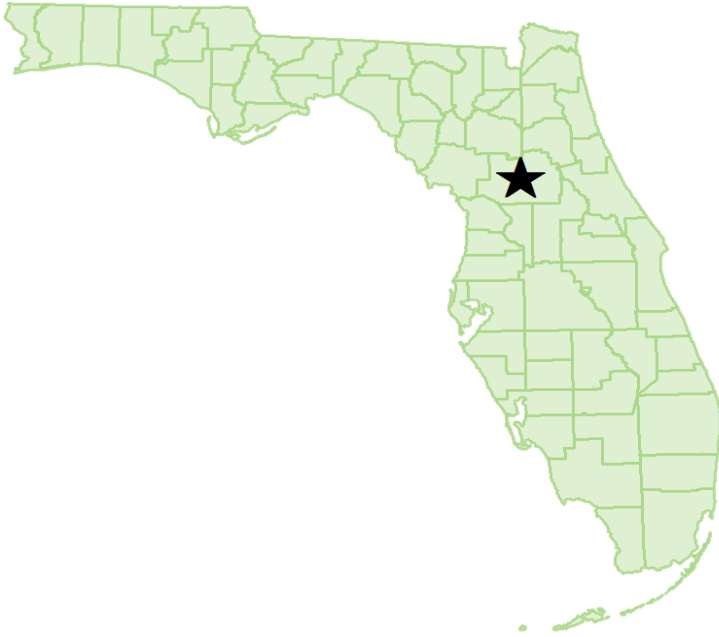


# Monthly Market Detail - February 2023

## Single-Family Homes

### Ocala/Marion County Association of REALTORS®

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



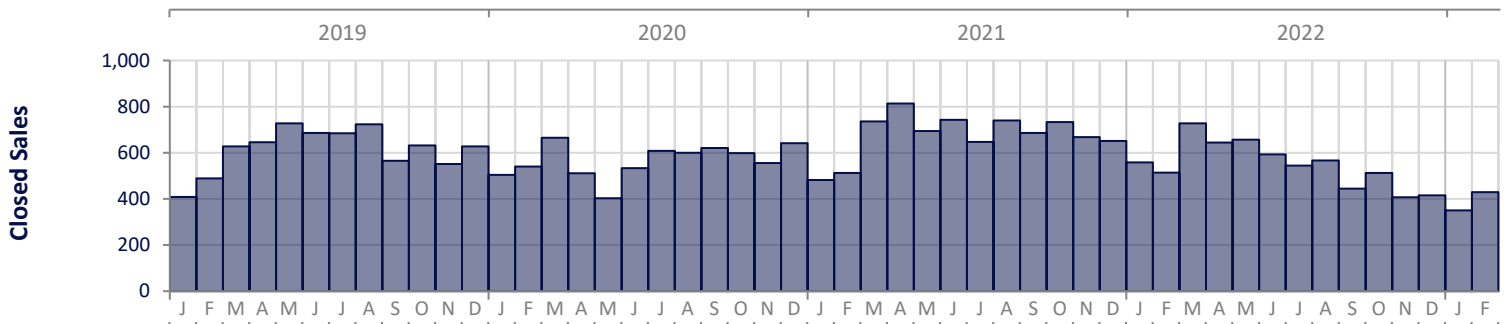
Summary Statistics	February 2023	February 2022	Percent Change Year-over-Year
Closed Sales	429	514	-16.5%
Paid in Cash	150	175	-14.3%
Median Sale Price	\$279,000	\$265,750	5.0%
Average Sale Price	\$343,736	\$348,284	-1.3%
Dollar Volume	\$147.5 Million	\$179.0 Million	-17.6%
Median Percent of Original List Price Received	94.7%	100.0%	-5.3%
Median Time to Contract	51 Days	15 Days	240.0%
Median Time to Sale	92 Days	63 Days	46.0%
New Pending Sales	608	664	-8.4%
New Listings	725	636	14.0%
Pending Inventory	835	1,190	-29.8%
Inventory (Active Listings)	1,827	638	186.4%
Months Supply of Inventory	3.5	0.9	288.9%

## 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	779	-27.3%
<b>February 2023</b>	<b>429</b>	<b>-16.5%</b>
January 2023	350	-37.3%
December 2022	416	-36.1%
November 2022	407	-39.1%
October 2022	513	-30.0%
September 2022	444	-35.3%
August 2022	567	-23.4%
July 2022	545	-15.8%
June 2022	593	-20.2%
May 2022	657	-5.3%
April 2022	645	-20.8%
March 2022	728	-1.1%
February 2022	514	0.2%



# Monthly Market Detail - February 2023

## Single-Family Homes

### Ocala/Marion County Association of REALTORS®



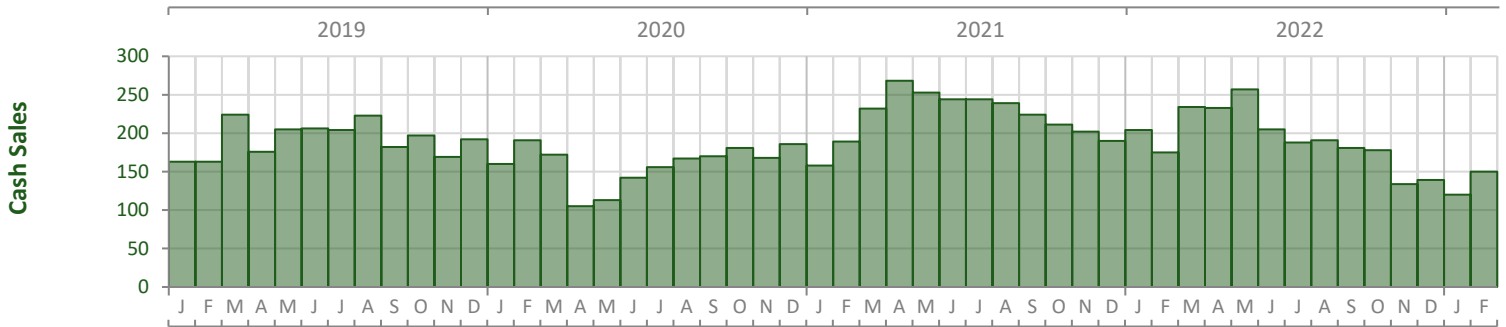
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## Cash Sales

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	270	-28.8%
<b>February 2023</b>	<b>150</b>	<b>-14.3%</b>
January 2023	120	-41.2%
December 2022	139	-26.8%
November 2022	134	-33.7%
October 2022	178	-15.6%
September 2022	181	-19.2%
August 2022	191	-20.1%
July 2022	188	-23.0%
June 2022	205	-16.0%
May 2022	257	1.6%
April 2022	233	-13.1%
March 2022	234	0.9%
February 2022	175	-7.4%

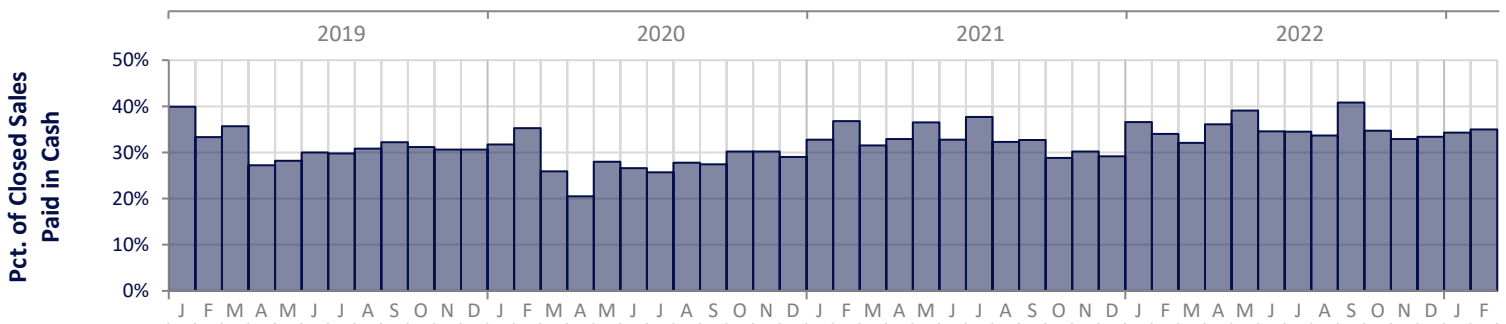


## Cash Sales as a Percentage of Closed Sales

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	34.7%	-2.0%
<b>February 2023</b>	<b>35.0%</b>	<b>2.9%</b>
January 2023	34.3%	-6.3%
December 2022	33.4%	14.4%
November 2022	32.9%	8.9%
October 2022	34.7%	20.5%
September 2022	40.8%	24.8%
August 2022	33.7%	4.3%
July 2022	34.5%	-8.5%
June 2022	34.6%	5.5%
May 2022	39.1%	7.1%
April 2022	36.1%	9.7%
March 2022	32.1%	1.9%
February 2022	34.0%	-7.6%



# Monthly Market Detail - February 2023

## Single-Family Homes

### Ocala/Marion County Association of REALTORS®



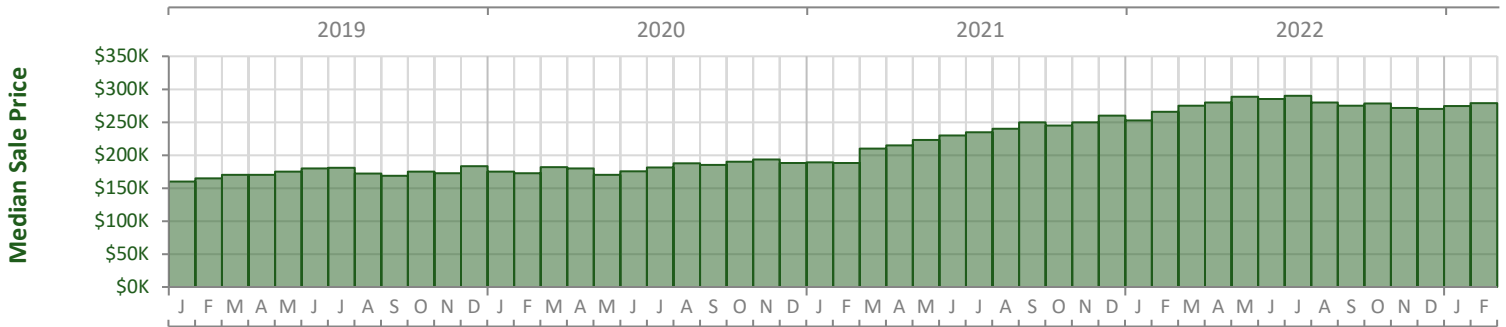
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## Median Sale Price

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	\$275,000	6.4%
<b>February 2023</b>	<b>\$279,000</b>	<b>5.0%</b>
January 2023	\$274,450	8.7%
December 2022	\$270,000	3.9%
November 2022	\$271,500	8.6%
October 2022	\$278,200	13.6%
September 2022	\$275,000	10.0%
August 2022	\$280,000	16.7%
July 2022	\$290,250	23.6%
June 2022	\$285,000	23.9%
May 2022	\$288,600	29.4%
April 2022	\$280,000	30.2%
March 2022	\$275,000	31.1%
February 2022	\$265,750	41.4%

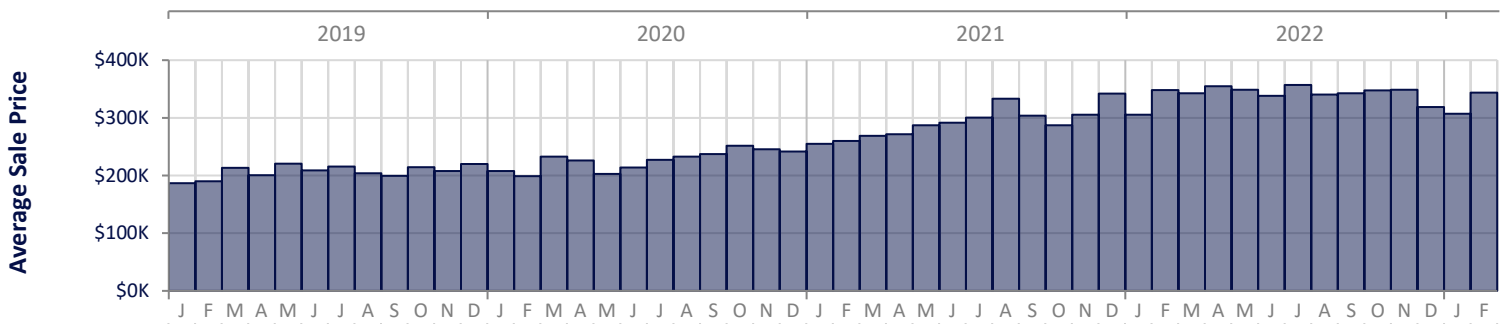


## Average Sale Price

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	\$327,224	0.4%
<b>February 2023</b>	<b>\$343,736</b>	<b>-1.3%</b>
January 2023	\$306,985	0.4%
December 2022	\$319,038	-6.7%
November 2022	\$348,910	14.3%
October 2022	\$347,591	21.1%
September 2022	\$342,591	12.7%
August 2022	\$340,515	2.2%
July 2022	\$357,194	18.8%
June 2022	\$338,152	15.9%
May 2022	\$348,734	21.4%
April 2022	\$354,820	30.5%
March 2022	\$342,856	27.7%
February 2022	\$348,284	34.0%



# Monthly Market Detail - February 2023

## Single-Family Homes

### Ocala/Marion County Association of REALTORS®



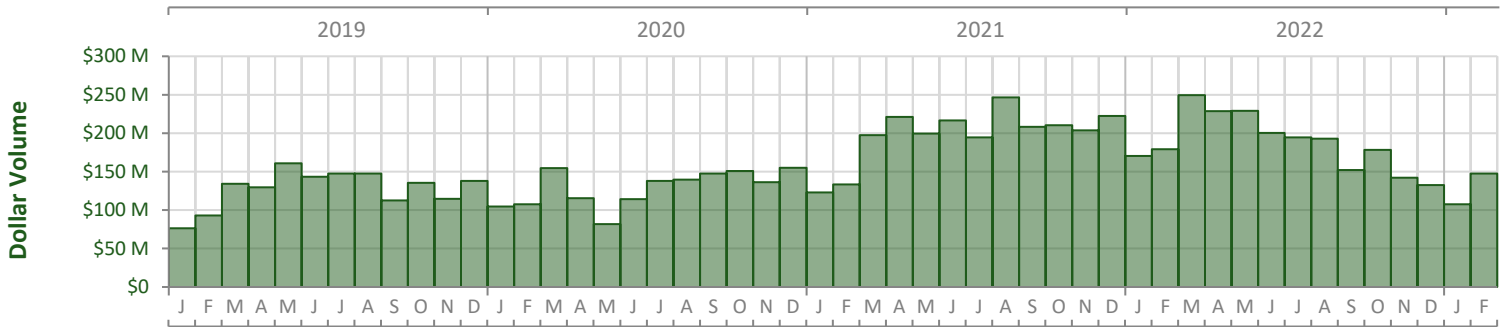
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## Dollar Volume

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	\$254.9 Million	-27.1%
<b>February 2023</b>	<b>\$147.5 Million</b>	<b>-17.6%</b>
January 2023	\$107.4 Million	-37.0%
December 2022	\$132.7 Million	-40.4%
November 2022	\$142.0 Million	-30.3%
October 2022	\$178.3 Million	-15.3%
September 2022	\$152.1 Million	-27.0%
August 2022	\$193.1 Million	-21.7%
July 2022	\$194.7 Million	0.1%
June 2022	\$200.5 Million	-7.5%
May 2022	\$229.1 Million	14.9%
April 2022	\$228.9 Million	3.4%
March 2022	\$249.6 Million	26.3%
February 2022	\$179.0 Million	34.3%

