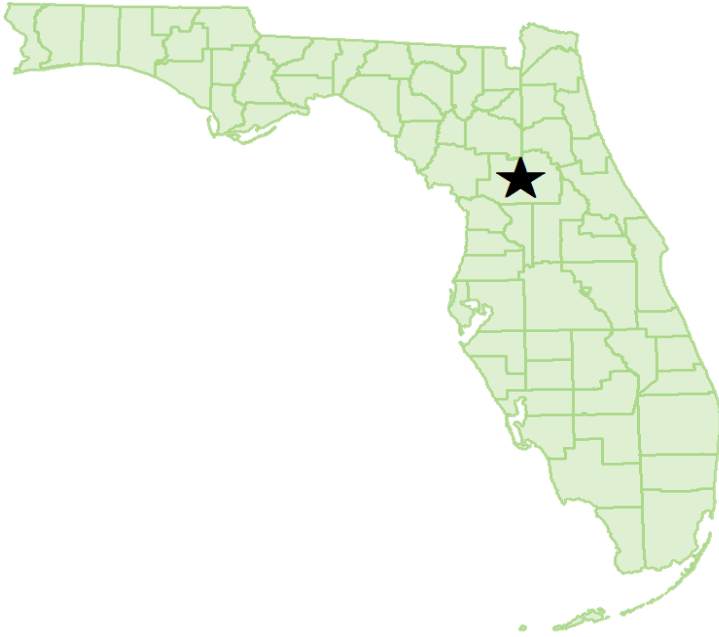


# Monthly Market Detail - January 2023

## 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.



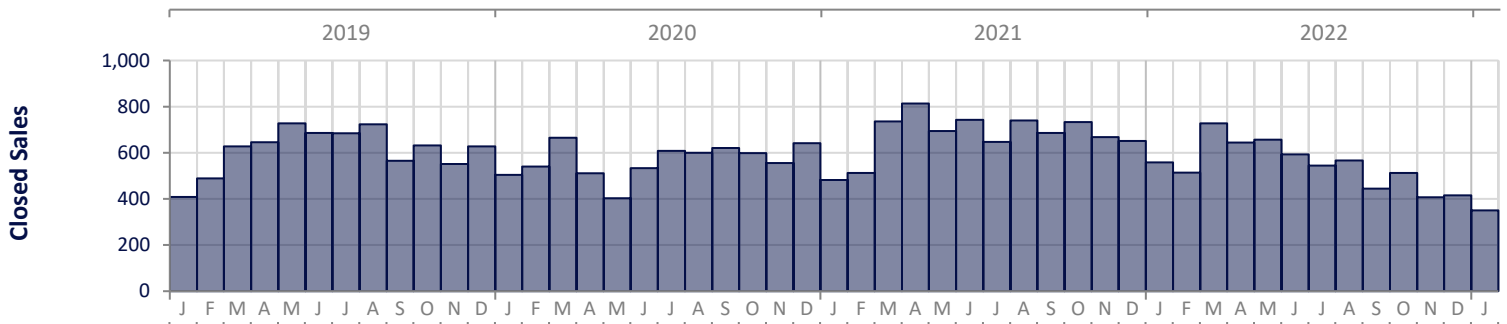
Summary Statistics	January 2023	January 2022	Percent Change Year-over-Year
Closed Sales	350	558	-37.3%
Paid in Cash	120	204	-41.2%
Median Sale Price	\$274,450	\$252,575	8.7%
Average Sale Price	\$306,985	\$305,613	0.4%
Dollar Volume	\$107.4 Million	\$170.5 Million	-37.0%
Median Percent of Original List Price Received	95.7%	100.0%	-4.3%
Median Time to Contract	43 Days	16 Days	168.8%
Median Time to Sale	86 Days	68 Days	26.5%
New Pending Sales	554	701	-21.0%
New Listings	712	659	8.0%
Pending Inventory	684	1,080	-36.7%
Inventory (Active Listings)	1,834	690	165.8%
Months Supply of Inventory	3.5	1.0	250.0%

## 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	350	-37.3%
<b>January 2023</b>	<b>350</b>	<b>-37.3%</b>
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%
January 2022	558	15.8%



# Monthly Market Detail - January 2023

## Single-Family Homes

### Ocala/Marion County Association of REALTORS®



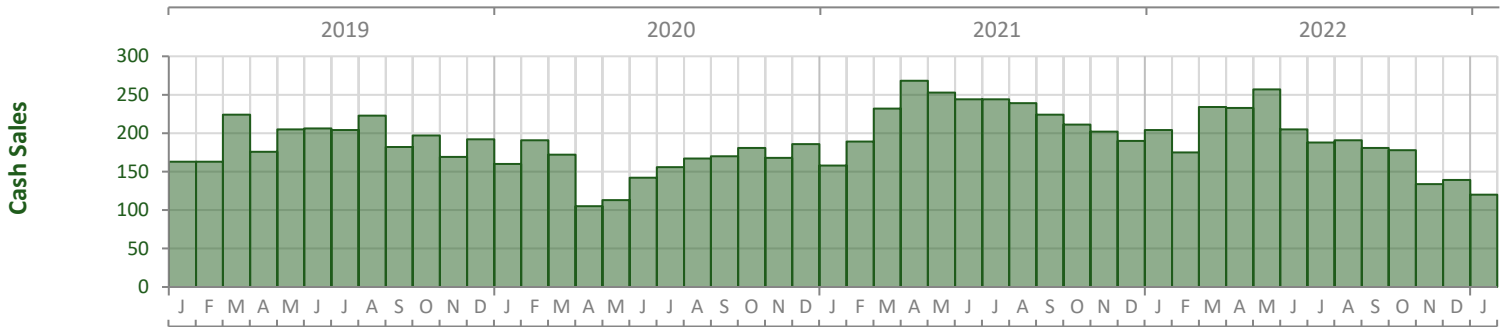
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## Cash Sales

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	120	-41.2%
<b>January 2023</b>	<b>120</b>	<b>-41.2%</b>
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%
January 2022	204	29.1%

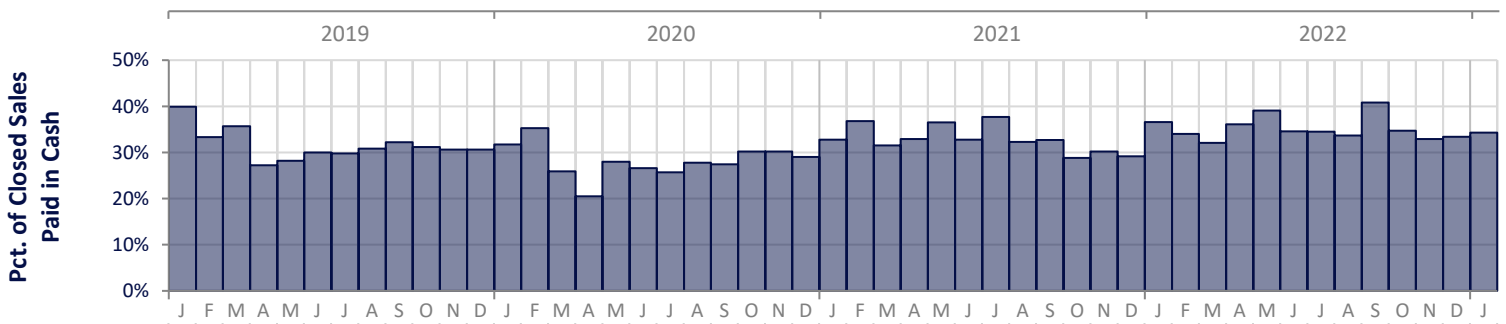


## Cash Sales as a Percentage of Closed Sales

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	34.3%	-6.3%
<b>January 2023</b>	<b>34.3%</b>	<b>-6.3%</b>
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%
January 2022	36.6%	11.6%



# Monthly Market Detail - January 2023

## Single-Family Homes

### Ocala/Marion County Association of REALTORS®



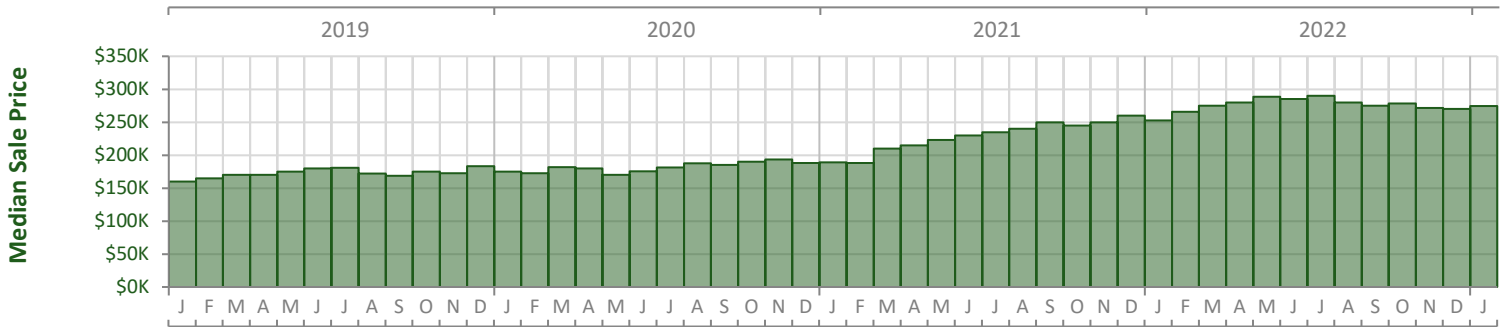
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## Median Sale Price

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	\$274,450	8.7%
<b>January 2023</b>	<b>\$274,450</b>	<b>8.7%</b>
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%
January 2022	\$252,575	33.6%

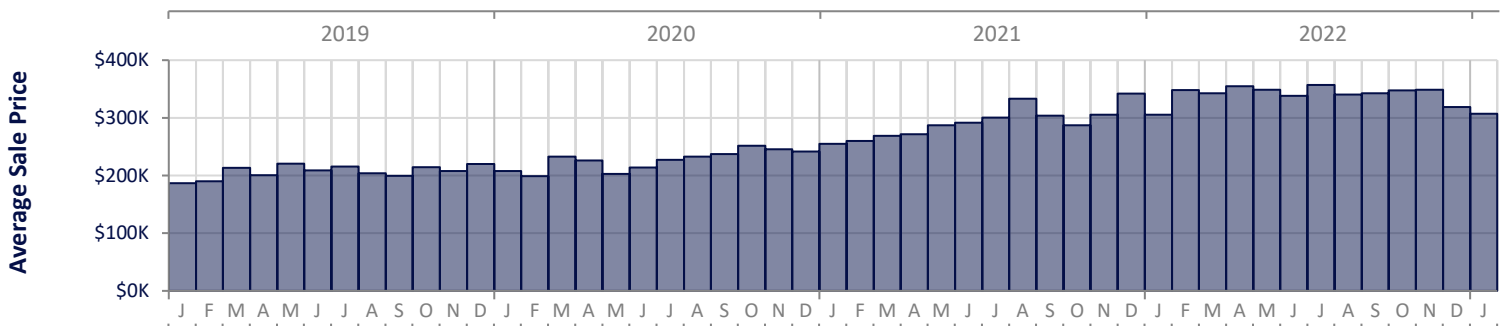


## Average Sale Price

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	\$306,985	0.4%
<b>January 2023</b>	<b>\$306,985</b>	<b>0.4%</b>
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%
January 2022	\$305,613	19.8%



# Monthly Market Detail - January 2023

## Single-Family Homes

### Ocala/Marion County Association of REALTORS®



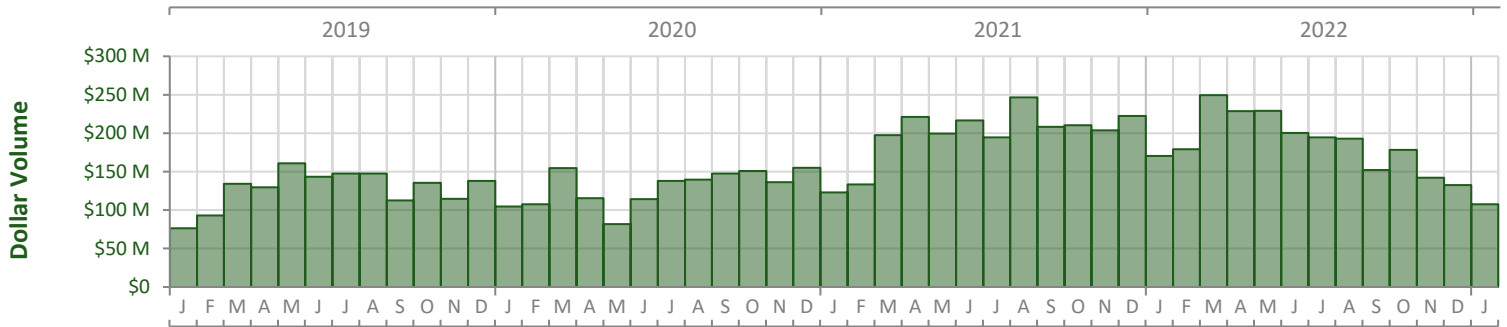
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## Dollar Volume

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	\$107.4 Million	-37.0%
<b>January 2023</b>	<b>\$107.4 Million</b>	<b>-37.0%</b>
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%
January 2022	\$170.5 Million	38.7%

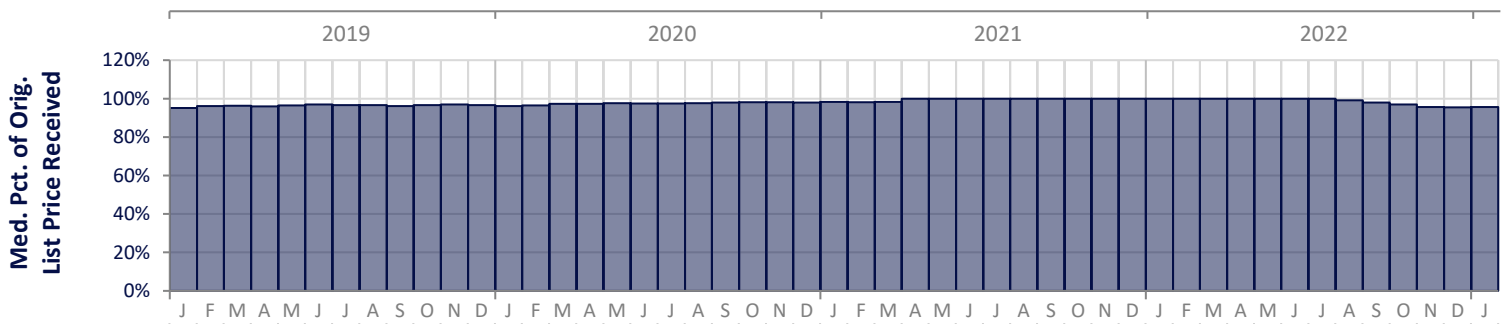


## Median Percent of Original List Price Received

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	95.7%	-4.3%
<b>January 2023</b>	<b>95.7%</b>	<b>-4.3%</b>
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%
January 2022	100.0%	1.7%



