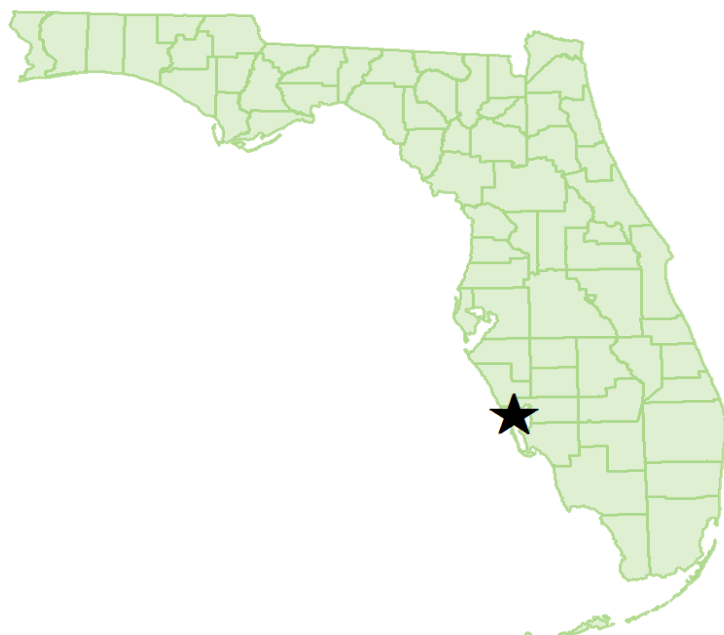


# Monthly Market Detail - November 2025

## Manufactured Homes

### Englewood Area Board of REALTORS®

This report describes member activity for the association and is not confined to any specific geographic area.



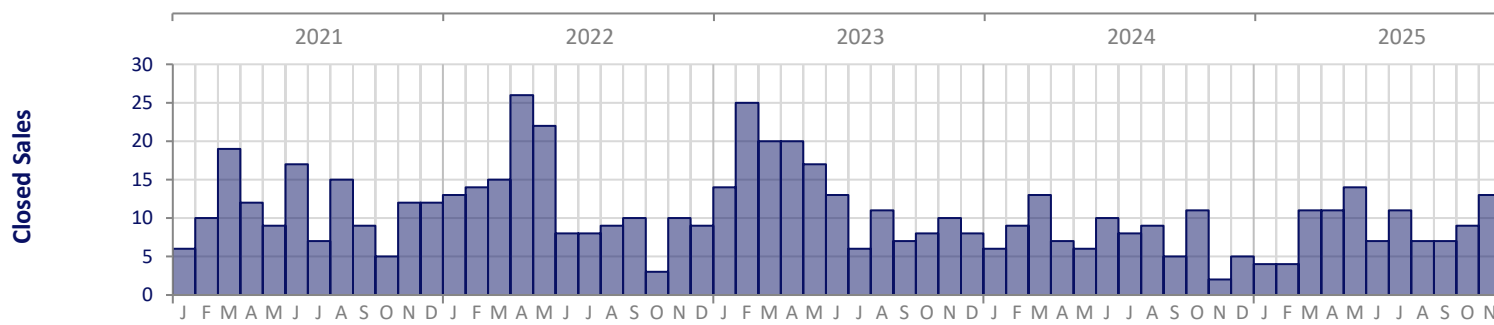
Summary Statistics	November 2025	November 2024	Percent Change Year-over-Year
Closed Sales	13	2	550.0%
Paid in Cash	12	1	1100.0%
Median Sale Price	\$132,900	\$104,950	26.6%
Average Sale Price	\$143,069	\$104,950	36.3%
Dollar Volume	\$1.9 Million	\$209,900	786.1%
Median Percent of Original List Price Received	83.8%	79.2%	5.8%
Median Time to Contract	146 Days	30 Days	386.7%
Median Time to Sale	173 Days	85 Days	103.5%
New Pending Sales	12	6	100.0%
New Listings	25	22	13.6%
Pending Inventory	12	6	100.0%
Inventory (Active Listings)	108	85	27.1%
Months Supply of Inventory	12.6	10.9	15.6%

## Closed Sales

The number of sales transactions which closed during the month

**Economists' note :** Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Month	Closed Sales	Percent Change Year-over-Year
Year-to-Date	98	14.0%
<b>November 2025</b>	<b>13</b>	<b>550.0%</b>
October 2025	9	-18.2%
September 2025	7	40.0%
August 2025	7	-22.2%
July 2025	11	37.5%
June 2025	7	-30.0%
May 2025	14	133.3%
April 2025	11	57.1%
March 2025	11	-15.4%
February 2025	4	-55.6%
January 2025	4	-33.3%
December 2024	5	-37.5%
November 2024	2	-80.0%



Monthly Market Detail - November 2025

Manufactured Homes

Englewood Area Board of REALTORS®

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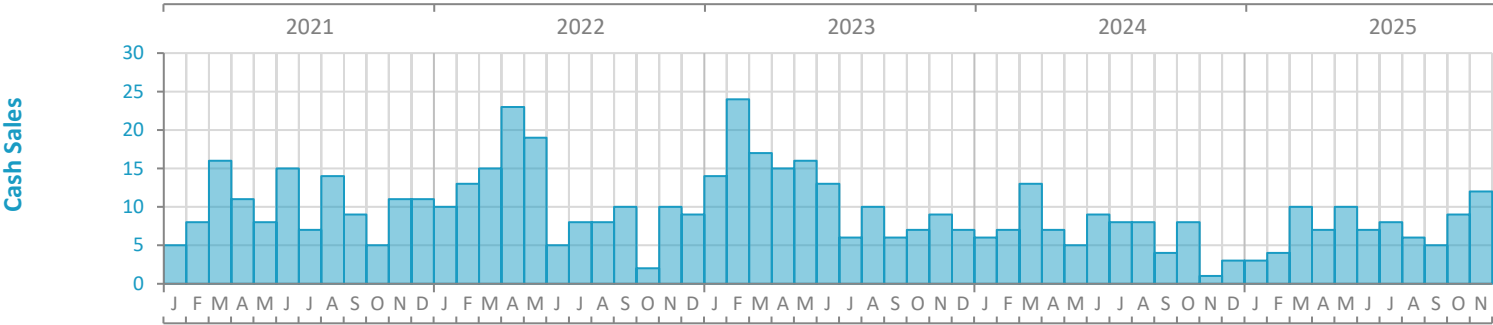


