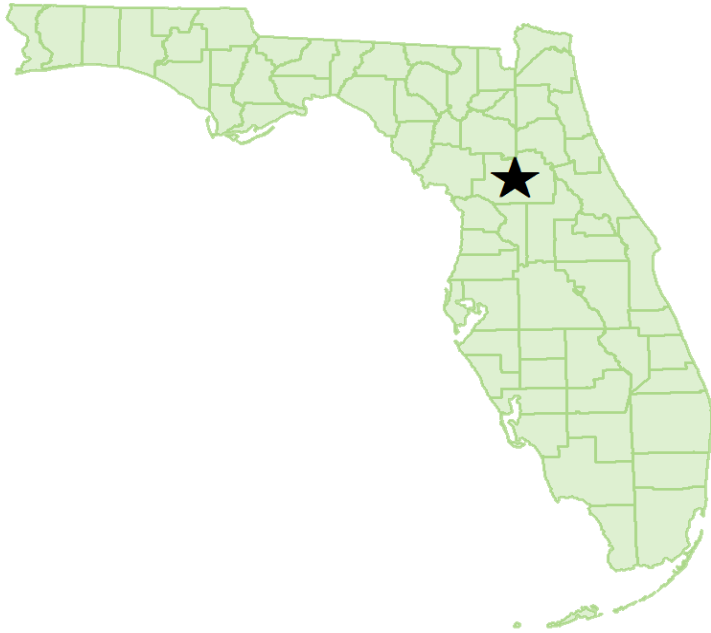


Monthly Market Detail - March 2023

Single-Family Homes

Ocala/Marion County Association of REALTORS®

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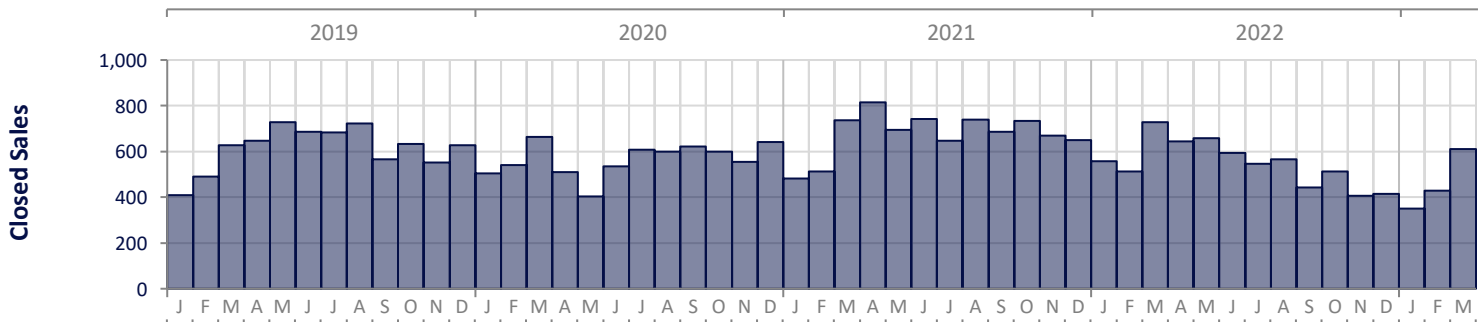
Summary Statistics	March 2023	March 2022	Percent Change Year-over-Year
Closed Sales	612	728	-15.9%
Paid in Cash	223	234	-4.7%
Median Sale Price	\$279,800	\$275,000	1.7%
Average Sale Price	\$338,429	\$342,856	-1.3%
Dollar Volume	\$207.1 Million	\$249.6 Million	-17.0%
Median Percent of Original List Price Received	95.8%	100.0%	-4.2%
Median Time to Contract	39 Days	10 Days	290.0%
Median Time to Sale	83 Days	56 Days	48.2%
New Pending Sales	739	734	0.7%
New Listings	817	804	1.6%
Pending Inventory	930	1,134	-18.0%
Inventory (Active Listings)	1,797	701	156.3%
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	1,391	-22.7%
March 2023	612	-15.9%
February 2023	429	-16.5%
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%



Monthly Market Detail - March 2023

Single-Family Homes

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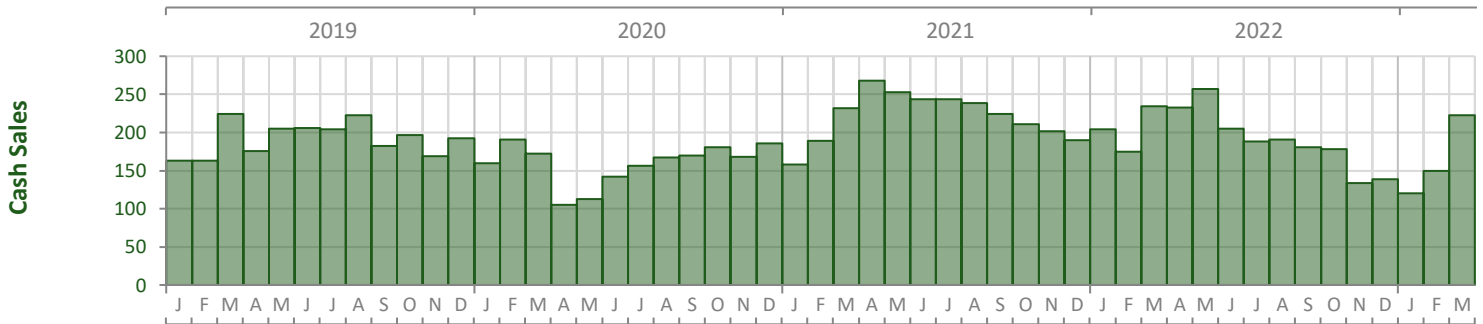


Cash Sales

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	493	-19.6%
March 2023	223	-4.7%
February 2023	150	-14.3%
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%

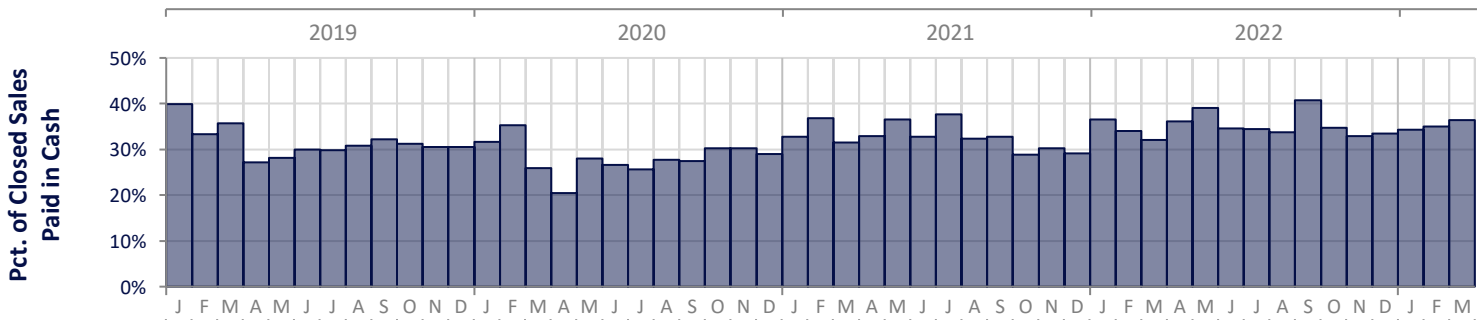


Cash Sales as a Percentage of Closed Sales

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	35.4%	3.8%
March 2023	36.4%	13.4%
February 2023	35.0%	2.9%
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%



Monthly Market Detail - March 2023

Single-Family Homes

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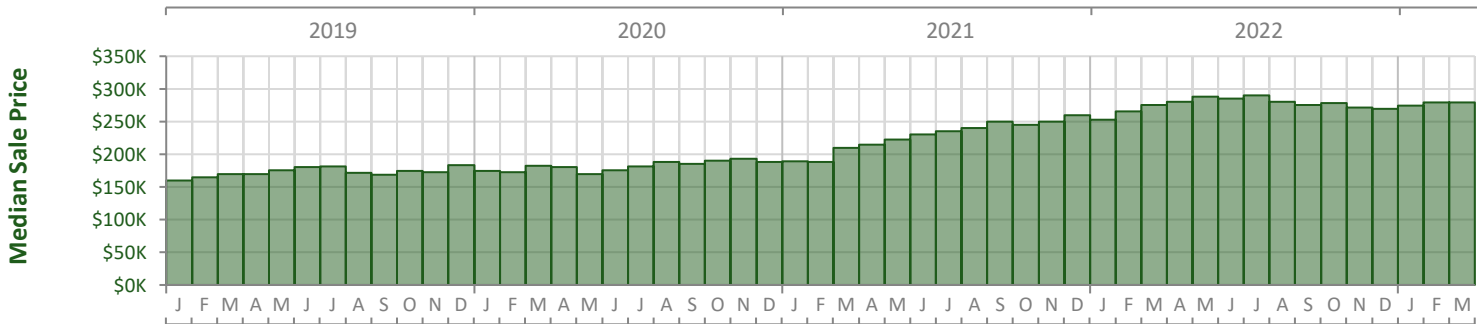


Median Sale Price

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	\$277,900	4.9%
March 2023	\$279,800	1.7%
February 2023	\$279,000	5.0%
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%

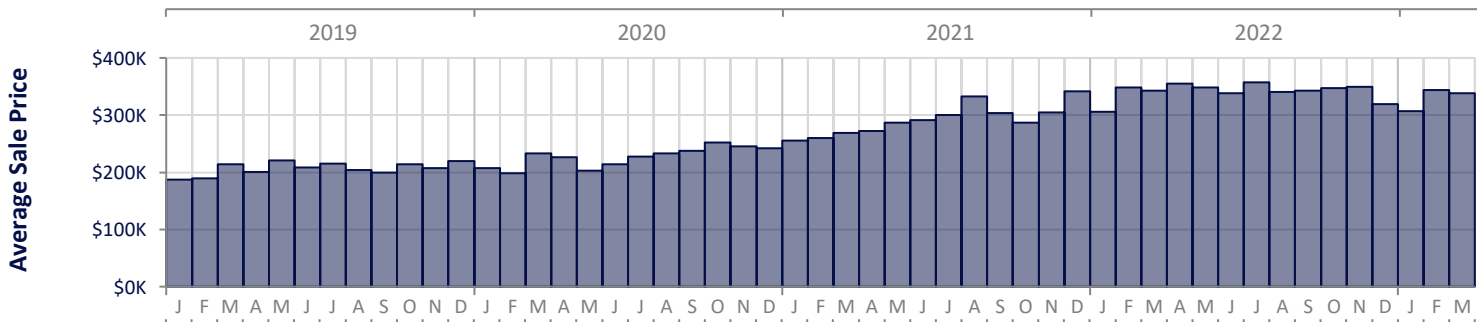


Average Sale Price

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	\$332,154	-0.2%
March 2023	\$338,429	-1.3%
February 2023	\$343,736	-1.3%
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%