# Monthly Market Detail - January 2023

## Single-Family Homes

### Ocala/Marion County Association of REALTORS®



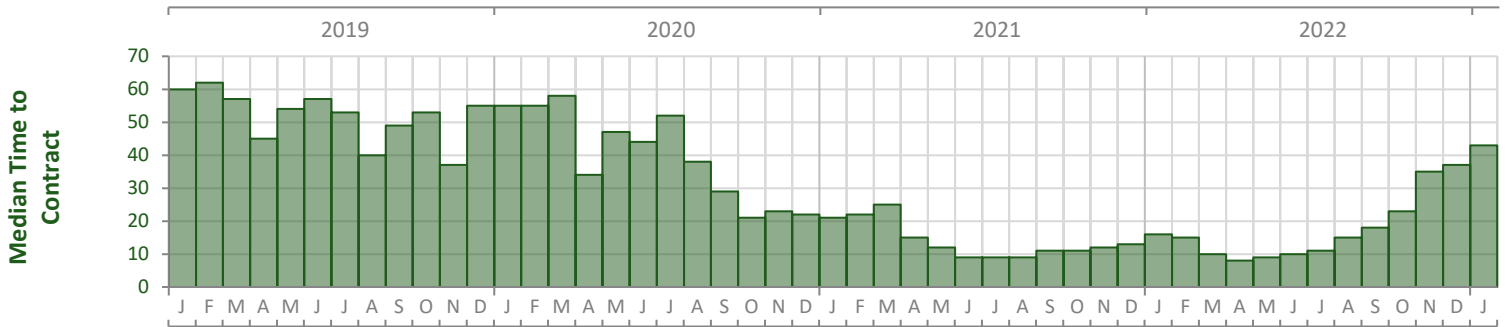
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## Median Time to Contract

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	43 Days	168.8%
<b>January 2023</b>	<b>43 Days</b>	<b>168.8%</b>
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%
January 2022	16 Days	-23.8%

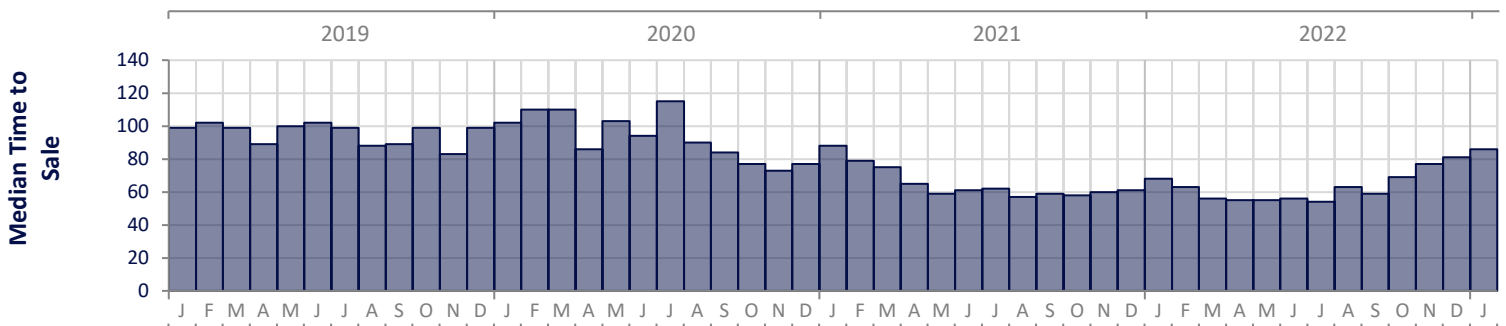


## Median Time to Sale

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	86 Days	26.5%
<b>January 2023</b>	<b>86 Days</b>	<b>26.5%</b>
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%
January 2022	68 Days	-22.7%





# Monthly Market Detail - January 2023

## Single-Family Homes

### Ocala/Marion County Association of REALTORS®



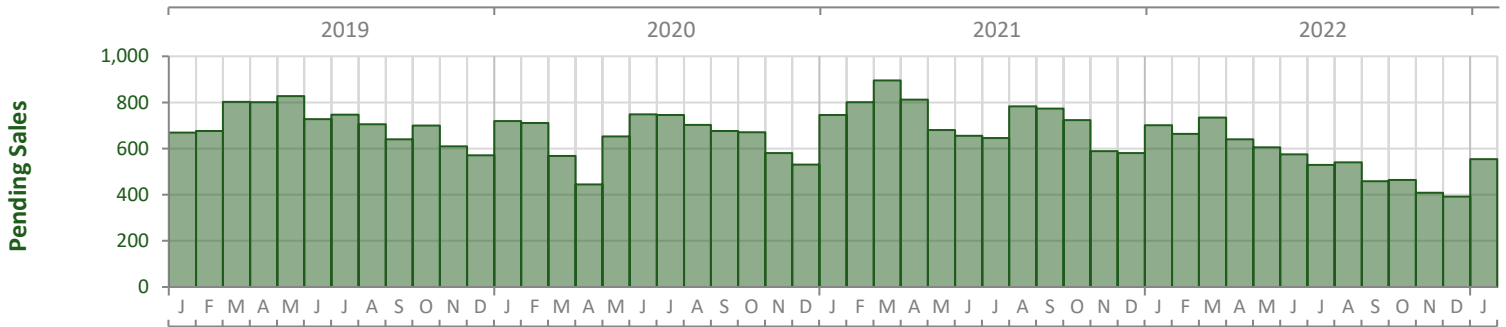
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## New Pending Sales

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	554	-21.0%
<b>January 2023</b>	<b>554</b>	<b>-21.0%</b>
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%
January 2022	701	-5.9%

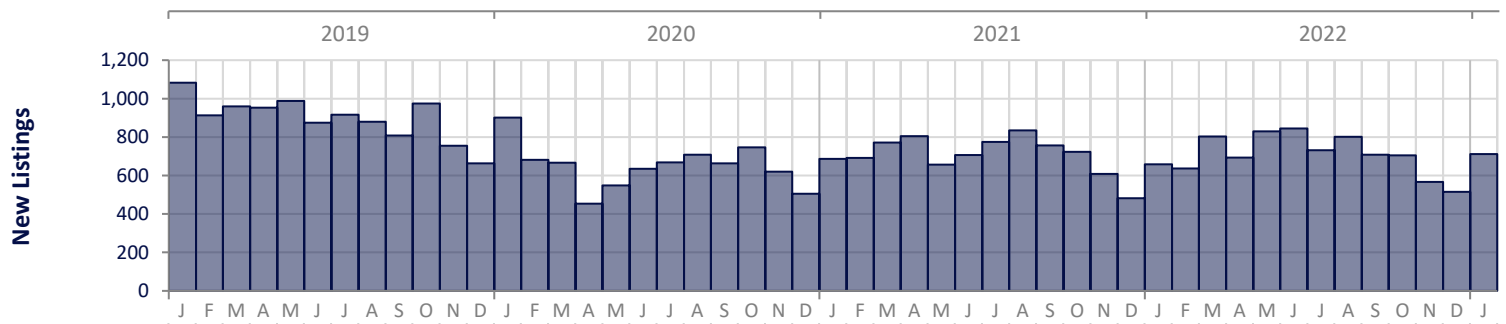


## New Listings

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	712	8.0%
<b>January 2023</b>	<b>712</b>	<b>8.0%</b>
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%
January 2022	659	-3.9%



# Monthly Market Detail - January 2023

## Single-Family Homes

### Ocala/Marion County Association of REALTORS®



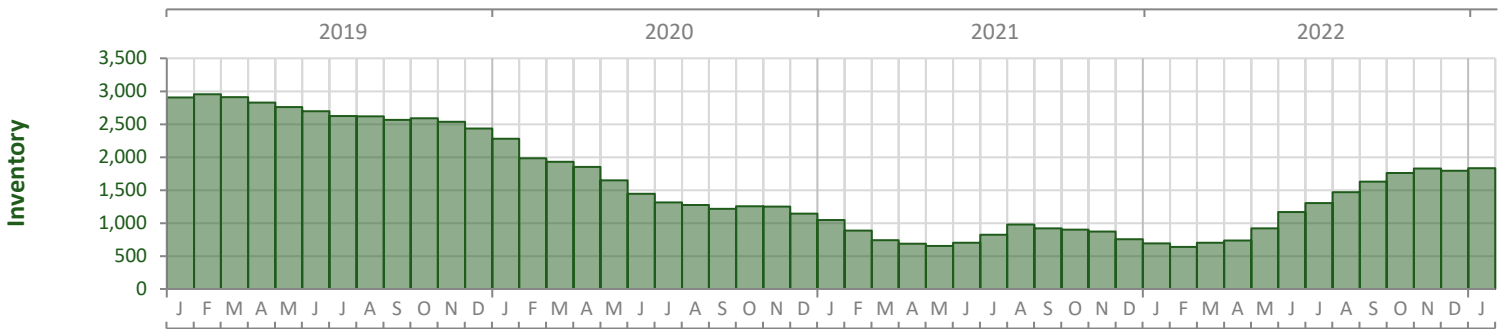
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## Inventory (Active Listings)

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)	1,834	165.8%
<b>January 2023</b>	<b>1,834</b>	<b>165.8%</b>
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%
January 2022	690	-34.0%

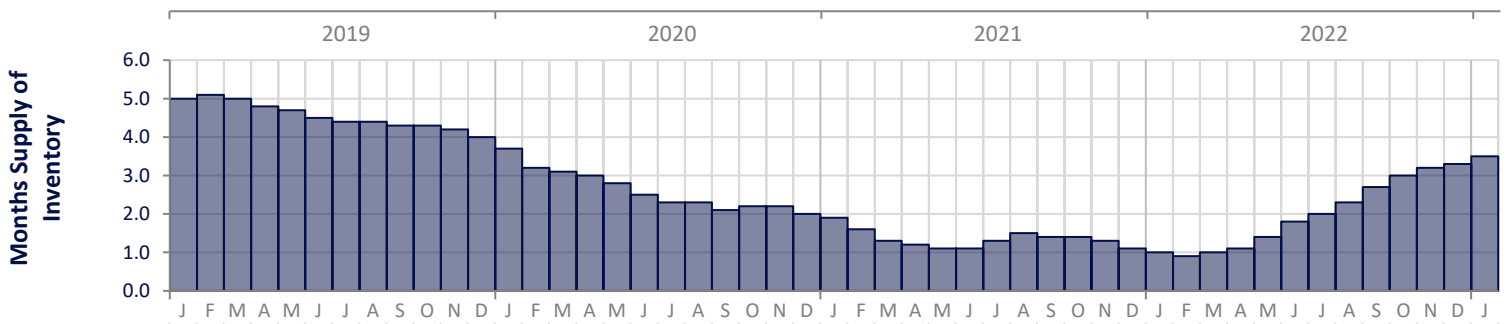


## Months Supply of Inventory

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>January 2023</b>	<b>3.5</b>	<b>250.0%</b>
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%
January 2022	1.0	-47.4%



# Monthly Market Detail - January 2023

## Single-Family Homes

### Ocala/Marion County Association of REALTORS®



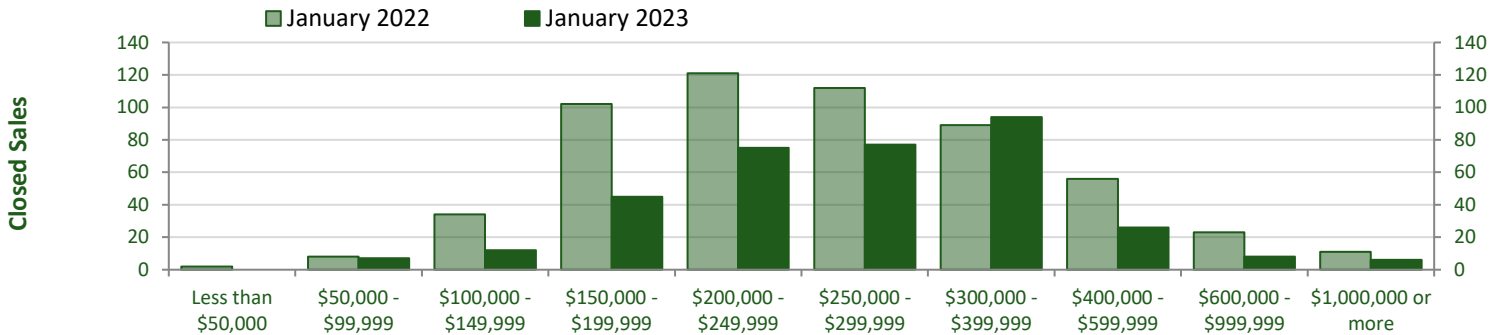
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## Closed Sales by Sale Price

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	-100.0%
\$50,000 - \$99,999	7	-12.5%
\$100,000 - \$149,999	12	-64.7%
\$150,000 - \$199,999	45	-55.9%
\$200,000 - \$249,999	75	-38.0%
\$250,000 - \$299,999	77	-31.3%
\$300,000 - \$399,999	94	5.6%
\$400,000 - \$599,999	26	-53.6%
\$600,000 - \$999,999	8	-65.2%
\$1,000,000 or more	6	-45.5%

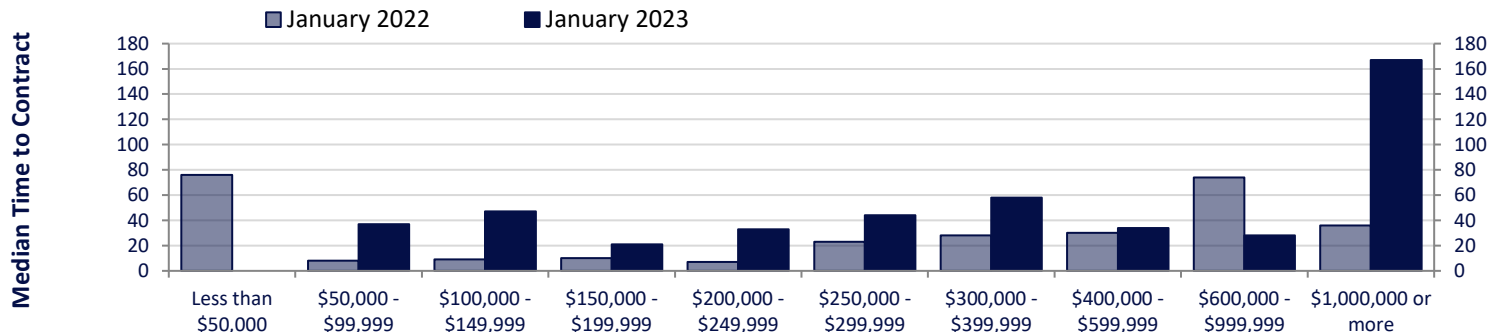


## Median Time to Contract by Sale Price

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	37 Days	362.5%
\$100,000 - \$149,999	47 Days	422.2%
\$150,000 - \$199,999	21 Days	110.0%
\$200,000 - \$249,999	33 Days	371.4%
\$250,000 - \$299,999	44 Days	91.3%
\$300,000 - \$399,999	58 Days	107.1%
\$400,000 - \$599,999	34 Days	13.3%
\$600,000 - \$999,999	28 Days	-62.2%
\$1,000,000 or more	167 Days	363.9%