Cash Sales

The number of Closed Sales during the month in which buyers exclusively paid in cash

**Economists' note :** Cash Sales can be a useful indicator of the extent to which investors are participating in the market. Why? Investors are far more likely to have the funds to purchase a home available up front, whereas the typical homebuyer requires a mortgage or some other form of financing. There are, of course, many possible exceptions, so this statistic should be interpreted with care.

Month	Cash Sales	Percent Change Year-over-Year
Year-to-Date	81	6.6%
November 2025	12	1100.0%
October 2025	9	12.5%
September 2025	5	25.0%
August 2025	6	-25.0%
July 2025	8	0.0%
June 2025	7	-22.2%
May 2025	10	100.0%
April 2025	7	0.0%
March 2025	10	-23.1%
February 2025	4	-42.9%
January 2025	3	-50.0%
December 2024	3	-57.1%
November 2024	1	-88.9%

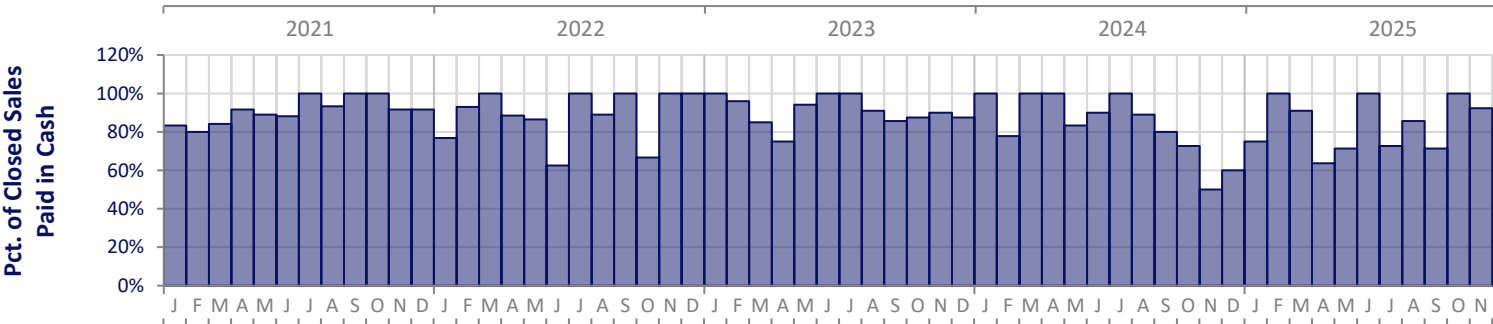


Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the month which were Cash Sales

**Economists' note :** This statistic is simply another way of viewing Cash Sales. The remaining percentages of Closed Sales (i.e. those not paid fully in cash) each month involved some sort of financing, such as mortgages, owner/seller financing, assumed loans, etc.

Month	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Year-to-Date	82.7%	-6.4%
November 2025	92.3%	84.6%
October 2025	100.0%	37.6%
September 2025	71.4%	-10.8%
August 2025	85.7%	-3.6%
July 2025	72.7%	-27.3%
June 2025	100.0%	11.1%
May 2025	71.4%	-14.3%
April 2025	63.6%	-36.4%
March 2025	90.9%	-9.1%
February 2025	100.0%	28.5%
January 2025	75.0%	-25.0%
December 2024	60.0%	-31.4%
November 2024	50.0%	-44.4%



Monthly Market Detail - November 2025

Manufactured Homes

Englewood Area Board of REALTORS®



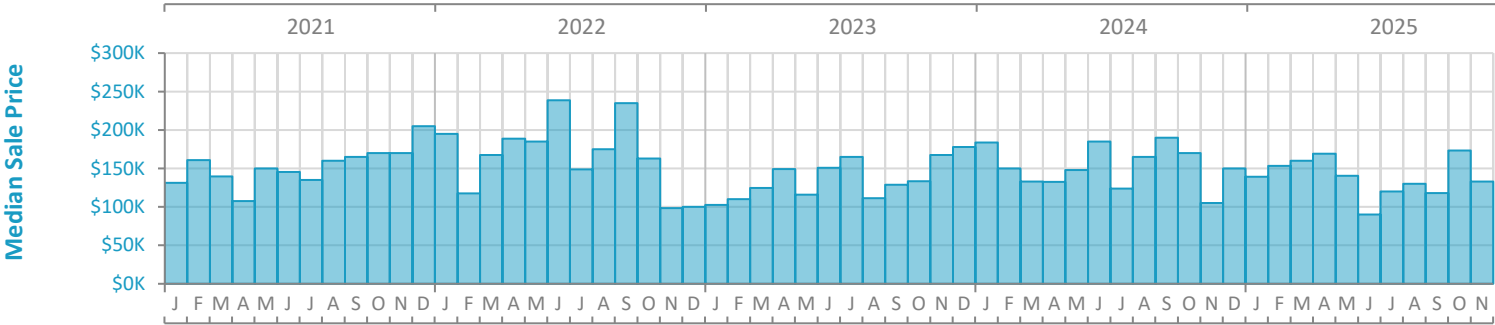
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Median Sale Price

The median sale price reported for the month (i.e. 50% of sales were above and 50% of sales were below)

**Economists' note :** Median Sale Price is our preferred summary statistic for price activity because, unlike Average Sale Price, Median Sale Price is not sensitive to high sale prices for small numbers of homes that may not be characteristic of the market area. Keep in mind that median price trends over time are not always solely caused by changes in the general value of local real estate. Median sale price only reflects the values of the homes that *sold* each month, and the mix of the types of homes that sell can change over time.

