



THE NOVA GROUP
REALTY

The Nova Group Realty

MarketWatch

TALLAHASSEE

March 2022

Tallahassee MarketWatch

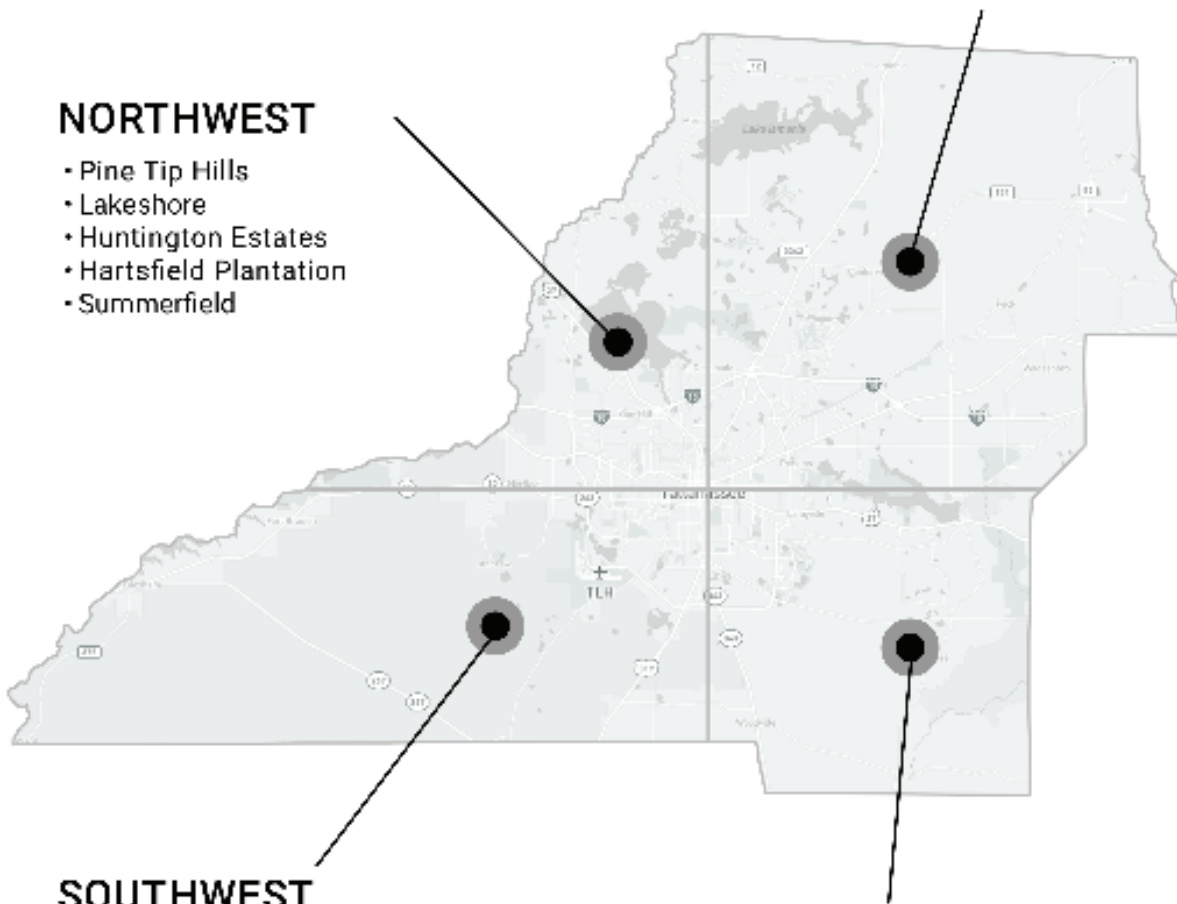
NEIGHBORHOOD MAP

NORTHEAST

- Golden Eagle
- Centerville Conservation
- Ox Bottom
- Bull Run
- Summerbrooke

NORTHWEST

- Pine Tip Hills
- Lakeshore
- Huntington Estates
- Hartsfield Plantation
- Summerfield