# Monthly Market Detail - January 2023

## Single-Family Homes

### Ocala/Marion County Association of REALTORS®



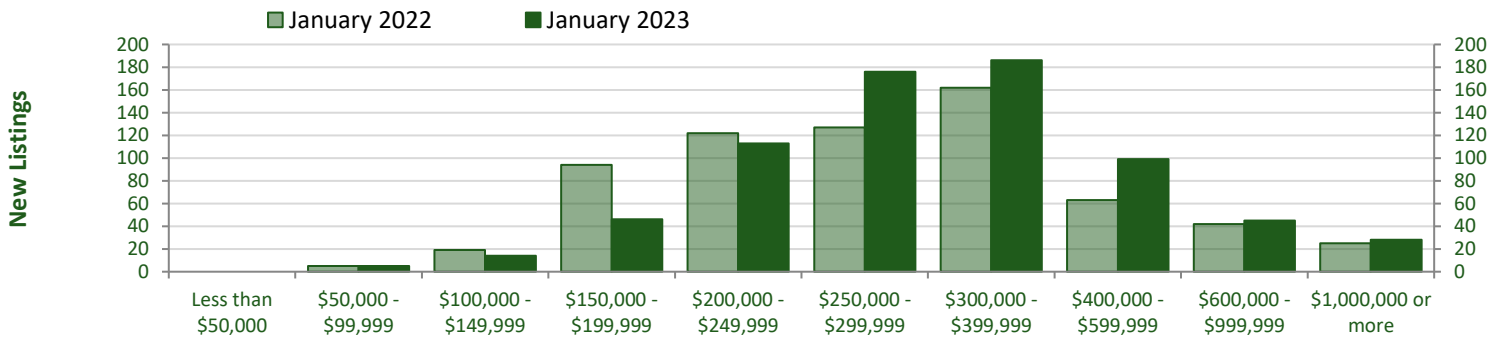
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## New Listings by Initial Listing Price

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	0	N/A
\$50,000 - \$99,999	5	0.0%
\$100,000 - \$149,999	14	-26.3%
\$150,000 - \$199,999	46	-51.1%
\$200,000 - \$249,999	113	-7.4%
\$250,000 - \$299,999	176	38.6%
\$300,000 - \$399,999	186	14.8%
\$400,000 - \$599,999	99	57.1%
\$600,000 - \$999,999	45	7.1%
\$1,000,000 or more	28	12.0%

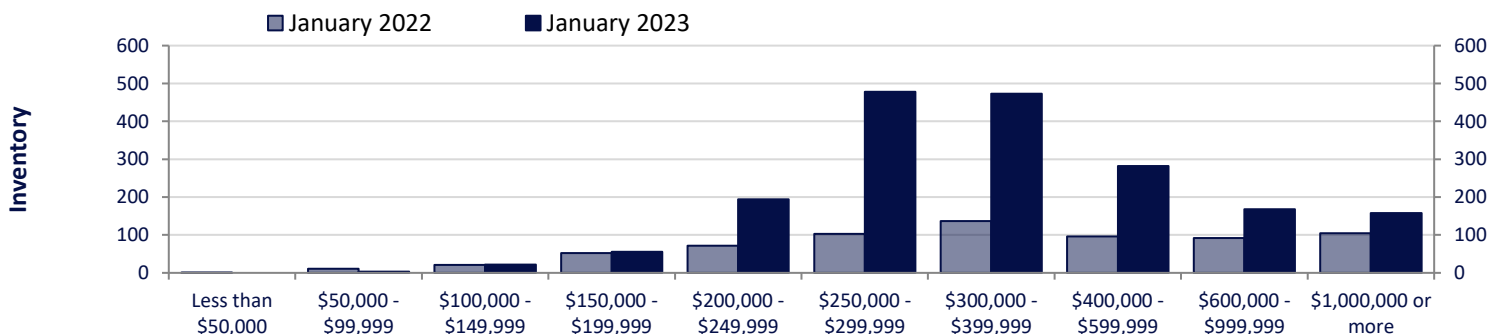


## Inventory by Current Listing Price

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	3	-72.7%
\$100,000 - \$149,999	22	4.8%
\$150,000 - \$199,999	56	7.7%
\$200,000 - \$249,999	194	169.4%
\$250,000 - \$299,999	478	364.1%
\$300,000 - \$399,999	473	245.3%
\$400,000 - \$599,999	282	193.8%
\$600,000 - \$999,999	168	82.6%
\$1,000,000 or more	158	50.5%

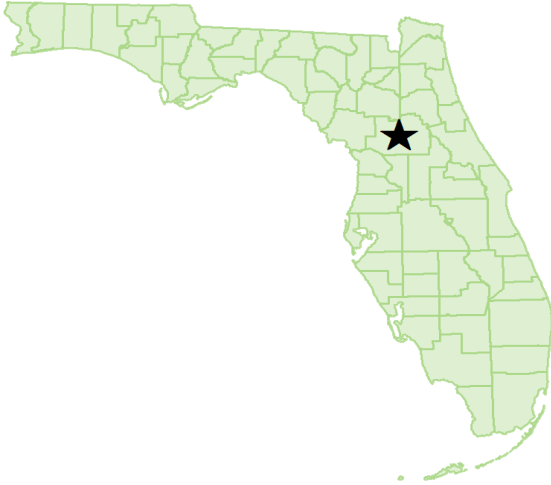


# Monthly Distressed Market - January 2023

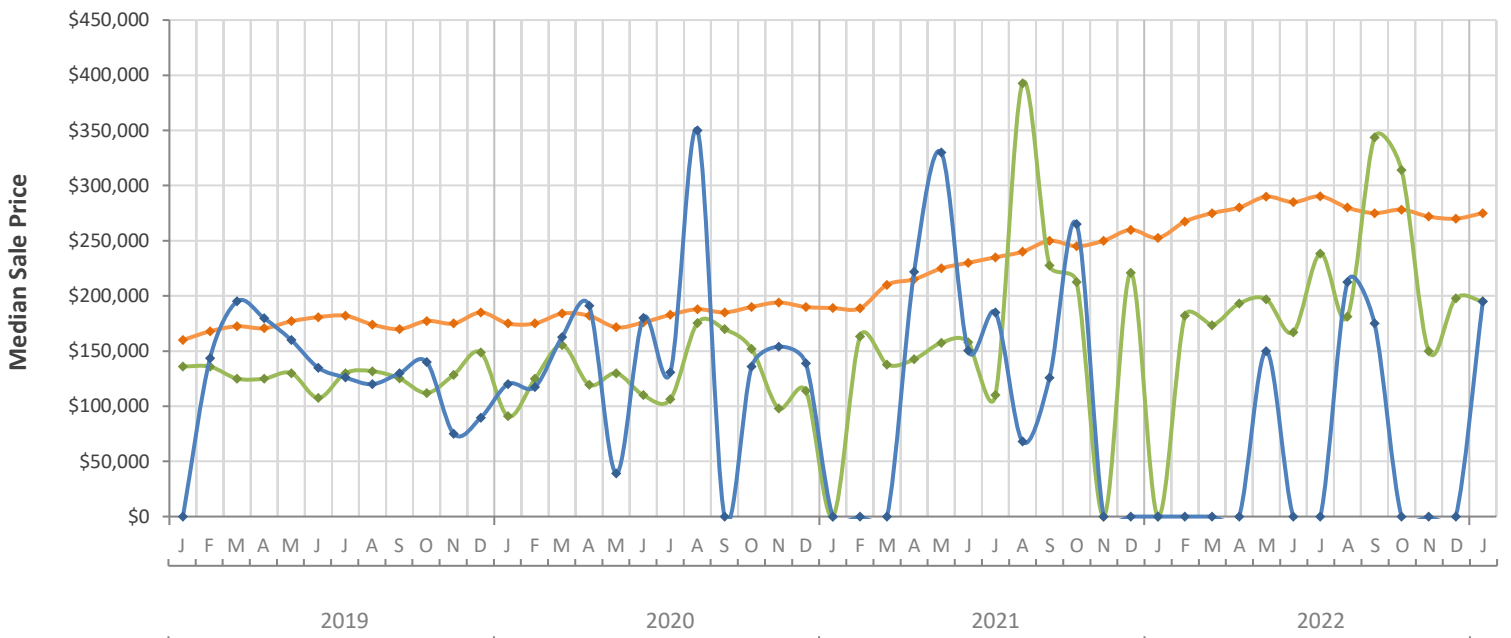
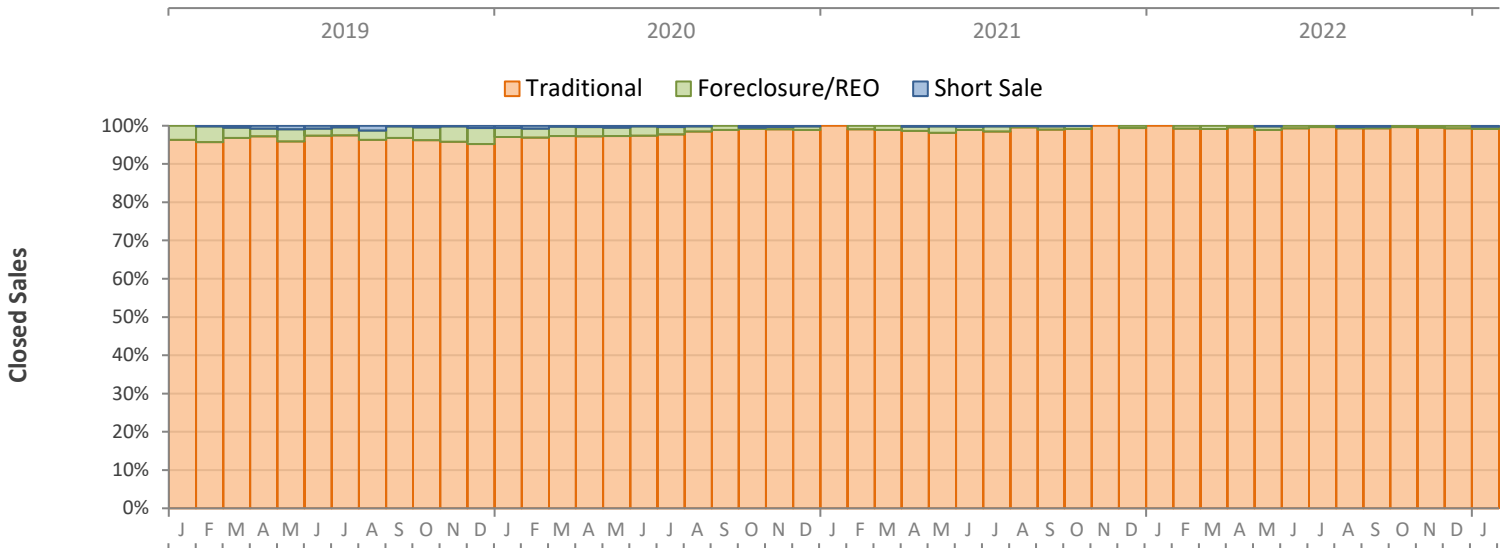
## Single-Family Homes

### Ocala/Marion County Association of REALTORS®

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



		January 2023	January 2022	Percent Change Year-over-Year
Traditional	Closed Sales	347	558	-37.8%
	Median Sale Price	\$275,000	\$252,575	8.9%
Foreclosure/REO	Closed Sales	2	0	N/A
	Median Sale Price	\$195,000	(No Sales)	N/A
Short Sale	Closed Sales	1	0	N/A
	Median Sale Price	\$194,900	(No Sales)	N/A

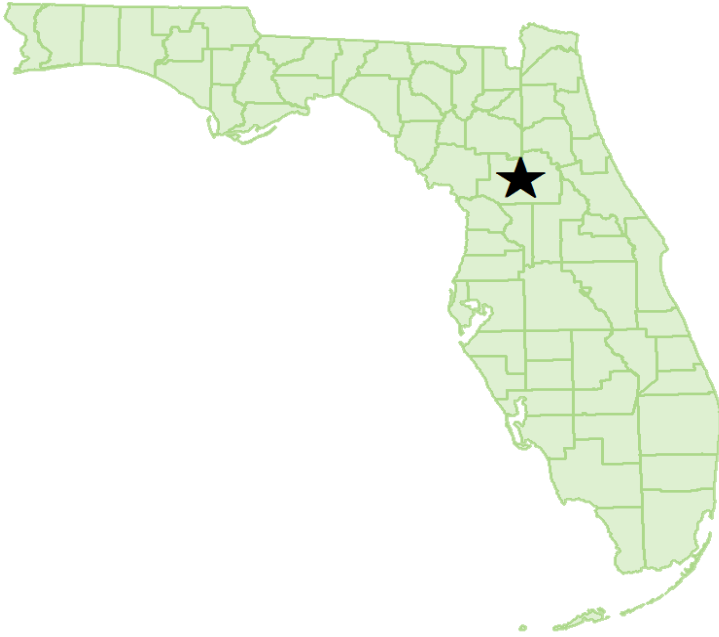


# Monthly Market Detail - January 2023

## Manufactured Homes

### Ocala/Marion County Association of REALTORS®

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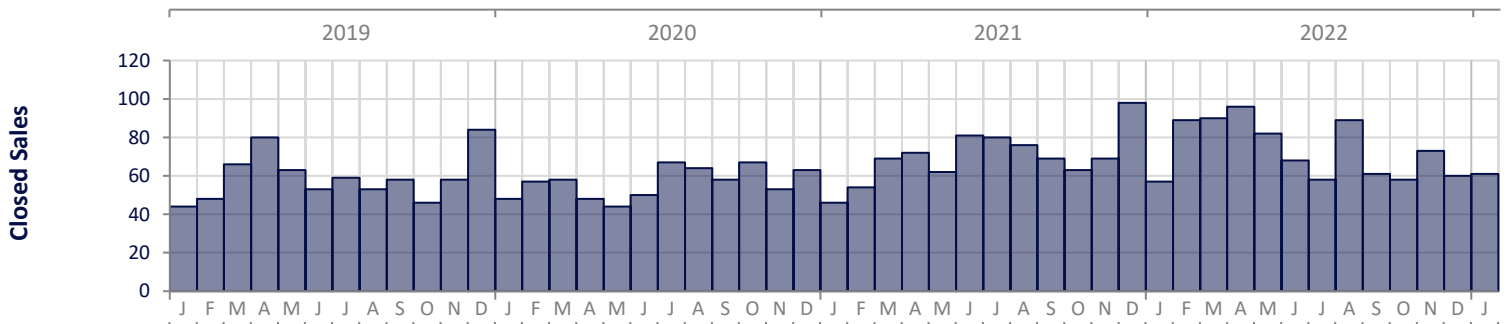
Summary Statistics	January 2023	January 2022	Percent Change Year-over-Year
Closed Sales	61	57	7.0%
Paid in Cash	37	30	23.3%
Median Sale Price	\$129,900	\$132,800	-2.2%
Average Sale Price	\$135,995	\$145,432	-6.5%
Dollar Volume	\$8.3 Million	\$8.3 Million	0.1%
Median Percent of Original List Price Received	93.3%	96.5%	-3.3%
Median Time to Contract	22 Days	19 Days	15.8%
Median Time to Sale	57 Days	76 Days	-25.0%
New Pending Sales	62	103	-39.8%
New Listings	98	104	-5.8%
Pending Inventory	68	121	-43.8%
Inventory (Active Listings)	192	165	16.4%
Months Supply of Inventory	2.6	2.3	13.0%