Month	Median Sale Price	Percent Change Year-over-Year
Year-to-Date	\$139,500	-11.7%
November 2025	<b>\$132,900</b>	<b>26.6%</b>
October 2025	\$173,500	2.1%
September 2025	\$118,000	-37.9%
August 2025	\$130,000	-21.2%
July 2025	\$120,000	-3.0%
June 2025	\$90,000	-51.4%
May 2025	\$140,500	-5.0%
April 2025	\$169,000	27.4%
March 2025	\$160,000	20.3%
February 2025	\$153,500	2.3%
January 2025	\$139,000	-24.4%
December 2024	\$150,000	-15.7%
November 2024	\$104,950	-37.3%

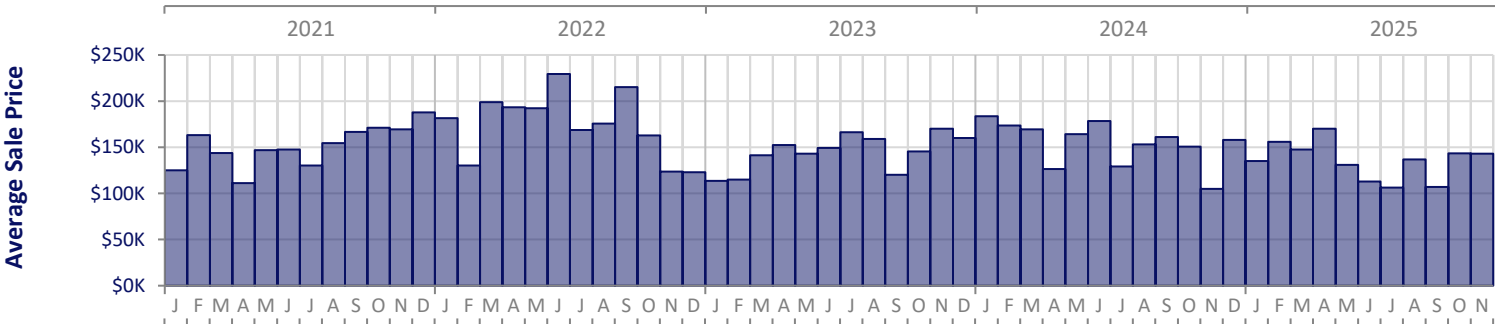


Average Sale Price

The average sale price reported for the month (i.e. total sales in dollars divided by the number of sales)

**Economists' note :** Usually, we prefer Median Sale Price over Average Sale Price as a summary statistic for home prices. However, Average Sale Price does have its uses—particularly when it is analyzed alongside the Median Sale Price. For one, the relative difference between the two statistics can provide some insight into the market for higher-end homes in an area.

Month	Average Sale Price	Percent Change Year-over-Year
Year-to-Date	\$135,790	-14.2%
November 2025	<b>\$143,069</b>	<b>36.3%</b>
October 2025	\$143,278	-5.0%
September 2025	\$106,929	-33.6%
August 2025	\$136,643	-10.8%
July 2025	\$106,318	-17.8%
June 2025	\$112,843	-36.8%
May 2025	\$130,929	-20.2%
April 2025	\$170,170	34.6%
March 2025	\$147,614	-12.8%
February 2025	\$156,000	-10.1%
January 2025	\$135,250	-26.4%
December 2024	\$158,000	-1.3%
November 2024	\$104,950	-38.3%



# Monthly Market Detail - November 2025

## Manufactured Homes

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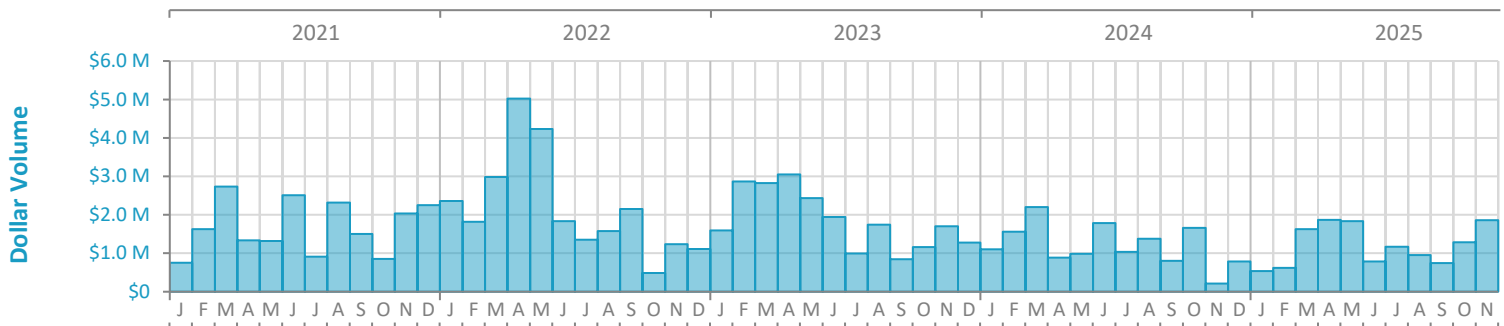


#### Dollar Volume

The sum of the sale prices for all sales which closed during the month

**Economists' note :** Dollar Volume is simply the sum of all sale prices in a given time period, and can quickly be calculated by multiplying Closed Sales by Average Sale Price. It is a strong indicator of the health of the real estate industry in a market, and is of particular interest to real estate professionals, investors, analysts, and government agencies. Potential home sellers and home buyers, on the other hand, will likely be better served by paying attention to trends in the two components of Dollar Volume (i.e. sales and prices) individually.

