

The Supply And Demand Picture For Housing



**Zillow Says The Housing
Market Is "Split"**



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Price Range	NE	NW	SE	SW	All
Under \$50K	4.0	0.3	0.0	3.3	0.9
\$50,000 to \$100,000	7.0	4.6	3.7	1.5	3.7
\$100,000 to \$150,000	2.0	3.2	3.6	5.2	3.5
\$150,000 to \$200,000	4.2	4.3	4.0	4.7	4.2
\$200,000 to \$250,000	3.8	4.2	4.7	0.7	4.2
\$250,000 to \$300,000	3.0	3.7	4.0	14.6	3.9
\$300,000 to \$350,000	3.2	4.8	3.8	6.2	3.7
\$350,000 to \$400,000	3.9	4.7	3.3	5.2	4.0
\$400,000 to \$450,000	3.8	5.9	4.6	5.2	4.1
\$450,000 to \$500,000	4.7	5.8	11.0	6.6	5.6
\$500,000 to \$550,000	3.7	5.4	6.1	No Sales	4.1
\$550,000 to \$600,000	4.7	12.5	6.1	No Sales	5.1
\$600,000 to \$650,000	3.7	4.1	11.1	0.0	4.4
\$650,000 to \$700,000	5.7	12.0	4.0	No Sales	6.0
\$700,000 to \$750,000	4.6	1.2	2.9	No Sales	5.0
\$750,000 to \$800,000	5.8	0.0	1.4	No Sales	6.7
\$800,000 to \$850,000	6.1	No Sales	0.0	No Sales	6.9
\$850,000 to \$900,000	5.9	No Sales	12.0	No Sales	6.0
\$900,000 to \$950,000	452.2	No Sales	No Sales	No Sales	6.0
\$950,000 to \$1,000,000	4.6	No Sales	No Sales	No Sales	5.5
Over \$1M	5.4	6.2	0.0	No Sales	6.3
All Prices	4.0	4.4	4.4	5.7	4.3
2 Months Ago	4.0	4.3	4.2	5.6	4.2
Change	(1.4)%	2.3 %	2.8 %	3.3 %	0.6 %
	Buyers' Market	Balanced	Sellers' Market		

In real estate, price changes follow math, not magic. The numbers in the table above reveal exactly where Tallahassee's housing market tilts toward buyers, sellers, or balance.

In the table above, I plot the supply and demand for each quadrant of Leon County, broken down by price range.

When you see a box with no highlight color, that means the market is balanced for that specific set of homes. When we see shades of green, the market favors buyers, whereas blue areas designate sellers' market conditions.

Here's how it works:

- ♦ A balanced market (white box) means there are enough homes to meet current demand.
- ♦ A buyer's market (green) means

more homes are available than buyers. Expect slower sales and softer prices.

- ♦ A seller's market (blue) means demand exceeds supply. That's when multiple offers, quick sales, and rising prices occur.

Notice how these conditions shift across neighborhoods and price ranges. For example, homes between \$200K-\$250K show the NE, NW and overall is fairly balanced, while the SE favors buyers and the SW favors sellers.

The takeaway is measurable: supply vs. demand is the lever that moves values. Ignore the headlines, the numbers are the truth.

Want to see the exact supply-demand ratio for your home's price point and zip code? Call me today, and I'll send you a custom snapshot.