## 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	61	7.0%
<b>January 2023</b>	<b>61</b>	<b>7.0%</b>
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%
January 2022	57	23.9%



# Monthly Market Detail - January 2023

## Manufactured Homes

### Ocala/Marion County Association of REALTORS®



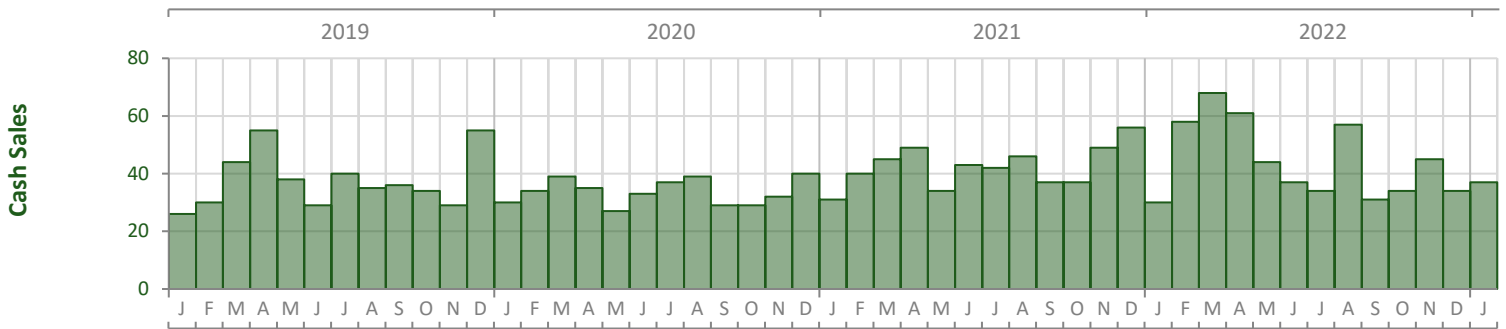
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## Cash Sales

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	37	23.3%
<b>January 2023</b>	<b>37</b>	<b>23.3%</b>
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%
January 2022	30	-3.2%

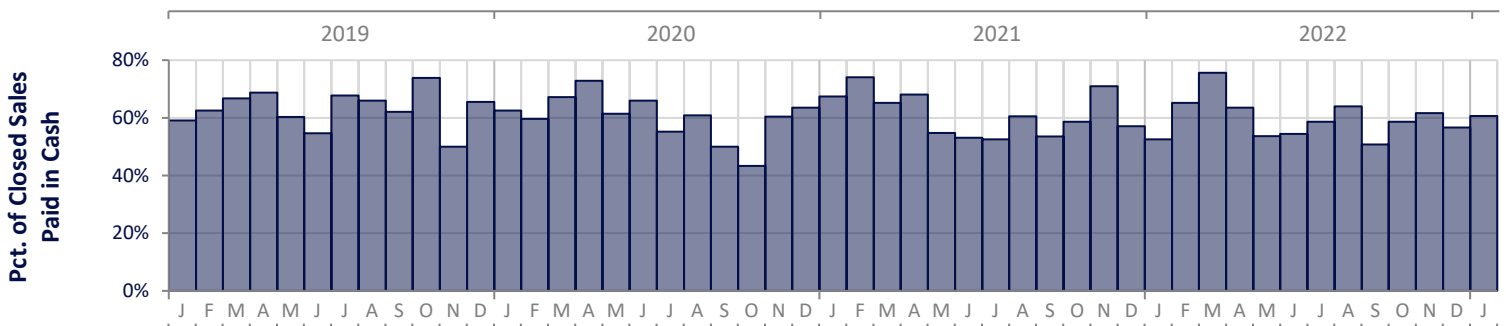


## Cash Sales as a Percentage of Closed Sales

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	60.7%	15.4%
<b>January 2023</b>	<b>60.7%</b>	<b>15.4%</b>
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%
January 2022	52.6%	-22.0%



# Monthly Market Detail - January 2023

## Manufactured Homes

### Ocala/Marion County Association of REALTORS®



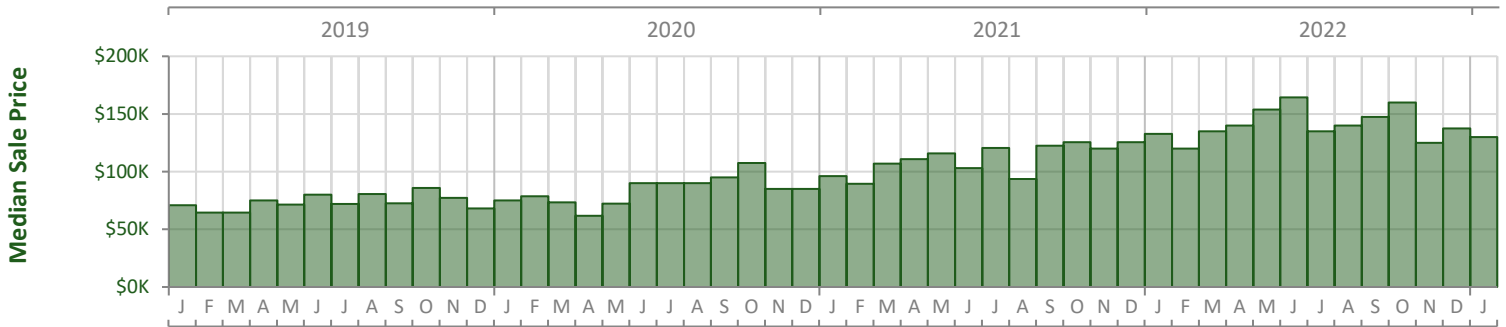
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## Median Sale Price

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	\$129,900	-2.2%
<b>January 2023</b>	<b>\$129,900</b>	<b>-2.2%</b>
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%
January 2022	\$132,800	38.3%

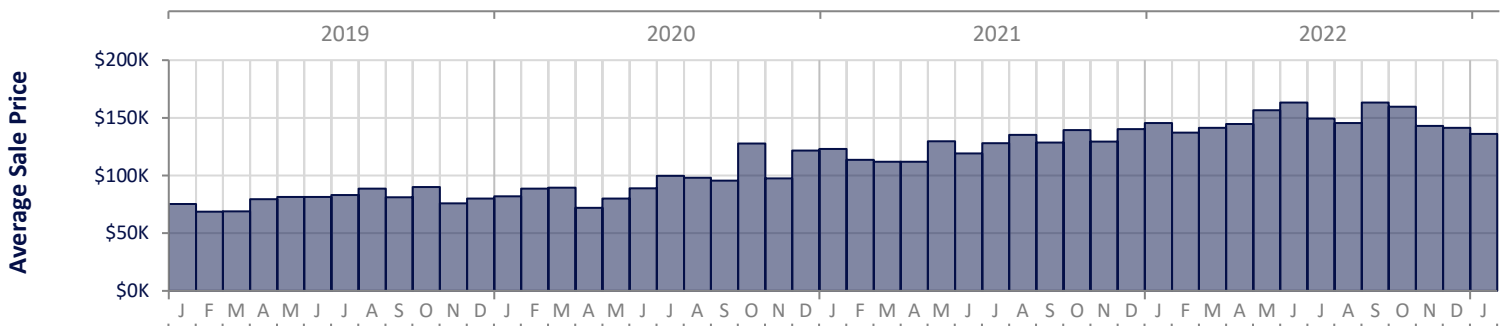


## Average Sale Price

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	\$135,995	-6.5%
<b>January 2023</b>	<b>\$135,995</b>	<b>-6.5%</b>
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%
January 2022	\$145,432	18.3%





# Monthly Market Detail - January 2023

## Manufactured Homes

### Ocala/Marion County Association of REALTORS®



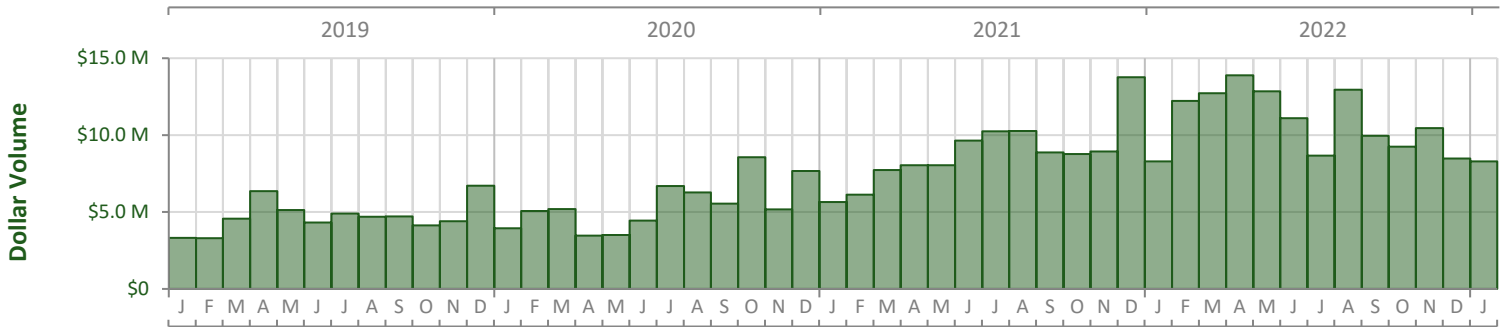
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## Dollar Volume

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	\$8.3 Million	0.1%
<b>January 2023</b>	<b>\$8.3 Million</b>	<b>0.1%</b>
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%
January 2022	\$8.3 Million	46.5%

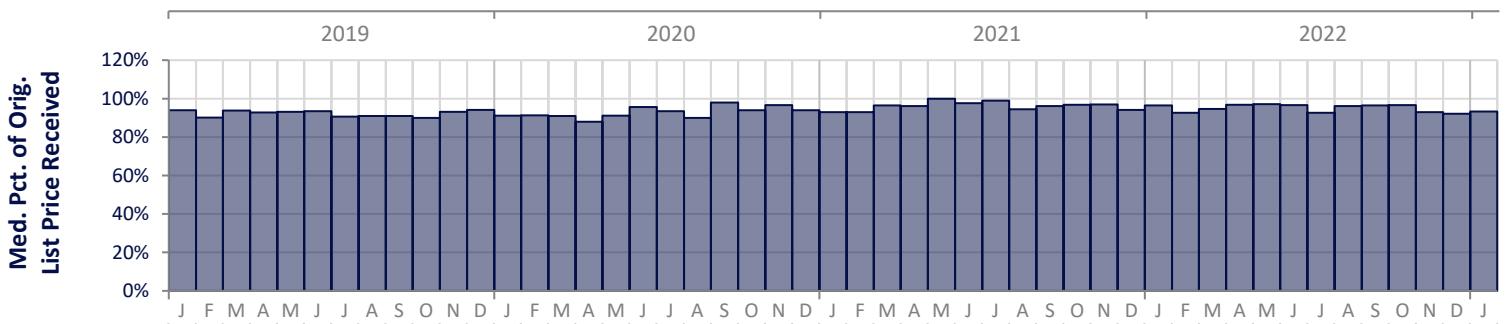


## Median Percent of Original List Price Received

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	93.3%	-3.3%
<b>January 2023</b>	<b>93.3%</b>	<b>-3.3%</b>
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%
January 2022	96.5%	3.8%



# Monthly Market Detail - January 2023

## Manufactured Homes

### Ocala/Marion County Association of REALTORS®



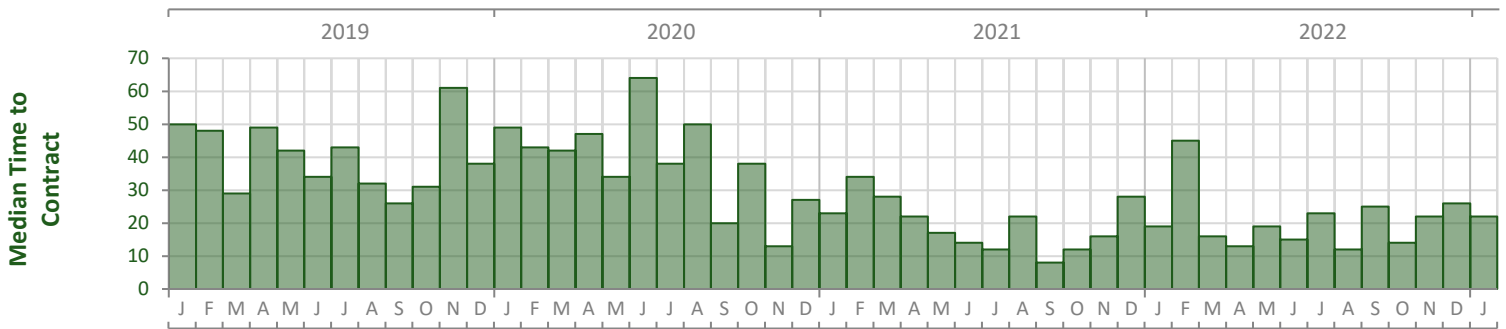
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## Median Time to Contract

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	22 Days	15.8%
<b>January 2023</b>	<b>22 Days</b>	<b>15.8%</b>
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%
January 2022	19 Days	-17.4%