SOUTHWEST

- Lake Bradford Shores
- Lone Star Camp
- Cypress Cove

SOUTHEAST

- Southwood
- Tallahassee Ranch Club
- Mariana Oaks
- Pine Dove Farms
- Indian Head Acres

Single Family Homes

Dashboard

YEAR - OVER - YEAR

+ 3.3%
Prices
Median Sales Price

+ 5.2%
Sales
Closed Sales

- 3 days
Marketing Time
Days on Market

YEAR - TO - DATE

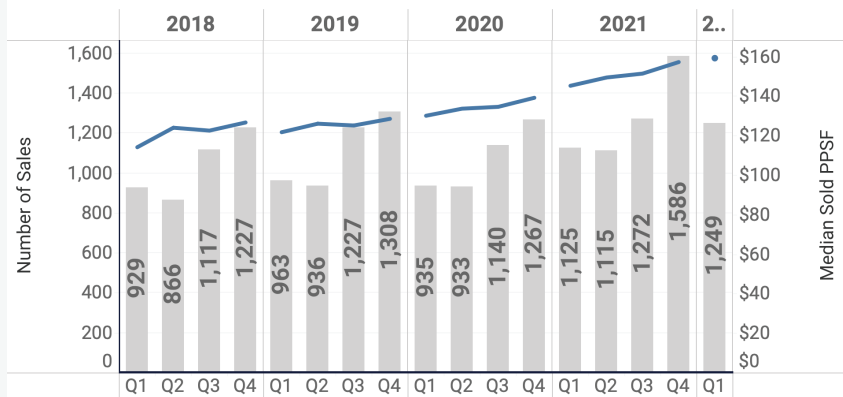
- 0.3%
Negotiability
Listing Discount
(+) = % Sold for > List Price
(-) = % Sold for < List Price

2.0 months
Pace
Months of Supply
1 - 4 mos = Seller's Market
4 - 6 mos = Neutral Market
6+ mos = Buyer's Market

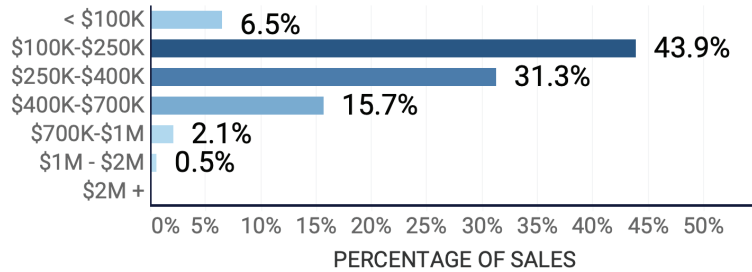
\$ 2,373 K
Max Price
Highest Sales Price