Monthly Market Detail - March 2023

Single-Family Homes

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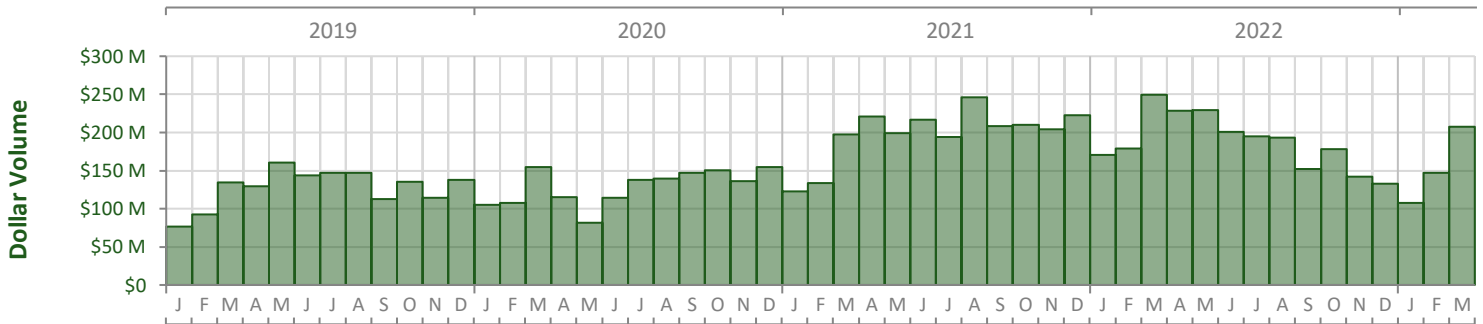


Dollar Volume

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

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

Month	Dollar Volume	Percent Change Year-over-Year
Year-to-Date	\$462.0 Million	-22.9%
March 2023	\$207.1 Million	-17.0%
February 2023	\$147.5 Million	-17.6%
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%

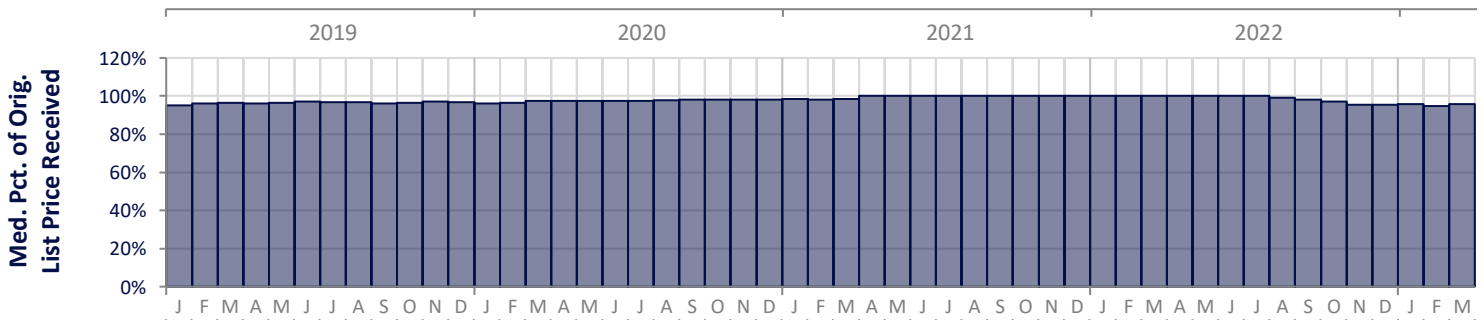


Median Percent of Original List Price Received

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	95.5%	-4.5%
March 2023	95.8%	-4.2%
February 2023	94.7%	-5.3%
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%



Monthly Market Detail - March 2023

Single-Family Homes

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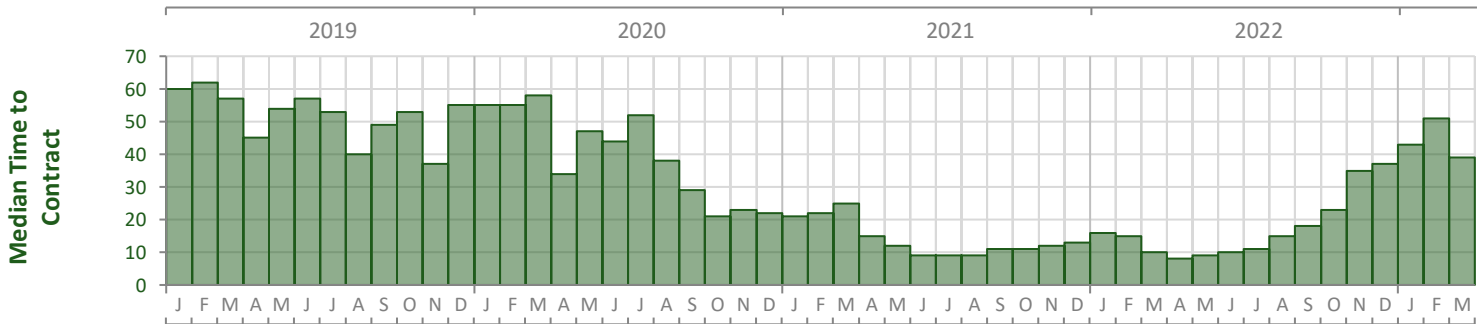


Median Time to Contract

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

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

Month	Median Time to Contract	Percent Change Year-over-Year
Year-to-Date	45 Days	246.2%
March 2023	39 Days	290.0%
February 2023	51 Days	240.0%
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%

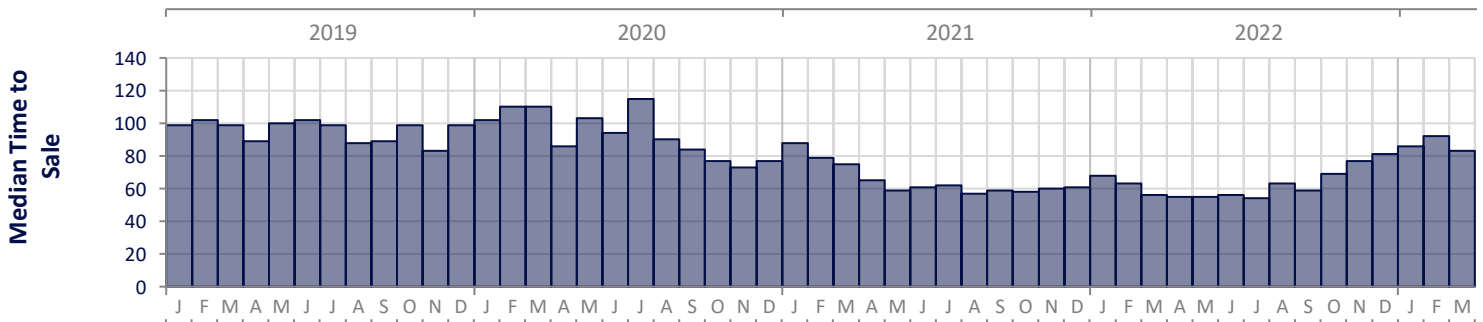


Median Time to Sale

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	87 Days	38.1%
March 2023	83 Days	48.2%
February 2023	92 Days	46.0%
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%



Monthly Market Detail - March 2023

Single-Family Homes

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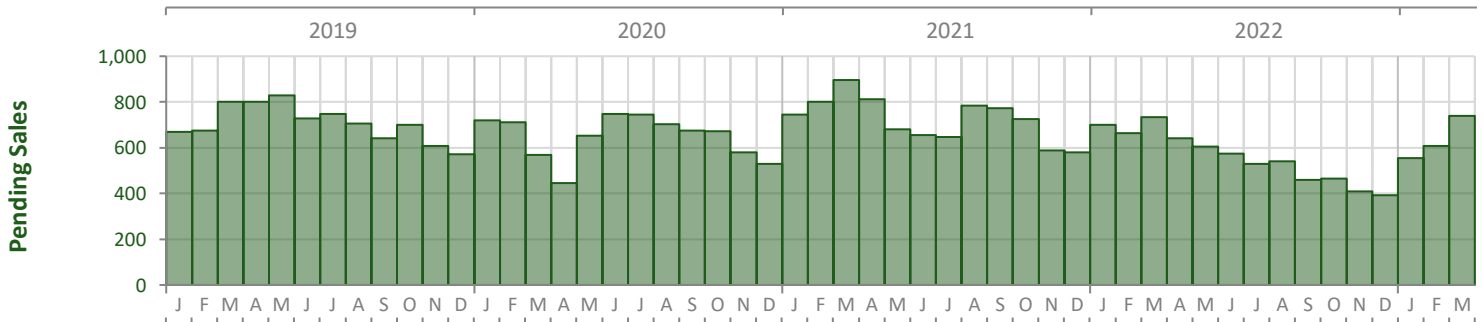


New Pending Sales

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

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

Month	New Pending Sales	Percent Change Year-over-Year
Year-to-Date	1,901	-9.4%
March 2023	739	0.7%
February 2023	608	-8.4%
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%

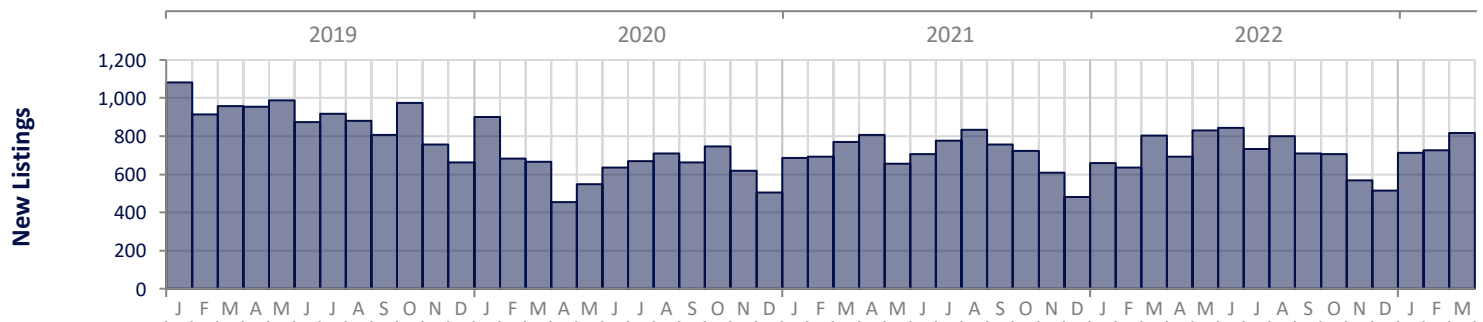


New Listings

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	2,254	7.4%
March 2023	817	1.6%
February 2023	725	14.0%
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%



Monthly Market Detail - March 2023

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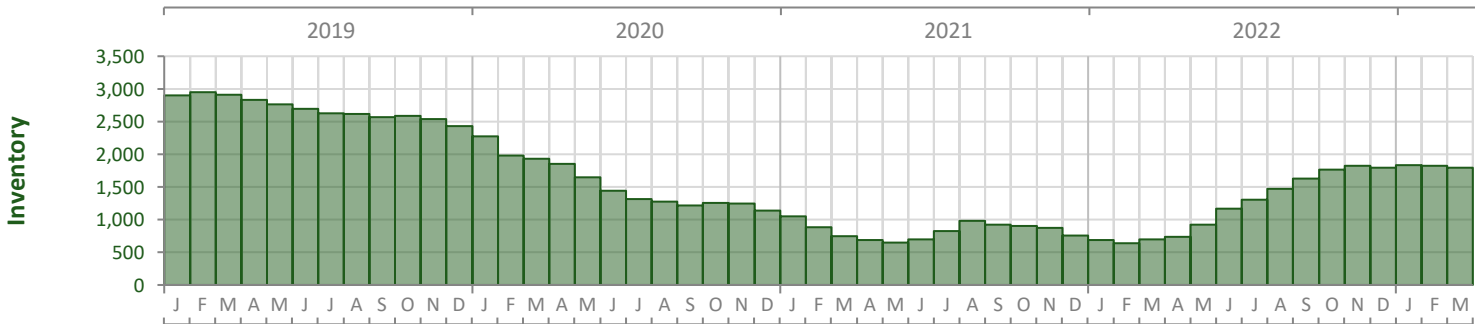