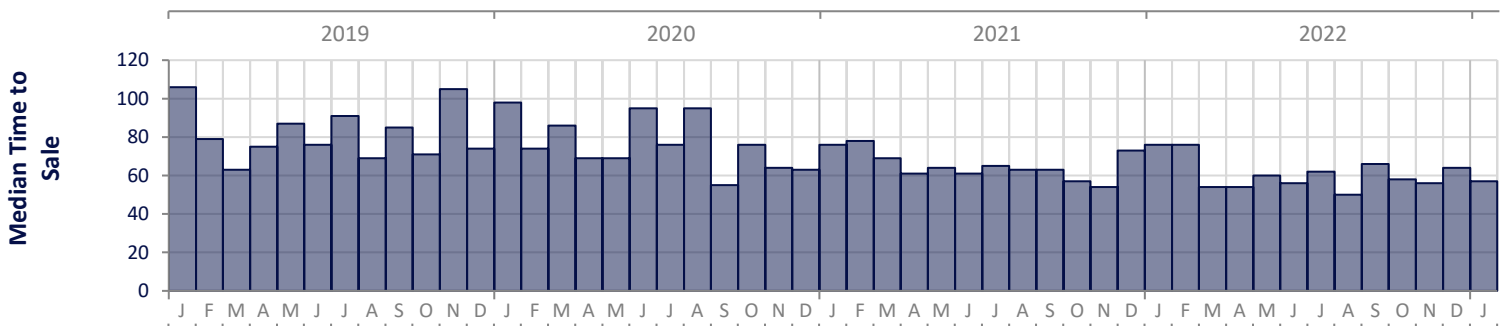


## Median Time to Sale

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>January 2023</b>	<b>57 Days</b>	<b>-25.0%</b>
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%
January 2022	76 Days	0.0%



# Monthly Market Detail - January 2023

## Manufactured Homes

### Ocala/Marion County Association of REALTORS®



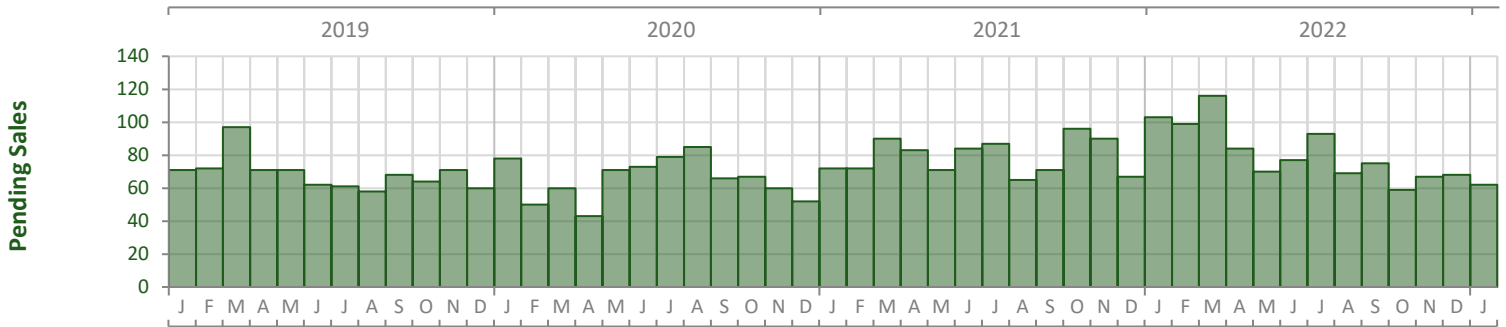
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## New Pending Sales

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	62	-39.8%
<b>January 2023</b>	<b>62</b>	<b>-39.8%</b>
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%
January 2022	103	43.1%

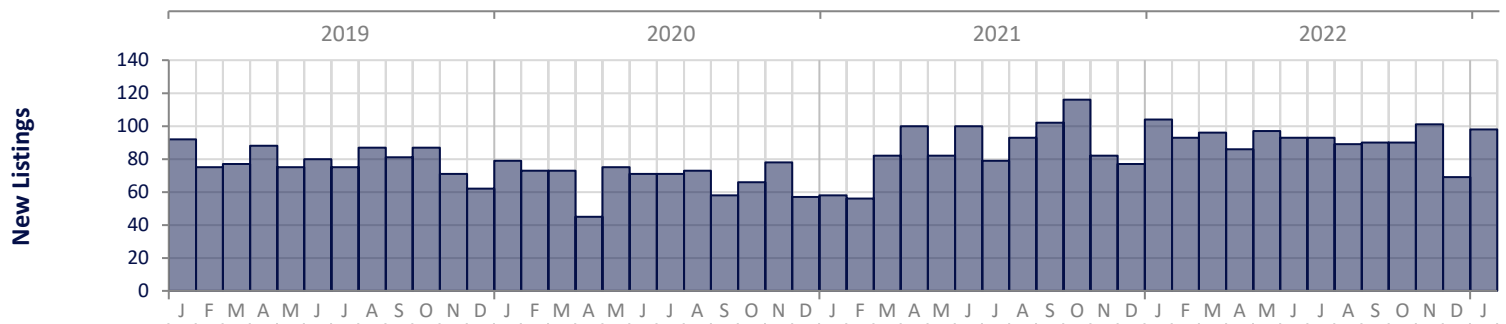


## New Listings

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	98	-5.8%
<b>January 2023</b>	<b>98</b>	<b>-5.8%</b>
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%
January 2022	104	79.3%



# Monthly Market Detail - January 2023

## Manufactured Homes

### Ocala/Marion County Association of REALTORS®

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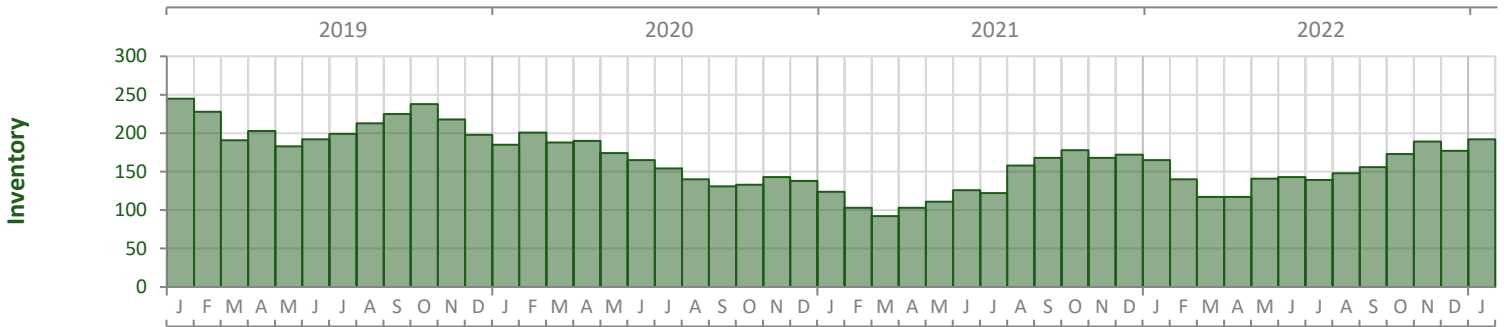


## Inventory (Active Listings)

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)	192	16.4%
<b>January 2023</b>	<b>192</b>	<b>16.4%</b>
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%
January 2022	165	33.1%

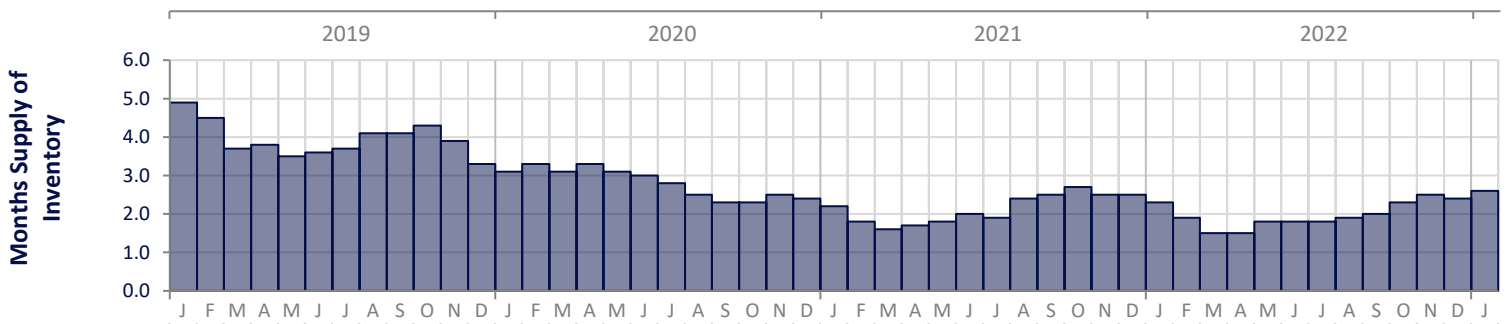


## Months Supply of Inventory

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)	2.6	13.0%
<b>January 2023</b>	<b>2.6</b>	<b>13.0%</b>
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%
January 2022	2.3	4.5%



# Monthly Market Detail - January 2023

## Manufactured Homes

### Ocala/Marion County Association of REALTORS®



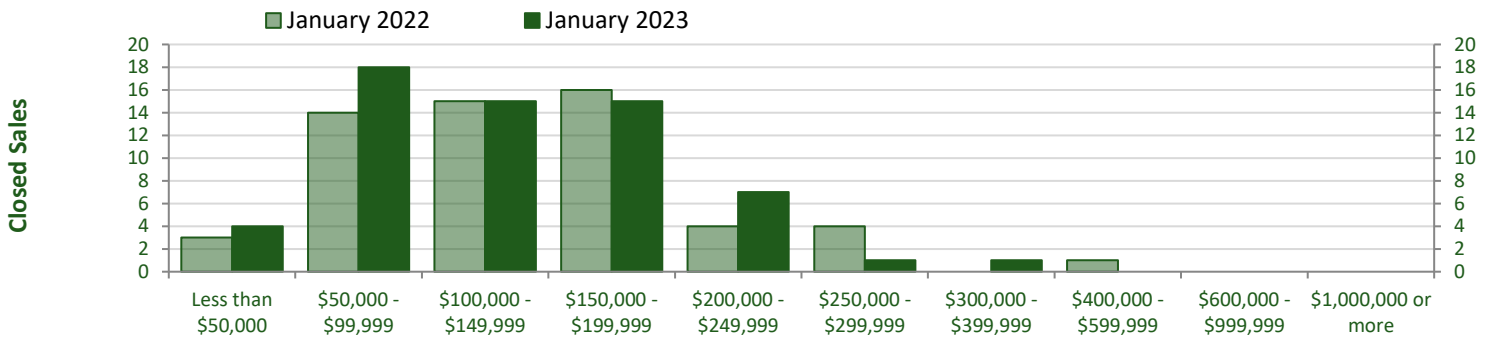
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## Closed Sales by Sale Price

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	4	33.3%
\$50,000 - \$99,999	18	28.6%
\$100,000 - \$149,999	15	0.0%
\$150,000 - \$199,999	15	-6.3%
\$200,000 - \$249,999	7	75.0%
\$250,000 - \$299,999	1	-75.0%
\$300,000 - \$399,999	1	N/A
\$400,000 - \$599,999	0	-100.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

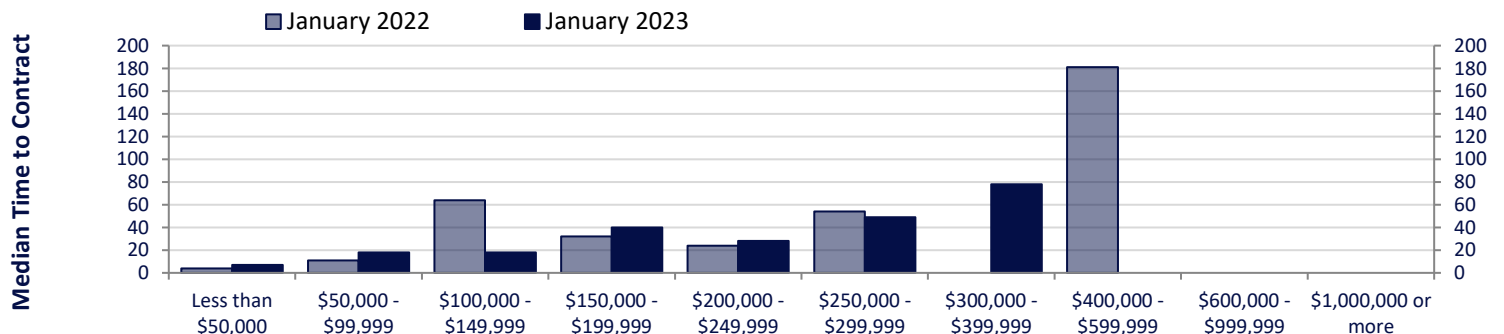


## Median Time to Contract by Sale Price

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	7 Days	75.0%
\$50,000 - \$99,999	18 Days	63.6%
\$100,000 - \$149,999	18 Days	-71.9%
\$150,000 - \$199,999	40 Days	25.0%
\$200,000 - \$249,999	28 Days	16.7%
\$250,000 - \$299,999	49 Days	-9.3%
\$300,000 - \$399,999	78 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





# Monthly Market Detail - January 2023

## Manufactured Homes

### Ocala/Marion County Association of REALTORS®

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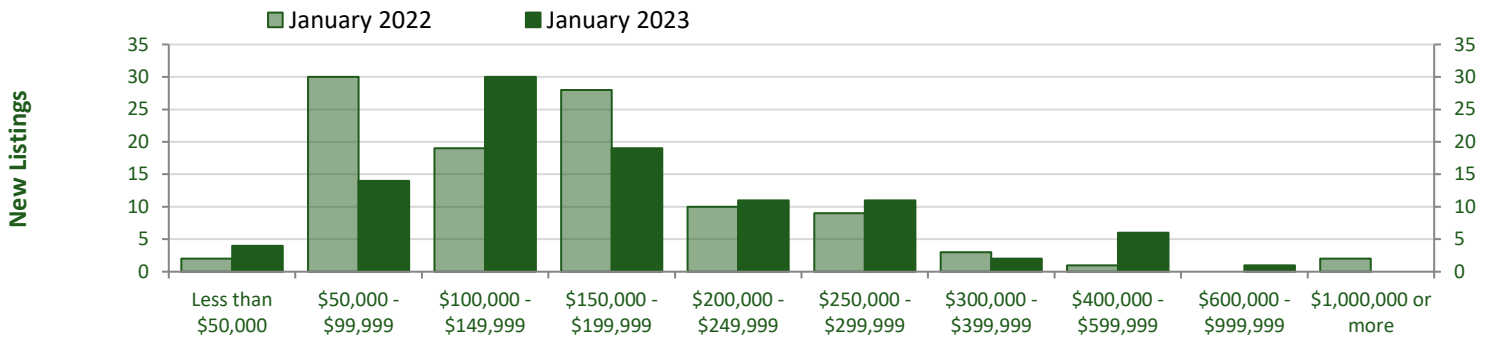


## New Listings by Initial Listing Price

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	4	100.0%
\$50,000 - \$99,999	14	-53.3%
\$100,000 - \$149,999	30	57.9%
\$150,000 - \$199,999	19	-32.1%
\$200,000 - \$249,999	11	10.0%
\$250,000 - \$299,999	11	22.2%
\$300,000 - \$399,999	2	-33.3%
\$400,000 - \$599,999	6	500.0%
\$600,000 - \$999,999	1	N/A
\$1,000,000 or more	0	-100.0%

