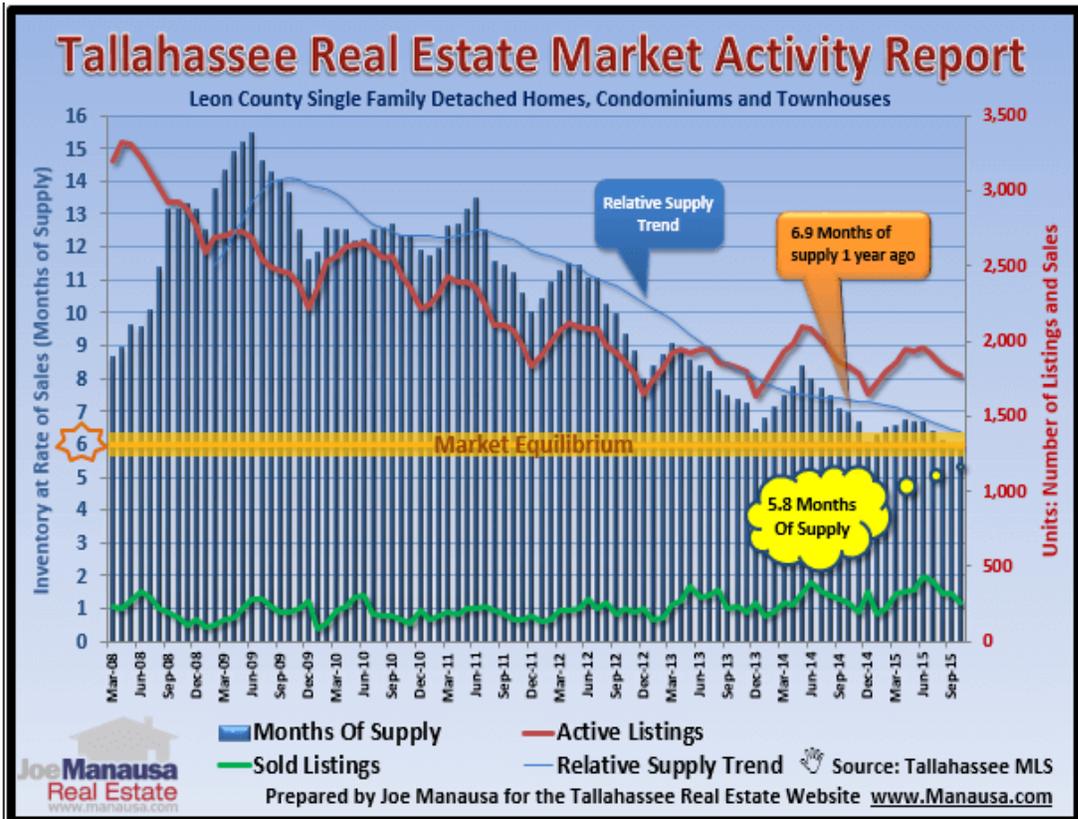


Buyers Welcome

We consider a market with 6.0 months of supply of homes a balanced market, thus it is still a buyer's market.



FREE LIST OF HOMES
Distressed Property, short sales
REOs, Foreclosures - Best Buy List



Each month we look at this graph of the overall relative supply of homes in Tallahassee, and happily we continue to report improvement.

The previous pages showed that each area in Tallahassee has its own strengths and weaknesses, but as time unfolds we will begin to see some of the demand move away from higher prices to the values that can be found in areas where imbalances create great deals.

The value of this graph above is that it reflects the entire Tallahassee housing market, and we can use it to gauge the actual strengths of each area, quadrant, and neighborhood against the whole of the market.

In the graph above, we track the total number of homes for sale (red line

measured on the right vertical axis) and the total number of homes sold each month (also measured on the right vertical axis).

We then divide the current inventory by the annual rate of sales to produce the relative supply of homes, shown as a blue column and measured on the left vertical axis).

The blue line measures the one-year trend of the relative supply of homes, and this trend has dropped just below 6.3 months of supply. We consider a market with 6.0 months of supply of homes a balanced market, so the excess of supply measured in our current market conditions means that it is still a buyer's market ... but getting closer to market equilibrium.



Market Forecast

Knowing the five sequential phases in a market turn allows us to anticipate current and future market changes.

Now Hiring !