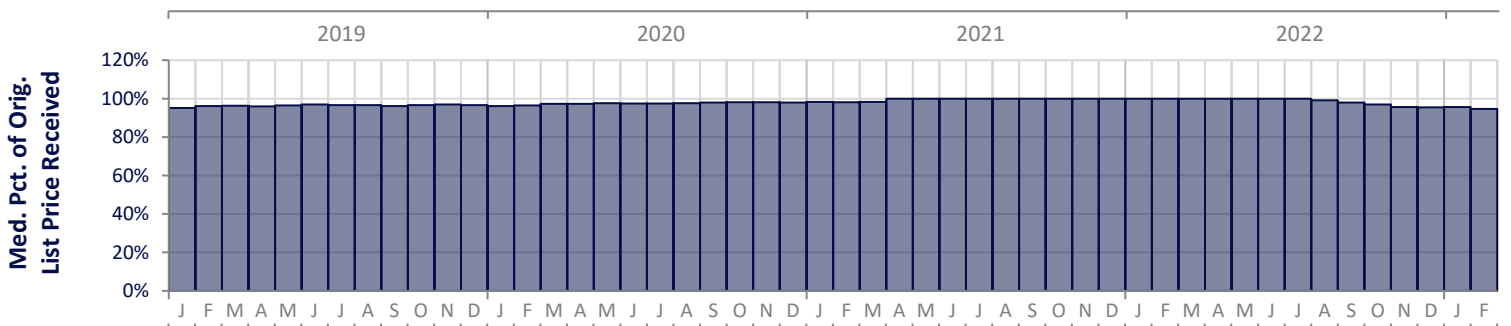


## Median Percent of Original List Price Received

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	95.2%	-4.8%
<b>February 2023</b>	<b>94.7%</b>	<b>-5.3%</b>
January 2023	95.7%	-4.3%
December 2022	95.4%	-4.6%
November 2022	95.6%	-4.4%
October 2022	97.0%	-3.0%
September 2022	98.0%	-2.0%
August 2022	99.2%	-0.8%
July 2022	100.0%	0.0%
June 2022	100.0%	0.0%
May 2022	100.0%	0.0%
April 2022	100.0%	0.0%
March 2022	100.0%	1.7%
February 2022	100.0%	1.8%



# Monthly Market Detail - February 2023

## Single-Family Homes

### Ocala/Marion County Association of REALTORS®



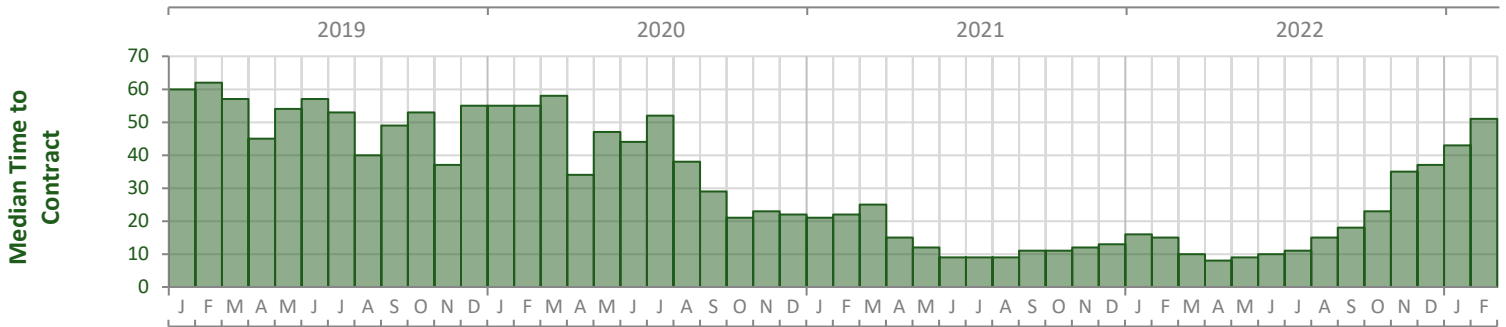
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## Median Time to Contract

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	47 Days	193.8%
<b>February 2023</b>	<b>51 Days</b>	<b>240.0%</b>
January 2023	43 Days	168.8%
December 2022	37 Days	184.6%
November 2022	35 Days	191.7%
October 2022	23 Days	109.1%
September 2022	18 Days	63.6%
August 2022	15 Days	66.7%
July 2022	11 Days	22.2%
June 2022	10 Days	11.1%
May 2022	9 Days	-25.0%
April 2022	8 Days	-46.7%
March 2022	10 Days	-60.0%
February 2022	15 Days	-31.8%

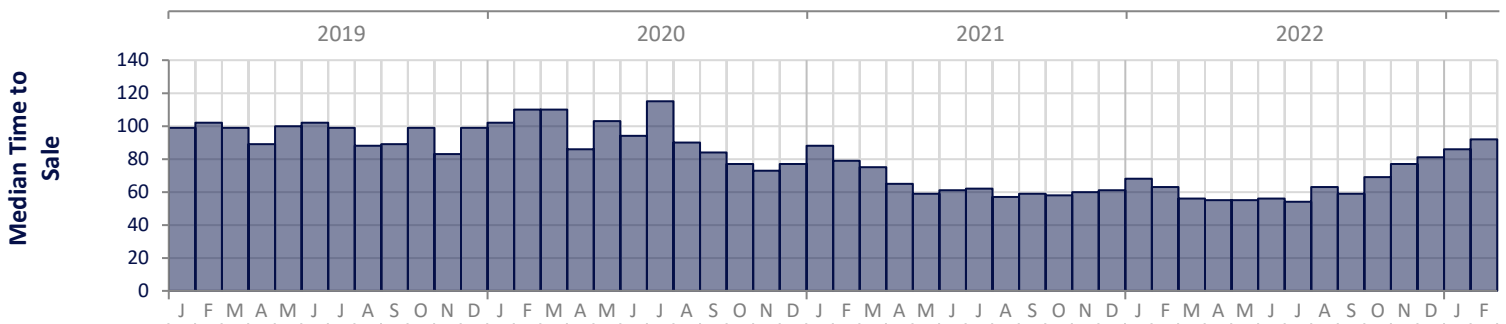


## Median Time to Sale

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	91 Days	37.9%
<b>February 2023</b>	<b>92 Days</b>	<b>46.0%</b>
January 2023	86 Days	26.5%
December 2022	81 Days	32.8%
November 2022	77 Days	28.3%
October 2022	69 Days	19.0%
September 2022	59 Days	0.0%
August 2022	63 Days	10.5%
July 2022	54 Days	-12.9%
June 2022	56 Days	-8.2%
May 2022	55 Days	-6.8%
April 2022	55 Days	-15.4%
March 2022	56 Days	-25.3%
February 2022	63 Days	-20.3%





# Monthly Market Detail - February 2023

## Single-Family Homes

### Ocala/Marion County Association of REALTORS®



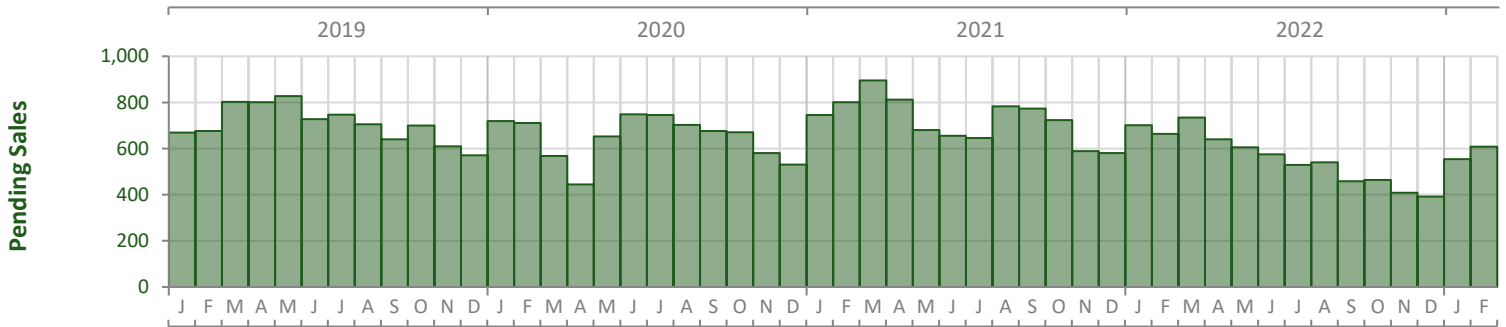
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## New Pending Sales

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	1,162	-14.9%
<b>February 2023</b>	<b>608</b>	<b>-8.4%</b>
January 2023	554	-21.0%
December 2022	392	-32.5%
November 2022	409	-30.6%
October 2022	464	-35.9%
September 2022	459	-40.6%
August 2022	540	-31.0%
July 2022	529	-18.1%
June 2022	575	-12.3%
May 2022	606	-10.9%
April 2022	640	-21.2%
March 2022	734	-18.0%
February 2022	664	-17.1%

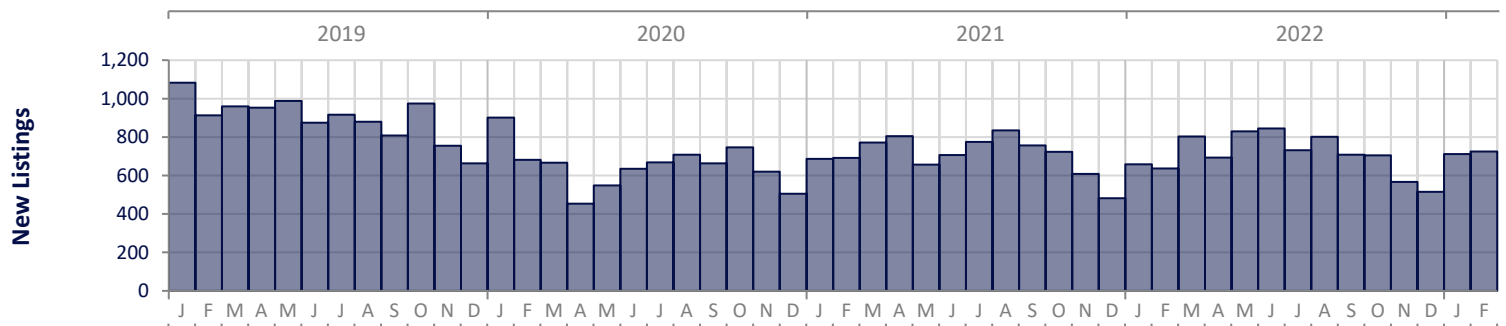


## New Listings

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	1,437	11.0%
<b>February 2023</b>	<b>725</b>	<b>14.0%</b>
January 2023	712	8.0%
December 2022	516	7.1%
November 2022	567	-6.7%
October 2022	705	-2.6%
September 2022	708	-6.5%
August 2022	801	-4.0%
July 2022	732	-5.5%
June 2022	844	19.5%
May 2022	829	26.4%
April 2022	694	-13.8%
March 2022	804	4.3%
February 2022	636	-8.1%



# Monthly Market Detail - February 2023

## Single-Family Homes

### Ocala/Marion County Association of REALTORS®



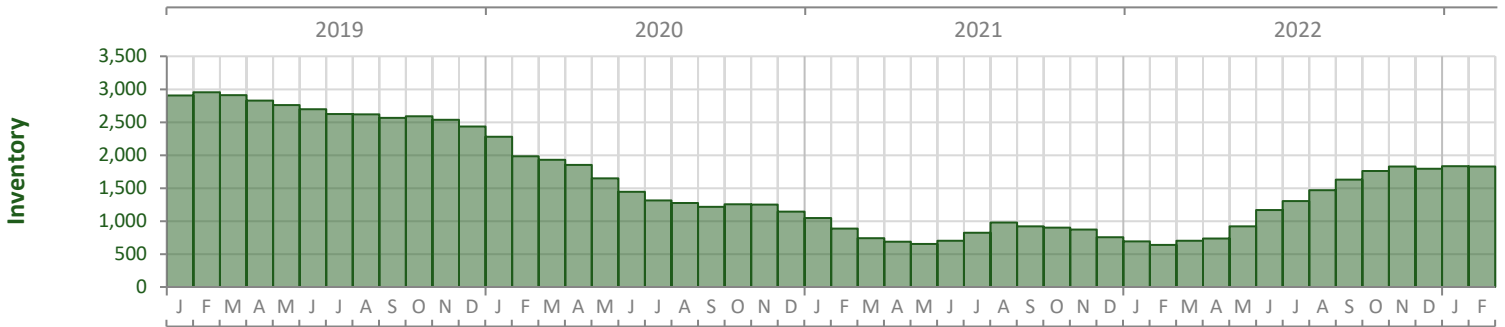
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## Inventory (Active Listings)

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)	1,831	175.7%
<b>February 2023</b>	<b>1,827</b>	<b>186.4%</b>
January 2023	1,834	165.8%
December 2022	1,792	137.0%
November 2022	1,826	109.6%
October 2022	1,761	95.7%
September 2022	1,630	77.0%
August 2022	1,469	49.9%
July 2022	1,303	57.9%
June 2022	1,166	66.6%
May 2022	920	41.3%
April 2022	738	7.6%
March 2022	701	-5.5%
February 2022	638	-27.8%

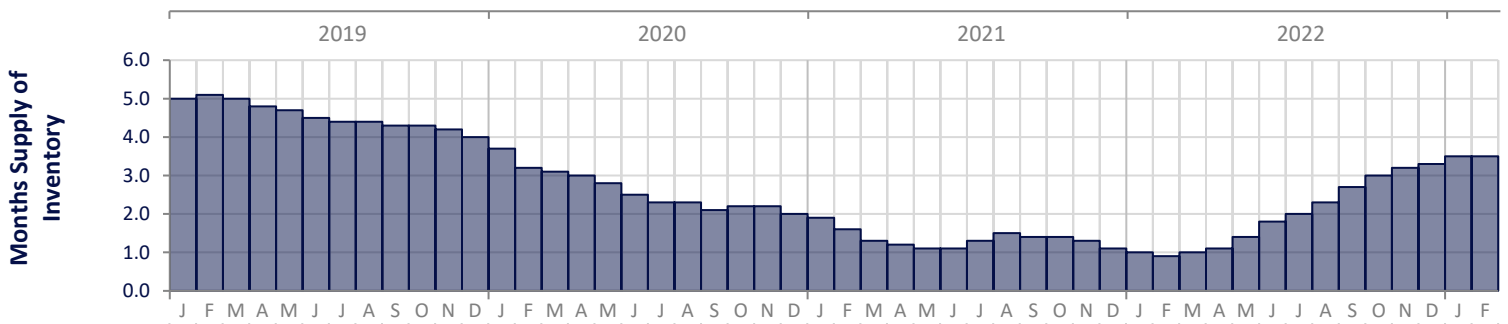


## Months Supply of Inventory

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)	3.5	250.0%
<b>February 2023</b>	<b>3.5</b>	<b>288.9%</b>
January 2023	3.5	250.0%
December 2022	3.3	200.0%
November 2022	3.2	146.2%
October 2022	3.0	114.3%
September 2022	2.7	92.9%
August 2022	2.3	53.3%
July 2022	2.0	53.8%
June 2022	1.8	63.6%
May 2022	1.4	27.3%
April 2022	1.1	-8.3%
March 2022	1.0	-23.1%
February 2022	0.9	-43.8%



# Monthly Market Detail - February 2023

## Single-Family Homes

### Ocala/Marion County Association of REALTORS®



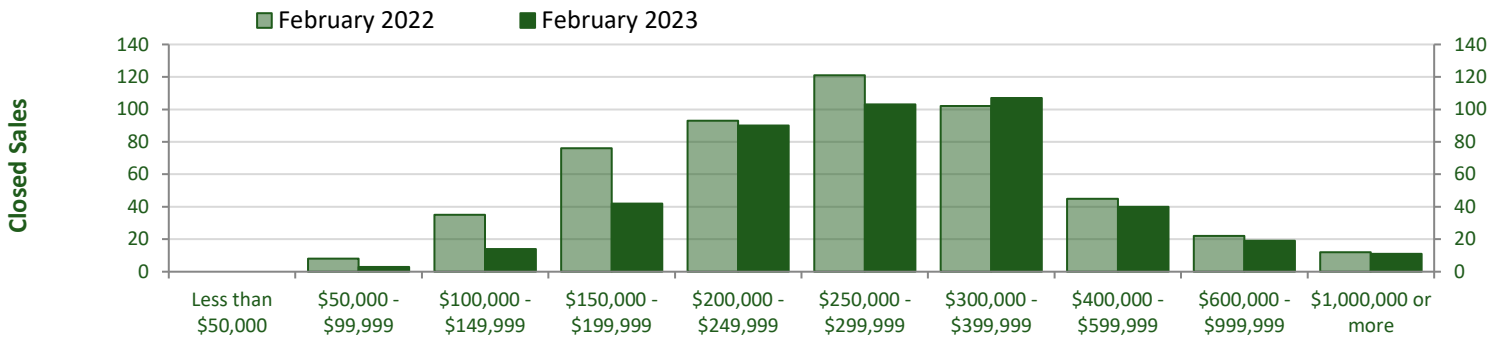
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## Closed Sales by Sale Price

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.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	3	-62.5%
\$100,000 - \$149,999	14	-60.0%
\$150,000 - \$199,999	42	-44.7%
\$200,000 - \$249,999	90	-3.2%
\$250,000 - \$299,999	103	-14.9%
\$300,000 - \$399,999	107	4.9%
\$400,000 - \$599,999	40	-11.1%
\$600,000 - \$999,999	19	-13.6%
\$1,000,000 or more	11	-8.3%