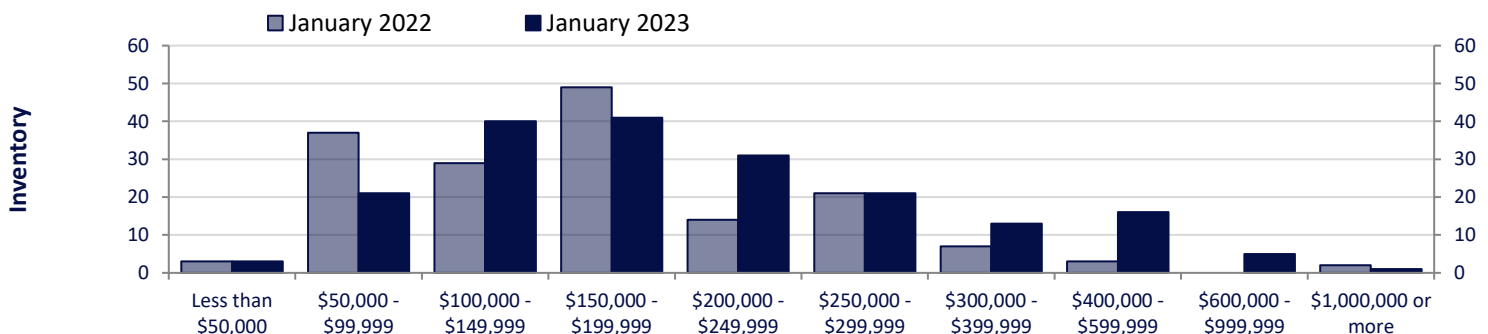


## Inventory by Current Listing Price

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	3	0.0%
\$50,000 - \$99,999	21	-43.2%
\$100,000 - \$149,999	40	37.9%
\$150,000 - \$199,999	41	-16.3%
\$200,000 - \$249,999	31	121.4%
\$250,000 - \$299,999	21	0.0%
\$300,000 - \$399,999	13	85.7%
\$400,000 - \$599,999	16	433.3%
\$600,000 - \$999,999	5	N/A
\$1,000,000 or more	1	-50.0%

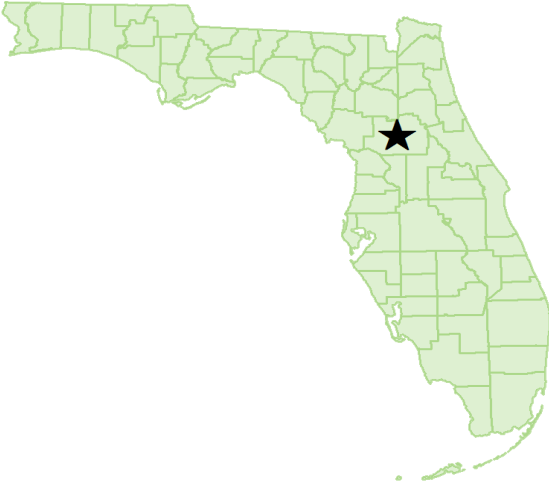


# Monthly Distressed Market - January 2023

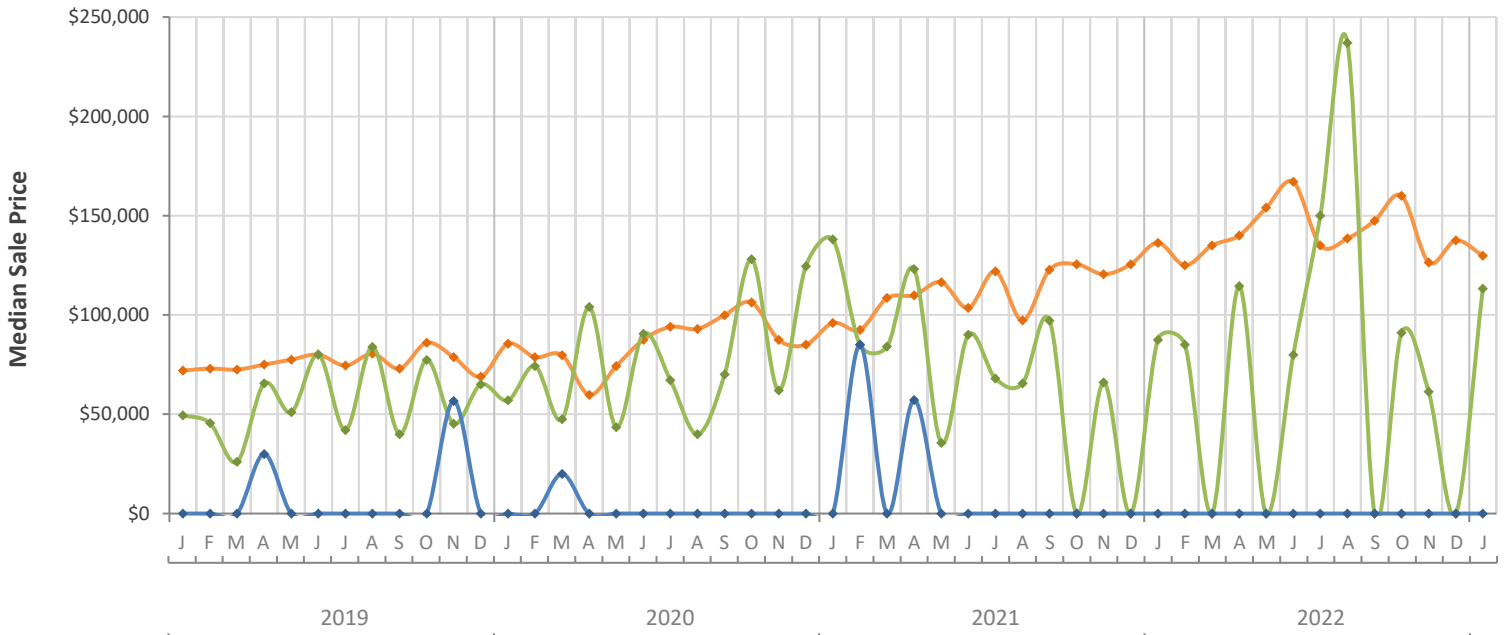
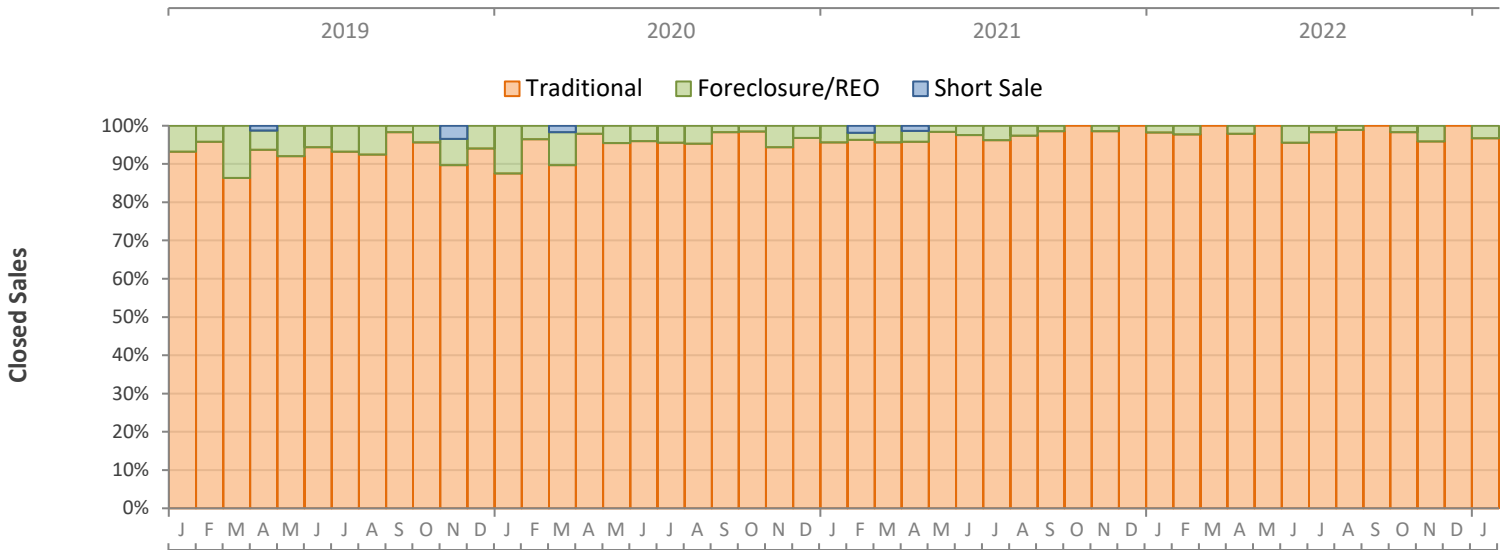
## Manufactured Homes

### Ocala/Marion County Association of REALTORS®

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



		January 2023	January 2022	Percent Change Year-over-Year
Traditional	Closed Sales	59	56	5.4%
	Median Sale Price	\$129,900	\$136,350	-4.7%
Foreclosure/REO	Closed Sales	2	1	100.0%
	Median Sale Price	\$113,251	\$87,500	29.4%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

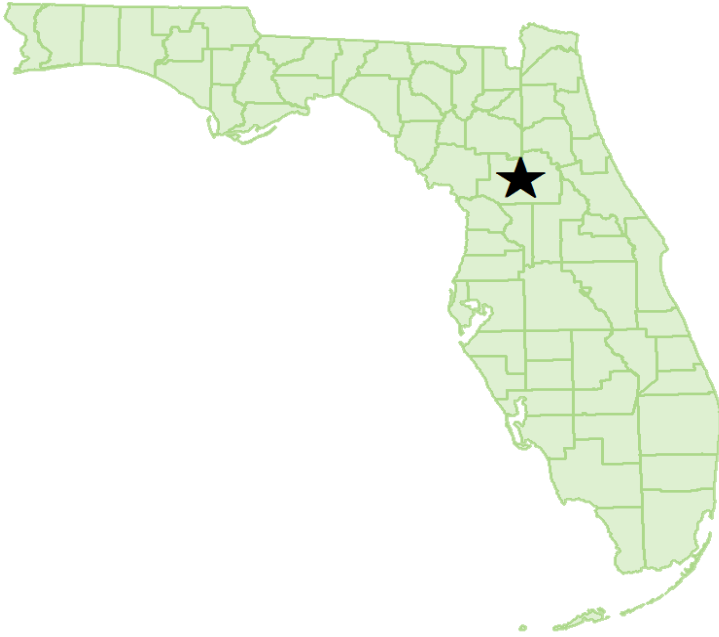


# Monthly Market Detail - January 2023

## 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.



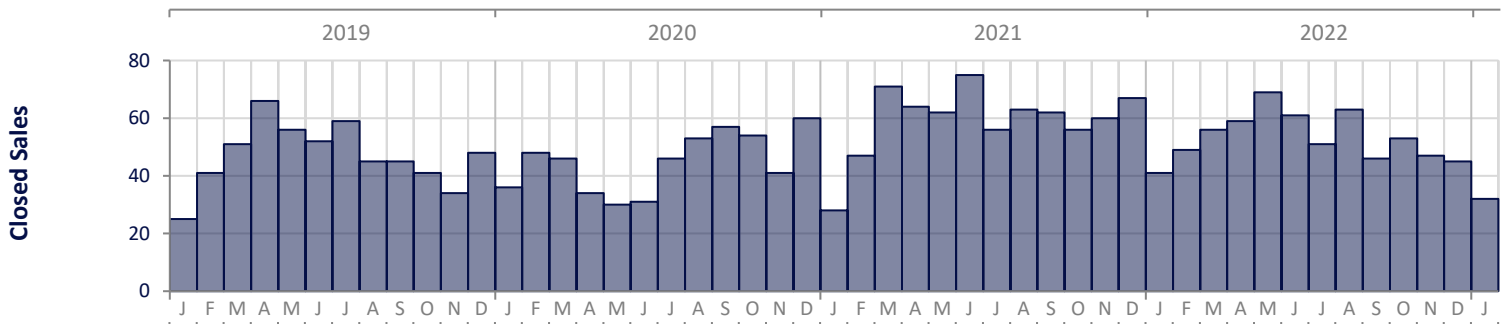
Summary Statistics	January 2023	January 2022	Percent Change Year-over-Year
Closed Sales	32	41	-22.0%
Paid in Cash	20	21	-4.8%
Median Sale Price	\$184,950	\$155,000	19.3%
Average Sale Price	\$220,863	\$168,976	30.7%
Dollar Volume	\$7.1 Million	\$6.9 Million	2.0%
Median Percent of Original List Price Received	94.1%	100.0%	-5.9%
Median Time to Contract	38 Days	19 Days	100.0%
Median Time to Sale	78 Days	63 Days	23.8%
New Pending Sales	50	51	-2.0%
New Listings	73	54	35.2%
Pending Inventory	52	72	-27.8%
Inventory (Active Listings)	93	47	97.9%
Months Supply of Inventory	1.8	0.8	125.0%

## 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	32	-22.0%
<b>January 2023</b>	<b>32</b>	<b>-22.0%</b>
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%
January 2022	41	46.4%



# Monthly Market Detail - January 2023

## Townhouses and Condos

### Ocala/Marion County Association of REALTORS®



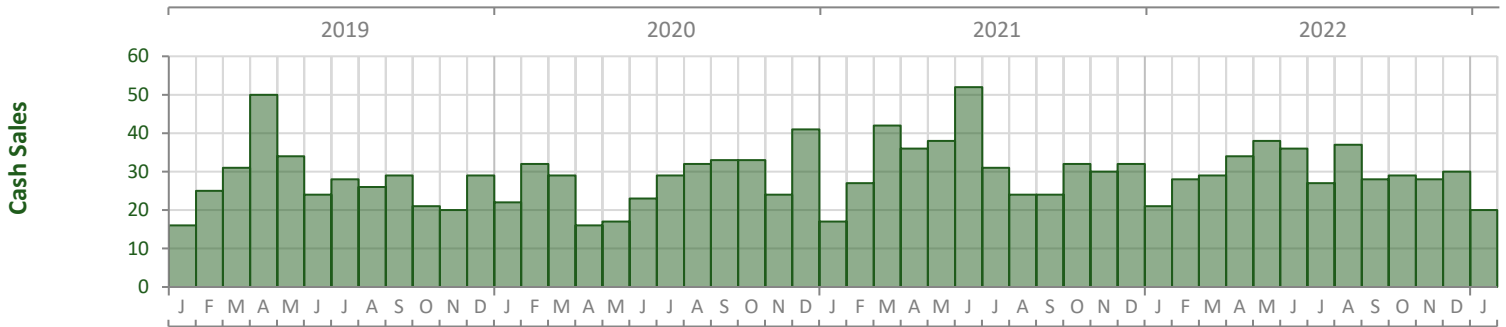
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## Cash Sales

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	20	-4.8%
<b>January 2023</b>	<b>20</b>	<b>-4.8%</b>
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%
January 2022	21	23.5%

