



Record Setting Month For Home Sales

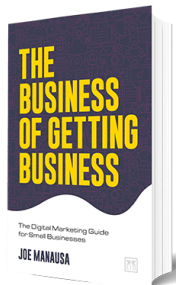


Understand The New Paradigm?

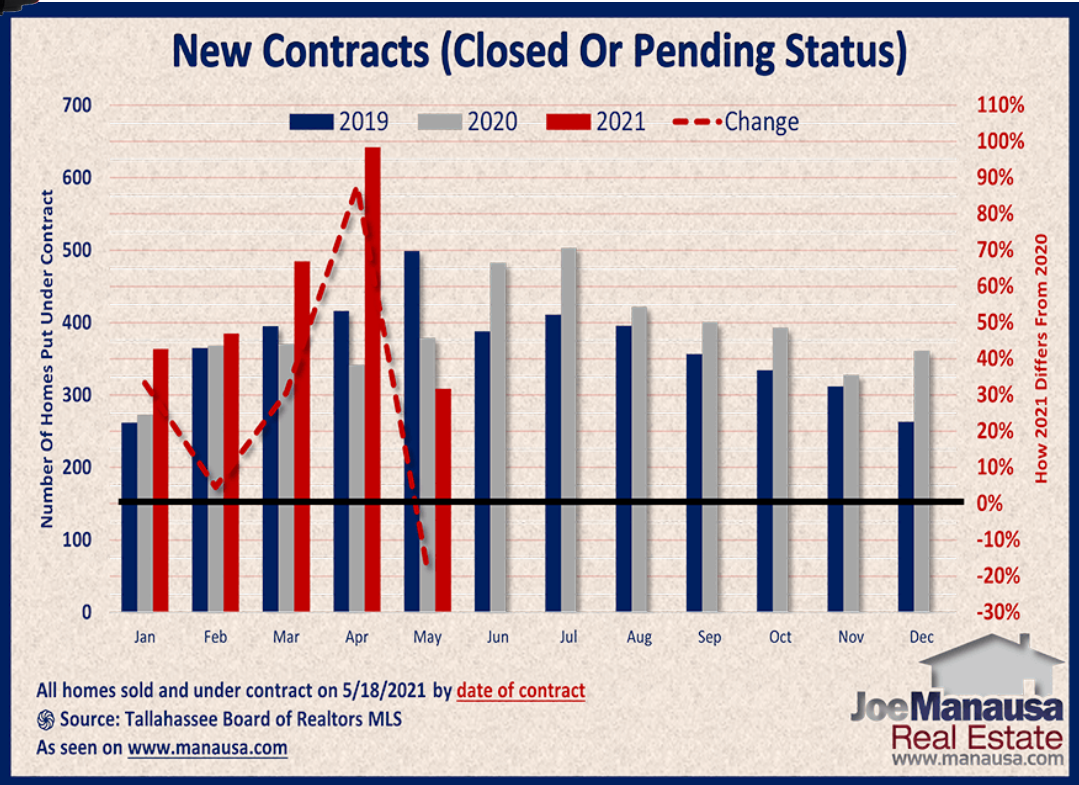


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The month of April was a busy one for buyers (and their agents). There were 642 contracts written in April, up nearly 88% when compared to the 342 contracts written in April 2020.

This graph plots the number of home sales each month, organized by the date the contracts were written. This is important to note, as most graphs that I publish are based upon sales closing dates, not contract dates.

As these contracts await closing, you must understand that some will fall out, thus recent months will adjust as we move forward whereas further past months are pretty much set for good.

The number of homes that were put under contract each month are color-coded, with the blue bars showing

2019, the gray bars showing 2020, and the red bars showing 2021 contracts.

Contracts have been higher all year, with April contracts soaring to the highest level we've seen in more than 14 years.

The number of contracts written through the 18th of May is already 26% more than those written through all of May of last year, and we still have the final week of May to go!

Again, not all of these new contracts will close, so it will take some time to get an accurate evaluation of the market today versus the market at this time in previous years, but I think it is clear that activity in 2021 is far past that of the recent two years. If you want to sell a home in Tallahassee, this is as good as I've seen it for sellers in 30 years!