\$ 25 K
Min Price
Lowest Sales Price

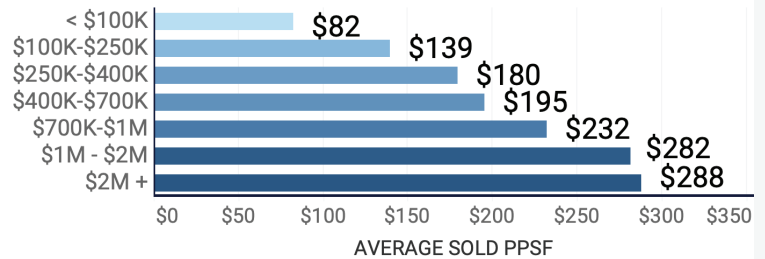
Historical Sales v. Median Sold PPSF



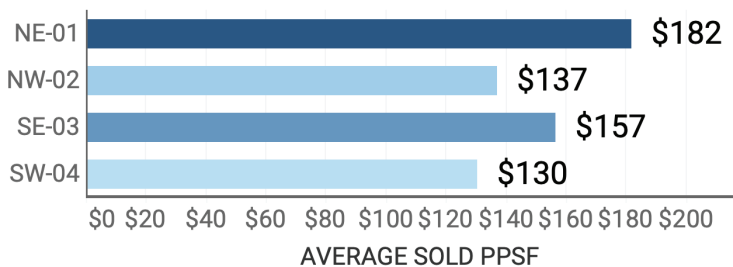
YTD Percentage of Sales by Price



YTD Average Sold PPSF by Price



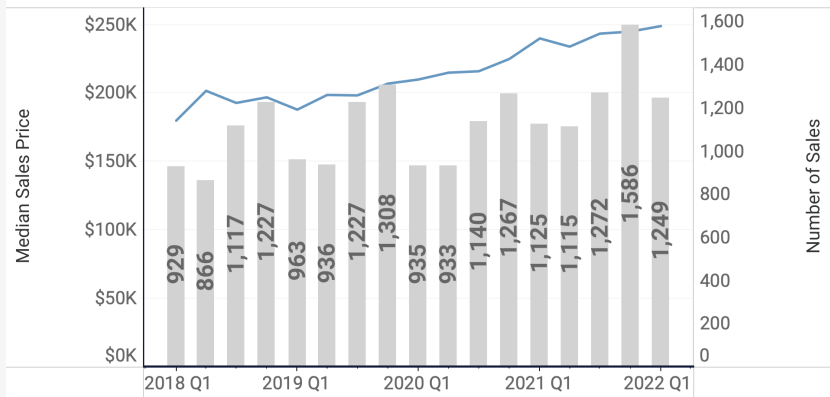
YTD Average Sold PPSF by Submarket



Single Family Homes

- 84% of single family sales for 2022 are less than \$400K.
- Year over year Q1 sales were up by 11%.
- Total sales for Q1 2022 were the strongest in the past 5 years.
- Year to date, only 4 homes have closed over \$1 million.

Quarterly Sales v. Median Sold Price



Percentage of Sales by Bedrooms

	Sales Share	Median Sales Price
1-BR	2.1%	\$94,500
2-BR	16.5%	\$139,000
3-BR	55.3%	\$245,000
4-BR	23.1%	\$379,900
5+ BR	3.1%	\$565,000

YTD Total Sale Details by Price

Price Range	Total Listings	Median Sales Price	Median Days on Market	AVG SQFT	Average Acres
< \$100K	84	\$80,000	26	995	0.14
\$100K-\$250K	545	\$176,500	28	1,272	0.23
\$250K-\$400K	416	\$310,000	26	1,803	0.46
\$400K-\$700K	177	\$460,000	24	2,597	0.88
\$700K-\$1M	23	\$825,000	20	3,601	2.87
\$1M - \$2M	3	\$1,100,000	4	4,751	0.95
\$2M +	1	\$2,372,500	0	8,231	3.21



TNGRealty.com

© 2022 THE NOVA GROUP REALTY. ALL WORLDWIDE RIGHTS RESERVED. ALL MATERIAL PRESENTED HEREIN IS INTENDED FOR INFORMATIONAL PURPOSES ONLY. WHILE THIS INFORMATION IS BELIEVED TO BE CORRECT, IT IS REPRESENTED SUBJECT TO ERRORS, OMISSIONS, CHANGES, OR WITHDRAWAL, WITHOUT NOTICE. ALL PROPERTY INFORMATION INCLUDING BUT NOT LIMITED TO SQUARE FOOTAGE, NUMBER OF BEDROOMS, AND THE SCHOOL DISTRICT IN PROPERTY LISTINGS SHOULD BE VERIFIED BY YOUR OWN ATTORNEY, ARCHITECT, OR ZONING EXPERT. IF YOUR PROPERTY IS CURRENTLY LISTED WITH ANOTHER REAL ESTATE BROKER, PLEASE DISREGARD THIS OFFER. IT IS NOT OUR INTENTION TO SOLICIT THE OFFERINGS OF OTHER REAL ESTATE BROKERS. WE COOPERATE WITH THEM FULLY. EQUAL HOUSING OPPORTUNITY.