Month	Dollar Volume	Percent Change Year-over-Year
Year-to-Date	\$13.3 Million	-2.2%
<b>November 2025</b>	<b>\$1.9 Million</b>	<b>786.1%</b>
October 2025	\$1.3 Million	-22.2%
September 2025	\$748,503	-7.0%
August 2025	\$956,501	-30.6%
July 2025	\$1.2 Million	13.0%
June 2025	\$789,901	-55.7%
May 2025	\$1.8 Million	86.1%
April 2025	\$1.9 Million	111.6%
March 2025	\$1.6 Million	-26.2%
February 2025	\$624,000	-60.0%
January 2025	\$541,000	-50.9%
December 2024	\$790,000	-38.3%
November 2024	\$209,900	-87.7%

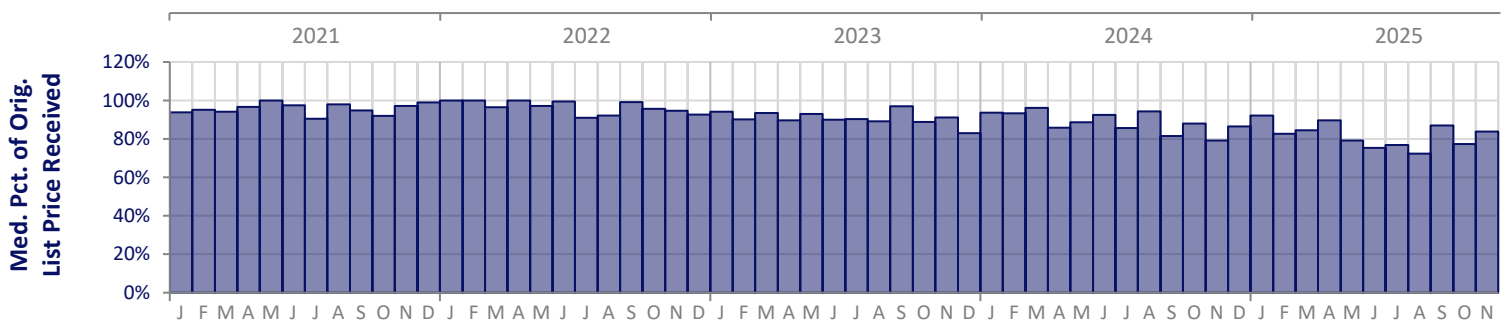


#### Median Percent of Original List Price Received

The median of the sale price (as a percentage of the original list price) across all properties selling during the month

**Economists' note :** The Median Percent of Original List Price Received is useful as an indicator of market recovery, since it typically rises as buyers realize that the market may be moving away from them and they need to match the selling price (or better it) in order to get a contract on the house. This is usually the last measure to indicate a market has shifted from down to up, so it is what we would call a *lagging* indicator.

Month	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
Year-to-Date	81.9%	-9.2%
<b>November 2025</b>	<b>83.8%</b>	<b>5.8%</b>
October 2025	77.4%	-11.9%
September 2025	86.9%	6.8%
August 2025	72.3%	-23.3%
July 2025	76.9%	-10.3%
June 2025	75.4%	-18.5%
May 2025	79.2%	-10.6%
April 2025	89.6%	4.4%
March 2025	84.5%	-12.1%
February 2025	82.6%	-11.5%
January 2025	92.1%	-1.7%
December 2024	86.4%	4.1%
November 2024	79.2%	-13.2%



# Monthly Market Detail - November 2025

## Manufactured Homes

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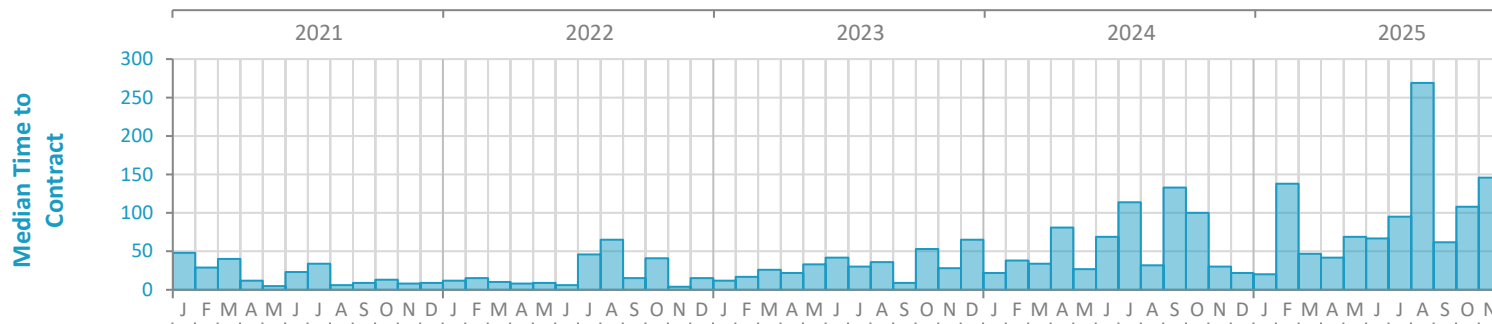


## Median Time to Contract

The median number of days between the listing date and contract date for all Closed Sales during the month

