

The Haves Versus Have Nots Among Home Sellers

Leon County Home Inventory Report

Residential Home Supply - February 2017



What Our
Customers Say



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Chart Information	NE	NW	SE	SW	ALL
\$0 - \$100,000	3.0	3.6	4.4	5.2	3.9
\$100,000 - \$150,000	2.8	3.9	4.1	9.5	3.9
\$150,000 - \$200,000	2.8	4.5	4.7	4.0	3.5
\$200,000 - \$250,000	2.6	6.0	4.3	3.4	3.3
\$250,000 - \$300,000	5.0	5.5	3.5	21.6	5.1
\$300,000 - \$350,000	3.9	5.1	6.3	4.8	4.3
\$350,000 - \$400,000	4.5	6.5	3.0	12.0	4.5
\$400,000 - \$450,000	4.3	8.0	9.3	No Sales	4.9
\$450,000 - \$500,000	4.0	No Sales	2.4	No Sales	4.9
\$500,000 - \$550,000	7.4	No Sales	4.0	No Sales	7.0
\$550,000 - \$600,000	8.2	36.0	4.8	No Sales	8.5
\$600,000 +	13.7	16.8	10.3	No Sales	13.6
All Price Ranges	3.9	4.2	4.5	6.2	4.2

If you have been looking at homes listed for sale in Tallahassee lately, you might have noticed that the inventory is very thin.

Every year around this time, we see a major change spread throughout the Tallahassee real estate market. This is the time of year that the number of homes for sale starts to rise, and it corresponds with the time of year that we see more shoppers enter the market.

The table above shows just how scarce the supply of homes are in much of Leon County.

The numbers are the measured in "months of supply of homes" which were calculated by comparing sales over the

past year with the current supply.

Since this is the time of year when supply is lowest, the numbers in the table are likely lower than we'll see until very late in the year or early next year.

The yellow areas above shows where there is too much supply (meaning it's a buyer's market). Since these numbers are likely to rise over the next few months, home sellers should pay close attention to where they stand compared to the competition that is streaming into the market.

With rare exception, it is not likely the yellow shaded areas will experience rising values in 2017, so motivated sellers need to aggressively market their homes right now.