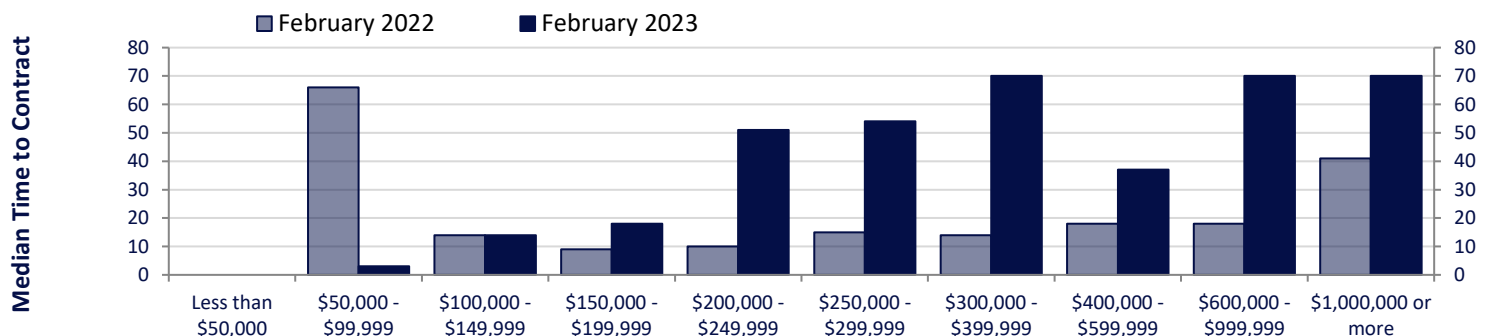


## Median Time to Contract by Sale Price

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

**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.

Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$50,000	(No Sales)	N/A
\$50,000 - \$99,999	3 Days	-95.5%
\$100,000 - \$149,999	14 Days	0.0%
\$150,000 - \$199,999	18 Days	100.0%
\$200,000 - \$249,999	51 Days	410.0%
\$250,000 - \$299,999	54 Days	260.0%
\$300,000 - \$399,999	70 Days	400.0%
\$400,000 - \$599,999	37 Days	105.6%
\$600,000 - \$999,999	70 Days	288.9%
\$1,000,000 or more	70 Days	70.7%





# Monthly Market Detail - February 2023

## Single-Family Homes

### Ocala/Marion County Association of REALTORS®



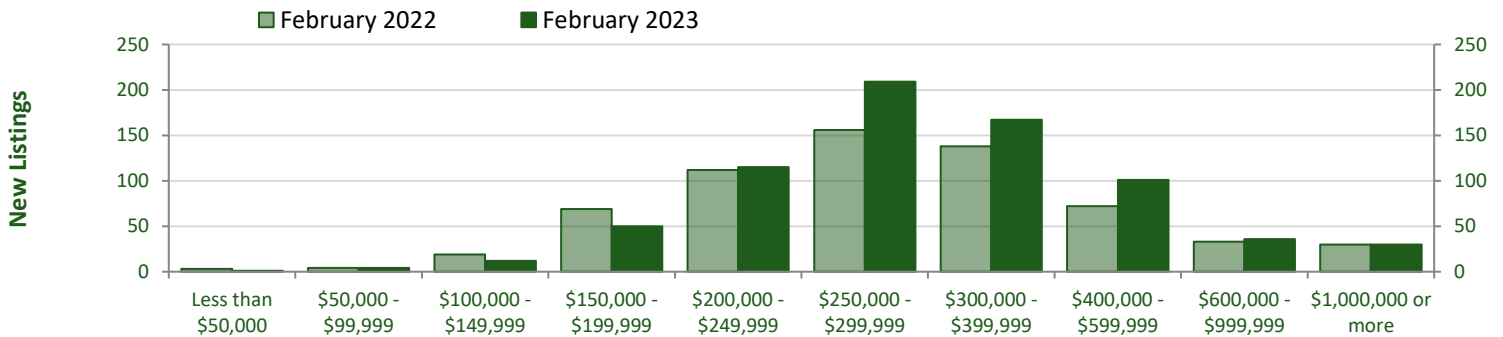
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## New Listings by Initial Listing Price

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	-66.7%
\$50,000 - \$99,999	4	0.0%
\$100,000 - \$149,999	12	-36.8%
\$150,000 - \$199,999	50	-27.5%
\$200,000 - \$249,999	115	2.7%
\$250,000 - \$299,999	209	34.0%
\$300,000 - \$399,999	167	21.0%
\$400,000 - \$599,999	101	40.3%
\$600,000 - \$999,999	36	9.1%
\$1,000,000 or more	30	0.0%

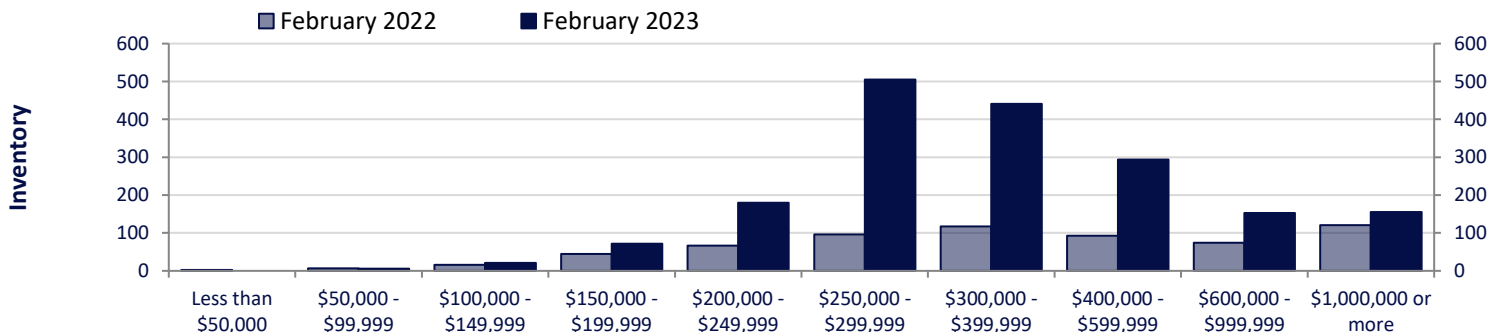


## Inventory by Current Listing Price

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	0	-100.0%
\$50,000 - \$99,999	6	-14.3%
\$100,000 - \$149,999	21	31.3%
\$150,000 - \$199,999	72	60.0%
\$200,000 - \$249,999	180	168.7%
\$250,000 - \$299,999	505	426.0%
\$300,000 - \$399,999	441	276.9%
\$400,000 - \$599,999	294	216.1%
\$600,000 - \$999,999	153	106.8%
\$1,000,000 or more	155	28.1%

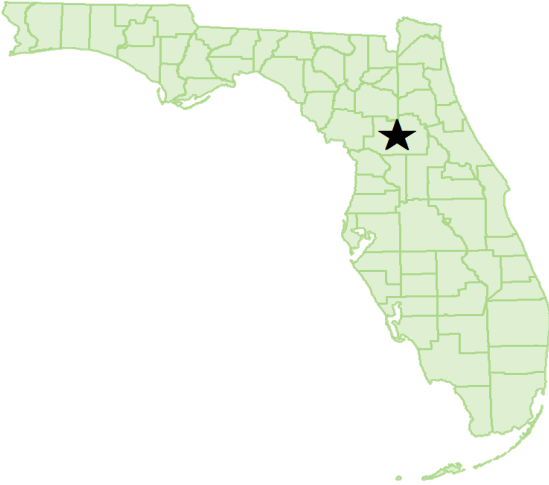


# Monthly Distressed Market - February 2023

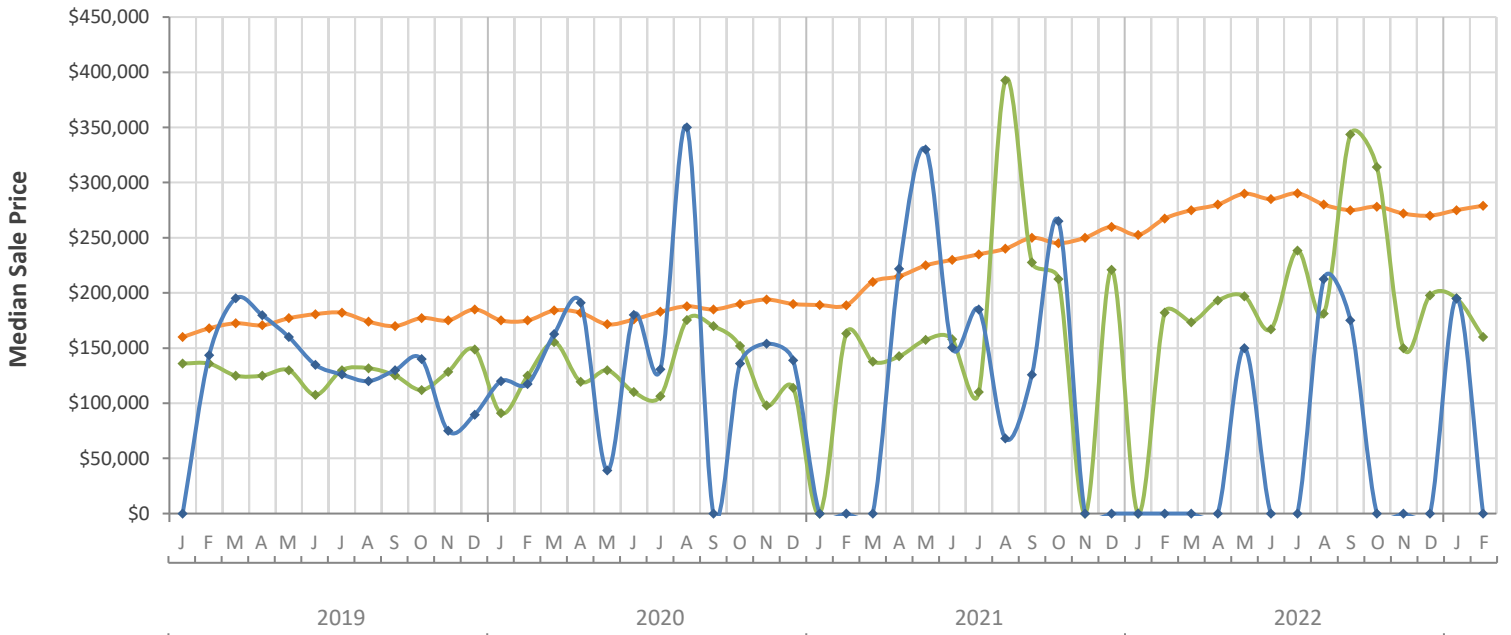
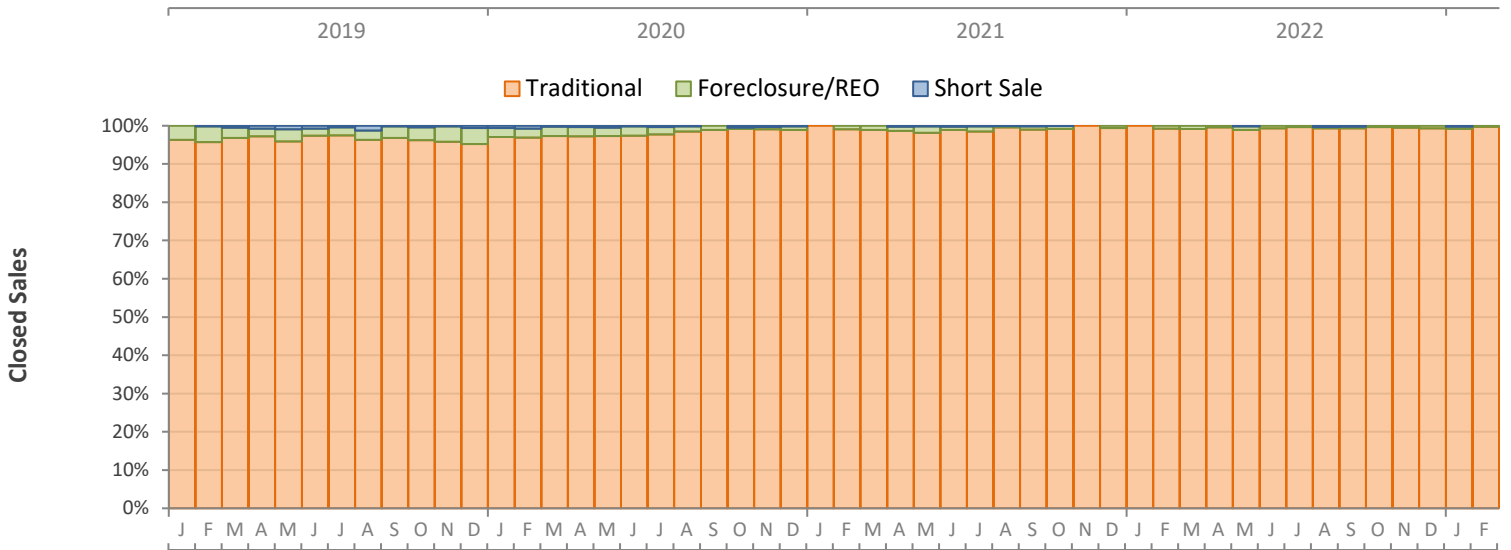
## Single-Family Homes

### Ocala/Marion County Association of REALTORS®

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



		February 2023	February 2022	Percent Change Year-over-Year
Traditional	Closed Sales	428	510	-16.1%
	Median Sale Price	\$279,000	\$267,360	4.4%
Foreclosure/REO	Closed Sales	1	4	-75.0%
	Median Sale Price	\$160,000	\$182,000	-12.1%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

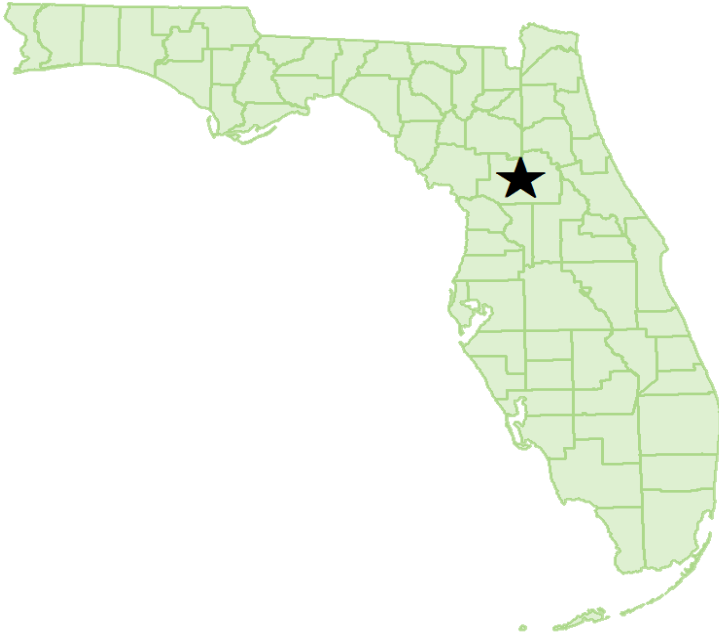


# Monthly Market Detail - February 2023

## Manufactured Homes

### Ocala/Marion County Association of REALTORS®

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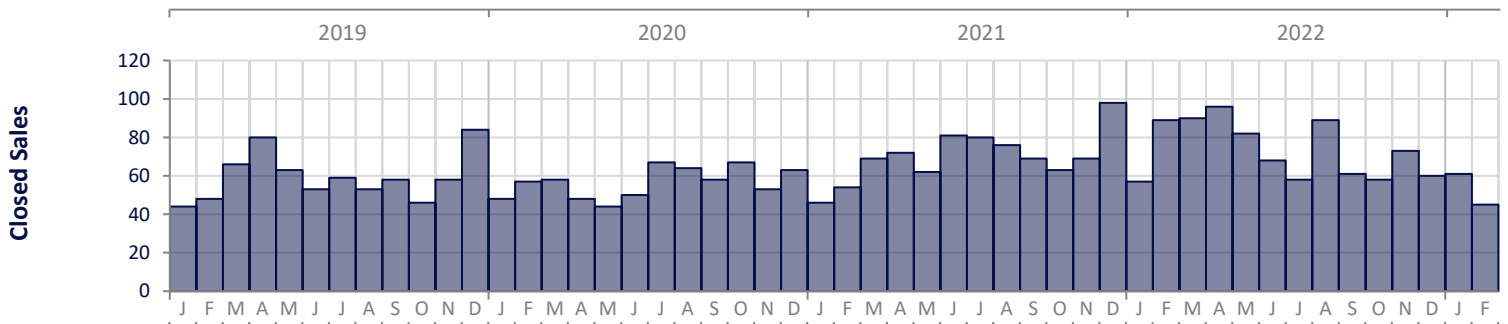
Summary Statistics	February 2023	February 2022	Percent Change Year-over-Year
Closed Sales	45	89	-49.4%
Paid in Cash	24	58	-58.6%
Median Sale Price	\$150,000	\$120,000	25.0%
Average Sale Price	\$179,745	\$137,275	30.9%
Dollar Volume	\$8.1 Million	\$12.2 Million	-33.8%
Median Percent of Original List Price Received	96.0%	92.6%	3.7%
Median Time to Contract	20 Days	45 Days	-55.6%
Median Time to Sale	59 Days	76 Days	-22.4%
New Pending Sales	74	99	-25.3%
New Listings	94	93	1.1%
Pending Inventory	93	125	-25.6%
Inventory (Active Listings)	199	140	42.1%
Months Supply of Inventory	2.8	1.9	47.4%