Inventory (Active Listings)

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)	1,819	169.0%
March 2023	1,797	156.3%
February 2023	1,827	186.4%
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%

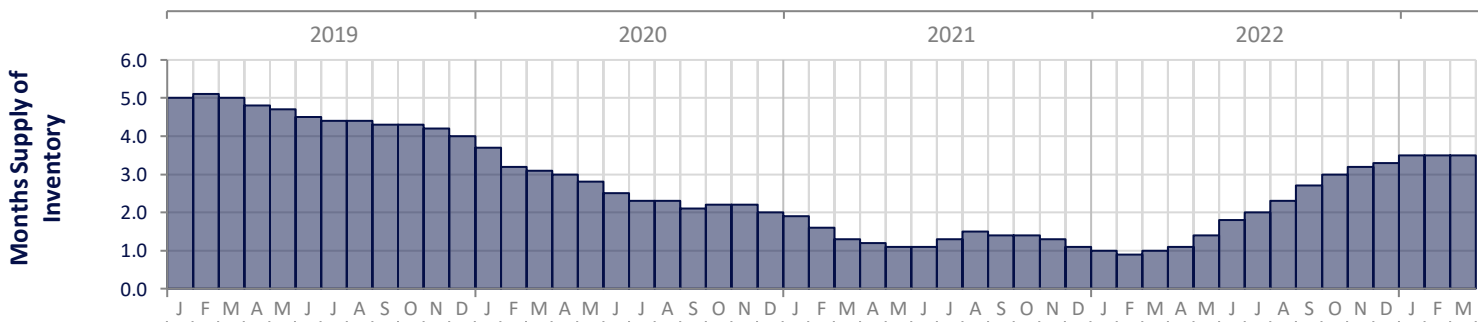


Months Supply of Inventory

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%
March 2023	3.5	250.0%
February 2023	3.5	288.9%
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%



Monthly Market Detail - March 2023

Single-Family Homes

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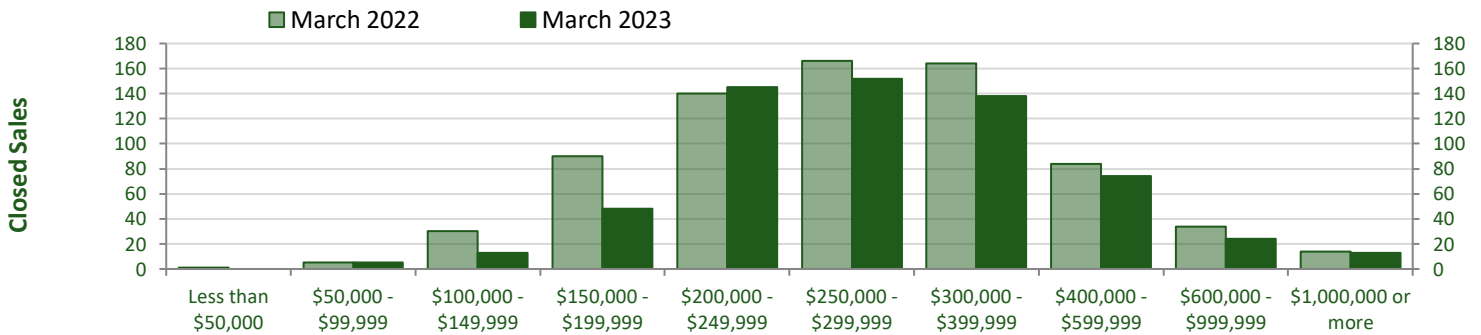


Closed Sales by Sale Price

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	5	0.0%
\$100,000 - \$149,999	13	-56.7%
\$150,000 - \$199,999	48	-46.7%
\$200,000 - \$249,999	145	3.6%
\$250,000 - \$299,999	152	-8.4%
\$300,000 - \$399,999	138	-15.9%
\$400,000 - \$599,999	74	-11.9%
\$600,000 - \$999,999	24	-29.4%
\$1,000,000 or more	13	-7.1%

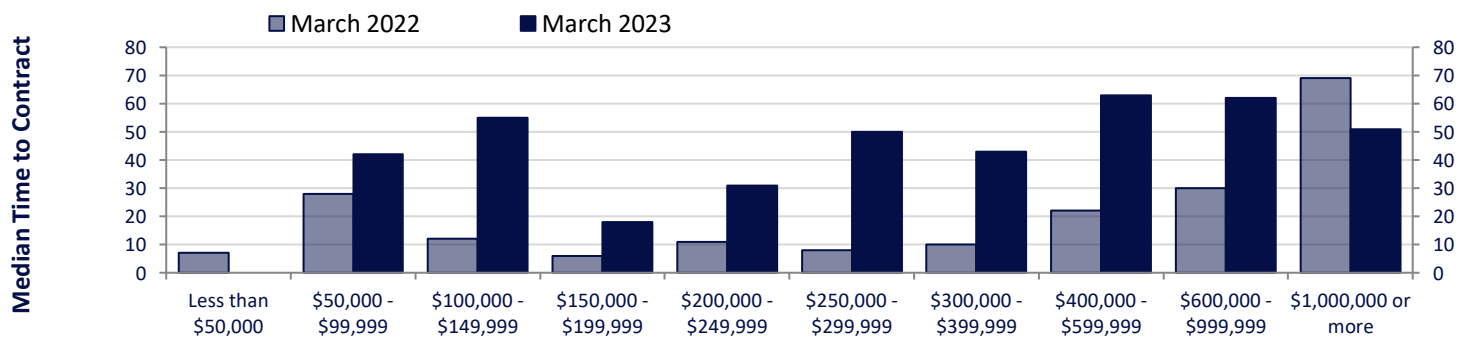


Median Time to Contract by Sale Price

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	42 Days	50.0%
\$100,000 - \$149,999	55 Days	358.3%
\$150,000 - \$199,999	18 Days	200.0%
\$200,000 - \$249,999	31 Days	181.8%
\$250,000 - \$299,999	50 Days	525.0%
\$300,000 - \$399,999	43 Days	330.0%
\$400,000 - \$599,999	63 Days	186.4%
\$600,000 - \$999,999	62 Days	106.7%
\$1,000,000 or more	51 Days	-26.1%



Monthly Market Detail - March 2023

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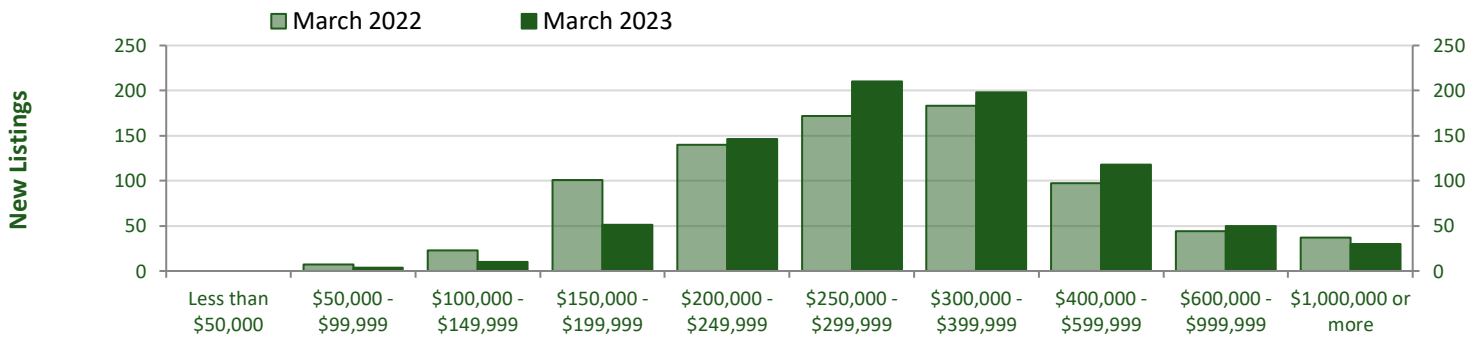


New Listings by Initial Listing Price

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	4	-42.9%
\$100,000 - \$149,999	10	-56.5%
\$150,000 - \$199,999	51	-49.5%
\$200,000 - \$249,999	146	4.3%
\$250,000 - \$299,999	210	22.1%
\$300,000 - \$399,999	198	8.2%
\$400,000 - \$599,999	118	21.6%
\$600,000 - \$999,999	50	13.6%
\$1,000,000 or more	30	-18.9%

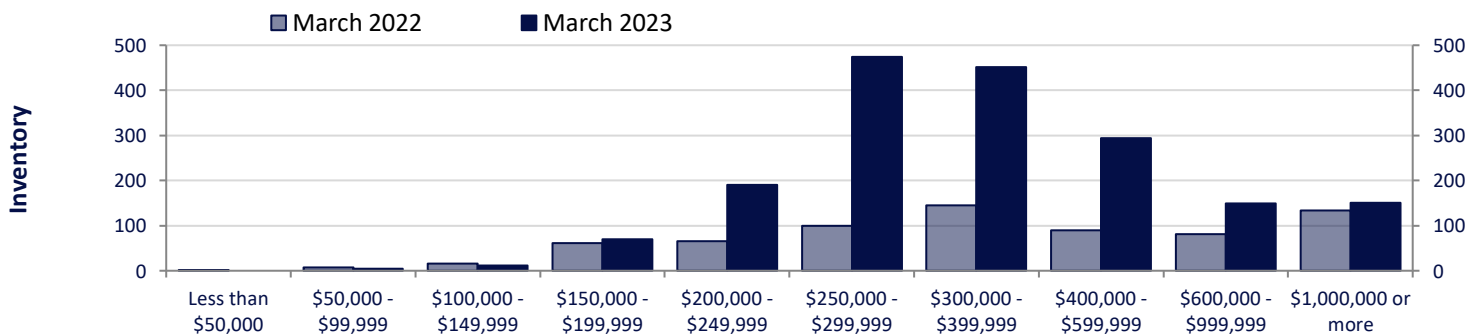


Inventory by Current Listing Price

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	5	-37.5%
\$100,000 - \$149,999	12	-25.0%
\$150,000 - \$199,999	70	14.8%
\$200,000 - \$249,999	191	193.8%
\$250,000 - \$299,999	474	374.0%
\$300,000 - \$399,999	452	211.7%
\$400,000 - \$599,999	294	226.7%
\$600,000 - \$999,999	149	84.0%
\$1,000,000 or more	150	12.8%