**Economists' note:** Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Month	Median Time to Contract	Percent Change Year-over-Year
Year-to-Date	68 Days	54.5%
<b>November 2025</b>	<b>146 Days</b>	<b>386.7%</b>
October 2025	108 Days	8.0%
September 2025	62 Days	-53.4%
August 2025	269 Days	740.6%
July 2025	95 Days	-16.7%
June 2025	67 Days	-2.9%
May 2025	69 Days	155.6%
April 2025	42 Days	-48.1%
March 2025	47 Days	38.2%
February 2025	138 Days	263.2%
January 2025	20 Days	-9.1%
December 2024	22 Days	-66.2%
November 2024	30 Days	7.1%

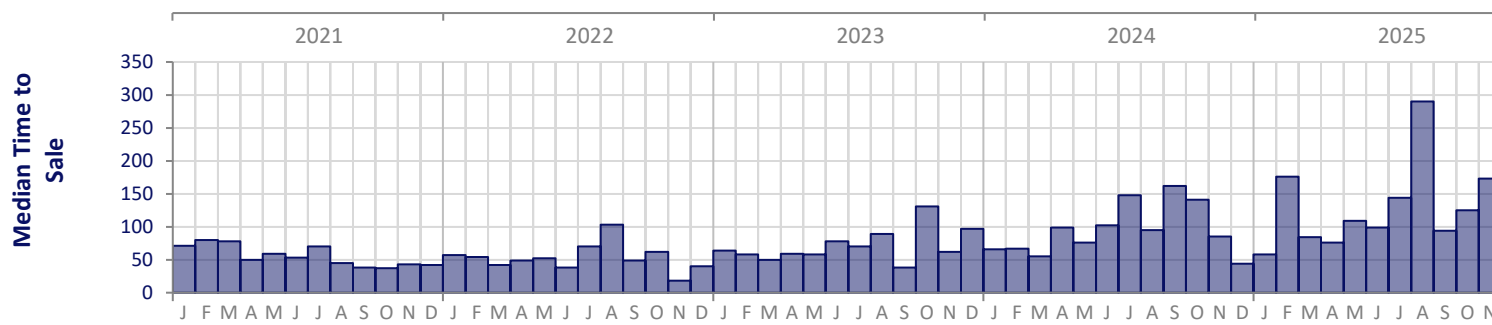


## Median Time to Sale

The median number of days between the listing date and closing date for all Closed Sales during the month

**Economists' note:** Time to Sale is a measure of the length of the home selling process, calculated as the number of days between the initial listing of a property and the closing of the sale. *Median* Time to Sale is the amount of time the "middle" property selling this month was on the market. That is, 50% of homes selling this month took *less* time to sell, and 50% of homes took *more* time to sell. Median Time to Sale gives a more accurate picture than Average Time to Sale, which can be skewed upward by small numbers of properties taking an abnormally long time to sell.

Month	Median Time to Sale	Percent Change Year-over-Year
Year-to-Date	104 Days	9.5%
<b>November 2025</b>	<b>173 Days</b>	<b>103.5%</b>
October 2025	125 Days	-11.3%
September 2025	94 Days	-42.0%
August 2025	290 Days	205.3%
July 2025	144 Days	-2.7%
June 2025	99 Days	-2.9%
May 2025	109 Days	43.4%
April 2025	76 Days	-23.2%
March 2025	84 Days	52.7%
February 2025	176 Days	162.7%
January 2025	58 Days	-12.1%
December 2024	44 Days	-54.6%
November 2024	85 Days	37.1%



# Monthly Market Detail - November 2025

## Manufactured Homes

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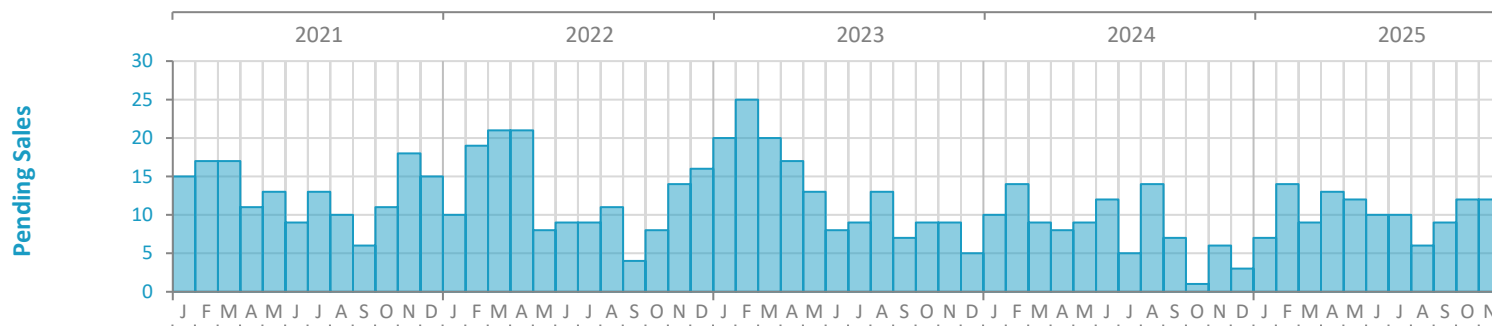


## New Pending Sales

The number of listed properties that went under contract during the month

**Economists' note:** Because of the typical length of time it takes for a sale to close, economists consider Pending Sales to be a decent indicator of potential future Closed Sales. It is important to bear in mind, however, that not all Pending Sales will be closed successfully. So, the effectiveness of Pending Sales as a future indicator of Closed Sales is susceptible to changes in market conditions such as the availability of financing for homebuyers and the inventory of distressed properties for sale.