## 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	106	-27.4%
<b>February 2023</b>	<b>45</b>	<b>-49.4%</b>
January 2023	61	7.0%
December 2022	60	-38.8%
November 2022	73	5.8%
October 2022	58	-7.9%
September 2022	61	-11.6%
August 2022	89	17.1%
July 2022	58	-27.5%
June 2022	68	-16.0%
May 2022	82	32.3%
April 2022	96	33.3%
March 2022	90	30.4%
February 2022	89	64.8%



# Monthly Market Detail - February 2023

## Manufactured Homes

### Ocala/Marion County Association of REALTORS®

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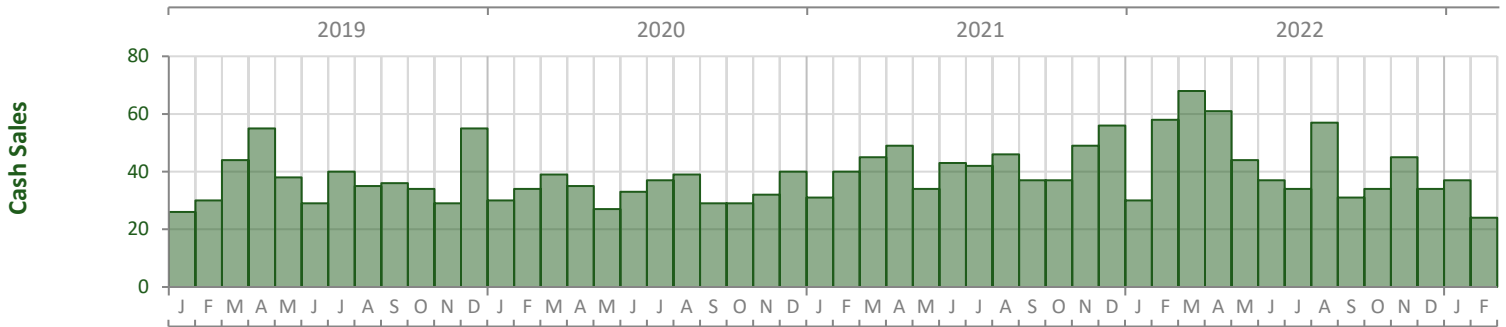


## Cash Sales

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	61	-30.7%
<b>February 2023</b>	<b>24</b>	<b>-58.6%</b>
January 2023	37	23.3%
December 2022	34	-39.3%
November 2022	45	-8.2%
October 2022	34	-8.1%
September 2022	31	-16.2%
August 2022	57	23.9%
July 2022	34	-19.0%
June 2022	37	-14.0%
May 2022	44	29.4%
April 2022	61	24.5%
March 2022	68	51.1%
February 2022	58	45.0%

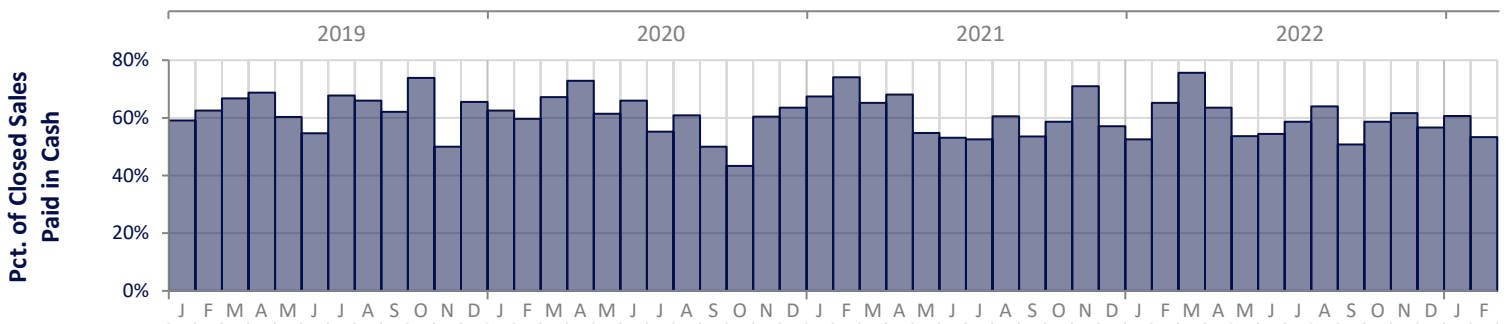


## Cash Sales as a Percentage of Closed Sales

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	57.5%	-4.6%
<b>February 2023</b>	<b>53.3%</b>	<b>-18.3%</b>
January 2023	60.7%	15.4%
December 2022	56.7%	-0.7%
November 2022	61.6%	-13.2%
October 2022	58.6%	-0.2%
September 2022	50.8%	-5.2%
August 2022	64.0%	5.8%
July 2022	58.6%	11.6%
June 2022	54.4%	2.4%
May 2022	53.7%	-2.0%
April 2022	63.5%	-6.8%
March 2022	75.6%	16.0%
February 2022	65.2%	-12.0%



# Monthly Market Detail - February 2023

## Manufactured Homes

### Ocala/Marion County Association of REALTORS®



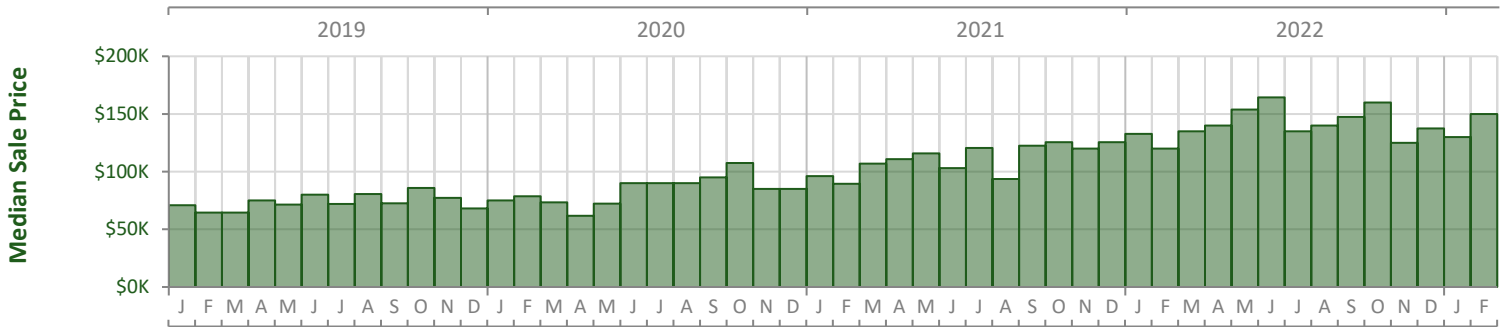
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## Median Sale Price

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	\$139,000	7.0%
<b>February 2023</b>	<b>\$150,000</b>	<b>25.0%</b>
January 2023	\$129,900	-2.2%
December 2022	\$137,500	9.6%
November 2022	\$125,000	4.2%
October 2022	\$160,000	27.5%
September 2022	\$147,450	20.4%
August 2022	\$140,000	49.7%
July 2022	\$135,000	12.0%
June 2022	\$164,500	59.7%
May 2022	\$153,950	33.0%
April 2022	\$140,000	26.2%
March 2022	\$135,000	26.2%
February 2022	\$120,000	34.1%

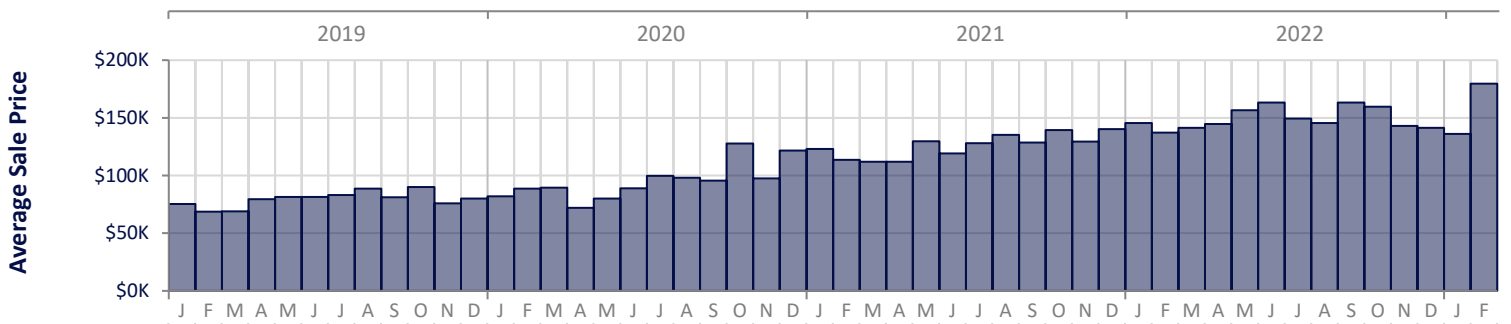


## Average Sale Price

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	\$154,568	10.0%
<b>February 2023</b>	<b>\$179,745</b>	<b>30.9%</b>
January 2023	\$135,995	-6.5%
December 2022	\$141,233	0.6%
November 2022	\$143,148	10.5%
October 2022	\$159,636	14.6%
September 2022	\$163,311	26.9%
August 2022	\$145,564	7.7%
July 2022	\$149,482	16.6%
June 2022	\$163,223	36.9%
May 2022	\$156,675	20.7%
April 2022	\$144,634	29.4%
March 2022	\$141,428	26.2%
February 2022	\$137,275	21.0%





# Monthly Market Detail - February 2023

## Manufactured Homes

### Ocala/Marion County Association of REALTORS®



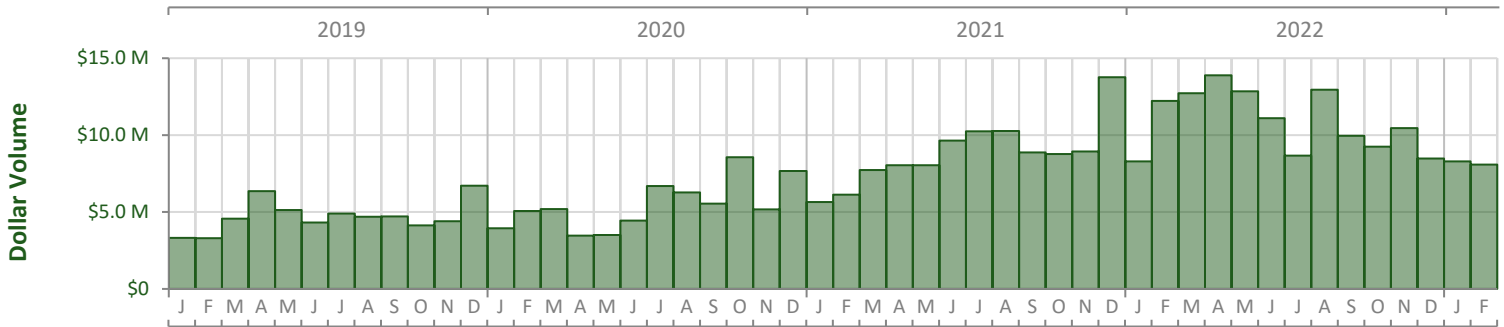
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## Dollar Volume

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	\$16.4 Million	-20.1%
<b>February 2023</b>	<b>\$8.1 Million</b>	<b>-33.8%</b>
January 2023	\$8.3 Million	0.1%
December 2022	\$8.5 Million	-38.4%
November 2022	\$10.4 Million	16.9%
October 2022	\$9.3 Million	5.5%
September 2022	\$10.0 Million	12.2%
August 2022	\$13.0 Million	26.2%
July 2022	\$8.7 Million	-15.4%
June 2022	\$11.1 Million	15.0%
May 2022	\$12.8 Million	59.6%
April 2022	\$13.9 Million	72.5%
March 2022	\$12.7 Million	64.7%
February 2022	\$12.2 Million	99.4%

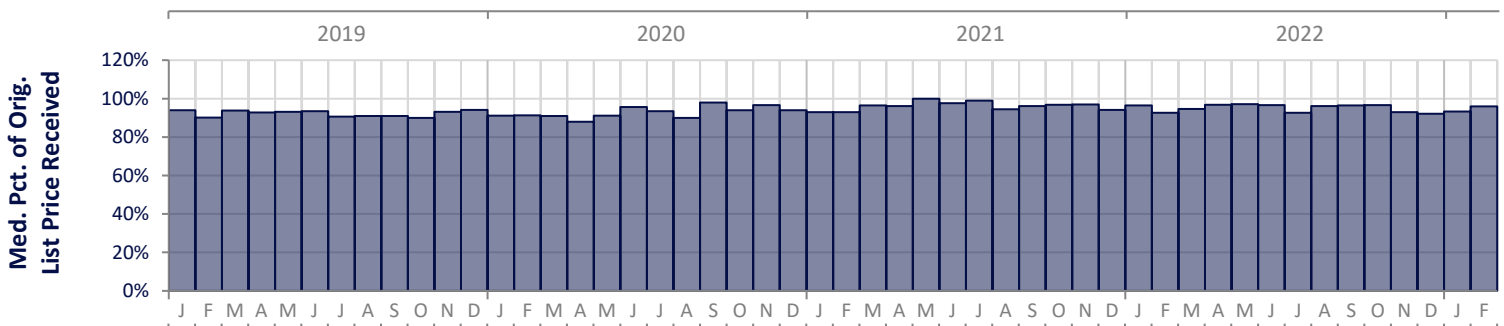


## Median Percent of Original List Price Received

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	94.6%	0.3%
<b>February 2023</b>	<b>96.0%</b>	<b>3.7%</b>
January 2023	93.3%	-3.3%
December 2022	92.1%	-2.2%
November 2022	92.9%	-4.2%
October 2022	96.6%	-0.2%
September 2022	96.4%	0.3%
August 2022	96.1%	1.7%
July 2022	92.7%	-6.3%
June 2022	96.6%	-1.1%
May 2022	97.1%	-2.9%
April 2022	96.8%	0.7%
March 2022	94.6%	-2.0%
February 2022	92.6%	-0.4%



# Monthly Market Detail - February 2023

## Manufactured Homes

### Ocala/Marion County Association of REALTORS®



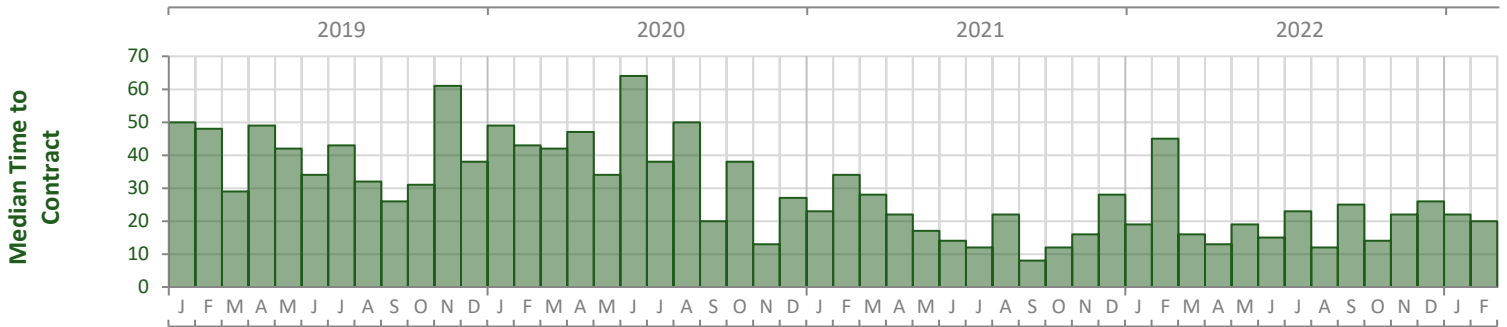
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## Median Time to Contract

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	20 Days	-47.4%
<b>February 2023</b>	<b>20 Days</b>	<b>-55.6%</b>
January 2023	22 Days	15.8%
December 2022	26 Days	-7.1%
November 2022	22 Days	37.5%
October 2022	14 Days	16.7%
September 2022	25 Days	212.5%
August 2022	12 Days	-45.5%
July 2022	23 Days	91.7%
June 2022	15 Days	7.1%
May 2022	19 Days	11.8%
April 2022	13 Days	-40.9%
March 2022	16 Days	-42.9%
February 2022	45 Days	32.4%