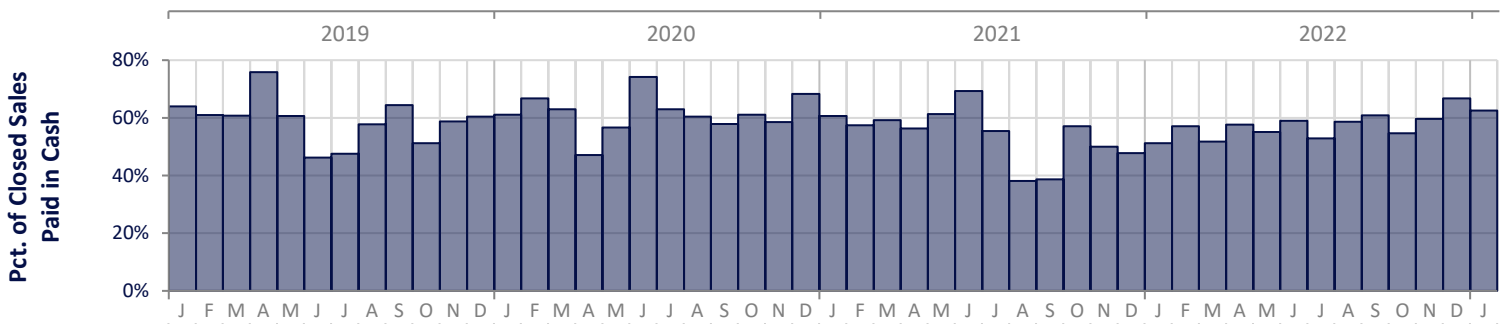


## Cash Sales as a Percentage of Closed Sales

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	62.5%	22.1%
<b>January 2023</b>	<b>62.5%</b>	<b>22.1%</b>
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%
January 2022	51.2%	-15.7%



# Monthly Market Detail - January 2023

## Townhouses and Condos

### Ocala/Marion County Association of REALTORS®



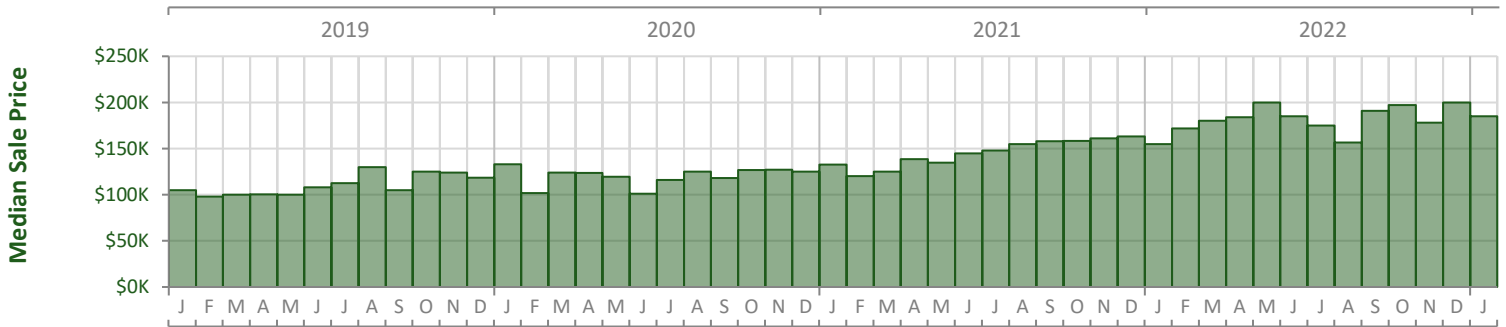
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## Median Sale Price

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	\$184,950	19.3%
<b>January 2023</b>	<b>\$184,950</b>	<b>19.3%</b>
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%
January 2022	\$155,000	17.0%

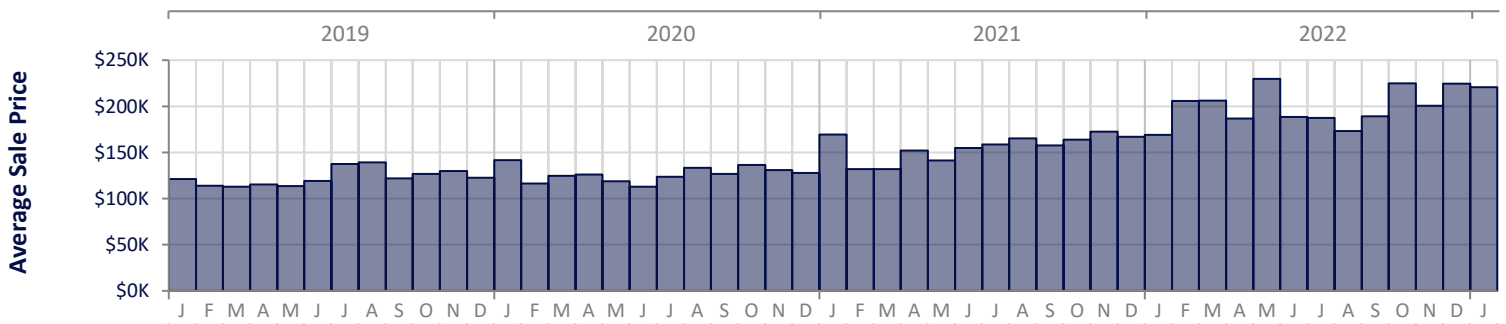


## Average Sale Price

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	\$220,863	30.7%
<b>January 2023</b>	<b>\$220,863</b>	<b>30.7%</b>
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%
January 2022	\$168,976	-0.3%





# Monthly Market Detail - January 2023

## Townhouses and Condos

### Ocala/Marion County Association of REALTORS®



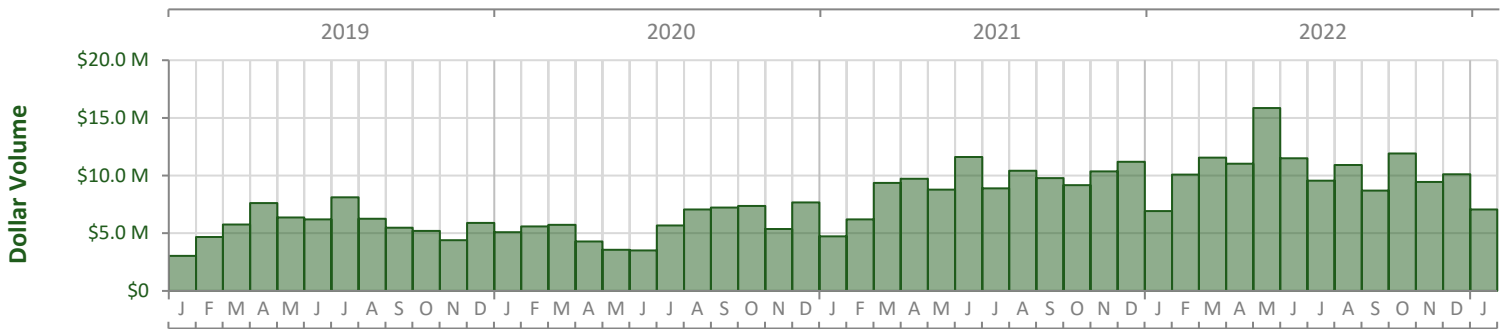
This report describes member activity for the association and is not confined to any specific geographic area.

## 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	\$7.1 Million	2.0%
<b>January 2023</b>	<b>\$7.1 Million</b>	<b>2.0%</b>
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%
January 2022	\$6.9 Million	46.0%

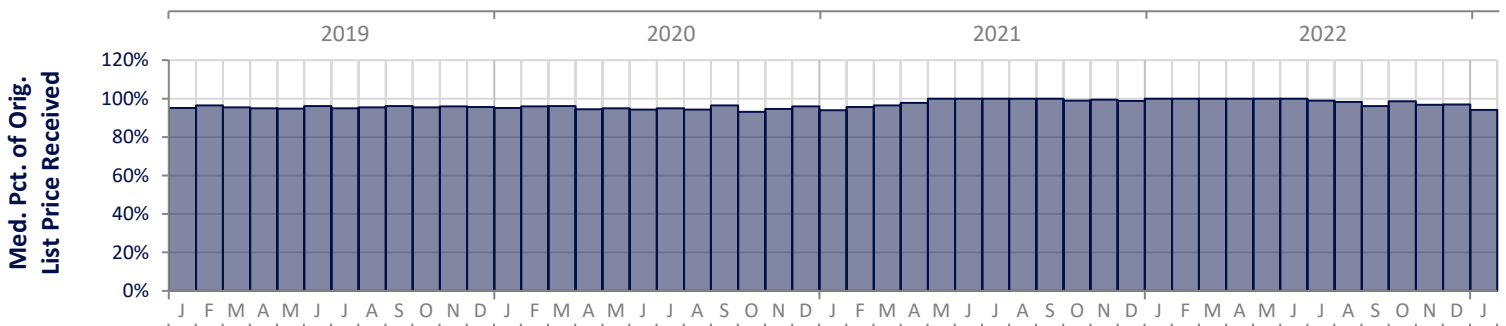


## Median Percent of Original List Price Received

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	94.1%	-5.9%
<b>January 2023</b>	<b>94.1%</b>	<b>-5.9%</b>
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%
January 2022	100.0%	6.4%



# Monthly Market Detail - January 2023

## Townhouses and Condos

### Ocala/Marion County Association of REALTORS®



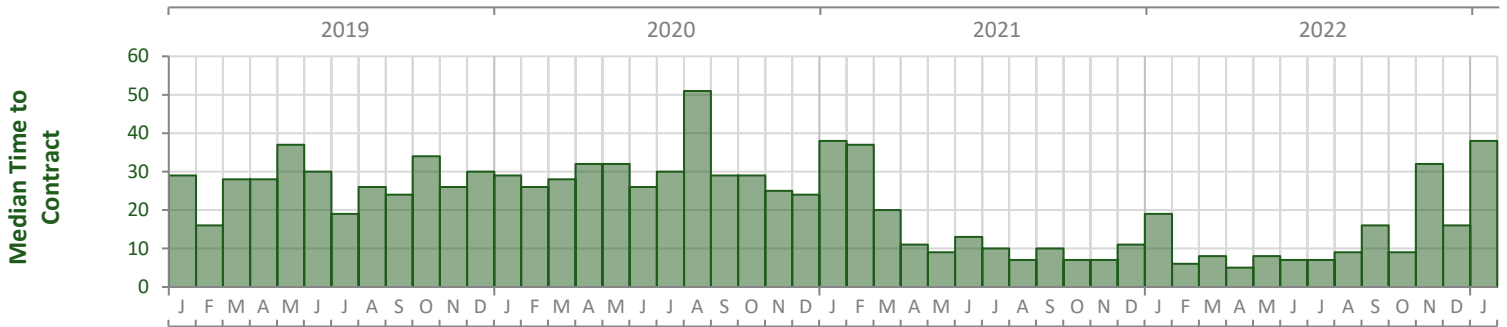
This report describes member activity for the association and is not confined to any specific geographic area.

## 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	38 Days	100.0%
<b>January 2023</b>	<b>38 Days</b>	<b>100.0%</b>
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%
January 2022	19 Days	-50.0%

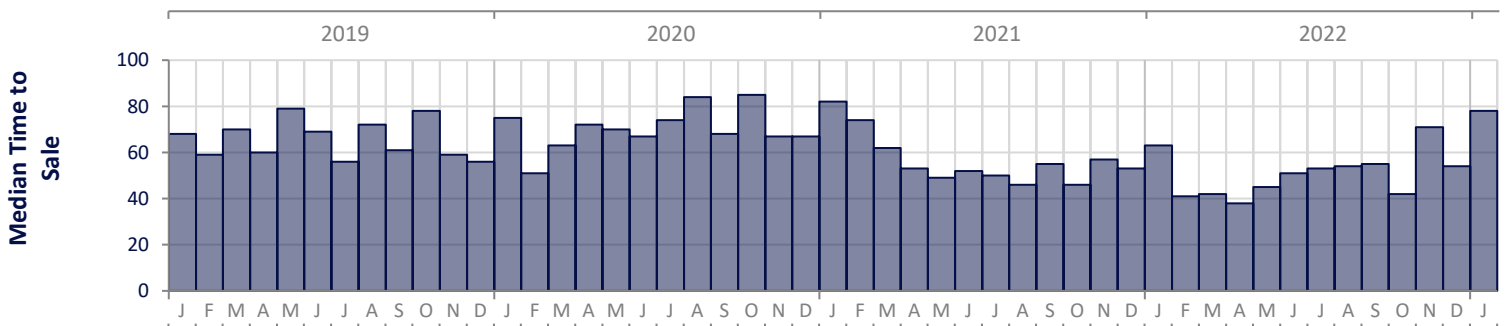


## Median Time to Sale

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	78 Days	23.8%
<b>January 2023</b>	<b>78 Days</b>	<b>23.8%</b>
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%
January 2022	63 Days	-23.2%



# Monthly Market Detail - January 2023

## Townhouses and Condos

### Ocala/Marion County Association of REALTORS®



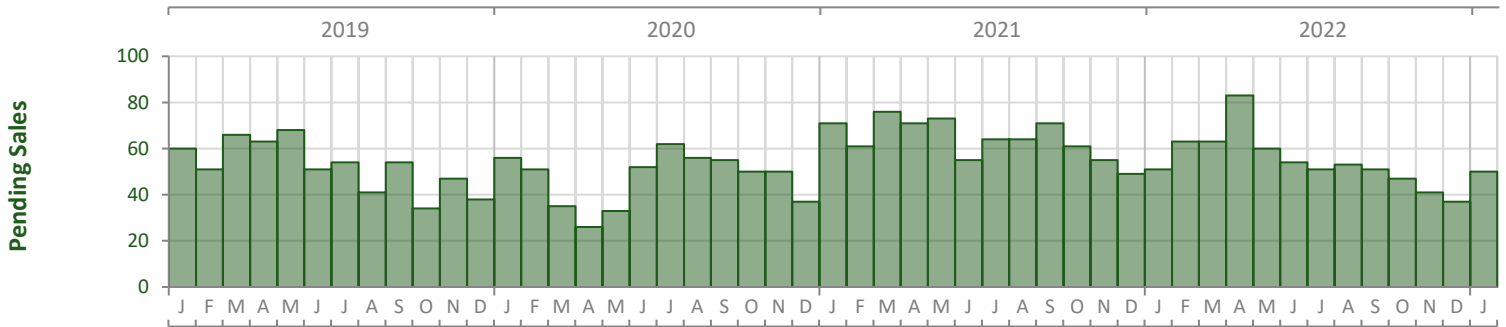
This report describes member activity for the association and is not confined to any specific geographic area.