Month	New Pending Sales	Percent Change Year-over-Year
Year-to-Date	114	20.0%
<b>November 2025</b>	<b>12</b>	<b>100.0%</b>
October 2025	12	1100.0%
September 2025	9	28.6%
August 2025	6	-57.1%
July 2025	10	100.0%
June 2025	10	-16.7%
May 2025	12	33.3%
April 2025	13	62.5%
March 2025	9	0.0%
February 2025	14	0.0%
January 2025	7	-30.0%
December 2024	3	-40.0%
November 2024	6	-33.3%

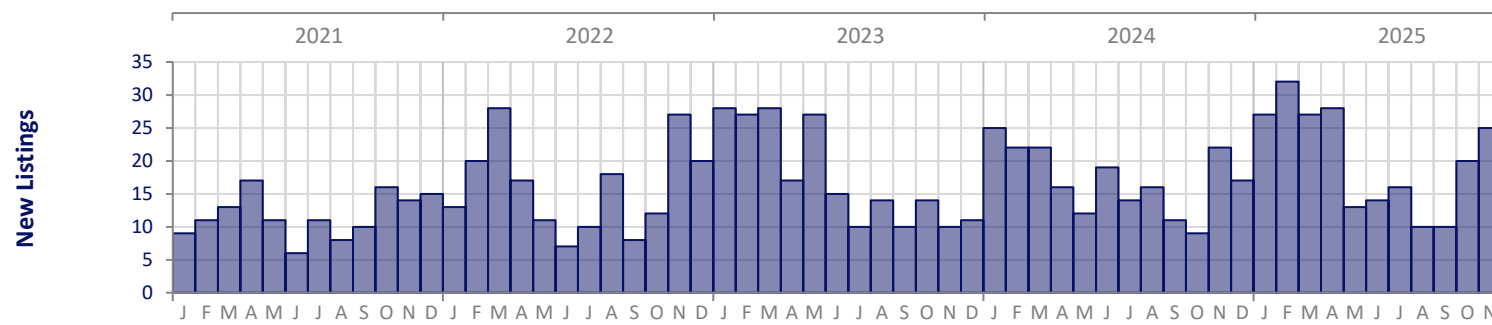


## New Listings

The number of properties put onto the market during the month

**Economists' note:** New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Month	New Listings	Percent Change Year-over-Year
Year-to-Date	222	18.1%
<b>November 2025</b>	<b>25</b>	<b>13.6%</b>
October 2025	20	122.2%
September 2025	10	-9.1%
August 2025	10	-37.5%
July 2025	16	14.3%
June 2025	14	-26.3%
May 2025	13	8.3%
April 2025	28	75.0%
March 2025	27	22.7%
February 2025	32	45.5%
January 2025	27	8.0%
December 2024	17	54.5%
November 2024	22	120.0%





# Monthly Market Detail - November 2025

## Manufactured Homes

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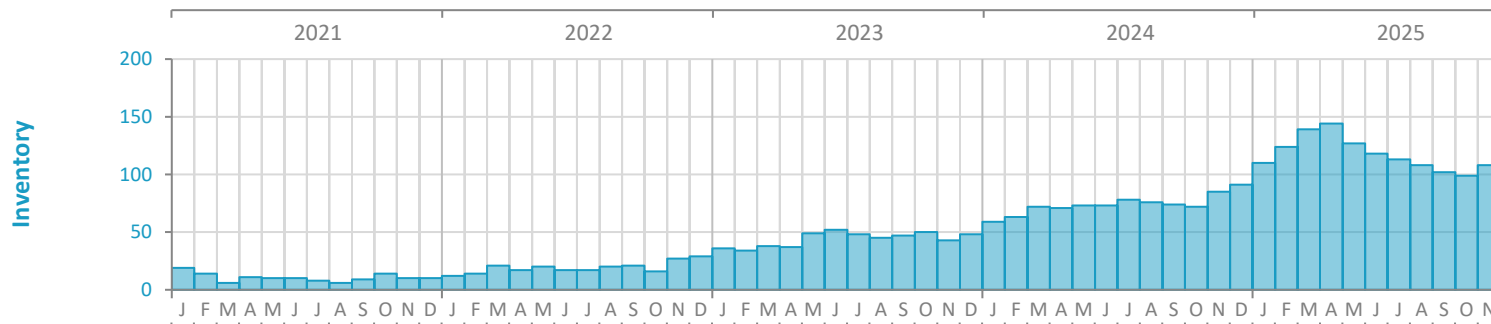


#### Inventory (Active Listings)

The number of property listings active at the end of the month

**Economists' note:** There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

Month	Inventory	Percent Change Year-over-Year
YTD (Monthly Avg)	118	62.3%
<b>November 2025</b>	<b>108</b>	<b>27.1%</b>
October 2025	99	37.5%
September 2025	102	37.8%
August 2025	108	42.1%
July 2025	113	44.9%
June 2025	118	61.6%
May 2025	127	74.0%
April 2025	144	102.8%
March 2025	139	93.1%
February 2025	124	96.8%
January 2025	110	86.4%
December 2024	91	89.6%
November 2024	85	97.7%

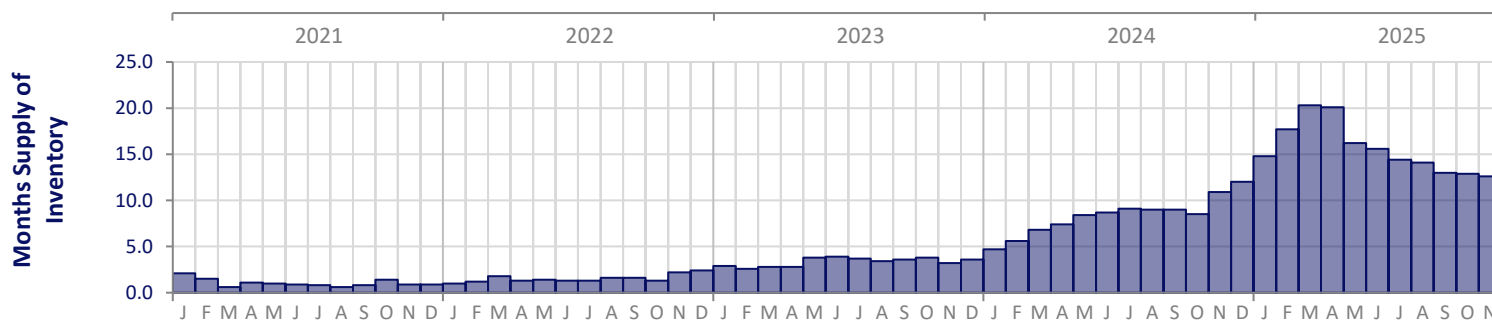


#### Months Supply of Inventory

An estimate of the number of months it will take to deplete the current Inventory given recent sales rates