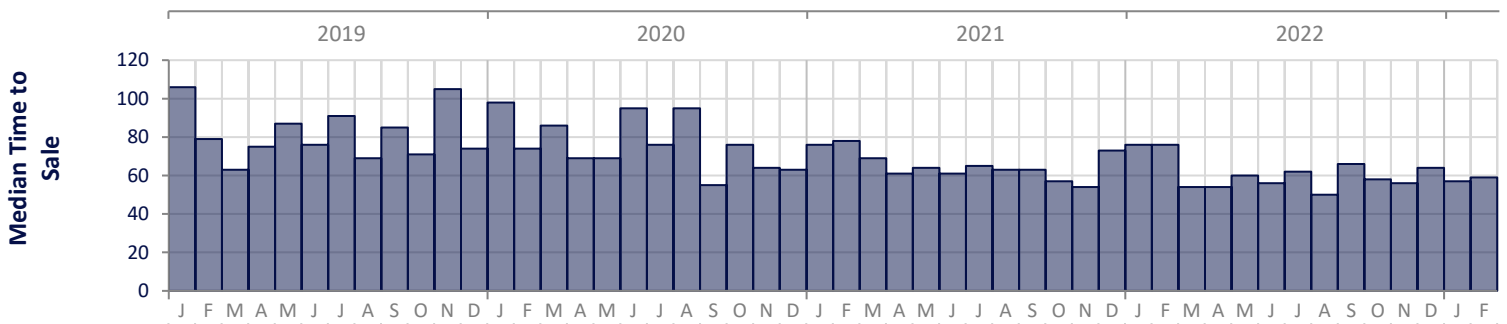


## Median Time to Sale

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	57 Days	-25.0%
<b>February 2023</b>	<b>59 Days</b>	<b>-22.4%</b>
January 2023	57 Days	-25.0%
December 2022	64 Days	-12.3%
November 2022	56 Days	3.7%
October 2022	58 Days	1.8%
September 2022	66 Days	4.8%
August 2022	50 Days	-20.6%
July 2022	62 Days	-4.6%
June 2022	56 Days	-8.2%
May 2022	60 Days	-6.3%
April 2022	54 Days	-11.5%
March 2022	54 Days	-21.7%
February 2022	76 Days	-2.6%



# Monthly Market Detail - February 2023

## Manufactured Homes

### Ocala/Marion County Association of REALTORS®



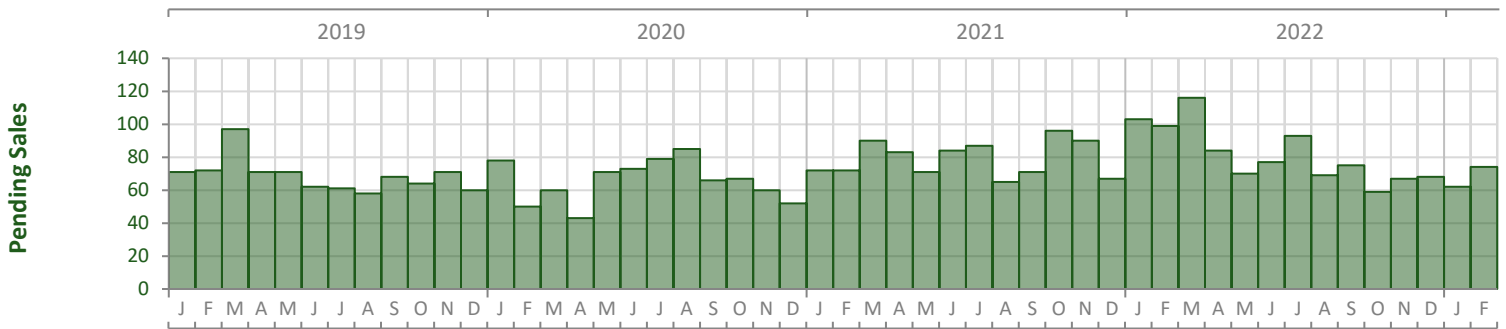
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## New Pending Sales

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	136	-32.7%
<b>February 2023</b>	<b>74</b>	<b>-25.3%</b>
January 2023	62	-39.8%
December 2022	68	1.5%
November 2022	67	-25.6%
October 2022	59	-38.5%
September 2022	75	5.6%
August 2022	69	6.2%
July 2022	93	6.9%
June 2022	77	-8.3%
May 2022	70	-1.4%
April 2022	84	1.2%
March 2022	116	28.9%
February 2022	99	37.5%

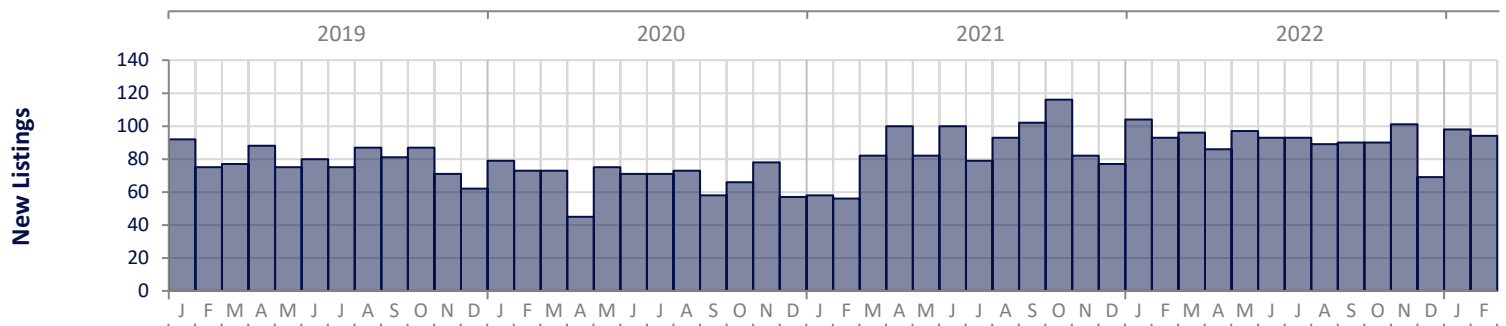


## New Listings

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	192	-2.5%
<b>February 2023</b>	<b>94</b>	<b>1.1%</b>
January 2023	98	-5.8%
December 2022	69	-10.4%
November 2022	101	23.2%
October 2022	90	-22.4%
September 2022	90	-11.8%
August 2022	89	-4.3%
July 2022	93	17.7%
June 2022	93	-7.0%
May 2022	97	18.3%
April 2022	86	-14.0%
March 2022	96	17.1%
February 2022	93	66.1%



# Monthly Market Detail - February 2023

## Manufactured Homes

### Ocala/Marion County Association of REALTORS®



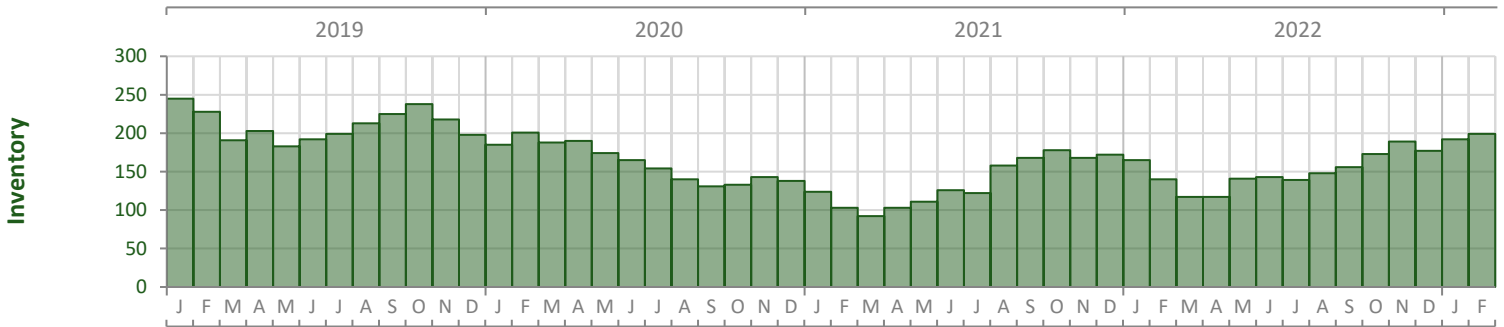
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## Inventory (Active Listings)

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)	196	28.2%
<b>February 2023</b>	<b>199</b>	<b>42.1%</b>
January 2023	192	16.4%
December 2022	177	2.9%
November 2022	189	12.5%
October 2022	173	-2.8%
September 2022	156	-7.1%
August 2022	148	-6.3%
July 2022	139	13.9%
June 2022	143	13.5%
May 2022	141	27.0%
April 2022	117	13.6%
March 2022	117	27.2%
February 2022	140	35.9%

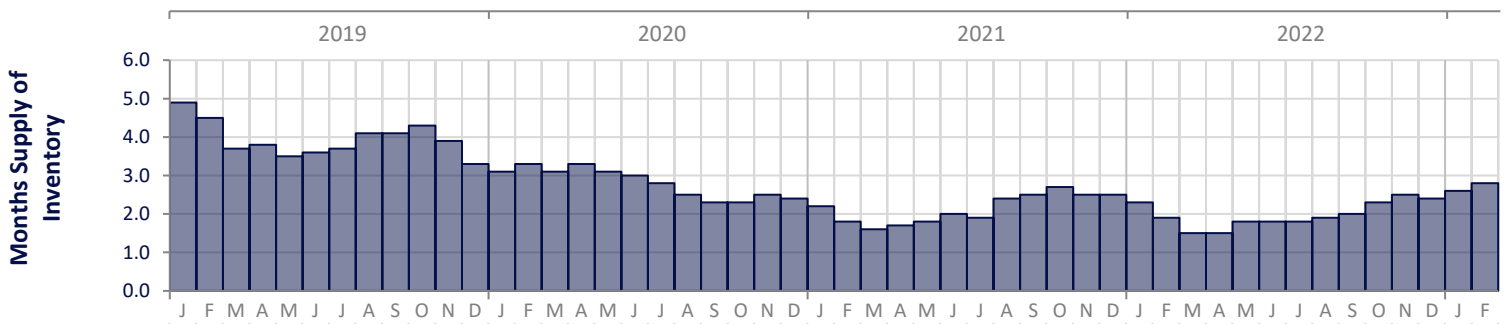


## Months Supply of Inventory

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)	2.7	28.6%
<b>February 2023</b>	<b>2.8</b>	<b>47.4%</b>
January 2023	2.6	13.0%
December 2022	2.4	-4.0%
November 2022	2.5	0.0%
October 2022	2.3	-14.8%
September 2022	2.0	-20.0%
August 2022	1.9	-20.8%
July 2022	1.8	-5.3%
June 2022	1.8	-10.0%
May 2022	1.8	0.0%
April 2022	1.5	-11.8%
March 2022	1.5	-6.3%
February 2022	1.9	5.6%



# Monthly Market Detail - February 2023

## Manufactured Homes

### Ocala/Marion County Association of REALTORS®



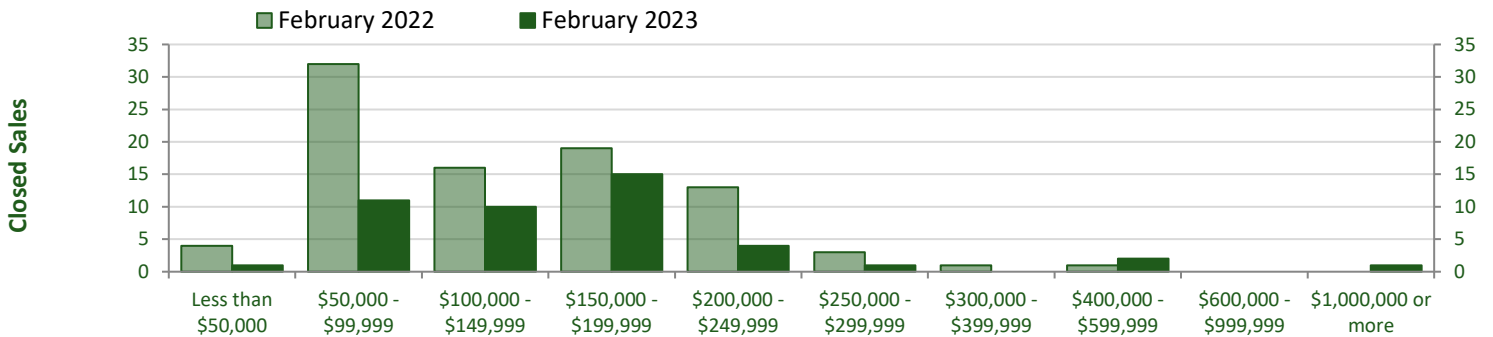
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## Closed Sales by Sale Price

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.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	1	-75.0%
\$50,000 - \$99,999	11	-65.6%
\$100,000 - \$149,999	10	-37.5%
\$150,000 - \$199,999	15	-21.1%
\$200,000 - \$249,999	4	-69.2%
\$250,000 - \$299,999	1	-66.7%
\$300,000 - \$399,999	0	-100.0%
\$400,000 - \$599,999	2	100.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	1	N/A

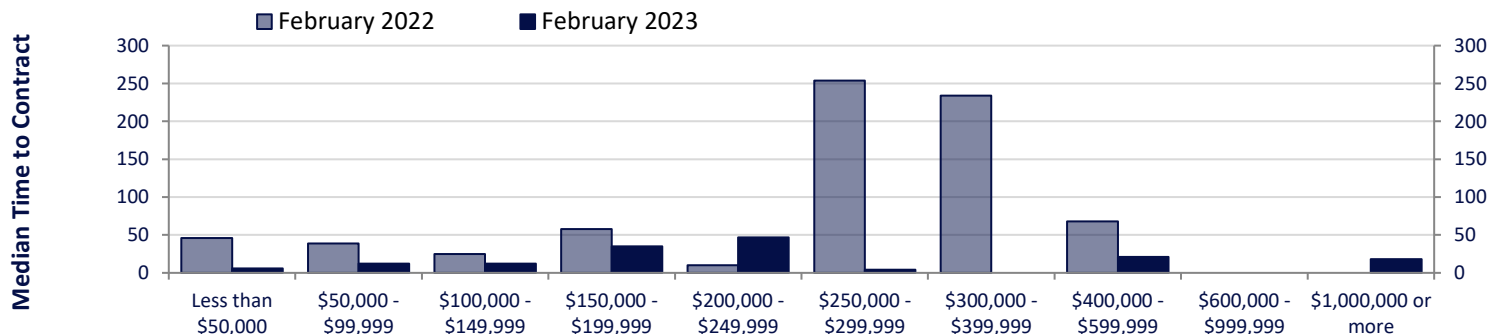


## Median Time to Contract by Sale Price

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

**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.

Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$50,000	6 Days	-87.0%
\$50,000 - \$99,999	12 Days	-69.2%
\$100,000 - \$149,999	12 Days	-52.0%
\$150,000 - \$199,999	35 Days	-39.7%
\$200,000 - \$249,999	47 Days	370.0%
\$250,000 - \$299,999	4 Days	-98.4%
\$300,000 - \$399,999	(No Sales)	N/A
\$400,000 - \$599,999	21 Days	-69.1%
\$600,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	18 Days	N/A





# Monthly Market Detail - February 2023

## Manufactured Homes

### Ocala/Marion County Association of REALTORS®

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

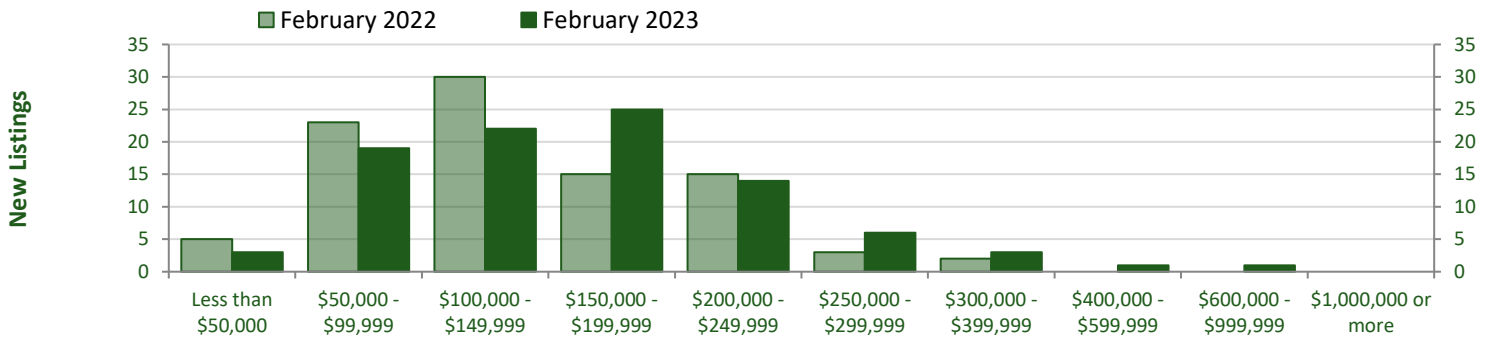


## New Listings by Initial Listing Price

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	3	-40.0%
\$50,000 - \$99,999	19	-17.4%
\$100,000 - \$149,999	22	-26.7%
\$150,000 - \$199,999	25	66.7%
\$200,000 - \$249,999	14	-6.7%
\$250,000 - \$299,999	6	100.0%
\$300,000 - \$399,999	3	50.0%
\$400,000 - \$599,999	1	N/A
\$600,000 - \$999,999	1	N/A
\$1,000,000 or more	0	N/A