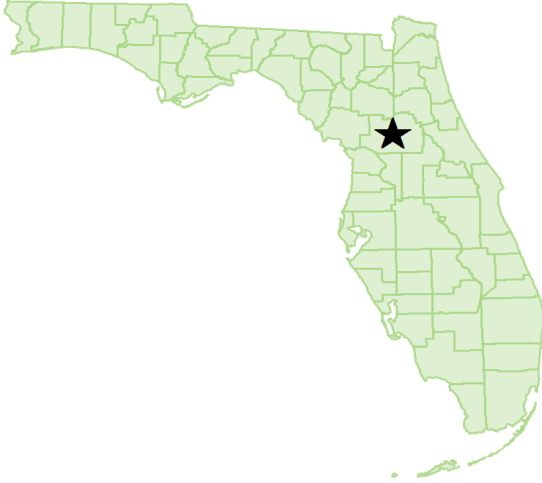


Monthly Distressed Market - March 2023

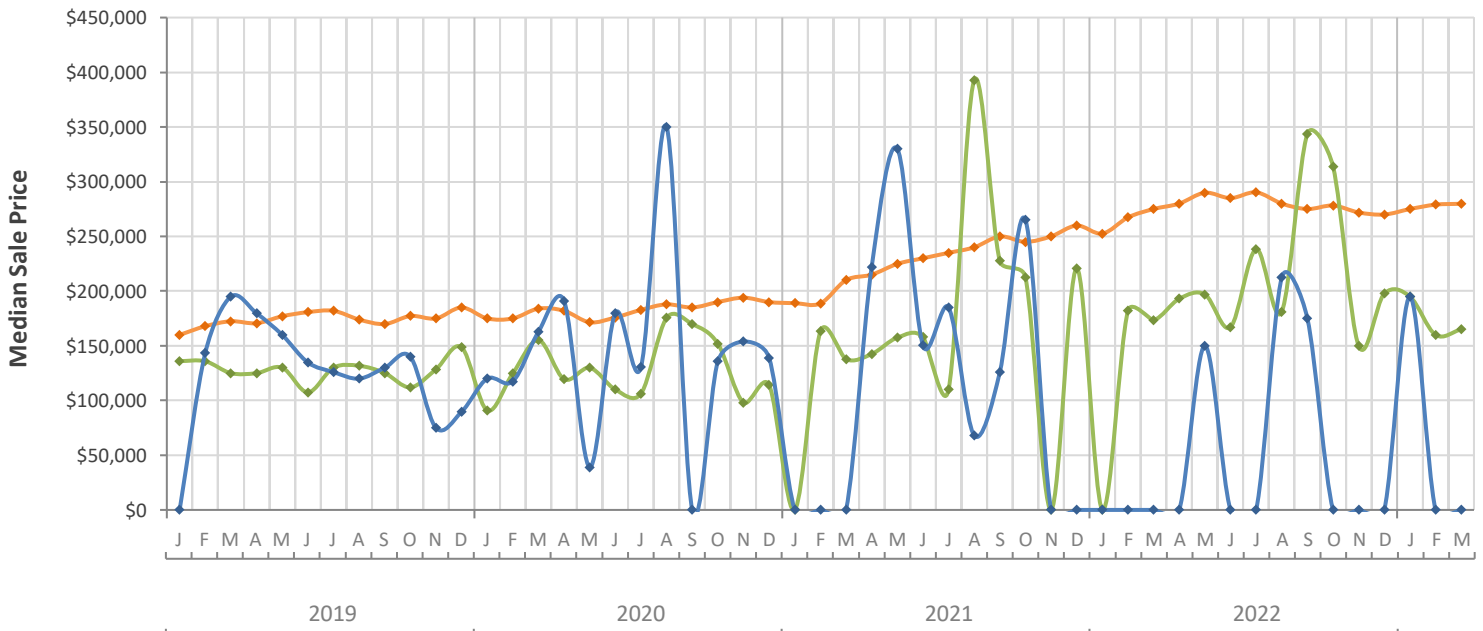
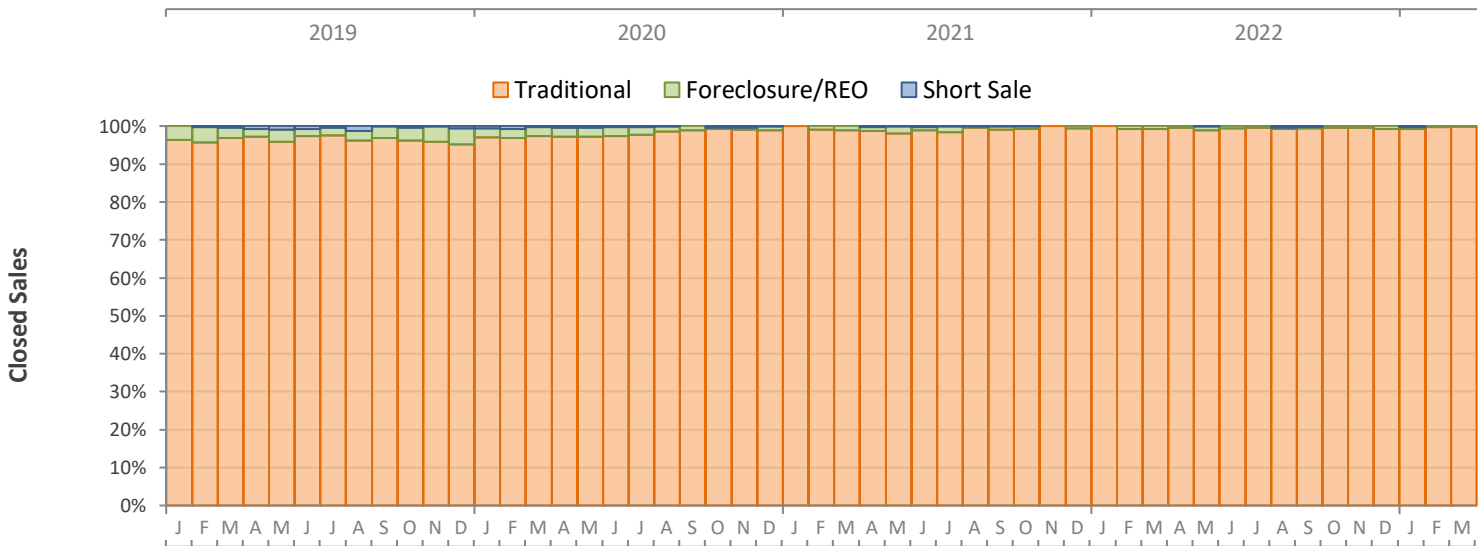
Single-Family Homes

Ocala/Marion County Association of REALTORS®

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		March 2023	March 2022	Percent Change Year-over-Year
Traditional	Closed Sales	611	722	-15.4%
	Median Sale Price	\$279,800	\$275,000	1.7%
Foreclosure/REO	Closed Sales	1	6	-83.3%
	Median Sale Price	\$165,000	\$173,500	-4.9%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

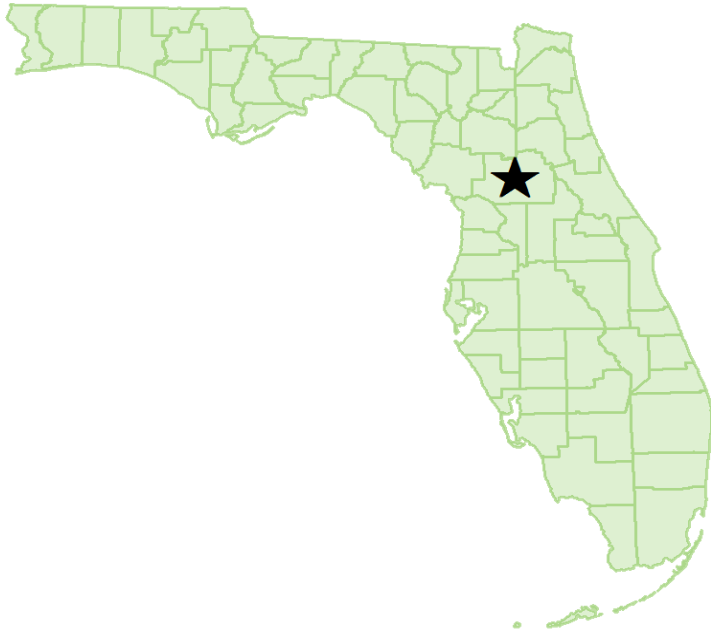


Monthly Market Detail - March 2023

Manufactured Homes

Ocala/Marion County Association of REALTORS®

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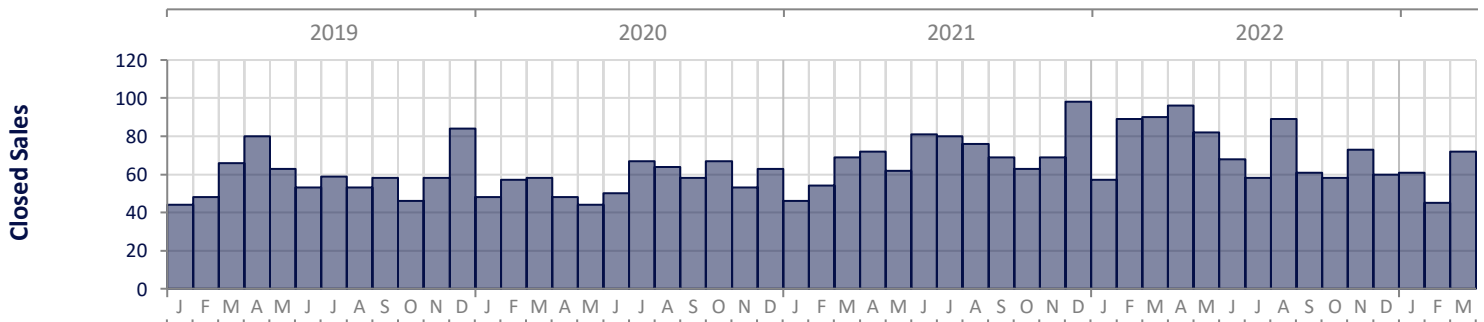
Summary Statistics	March 2023	March 2022	Percent Change Year-over-Year
Closed Sales	72	90	-20.0%
Paid in Cash	45	68	-33.8%
Median Sale Price	\$137,500	\$135,000	1.9%
Average Sale Price	\$151,840	\$141,428	7.4%
Dollar Volume	\$10.9 Million	\$12.7 Million	-14.1%
Median Percent of Original List Price Received	95.8%	94.6%	1.3%
Median Time to Contract	17 Days	16 Days	6.3%
Median Time to Sale	58 Days	54 Days	7.4%
New Pending Sales	84	116	-27.6%
New Listings	105	96	9.4%
Pending Inventory	100	140	-28.6%
Inventory (Active Listings)	202	117	72.6%
Months Supply of Inventory	2.9	1.5	93.3%

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	178	-24.6%
March 2023	72	-20.0%
February 2023	45	-49.4%
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%



Monthly Market Detail - March 2023

Manufactured Homes

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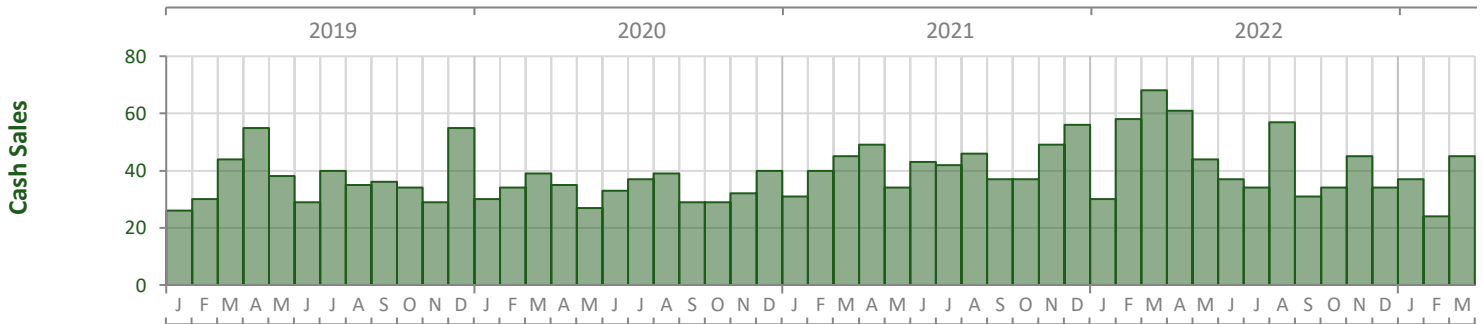