**Economists' note:** MSI is a useful indicator of market conditions. The benchmark for a balanced market (favoring neither buyer nor seller) is 5.5 months of inventory. Anything higher is traditionally a buyers' market, and anything lower is a sellers' market. There is no single accepted way of calculating MSI. A common method is to divide current Inventory by the most recent month's Closed Sales count, but this count is a usually poor predictor of future Closed Sales due to seasonal cycles. To eliminate seasonal effects, we use the 12-month average of monthly Closed Sales instead.

Month	Months Supply	Percent Change Year-over-Year
YTD (Monthly Avg)	15.6	95.0%
<b>November 2025</b>	<b>12.6</b>	<b>15.6%</b>
October 2025	12.9	51.8%
September 2025	13.0	44.4%
August 2025	14.1	56.7%
July 2025	14.4	58.2%
June 2025	15.6	79.3%
May 2025	16.2	92.9%
April 2025	20.1	171.6%
March 2025	20.3	198.5%
February 2025	17.7	216.1%
January 2025	14.8	214.9%
December 2024	12.0	233.3%
November 2024	10.9	240.6%



Monthly Market Detail - November 2025

Manufactured Homes

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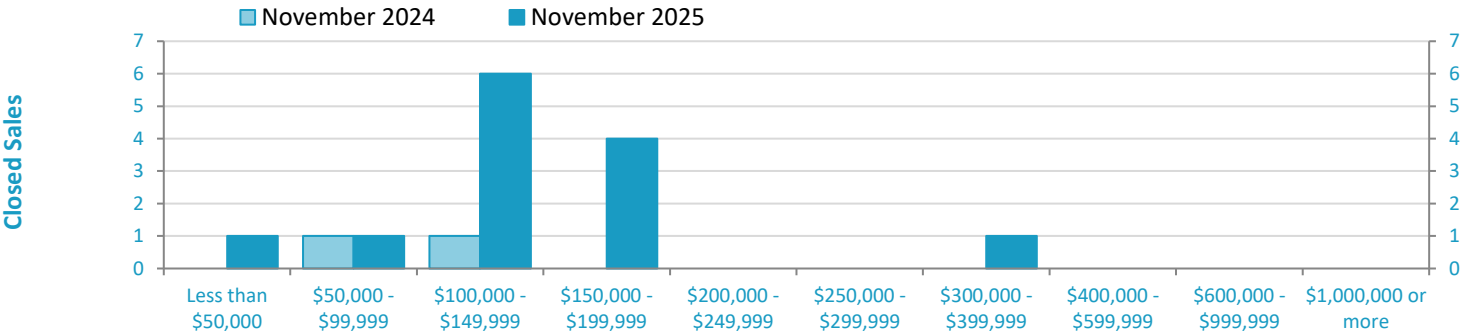
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Closed Sales by Sale Price

The number of sales transactions which closed during the month

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	1	N/A
\$50,000 - \$99,999	1	0.0%
\$100,000 - \$149,999	6	500.0%
\$150,000 - \$199,999	4	N/A
\$200,000 - \$249,999	0	N/A
\$250,000 - \$299,999	0	N/A
\$300,000 - \$399,999	1	N/A
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

**Economists' note:** Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

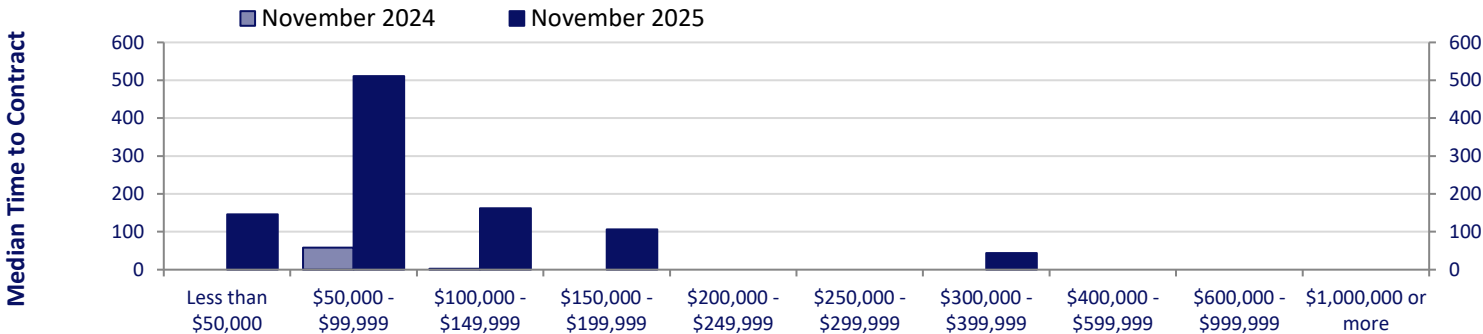


Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the month

Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$50,000	146 Days	N/A
\$50,000 - \$99,999	511 Days	781.0%
\$100,000 - \$149,999	162 Days	8000.0%
\$150,000 - \$199,999	106 Days	N/A
\$200,000 - \$249,999	(No Sales)	N/A
\$250,000 - \$299,999	(No Sales)	N/A
\$300,000 - \$399,999	44 Days	N/A
\$400,000 - \$599,999	(No Sales)	N/A
\$600,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	(No Sales)	N/A