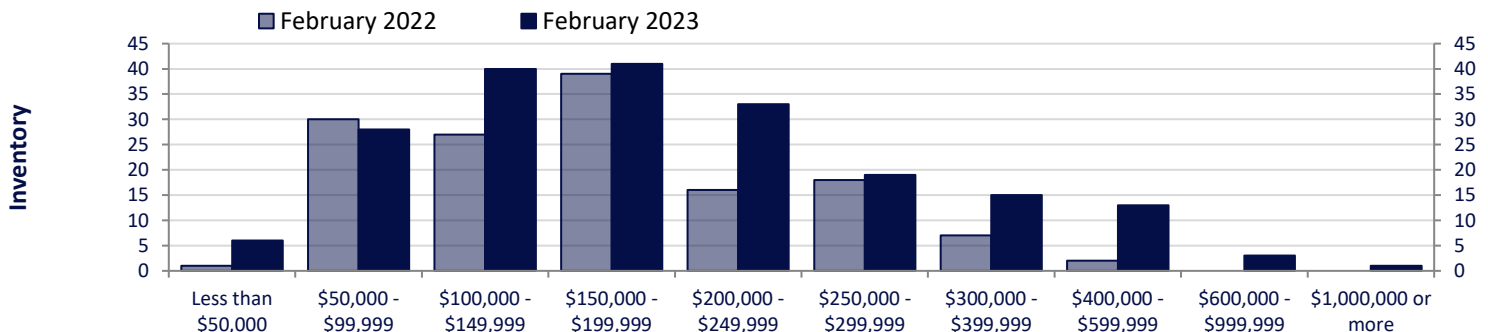


## Inventory by Current Listing Price

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	6	500.0%
\$50,000 - \$99,999	28	-6.7%
\$100,000 - \$149,999	40	48.1%
\$150,000 - \$199,999	41	5.1%
\$200,000 - \$249,999	33	106.3%
\$250,000 - \$299,999	19	5.6%
\$300,000 - \$399,999	15	114.3%
\$400,000 - \$599,999	13	550.0%
\$600,000 - \$999,999	3	N/A
\$1,000,000 or more	1	N/A

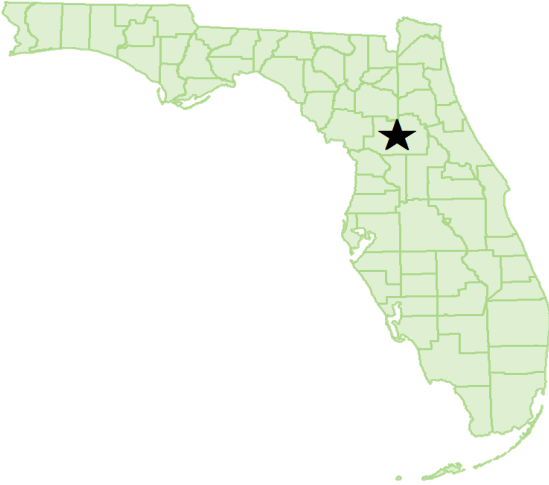


# Monthly Distressed Market - February 2023

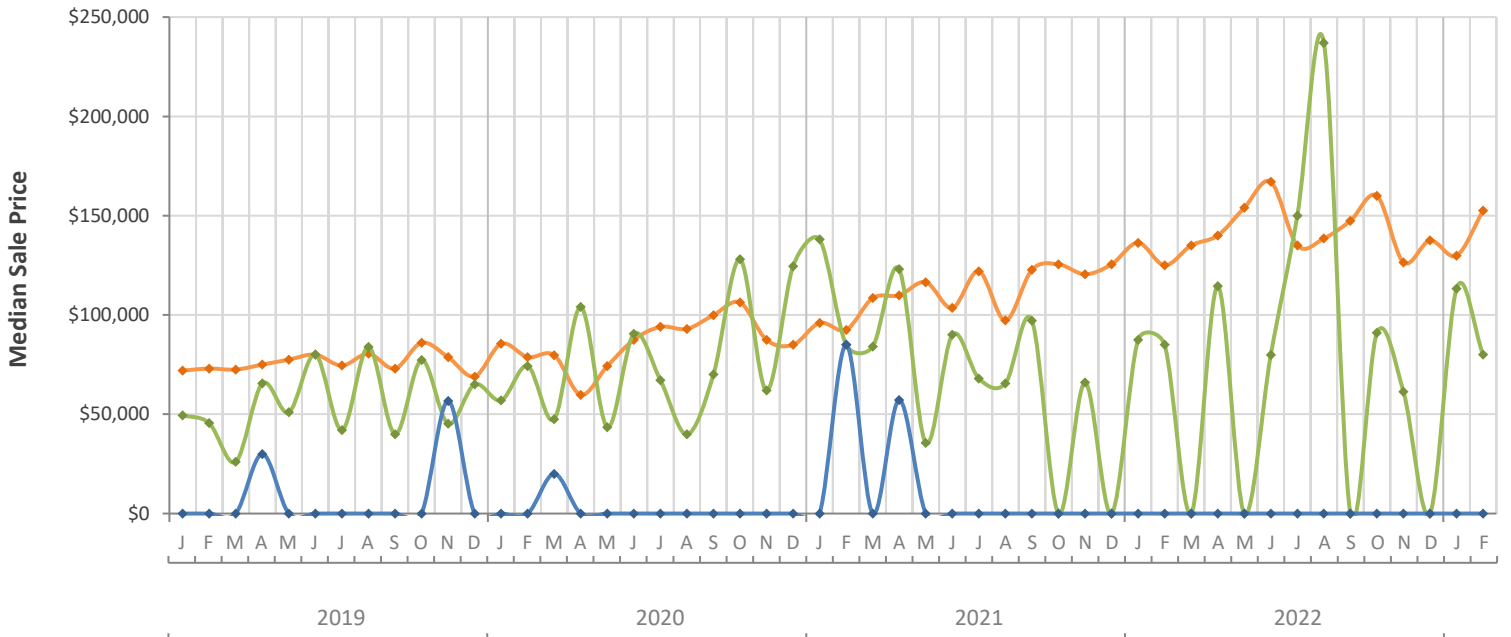
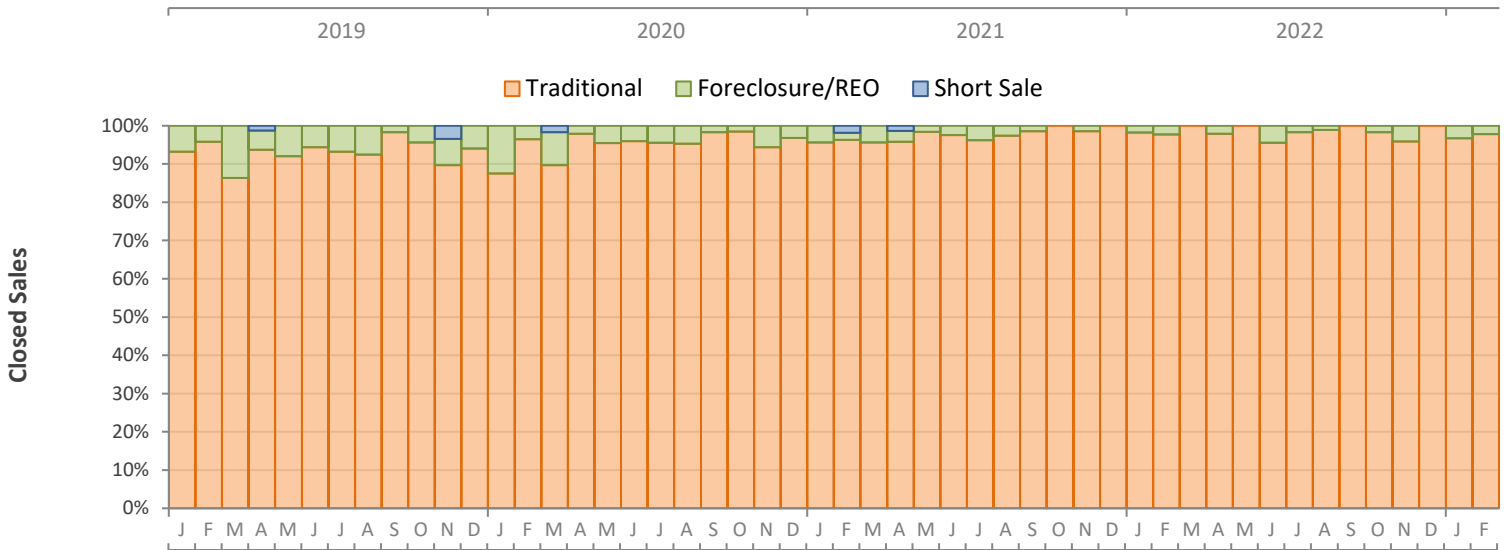
## Manufactured Homes

### Ocala/Marion County Association of REALTORS®

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		February 2023	February 2022	Percent Change Year-over-Year
Traditional	Closed Sales	44	87	-49.4%
	Median Sale Price	\$152,500	\$125,000	22.0%
Foreclosure/REO	Closed Sales	1	2	-50.0%
	Median Sale Price	\$80,000	\$85,000	-5.9%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

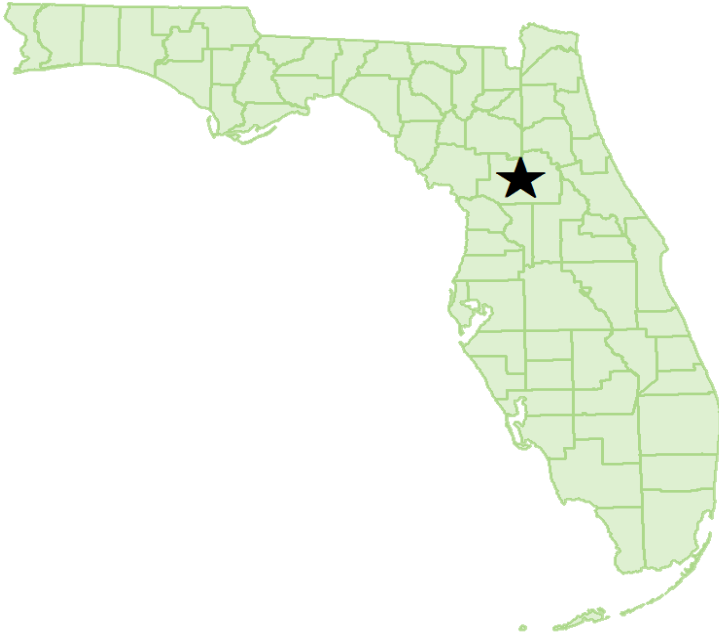


# Monthly Market Detail - February 2023

## Townhouses and Condos

### Ocala/Marion County Association of REALTORS®

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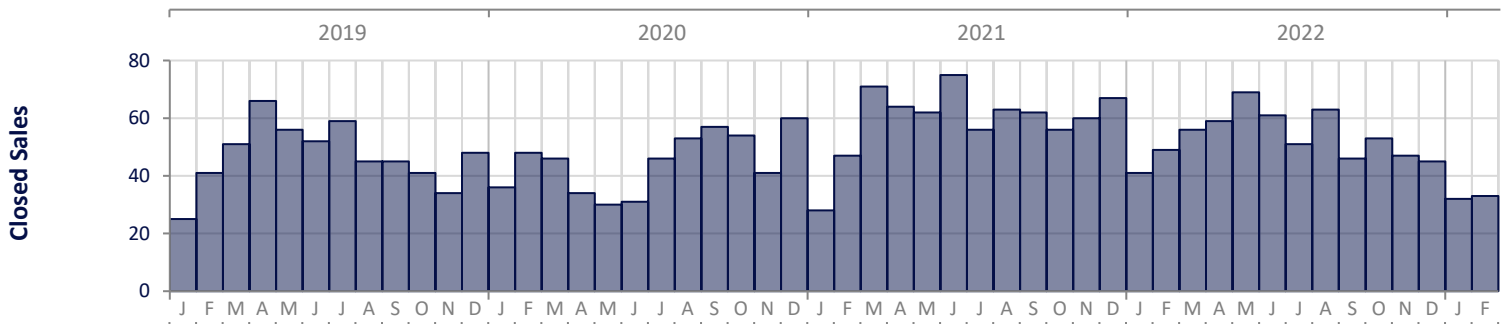
Summary Statistics	February 2023	February 2022	Percent Change Year-over-Year
Closed Sales	33	49	-32.7%
Paid in Cash	19	28	-32.1%
Median Sale Price	\$203,000	\$172,000	18.0%
Average Sale Price	\$197,677	\$205,960	-4.0%
Dollar Volume	\$6.5 Million	\$10.1 Million	-35.4%
Median Percent of Original List Price Received	97.2%	100.0%	-2.8%
Median Time to Contract	11 Days	6 Days	83.3%
Median Time to Sale	45 Days	41 Days	9.8%
New Pending Sales	50	63	-20.6%
New Listings	59	58	1.7%
Pending Inventory	64	84	-23.8%
Inventory (Active Listings)	98	41	139.0%
Months Supply of Inventory	1.9	0.7	171.4%

## 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	65	-27.8%
<b>February 2023</b>	<b>33</b>	<b>-32.7%</b>
January 2023	32	-22.0%
December 2022	45	-32.8%
November 2022	47	-21.7%
October 2022	53	-5.4%
September 2022	46	-25.8%
August 2022	63	0.0%
July 2022	51	-8.9%
June 2022	61	-18.7%
May 2022	69	11.3%
April 2022	59	-7.8%
March 2022	56	-21.1%
February 2022	49	4.3%



# Monthly Market Detail - February 2023

## Townhouses and Condos

### Ocala/Marion County Association of REALTORS®



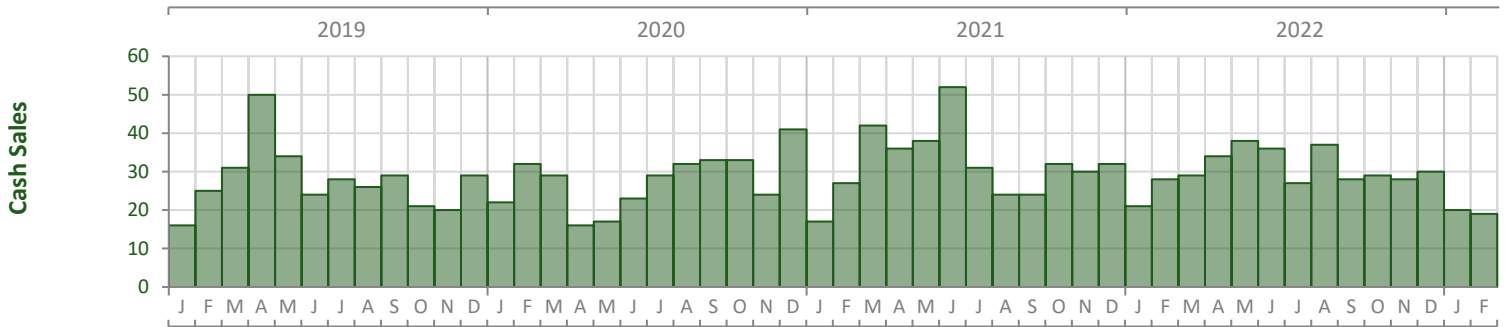
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## Cash Sales

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	39	-20.4%
<b>February 2023</b>	<b>19</b>	<b>-32.1%</b>
January 2023	20	-4.8%
December 2022	30	-6.3%
November 2022	28	-6.7%
October 2022	29	-9.4%
September 2022	28	16.7%
August 2022	37	54.2%
July 2022	27	-12.9%
June 2022	36	-30.8%
May 2022	38	0.0%
April 2022	34	-5.6%
March 2022	29	-31.0%
February 2022	28	3.7%