Cash Sales

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	106	-32.1%
March 2023	45	-33.8%
February 2023	24	-58.6%
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%

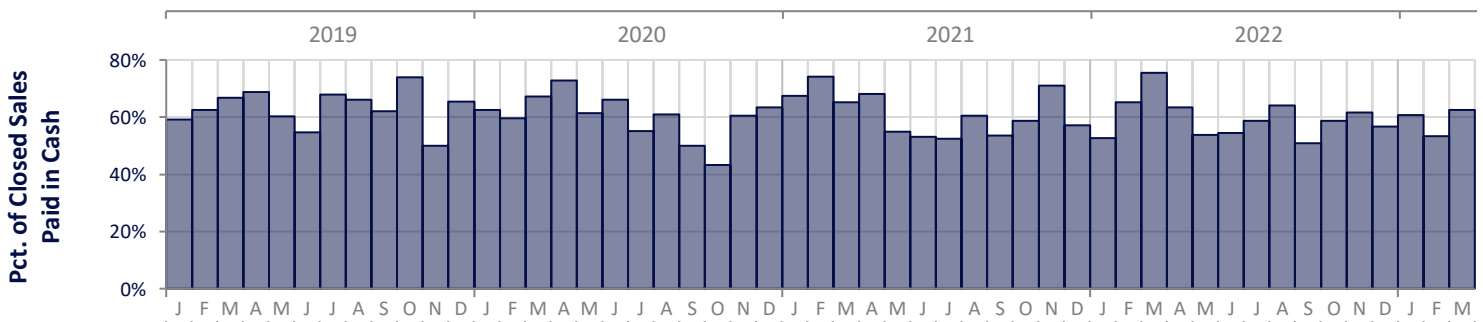


Cash Sales as a Percentage of Closed Sales

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	59.6%	-9.8%
March 2023	62.5%	-17.3%
February 2023	53.3%	-18.3%
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%



Monthly Market Detail - March 2023

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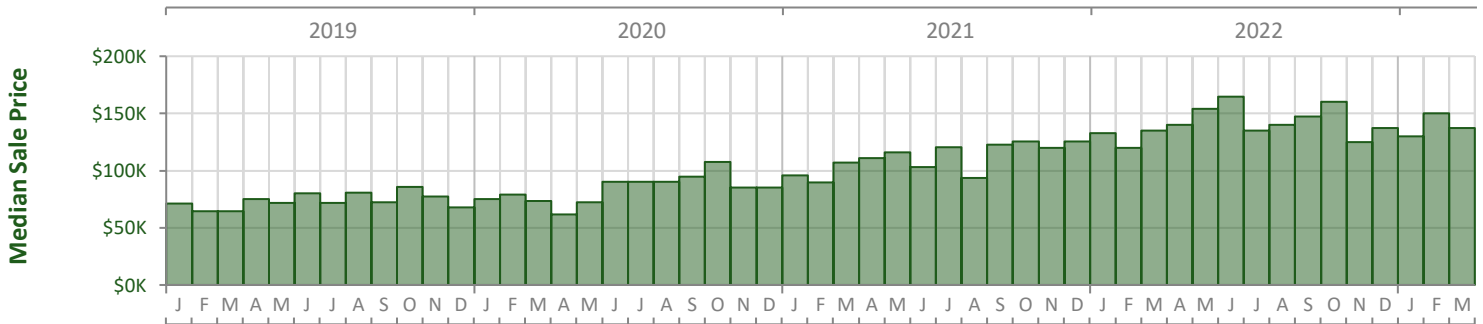


Median Sale Price

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	6.9%
March 2023	\$137,500	1.9%
February 2023	\$150,000	25.0%
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%

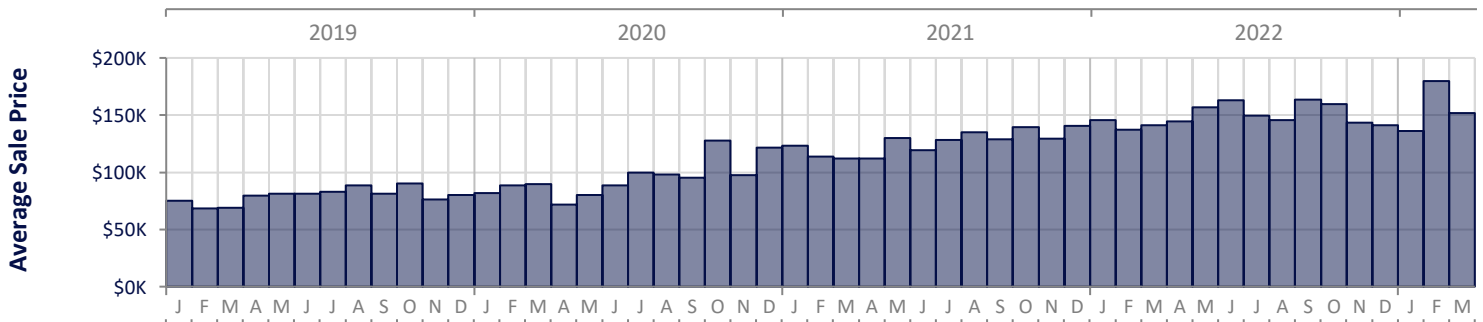


Average Sale Price

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	\$153,465	9.0%
March 2023	\$151,840	7.4%
February 2023	\$179,745	30.9%
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%



Monthly Market Detail - March 2023

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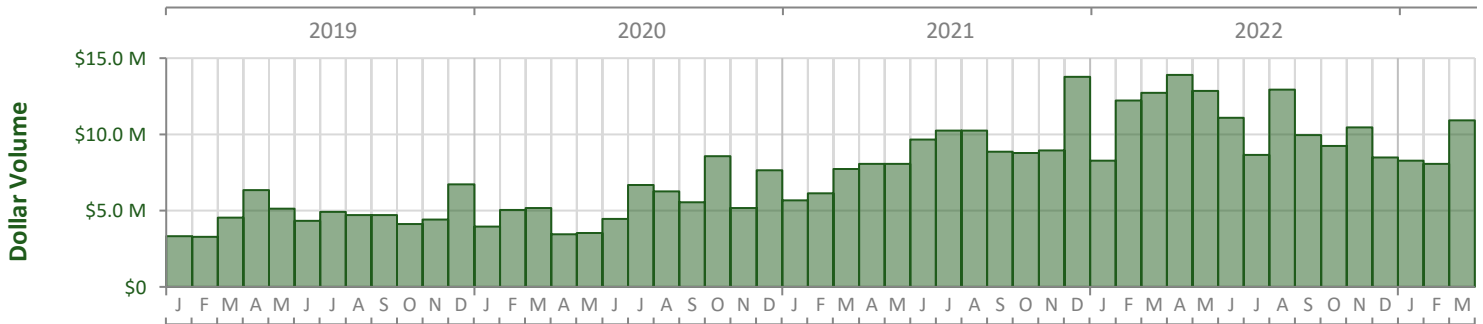


Dollar Volume

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	\$27.3 Million	-17.8%
March 2023	\$10.9 Million	-14.1%
February 2023	\$8.1 Million	-33.8%
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%

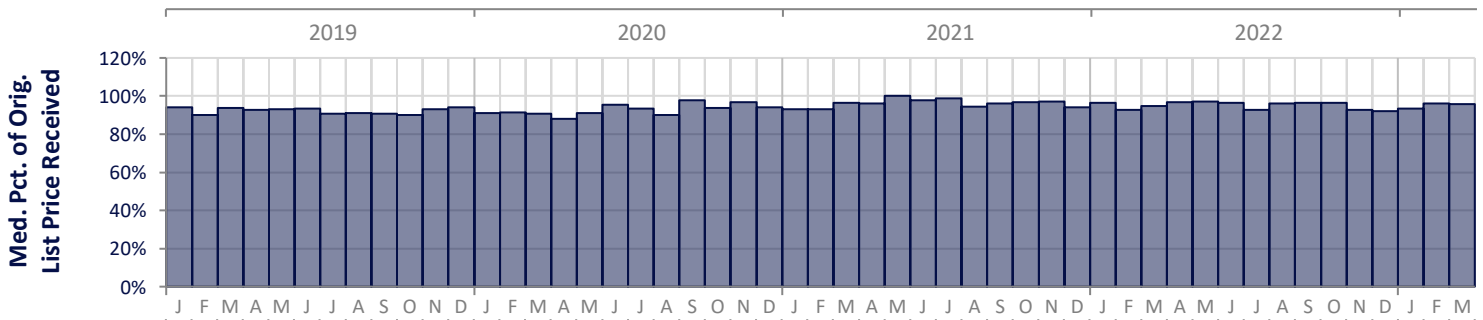


Median Percent of Original List Price Received

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	94.7%	0.2%
March 2023	95.8%	1.3%
February 2023	96.0%	3.7%
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%



Monthly Market Detail - March 2023

Manufactured Homes

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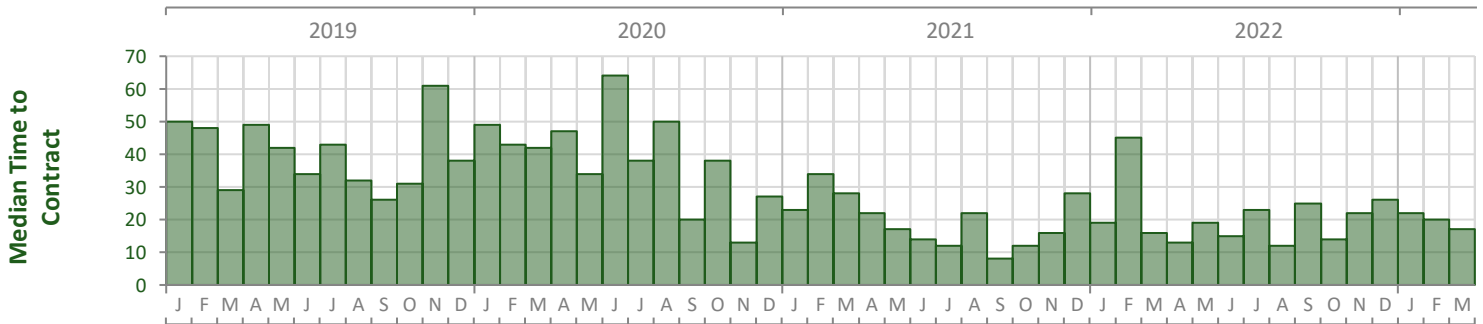


Median Time to Contract

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

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

Month	Median Time to Contract	Percent Change Year-over-Year
Year-to-Date	20 Days	-23.1%
March 2023	17 Days	6.3%
February 2023	20 Days	-55.6%
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%