Well Supplied

For the most part, the market below \$300,000 is looking healthy. Unfortunately, the market above \$300,000 still has a long way to go in the recovery

Watch For Trend Changes

If you want to know the beginning of the next phase of the market turn, just keep an eye on the relative home supply. You can always track supply levels at [The Market Bulletin](#).

The next phase you say....? Absolutely. I believe that the transition from a buyers' market to a sellers' market will follow this pattern:

1. Inventory changes from growth to reduction.
2. Home Values Fall At Accelerating Rate
3. Year over year sales increase?
4. Inventory levels reach 6 months of supply (balanced market).
5. Home Values Stop Falling/Start Rising.

Market Equilibrium In Tallahassee

When we look at the supply and demand of homes in Tallahassee, we find many price ranges that have found market equilibrium.

In the chart below, we see that there is over six month's supply of homes on the market, with just homes priced above \$300,000 continuing in a glut.

Sales Must Continue To Increase

Home sales have picked up again, though the current rate of sales is still slower than what we experienced in the late 1990s. It is going take a return of normal sales rates for our market to fully expel the glut of homes for sale, along with the excess supply of homes that exist above \$300,000.



Leon County Home Inventory Report

Residential Home Supply - November 2015

Chart Information	NE	NW	SE	SW	ALL
\$0-\$75,000	3.3	5.6	5.1	6.0	5.4
\$75,000-\$100,000	4.7	7.4	7.7	15.2	7.6
\$100,000-\$125,000	4.4	7.5	7.4	11.0	6.7
\$125,000-\$150,000	3.5	7.7	9.4	4.6	5.9
\$150,000-\$200,000	3.5	7.8	5.5	9.9	4.7
\$200,000-\$250,000	4.6	10.6	6.3	9.6	5.5
\$250,000-\$300,000	4.3	4.3	4.1	8.0	4.3
\$300,000-\$500,000	6.0	8.4	7.2	84.0	6.5
\$500,000-\$750,000	9.8	6.0	24.0	No Sales	10.7
\$750,000+	10.7	18.0	36.0	No Sales	12.0
All Price Ranges	4.7	7.1	6.6	8.4	5.8

Information in the report above shows relative home supply (months of supply based upon the current rate of sales). For example, there are 4.6 months of supply of homes priced between \$200K and \$250K in the Northeast, but 10.6 months of supply of the same priced homes in the Northwest.

Can We Help?



Selling A Home?

Sell it now, use low mortgage interest rates (while they last) to get into your dream home



Feedback Wanted

Links To Relevant Articles

Year Over Year Home Sales Move Higher In October

Year over year home sales in Tallahassee posted gains again in October. This marks the 14th consecutive month where sales from the current year exceeded sales from the same month in the prior year.

Take a look at this month's graph and you will gain a clear visualization of a real estate market on the mend. [\[Read more\]](#)

7 Questions You Will Ask Your Mortgage Lender

As a real estate agent with 25 years in the business, I can tell you that lending rules and mortgage loan programs have changed greatly over the past ten years due to the housing market collapse. So even if you fancy yourself a seasoned buyer of homes, you still might pick up something new in this mortgage Q&A. [\[Read more\]](#)

Real Estate Supply And Demand November 2015

The month of November is well under way, so today we'll take a current look at real estate supply and demand in the Tallahassee real estate market.

Every month we compile a list of all the homes for sale in Tallahassee and compare it to the total number of home sales over the past twelve months. [\[Read more\]](#)

Pine Tip Hills Home Sales Report

Pine Tip Hills is a relatively small neighborhood in Northwest Tallahassee that contains relative large homes.

In fact, we often say that this is a hidden gem for homeowners who want to be close to town and live in a large home. It is "hidden" because it is a few hundred yards west of the east/west boundary in Tallahassee, so many homebuyers overlook

this subdivision because of their desire to be in NE Tallahassee. [\[Read more\]](#)

Tell Google You Like Our Newsletter

The internet has really changed the way that businesses conduct themselves, both in terms of customer service as well as with marketing and sales.

Anybody who has owned a business for a while will tell you that the best and most consistent form of business comes from "word of mouth," which at first blush might not sound like "an internet thing." But it most certainly is today.

Word of mouth for my business used to mean one person telling another about why they should work with Joe Manausa Real Estate. People looking to sell a home or buy a home would call us and say "Mary Jones told us to call your company to help us with our Tallahassee real estate transaction" ... or something to that effect. That is how business reputation traveled. [\[MORE\]](#)

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