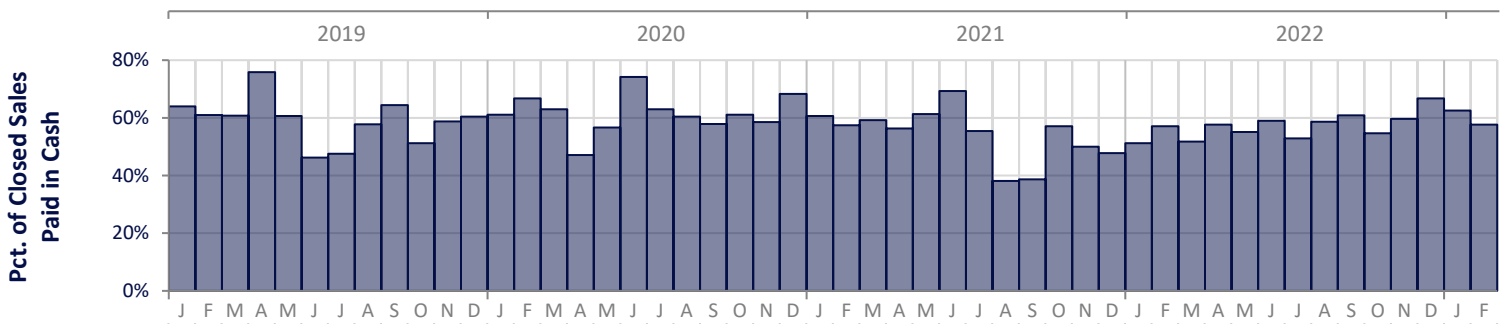


## Cash Sales as a Percentage of Closed Sales

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	60.0%	10.3%
<b>February 2023</b>	<b>57.6%</b>	<b>0.9%</b>
January 2023	62.5%	22.1%
December 2022	66.7%	39.5%
November 2022	59.6%	19.2%
October 2022	54.7%	-4.2%
September 2022	60.9%	57.4%
August 2022	58.7%	54.1%
July 2022	52.9%	-4.5%
June 2022	59.0%	-14.9%
May 2022	55.1%	-10.1%
April 2022	57.6%	2.3%
March 2022	51.8%	-12.5%
February 2022	57.1%	-0.5%



# Monthly Market Detail - February 2023

## Townhouses and Condos

### Ocala/Marion County Association of REALTORS®



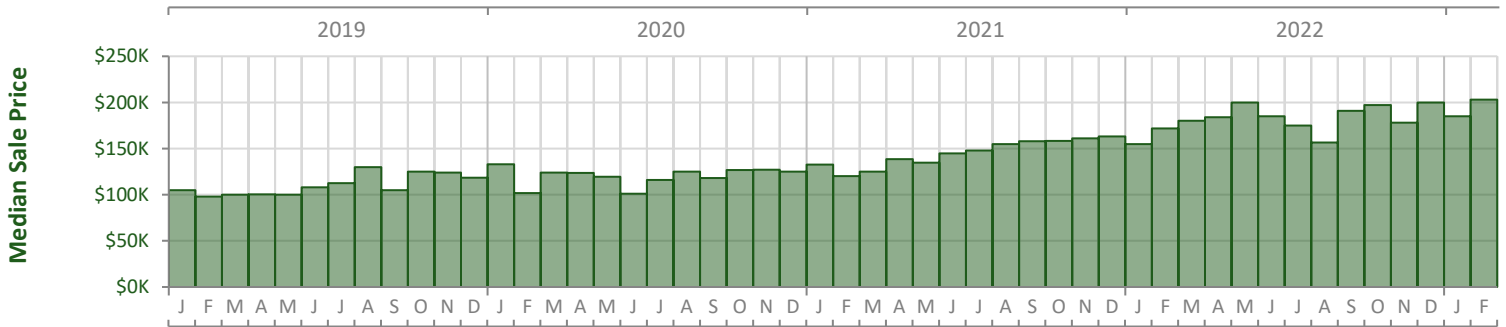
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## Median Sale Price

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	\$185,000	13.1%
<b>February 2023</b>	<b>\$203,000</b>	<b>18.0%</b>
January 2023	\$184,950	19.3%
December 2022	\$200,000	22.7%
November 2022	\$178,000	10.6%
October 2022	\$197,000	24.4%
September 2022	\$191,000	20.9%
August 2022	\$156,500	1.0%
July 2022	\$175,000	18.4%
June 2022	\$185,000	27.8%
May 2022	\$199,900	48.2%
April 2022	\$183,900	32.8%
March 2022	\$180,250	44.2%
February 2022	\$172,000	43.3%

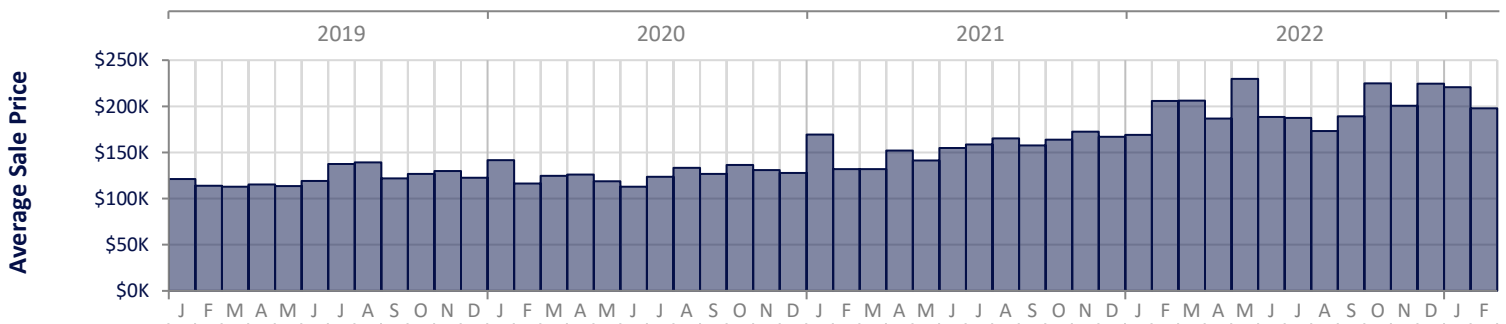


## Average Sale Price

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	\$209,092	10.6%
<b>February 2023</b>	<b>\$197,677</b>	<b>-4.0%</b>
January 2023	\$220,863	30.7%
December 2022	\$224,690	34.5%
November 2022	\$200,788	16.3%
October 2022	\$224,943	37.4%
September 2022	\$189,185	19.9%
August 2022	\$173,362	4.9%
July 2022	\$187,604	18.2%
June 2022	\$188,541	21.9%
May 2022	\$229,667	62.4%
April 2022	\$186,827	23.0%
March 2022	\$206,259	56.2%
February 2022	\$205,960	56.0%





# Monthly Market Detail - February 2023

## Townhouses and Condos

### Ocala/Marion County Association of REALTORS®



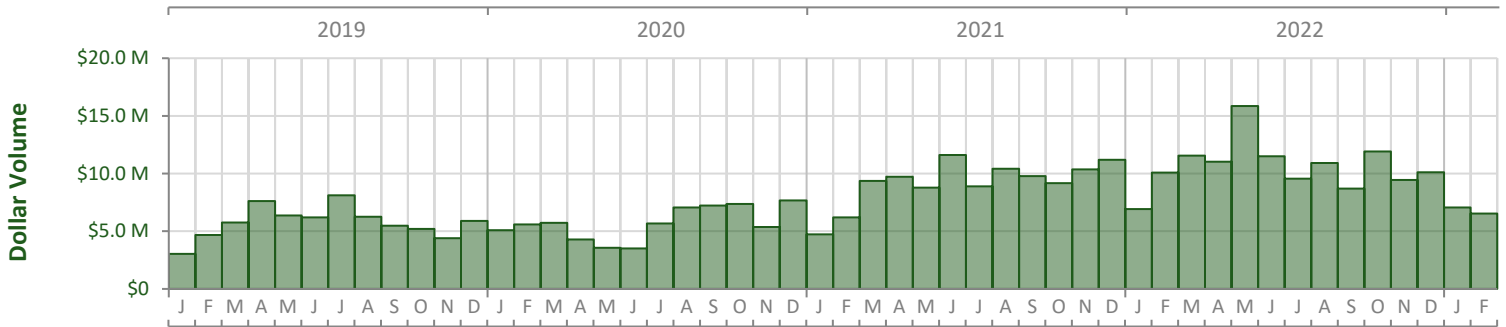
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## Dollar Volume

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	\$13.6 Million	-20.1%
<b>February 2023</b>	<b>\$6.5 Million</b>	<b>-35.4%</b>
January 2023	\$7.1 Million	2.0%
December 2022	\$10.1 Million	-9.7%
November 2022	\$9.4 Million	-8.9%
October 2022	\$11.9 Million	30.0%
September 2022	\$8.7 Million	-11.0%
August 2022	\$10.9 Million	4.9%
July 2022	\$9.6 Million	7.6%
June 2022	\$11.5 Million	-0.9%
May 2022	\$15.8 Million	80.7%
April 2022	\$11.0 Million	13.4%
March 2022	\$11.6 Million	23.2%
February 2022	\$10.1 Million	62.7%

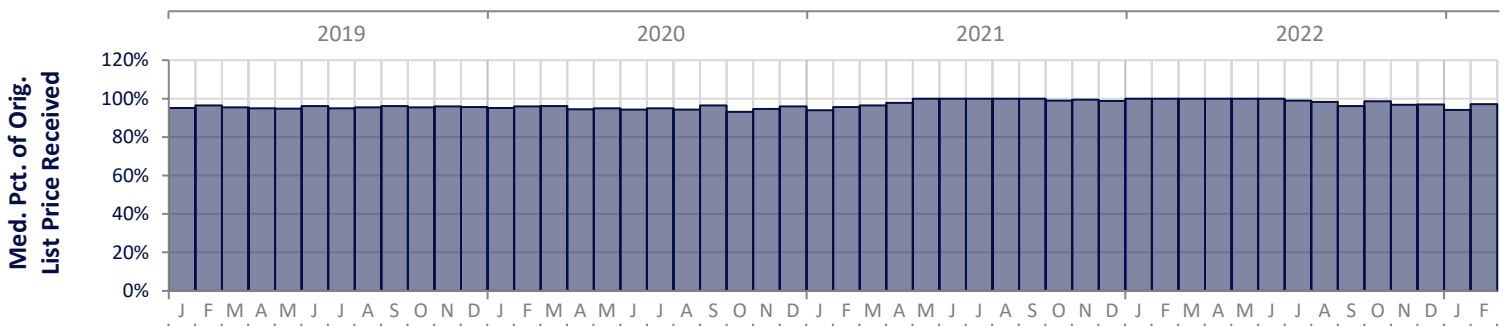


## Median Percent of Original List Price Received

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	96.2%	-3.8%
<b>February 2023</b>	<b>97.2%</b>	<b>-2.8%</b>
January 2023	94.1%	-5.9%
December 2022	97.0%	-1.8%
November 2022	96.8%	-2.6%
October 2022	98.6%	-0.3%
September 2022	96.2%	-3.8%
August 2022	98.3%	-1.7%
July 2022	98.9%	-1.1%
June 2022	100.0%	0.0%
May 2022	100.0%	0.0%
April 2022	100.0%	2.2%
March 2022	100.0%	3.6%
February 2022	100.0%	4.5%



# Monthly Market Detail - February 2023

## Townhouses and Condos

### Ocala/Marion County Association of REALTORS®



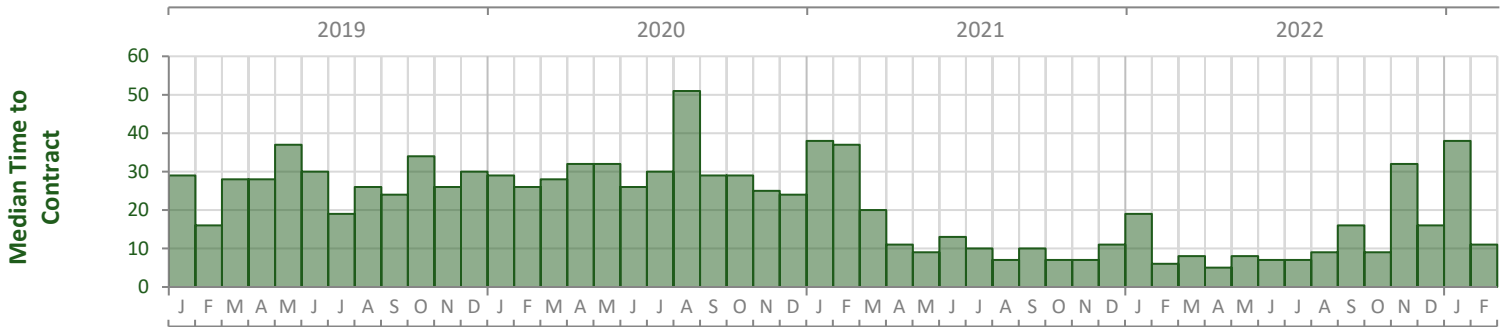
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## Median Time to Contract

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	30 Days	200.0%
<b>February 2023</b>	<b>11 Days</b>	<b>83.3%</b>
January 2023	38 Days	100.0%
December 2022	16 Days	45.5%
November 2022	32 Days	357.1%
October 2022	9 Days	28.6%
September 2022	16 Days	60.0%
August 2022	9 Days	28.6%
July 2022	7 Days	-30.0%
June 2022	7 Days	-46.2%
May 2022	8 Days	-11.1%
April 2022	5 Days	-54.5%
March 2022	8 Days	-60.0%
February 2022	6 Days	-83.8%

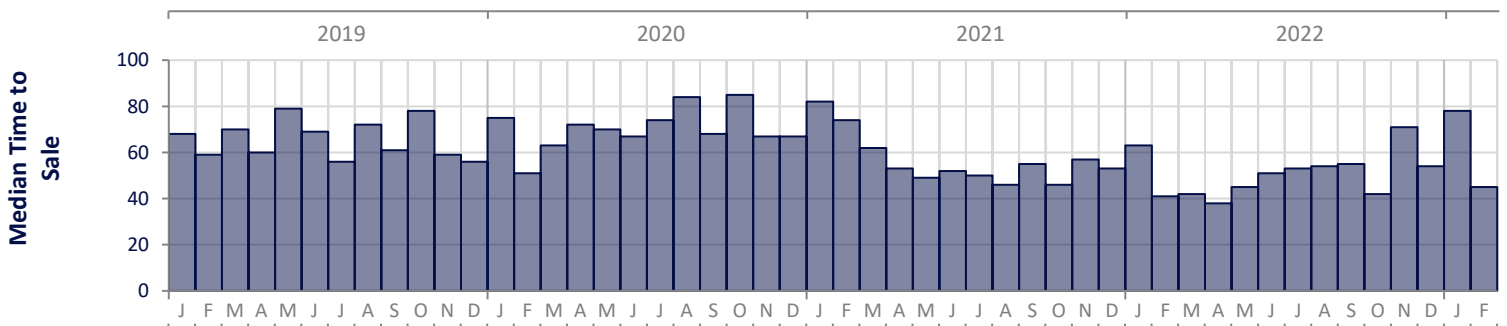


## Median Time to Sale

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	66 Days	34.7%
<b>February 2023</b>	<b>45 Days</b>	<b>9.8%</b>
January 2023	78 Days	23.8%
December 2022	54 Days	1.9%
November 2022	71 Days	24.6%
October 2022	42 Days	-8.7%
September 2022	55 Days	0.0%
August 2022	54 Days	17.4%
July 2022	53 Days	6.0%
June 2022	51 Days	-1.9%
May 2022	45 Days	-8.2%
April 2022	38 Days	-28.3%
March 2022	42 Days	-32.3%
February 2022	41 Days	-44.6%



# Monthly Market Detail - February 2023

## Townhouses and Condos

### Ocala/Marion County Association of REALTORS®



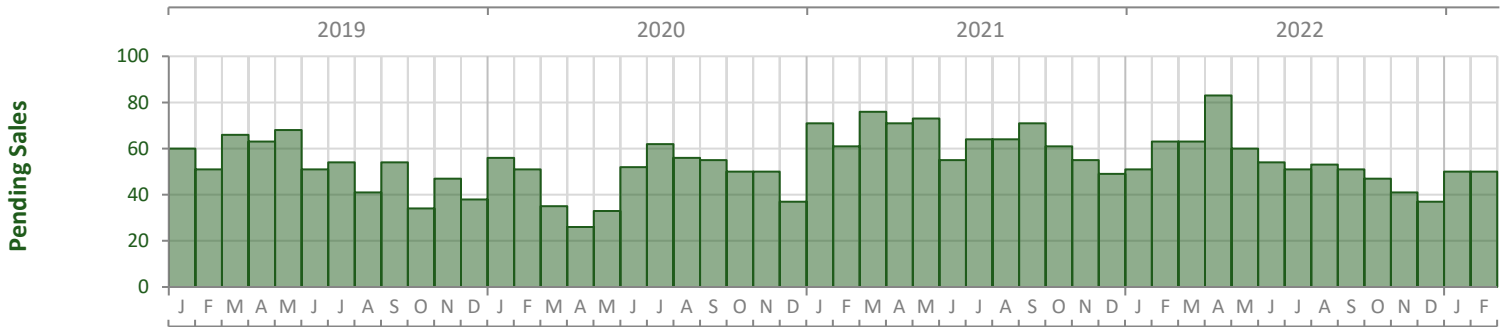
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## New Pending Sales