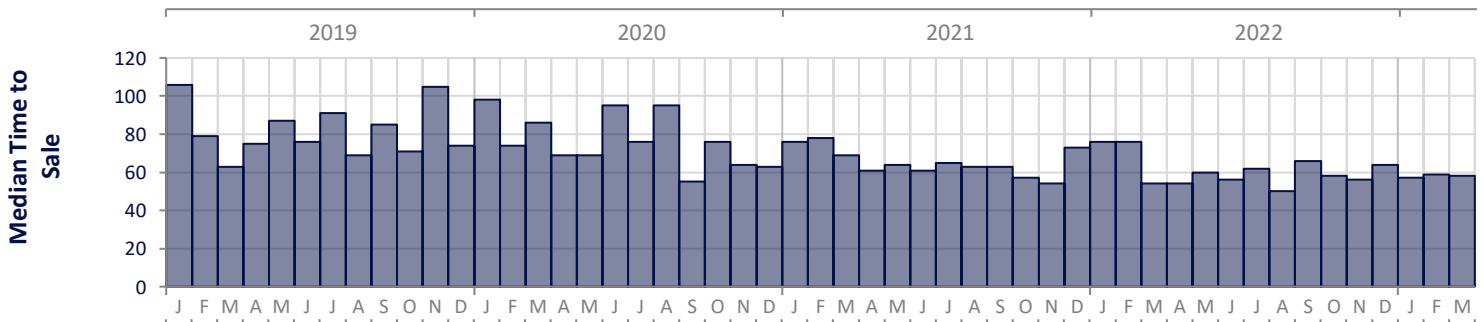


Median Time to Sale

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	58 Days	-10.8%
March 2023	58 Days	7.4%
February 2023	59 Days	-22.4%
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%



Monthly Market Detail - March 2023

Manufactured Homes

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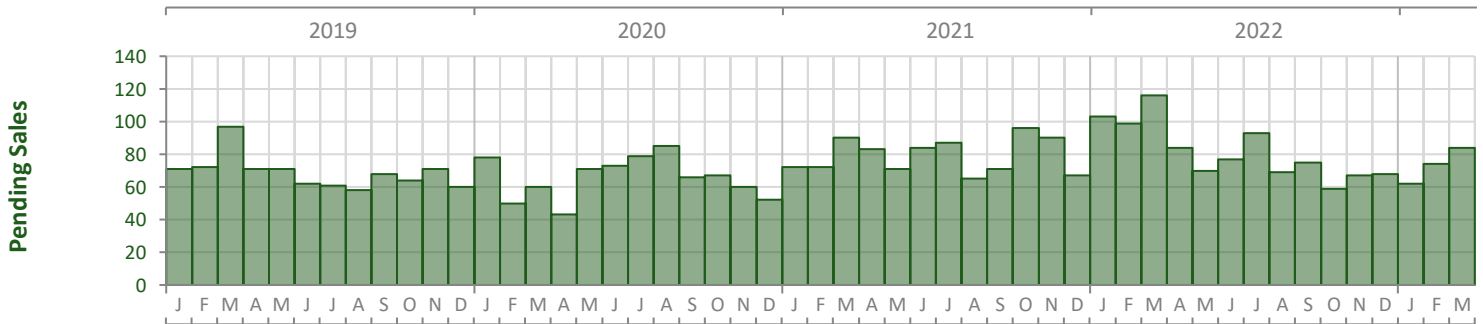


New Pending Sales

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

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

Month	New Pending Sales	Percent Change Year-over-Year
Year-to-Date	220	-30.8%
March 2023	84	-27.6%
February 2023	74	-25.3%
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%

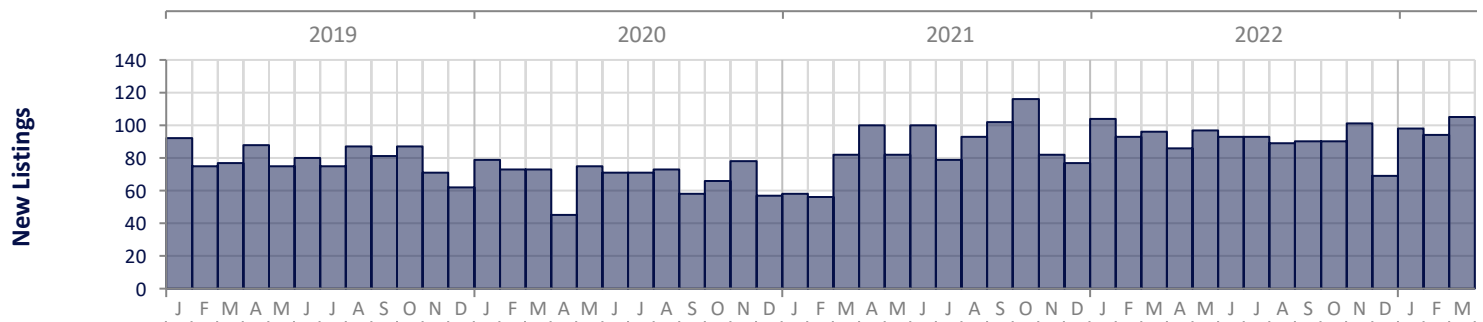


New Listings

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	297	1.4%
March 2023	105	9.4%
February 2023	94	1.1%
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%



Monthly Market Detail - March 2023

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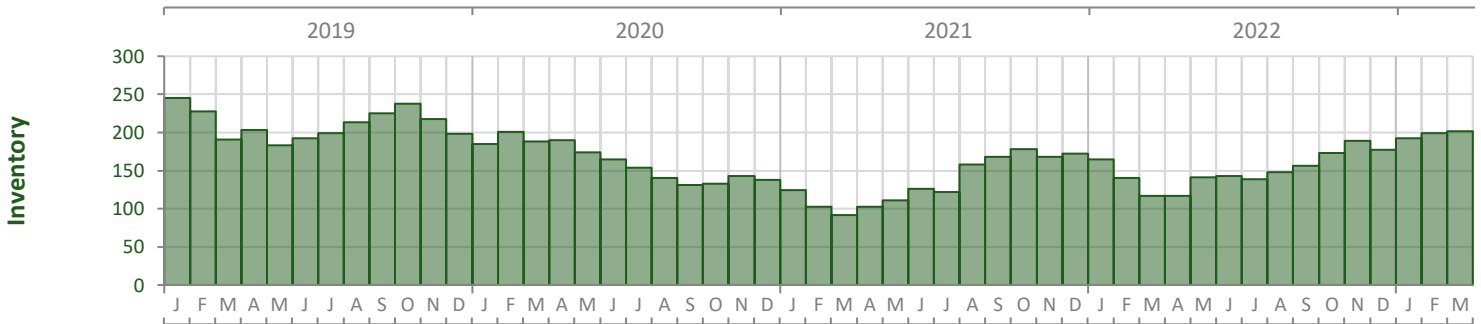


Inventory (Active Listings)

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)	198	40.5%
March 2023	202	72.6%
February 2023	199	42.1%
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%

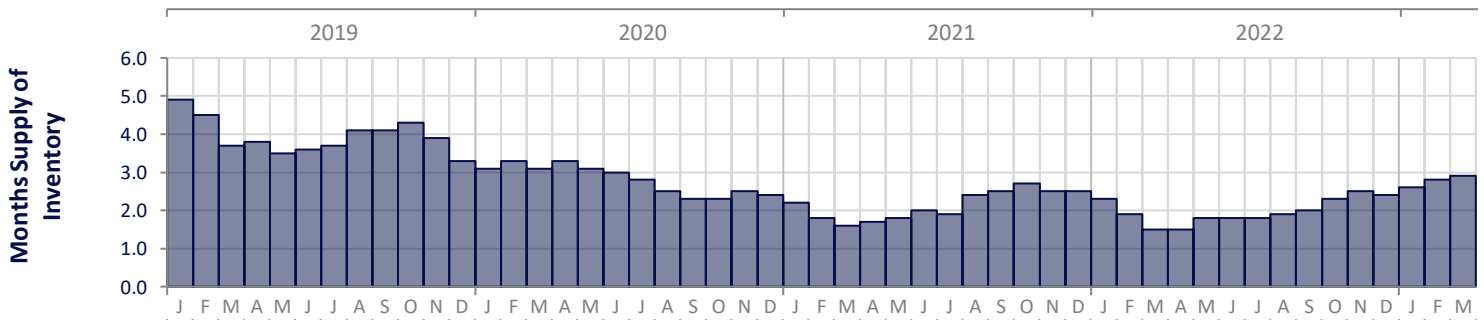


Months Supply of Inventory

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)	2.8	47.4%
March 2023	2.9	93.3%
February 2023	2.8	47.4%
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%



Monthly Market Detail - March 2023

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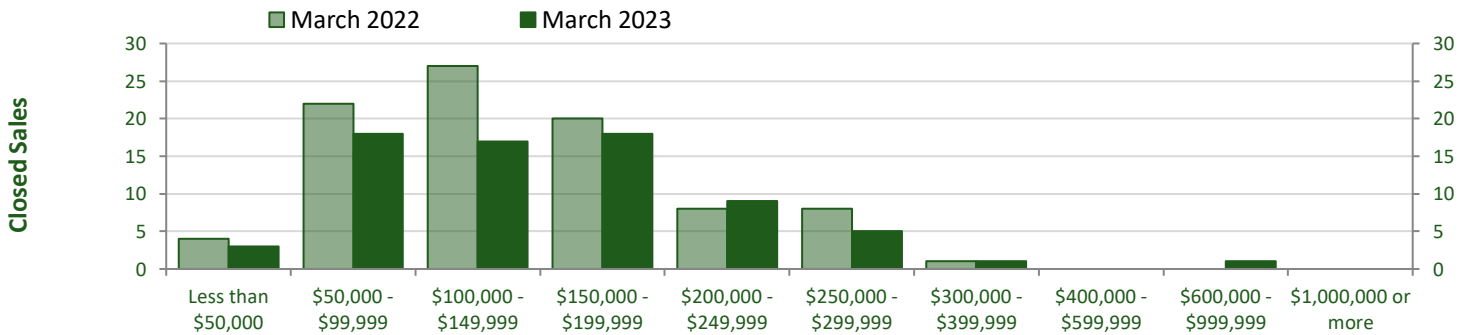


Closed Sales by Sale Price

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	3	-25.0%
\$50,000 - \$99,999	18	-18.2%
\$100,000 - \$149,999	17	-37.0%
\$150,000 - \$199,999	18	-10.0%
\$200,000 - \$249,999	9	12.5%
\$250,000 - \$299,999	5	-37.5%
\$300,000 - \$399,999	1	0.0%
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	1	N/A
\$1,000,000 or more	0	N/A

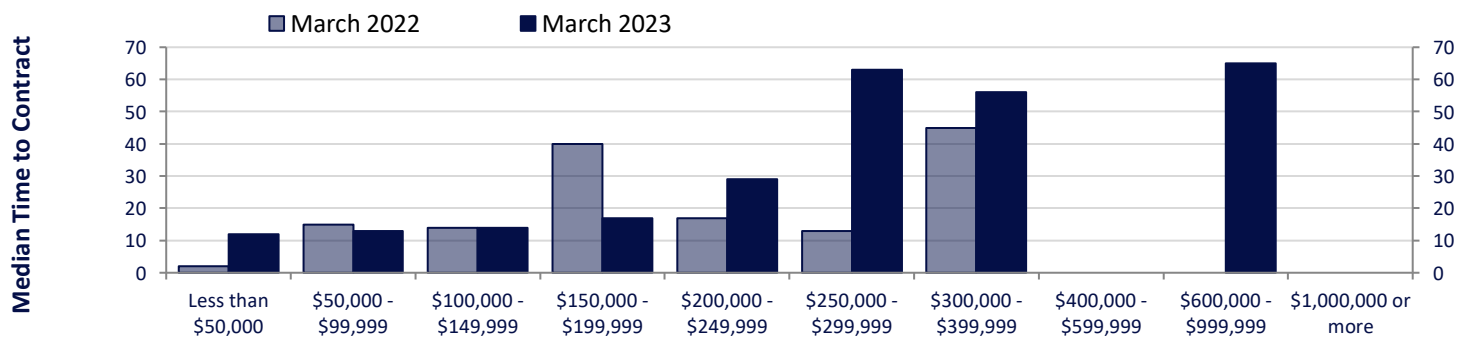


Median Time to Contract by Sale Price

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	12 Days	500.0%
\$50,000 - \$99,999	13 Days	-13.3%
\$100,000 - \$149,999	14 Days	0.0%
\$150,000 - \$199,999	17 Days	-57.5%
\$200,000 - \$249,999	29 Days	70.6%
\$250,000 - \$299,999	63 Days	384.6%
\$300,000 - \$399,999	56 Days	24.4%
\$400,000 - \$599,999	(No Sales)	N/A
\$600,000 - \$999,999	65 Days	N/A
\$1,000,000 or more	(No Sales)	N/A