**Economists' note:** Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.





# Monthly Market Detail - November 2025

## Manufactured Homes

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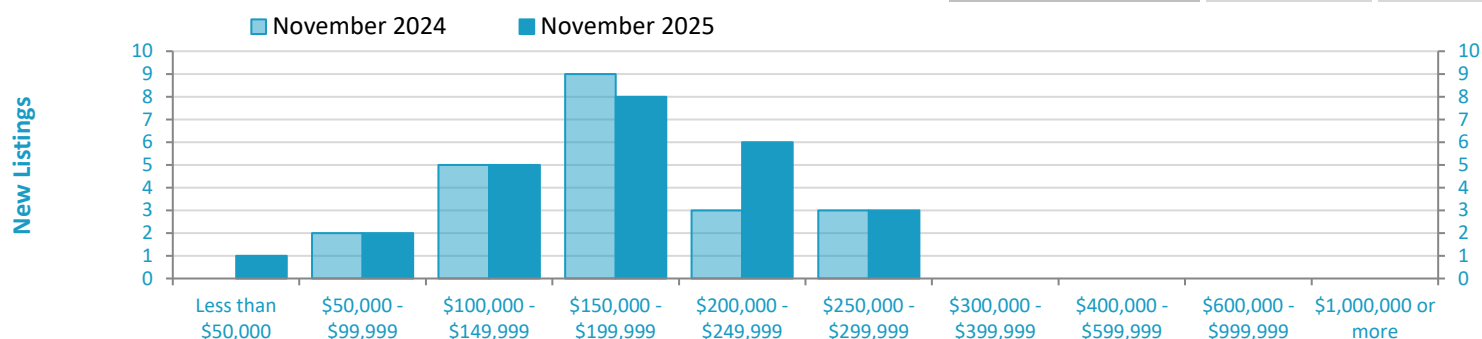


#### New Listings by Initial Listing Price

The number of properties put onto the market during the month

**Economists' note:** New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$50,000	1	N/A
\$50,000 - \$99,999	2	0.0%
\$100,000 - \$149,999	5	0.0%
\$150,000 - \$199,999	8	-11.1%
\$200,000 - \$249,999	6	100.0%
\$250,000 - \$299,999	3	0.0%
\$300,000 - \$399,999	0	N/A
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

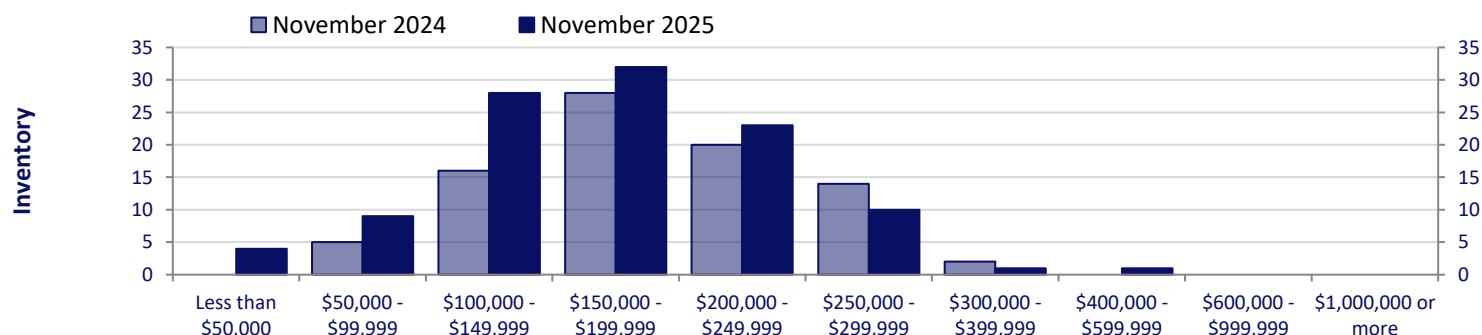


#### Inventory by Current Listing Price

The number of property listings active at the end of the month

**Economists' note:** There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	4	N/A
\$50,000 - \$99,999	9	80.0%
\$100,000 - \$149,999	28	75.0%
\$150,000 - \$199,999	32	14.3%
\$200,000 - \$249,999	23	15.0%
\$250,000 - \$299,999	10	-28.6%
\$300,000 - \$399,999	1	-50.0%
\$400,000 - \$599,999	1	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

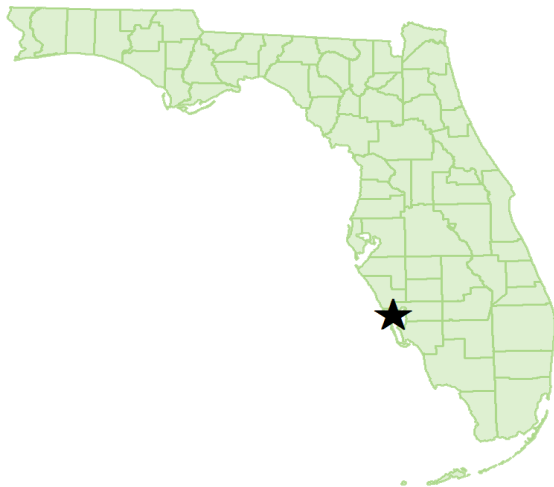


# Monthly Distressed Market - November 2025

## Manufactured Homes

### Englewood Area Board of REALTORS®

This report describes member activity for the association and is not confined to any specific geographic area.



		November 2025	November 2024	Percent Change Year-over-Year
Traditional	Closed Sales	13	2	550.0%
	Median Sale Price	\$132,900	\$104,950	26.6%
Foreclosure/REO	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

