



More Than Two Years Since “Normal”

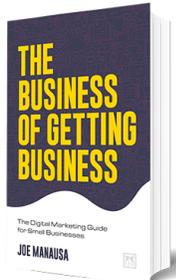


RED FLAG WARNING FOR HOUSING?

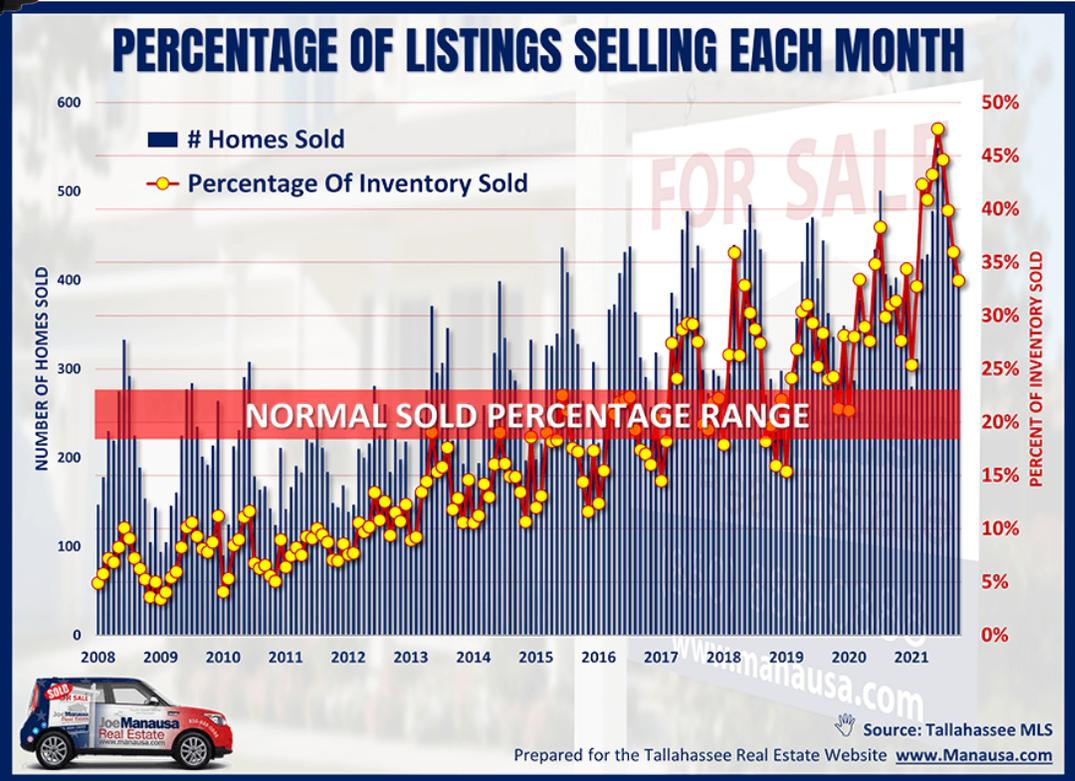


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Do you remember when the housing market was acting normally? It’s been over two years now. So how do we know?

This graph takes a look at how sellers are doing compared to “normal” times by plotting the percentage of listings that sell each month (yellow dots measured on the right vertical axis).

The red field has been considered the “normal range” for the past thirty years that I have been selling homes in Tallahassee.

During the housing market crash and recovery from 2007 through 2015, we saw lower than normal sales percentages. This means that supply was higher than demand and as little as 3% of homes listed for sale were actually

selling in any given month.

But times change. For the past ten months, more than a third of all listings sold each month, and we even had a period of six months where more than 40% of the inventory sold each month.

This means that demand remains significantly higher than the current supply and the inventory is turning-over much more quickly than what has been seen as normal.

These numbers are not equally distributed across all areas and price ranges in the market, so you will need to use more specific information when selling. But know this:

This remains the best time for selling a home within a predictable time frame that I have seen in the past 30 years!