Monthly Market Detail - March 2023

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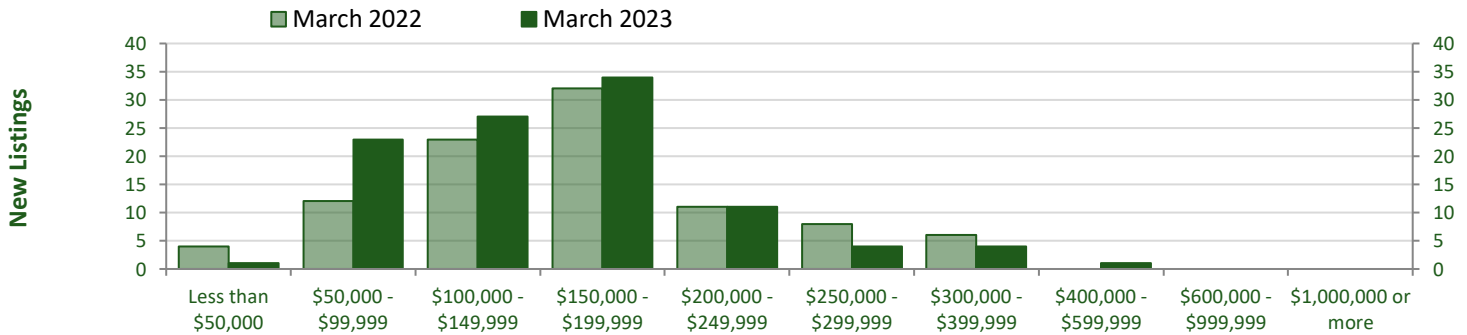


New Listings by Initial Listing Price

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	-75.0%
\$50,000 - \$99,999	23	91.7%
\$100,000 - \$149,999	27	17.4%
\$150,000 - \$199,999	34	6.3%
\$200,000 - \$249,999	11	0.0%
\$250,000 - \$299,999	4	-50.0%
\$300,000 - \$399,999	4	-33.3%
\$400,000 - \$599,999	1	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

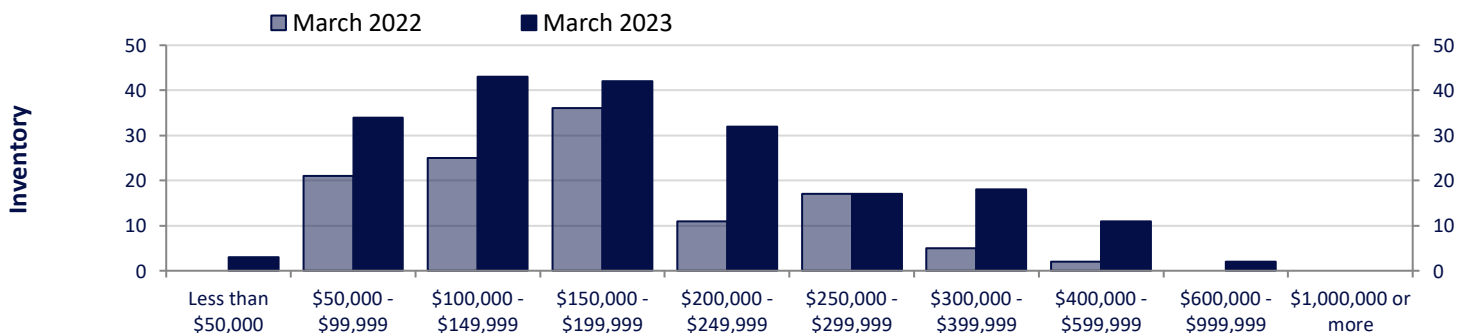


Inventory by Current Listing Price

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

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

Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	3	N/A
\$50,000 - \$99,999	34	61.9%
\$100,000 - \$149,999	43	72.0%
\$150,000 - \$199,999	42	16.7%
\$200,000 - \$249,999	32	190.9%
\$250,000 - \$299,999	17	0.0%
\$300,000 - \$399,999	18	260.0%
\$400,000 - \$599,999	11	450.0%
\$600,000 - \$999,999	2	N/A
\$1,000,000 or more	0	N/A

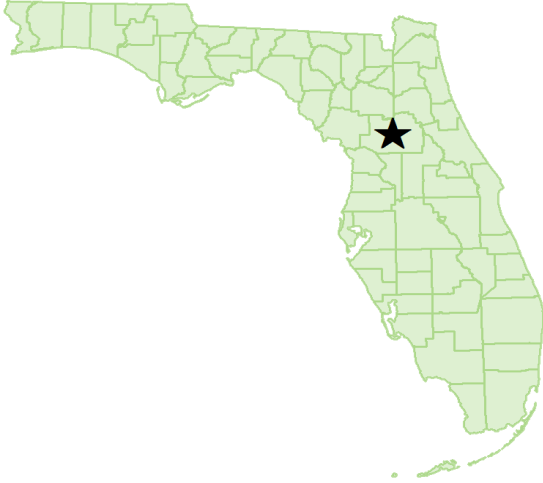


Monthly Distressed Market - March 2023

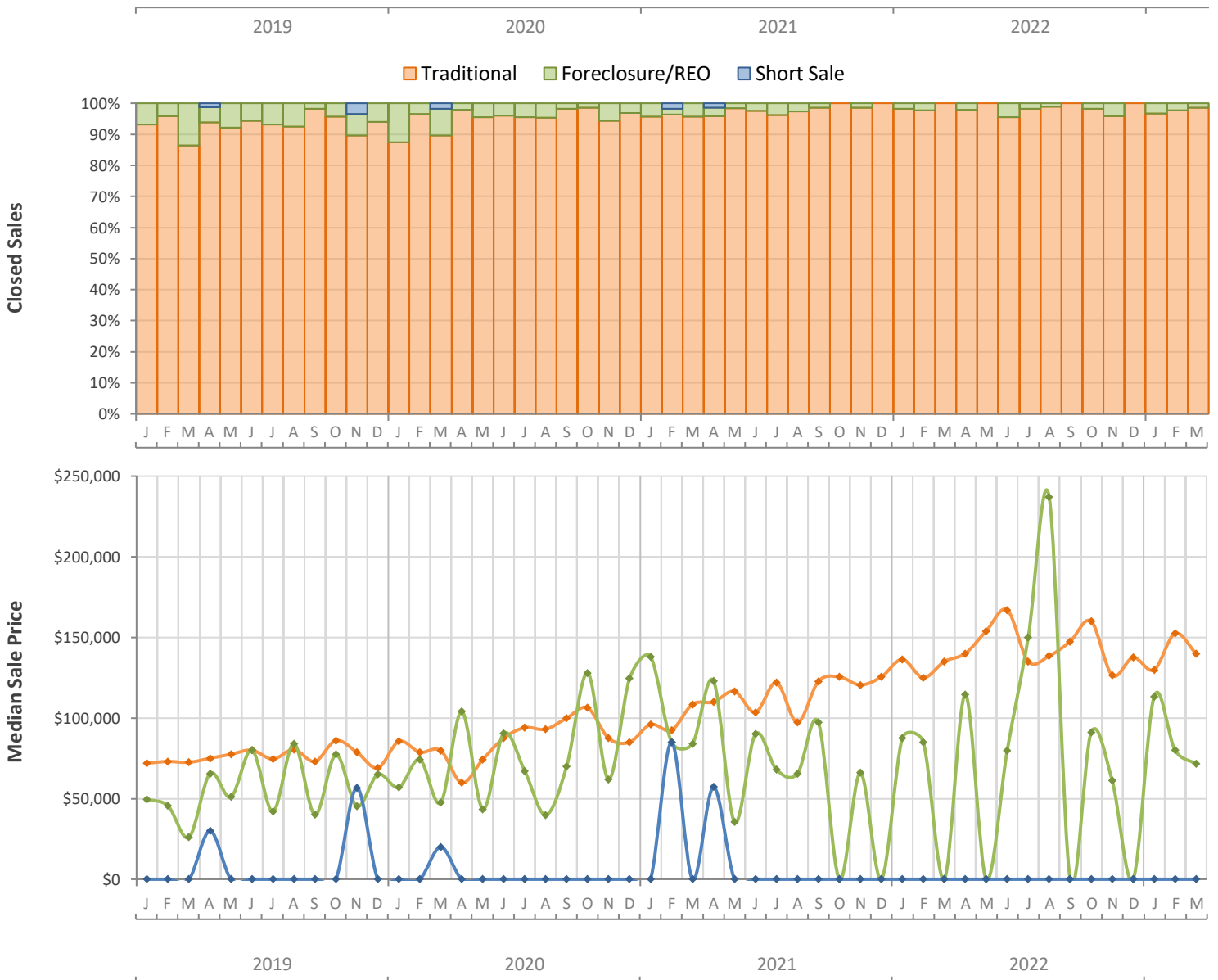
Manufactured Homes

Ocala/Marion County Association of REALTORS®

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		March 2023	March 2022	Percent Change Year-over-Year
Traditional	Closed Sales	71	90	-21.1%
	Median Sale Price	\$140,000	\$135,000	3.7%
Foreclosure/REO	Closed Sales	1	0	N/A
	Median Sale Price	\$71,550	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



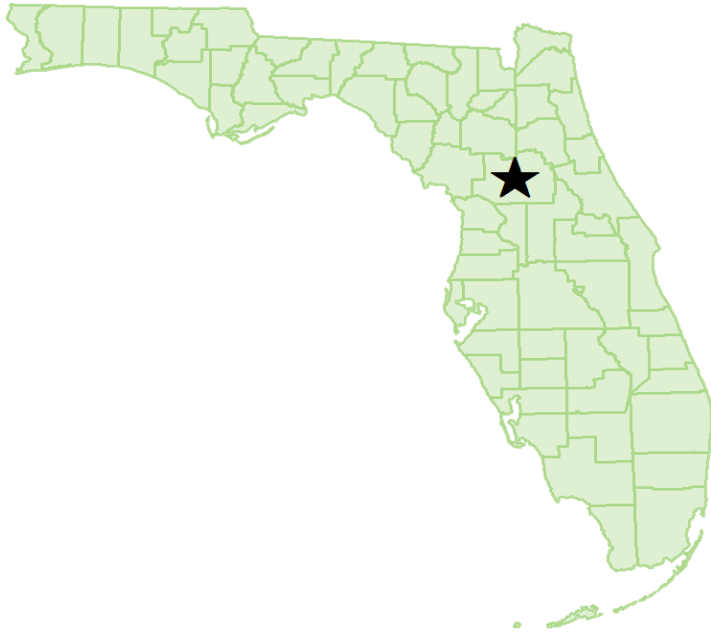
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Monthly Market Detail - March 2023