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	100	-12.3%
<b>February 2023</b>	<b>50</b>	<b>-20.6%</b>
January 2023	50	-2.0%
December 2022	37	-24.5%
November 2022	41	-25.5%
October 2022	47	-23.0%
September 2022	51	-28.2%
August 2022	53	-17.2%
July 2022	51	-20.3%
June 2022	54	-1.8%
May 2022	60	-17.8%
April 2022	83	16.9%
March 2022	63	-17.1%
February 2022	63	3.3%

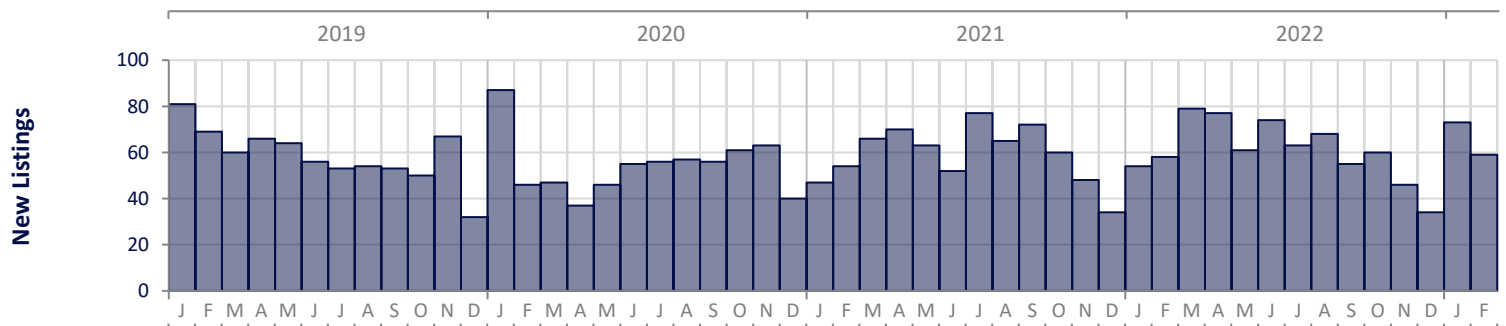


## New Listings

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	132	17.9%
<b>February 2023</b>	<b>59</b>	<b>1.7%</b>
January 2023	73	35.2%
December 2022	34	0.0%
November 2022	46	-4.2%
October 2022	60	0.0%
September 2022	55	-23.6%
August 2022	68	4.6%
July 2022	63	-18.2%
June 2022	74	42.3%
May 2022	61	-3.2%
April 2022	77	10.0%
March 2022	79	19.7%
February 2022	58	7.4%



# Monthly Market Detail - February 2023

## Townhouses and Condos

### Ocala/Marion County Association of REALTORS®



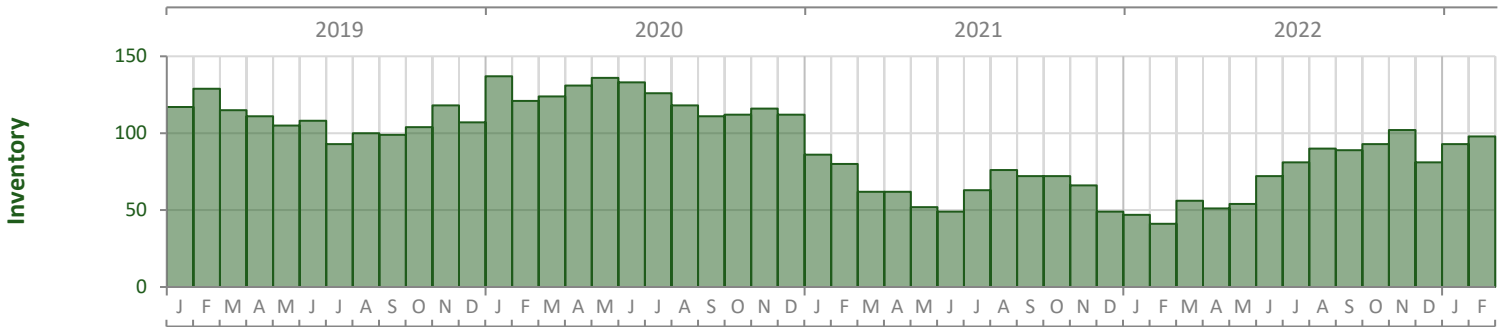
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## Inventory (Active Listings)

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)	96	117.0%
<b>February 2023</b>	<b>98</b>	<b>139.0%</b>
January 2023	93	97.9%
December 2022	81	65.3%
November 2022	102	54.5%
October 2022	93	29.2%
September 2022	89	23.6%
August 2022	90	18.4%
July 2022	81	28.6%
June 2022	72	46.9%
May 2022	54	3.8%
April 2022	51	-17.7%
March 2022	56	-9.7%
February 2022	41	-48.8%

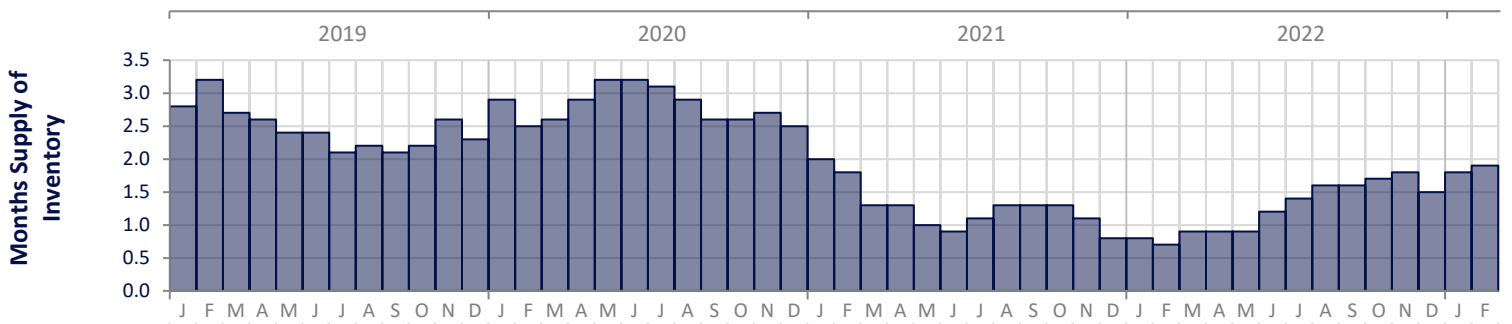


## Months Supply of Inventory

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)	1.9	137.5%
<b>February 2023</b>	<b>1.9</b>	<b>171.4%</b>
January 2023	1.8	125.0%
December 2022	1.5	87.5%
November 2022	1.8	63.6%
October 2022	1.7	30.8%
September 2022	1.6	23.1%
August 2022	1.6	23.1%
July 2022	1.4	27.3%
June 2022	1.2	33.3%
May 2022	0.9	-10.0%
April 2022	0.9	-30.8%
March 2022	0.9	-30.8%
February 2022	0.7	-61.1%



# Monthly Market Detail - February 2023

## Townhouses and Condos

### Ocala/Marion County Association of REALTORS®



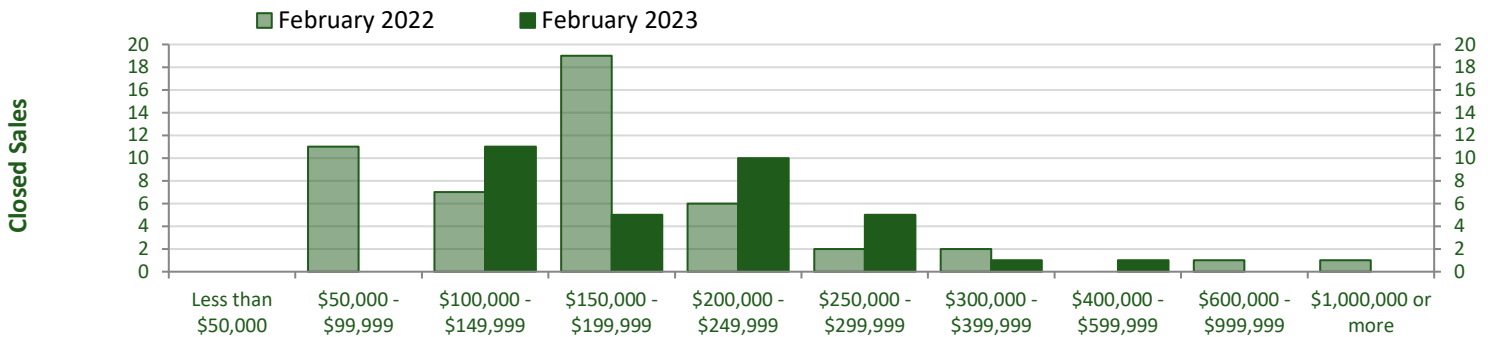
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## Closed Sales by Sale Price

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.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	0	-100.0%
\$100,000 - \$149,999	11	57.1%
\$150,000 - \$199,999	5	-73.7%
\$200,000 - \$249,999	10	66.7%
\$250,000 - \$299,999	5	150.0%
\$300,000 - \$399,999	1	-50.0%
\$400,000 - \$599,999	1	N/A
\$600,000 - \$999,999	0	-100.0%
\$1,000,000 or more	0	-100.0%

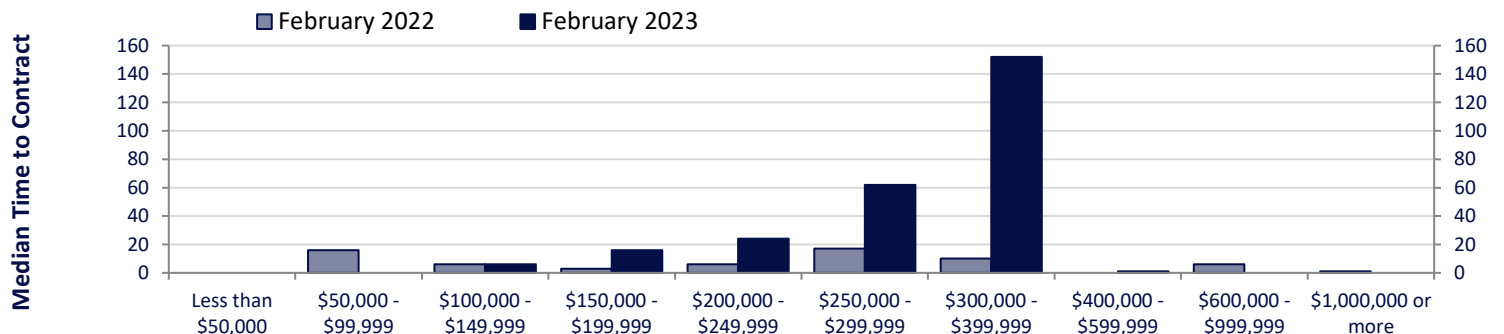


## Median Time to Contract by Sale Price

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

**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.

Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$50,000	(No Sales)	N/A
\$50,000 - \$99,999	(No Sales)	N/A
\$100,000 - \$149,999	6 Days	0.0%
\$150,000 - \$199,999	16 Days	433.3%
\$200,000 - \$249,999	24 Days	300.0%
\$250,000 - \$299,999	62 Days	264.7%
\$300,000 - \$399,999	152 Days	1420.0%
\$400,000 - \$599,999	1 Day	N/A
\$600,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	(No Sales)	N/A





# Monthly Market Detail - February 2023

## Townhouses and Condos

### Ocala/Marion County Association of REALTORS®



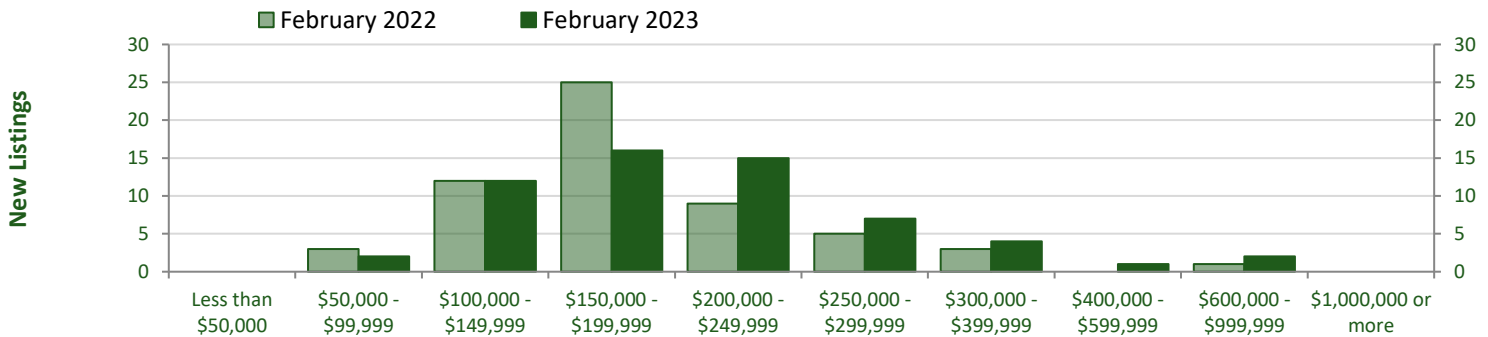
This report describes member activity for the association and is not confined to any specific geographic area.

## 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	0	N/A
\$50,000 - \$99,999	2	-33.3%
\$100,000 - \$149,999	12	0.0%
\$150,000 - \$199,999	16	-36.0%
\$200,000 - \$249,999	15	66.7%
\$250,000 - \$299,999	7	40.0%
\$300,000 - \$399,999	4	33.3%
\$400,000 - \$599,999	1	N/A
\$600,000 - \$999,999	2	100.0%
\$1,000,000 or more	0	N/A

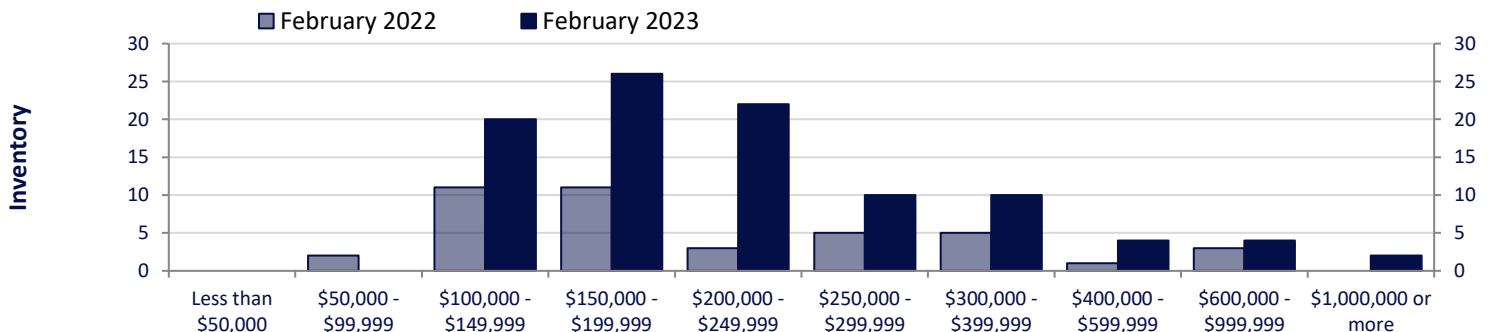


## Inventory by Current Listing Price

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	0	N/A
\$50,000 - \$99,999	0	-100.0%
\$100,000 - \$149,999	20	81.8%
\$150,000 - \$199,999	26	136.4%
\$200,000 - \$249,999	22	633.3%
\$250,000 - \$299,999	10	100.0%
\$300,000 - \$399,999	10	100.0%
\$400,000 - \$599,999	4	300.0%
\$600,000 - \$999,999	4	33.3%
\$1,000,000 or more	2	N/A



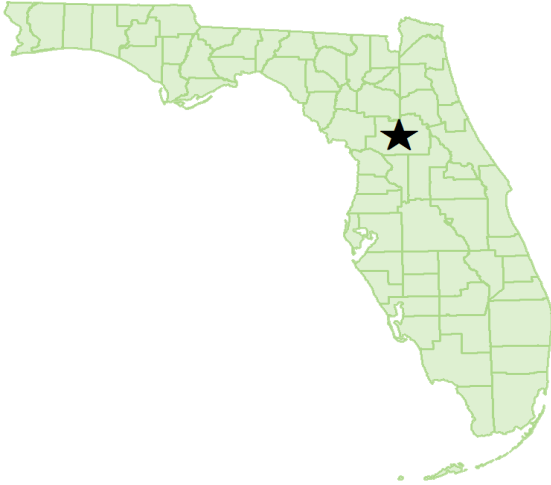


# Monthly Distressed Market - February 2023

## Townhouses and Condos

### Ocala/Marion County Association of REALTORS®

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



		February 2023	February 2022	Percent Change Year-over-Year
Traditional	Closed Sales	33	49	-32.7%
	Median Sale Price	\$203,000	\$172,000	18.0%
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