## New 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	50	-2.0%
<b>January 2023</b>	<b>50</b>	<b>-2.0%</b>
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%
January 2022	51	-28.2%

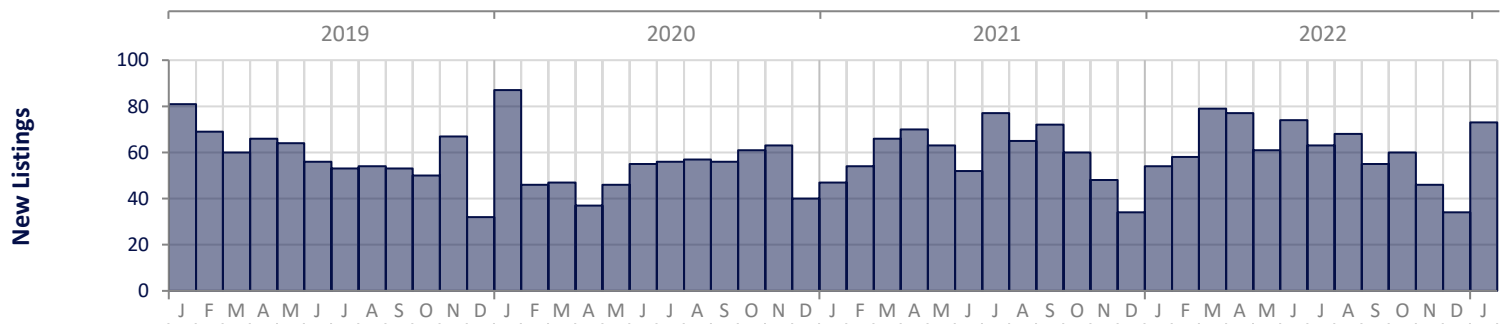


## New Listings

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	73	35.2%
<b>January 2023</b>	<b>73</b>	<b>35.2%</b>
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%
January 2022	54	14.9%



# Monthly Market Detail - January 2023

## Townhouses and Condos

### Ocala/Marion County Association of REALTORS®



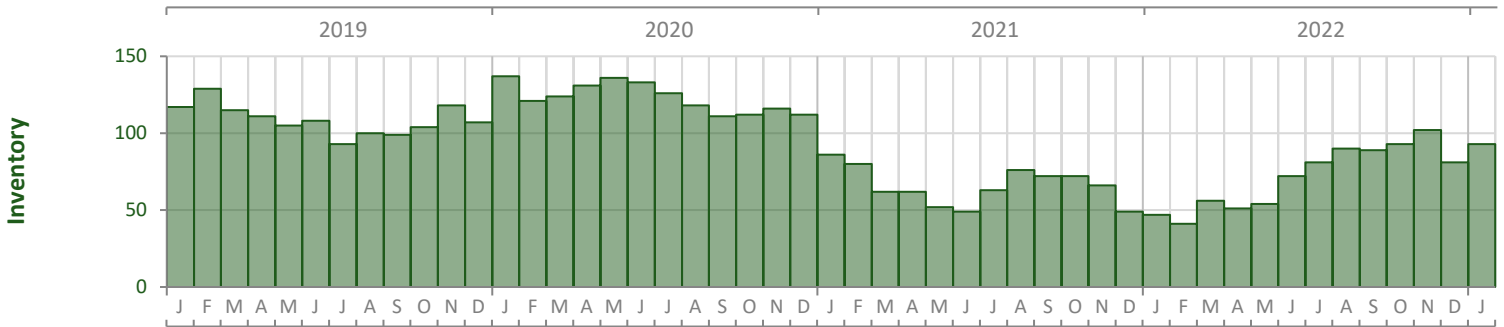
This report describes member activity for the association and is not confined to any specific geographic area.

## 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)	93	97.9%
<b>January 2023</b>	<b>93</b>	<b>97.9%</b>
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%
January 2022	47	-45.3%

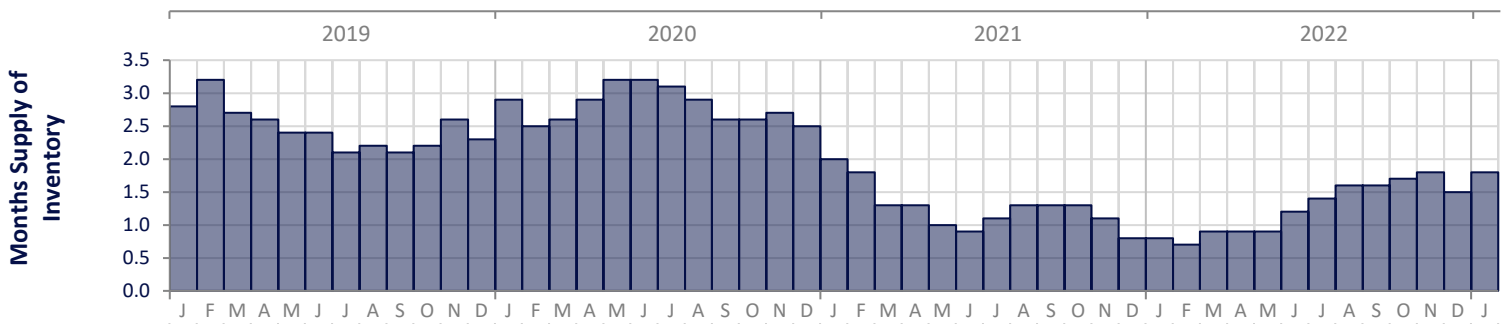


## Months Supply of Inventory

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)	1.8	125.0%
<b>January 2023</b>	<b>1.8</b>	<b>125.0%</b>
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%
January 2022	0.8	-60.0%



# Monthly Market Detail - January 2023

## Townhouses and Condos

### Ocala/Marion County Association of REALTORS®



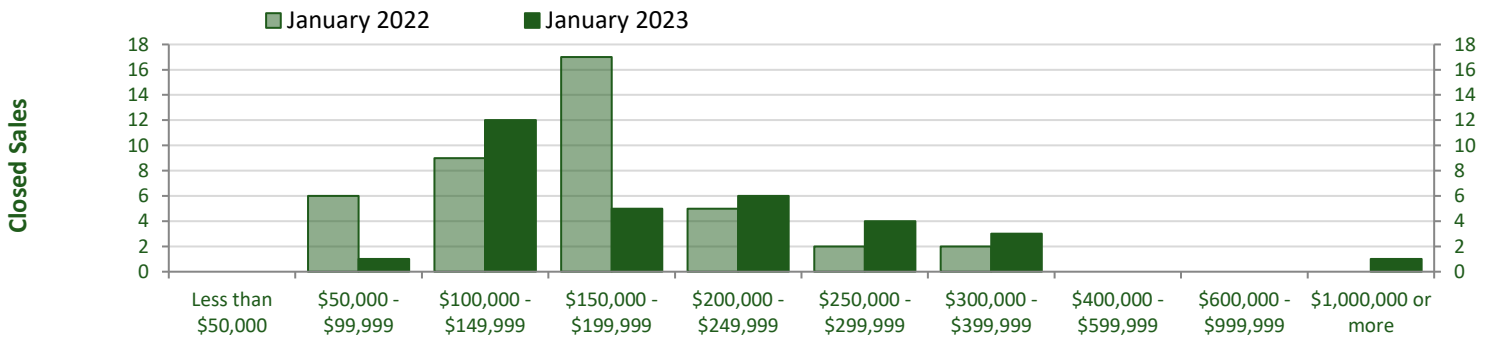
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## Closed Sales by Sale Price

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	1	-83.3%
\$100,000 - \$149,999	12	33.3%
\$150,000 - \$199,999	5	-70.6%
\$200,000 - \$249,999	6	20.0%
\$250,000 - \$299,999	4	100.0%
\$300,000 - \$399,999	3	50.0%
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	1	N/A

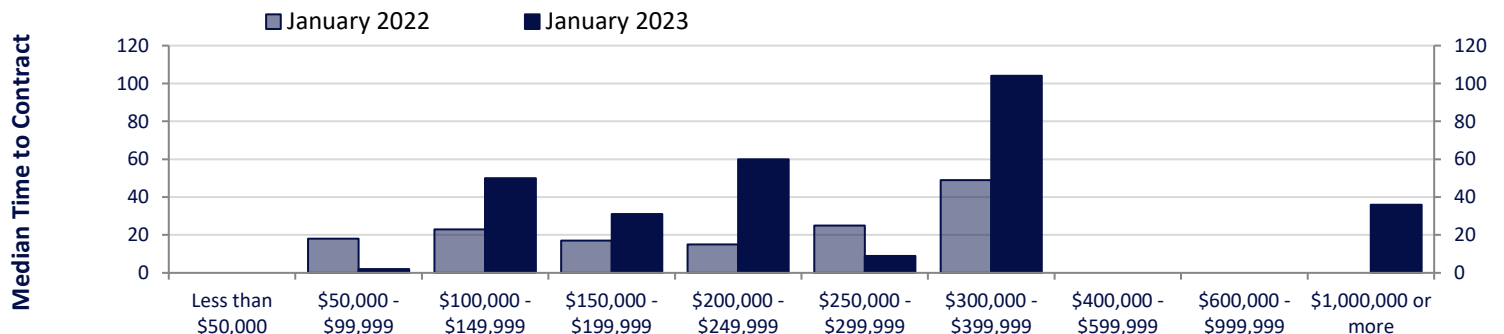


## Median Time to Contract by Sale Price

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	(No Sales)	N/A
\$50,000 - \$99,999	2 Days	-88.9%
\$100,000 - \$149,999	50 Days	117.4%
\$150,000 - \$199,999	31 Days	82.4%
\$200,000 - \$249,999	60 Days	300.0%
\$250,000 - \$299,999	9 Days	-64.0%
\$300,000 - \$399,999	104 Days	112.2%
\$400,000 - \$599,999	(No Sales)	N/A
\$600,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	36 Days	N/A





# Monthly Market Detail - January 2023

## Townhouses and Condos

### Ocala/Marion County Association of REALTORS®



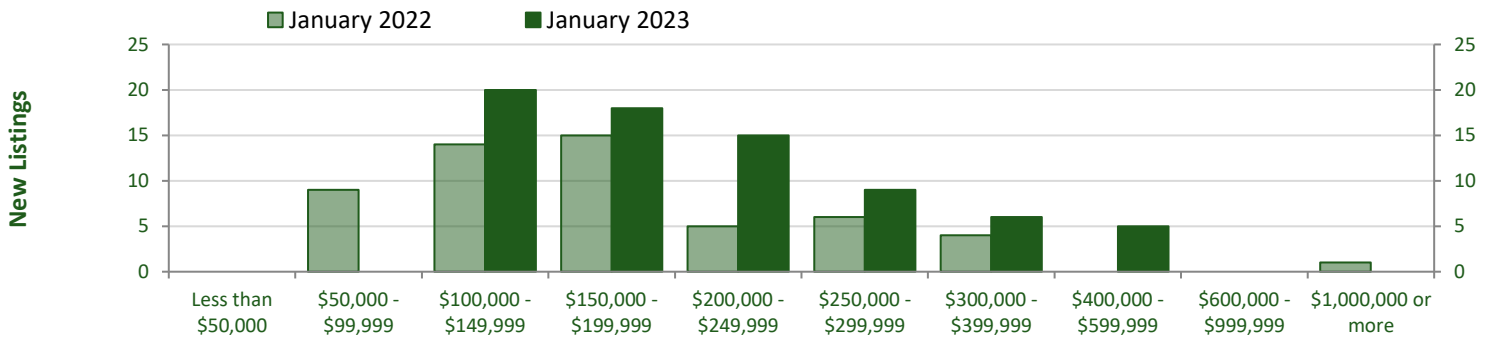
This report describes member activity for the association and is not confined to any specific geographic area.

## 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	0	-100.0%
\$100,000 - \$149,999	20	42.9%
\$150,000 - \$199,999	18	20.0%
\$200,000 - \$249,999	15	200.0%
\$250,000 - \$299,999	9	50.0%
\$300,000 - \$399,999	6	50.0%
\$400,000 - \$599,999	5	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	-100.0%

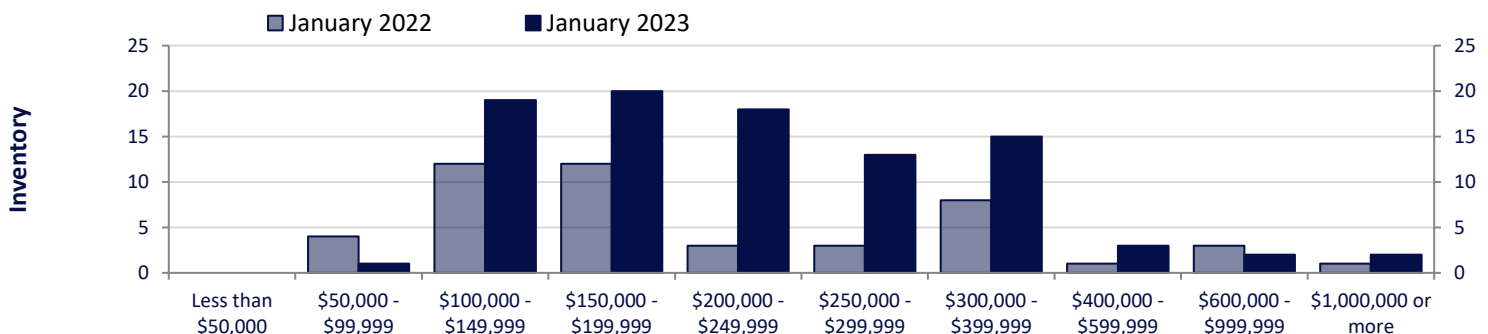


## Inventory by Current Listing Price

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	N/A
\$50,000 - \$99,999	1	-75.0%
\$100,000 - \$149,999	19	58.3%
\$150,000 - \$199,999	20	66.7%
\$200,000 - \$249,999	18	500.0%
\$250,000 - \$299,999	13	333.3%
\$300,000 - \$399,999	15	87.5%
\$400,000 - \$599,999	3	200.0%
\$600,000 - \$999,999	2	-33.3%
\$1,000,000 or more	2	100.0%

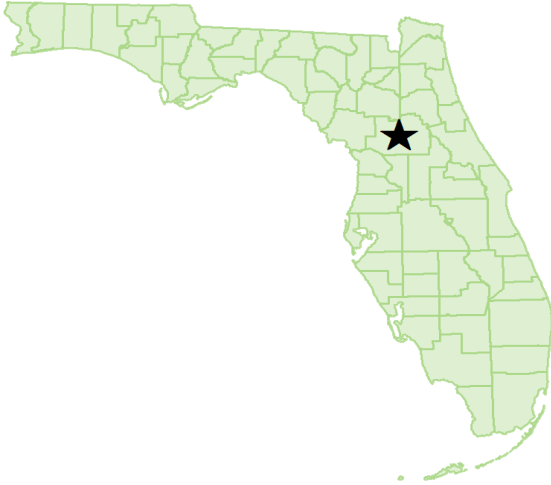


# Monthly Distressed Market - January 2023

## 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.



		January 2023	January 2022	Percent Change Year-over-Year
Traditional	Closed Sales	32	41	-22.0%
	Median Sale Price	\$184,950	\$155,000	19.3%
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