Townhouses and Condos

Ocala/Marion County Association of REALTORS®

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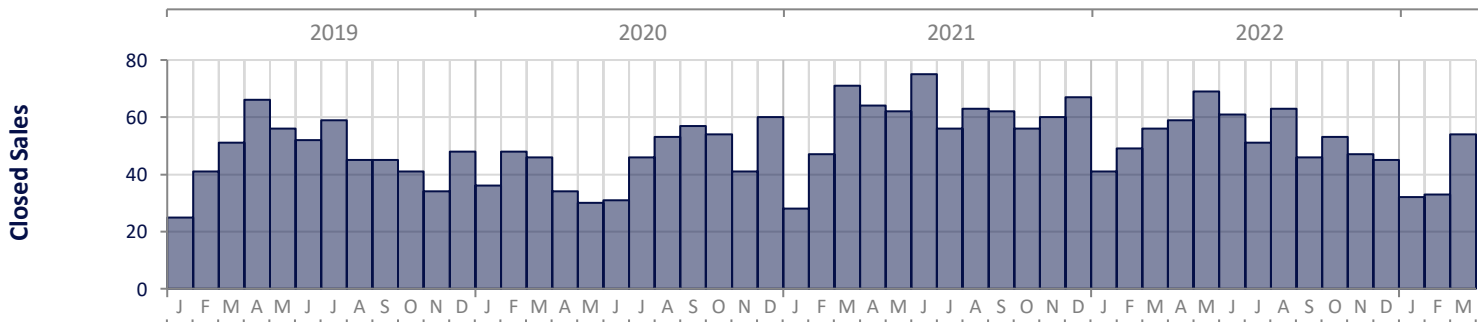
Summary Statistics	March 2023	March 2022	Percent Change Year-over-Year
Closed Sales	54	56	-3.6%
Paid in Cash	32	29	10.3%
Median Sale Price	\$205,000	\$180,250	13.7%
Average Sale Price	\$222,630	\$206,259	7.9%
Dollar Volume	\$12.0 Million	\$11.6 Million	4.1%
Median Percent of Original List Price Received	97.6%	100.0%	-2.4%
Median Time to Contract	11 Days	8 Days	37.5%
Median Time to Sale	51 Days	42 Days	21.4%
New Pending Sales	51	63	-19.0%
New Listings	78	79	-1.3%
Pending Inventory	57	86	-33.7%
Inventory (Active Listings)	117	56	108.9%
Months Supply of Inventory	2.3	0.9	155.6%

Closed Sales

The number of sales transactions which closed during the month

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

Month	Closed Sales	Percent Change Year-over-Year
Year-to-Date	119	-18.5%
March 2023	54	-3.6%
February 2023	33	-32.7%
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%



Monthly Market Detail - March 2023

Townhouses and Condos

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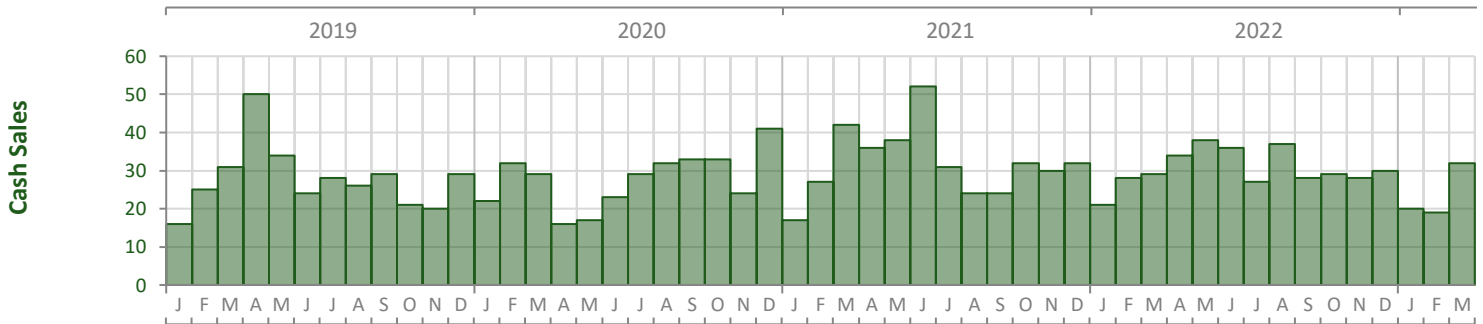


Cash Sales

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	71	-9.0%
March 2023	32	10.3%
February 2023	19	-32.1%
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%

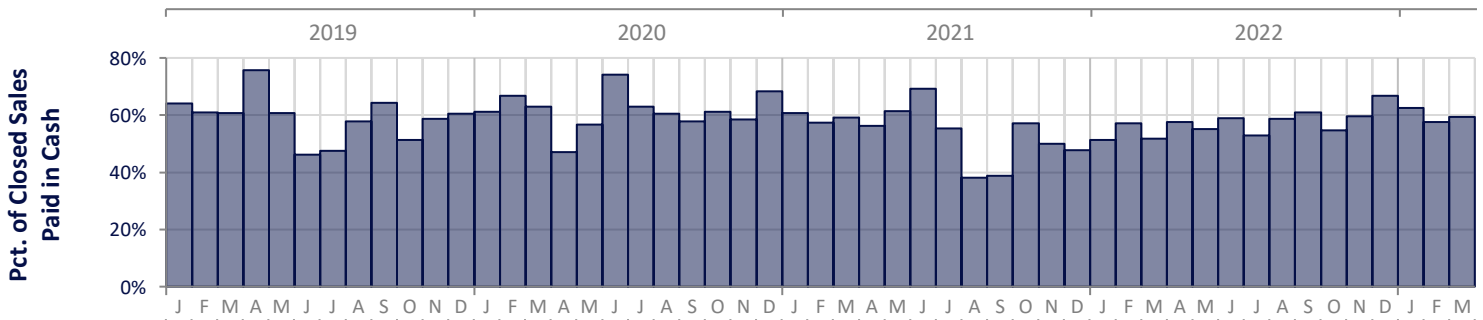


Cash Sales as a Percentage of Closed Sales

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	59.7%	11.8%
March 2023	59.3%	14.5%
February 2023	57.6%	0.9%
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%



Monthly Market Detail - March 2023

Townhouses and Condos

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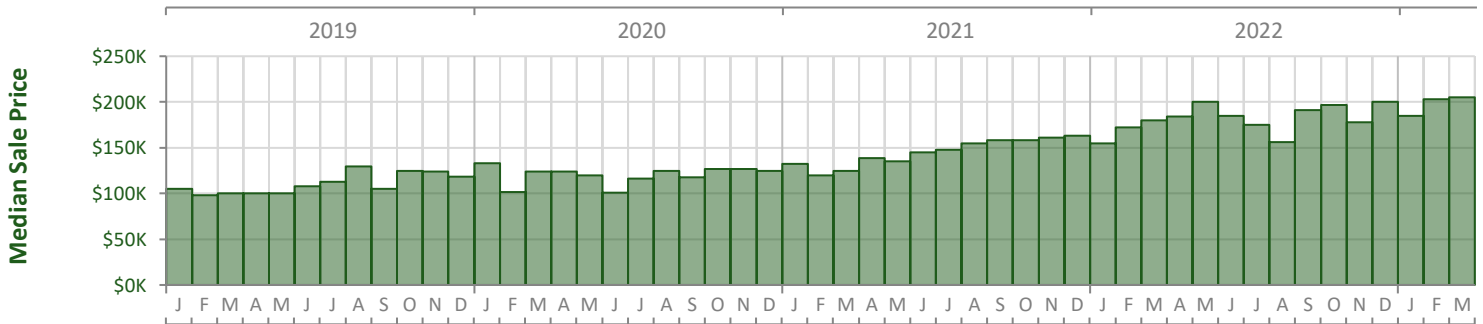


Median Sale Price

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	\$199,900	14.7%
March 2023	\$205,000	13.7%
February 2023	\$203,000	18.0%
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%

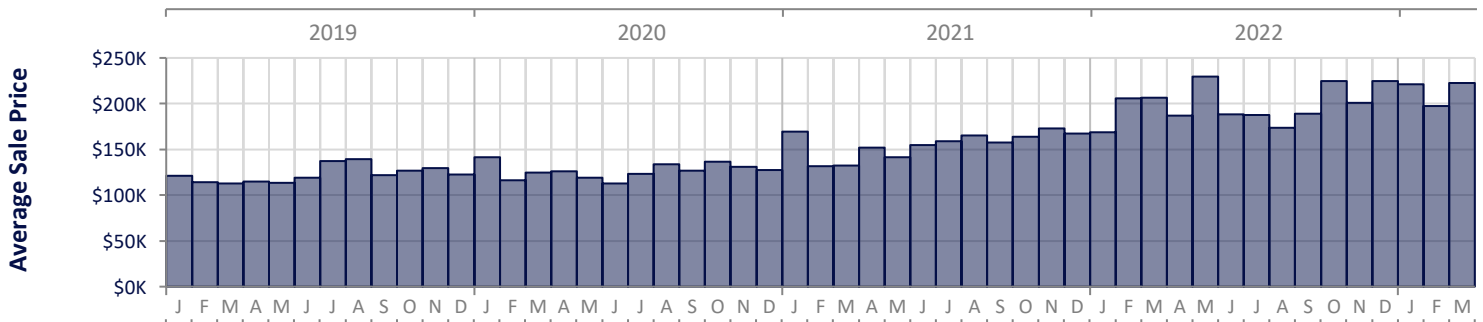


Average Sale Price

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	\$215,235	10.0%
March 2023	\$222,630	7.9%
February 2023	\$197,677	-4.0%
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%



Monthly Market Detail - March 2023

Townhouses and Condos

Ocala/Marion County Association of REALTORS®

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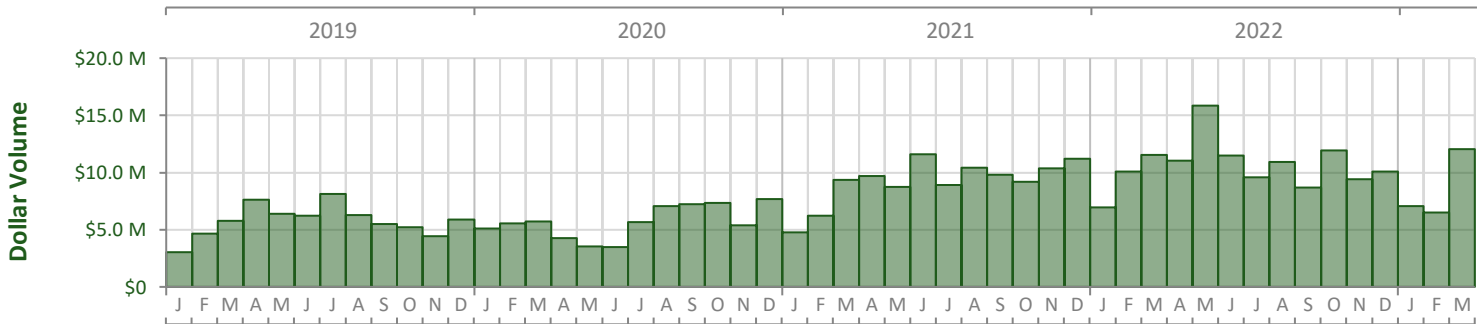


Dollar Volume

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	\$25.6 Million	-10.4%
March 2023	\$12.0 Million	4.1%
February 2023	\$6.5 Million	-35.4%
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%

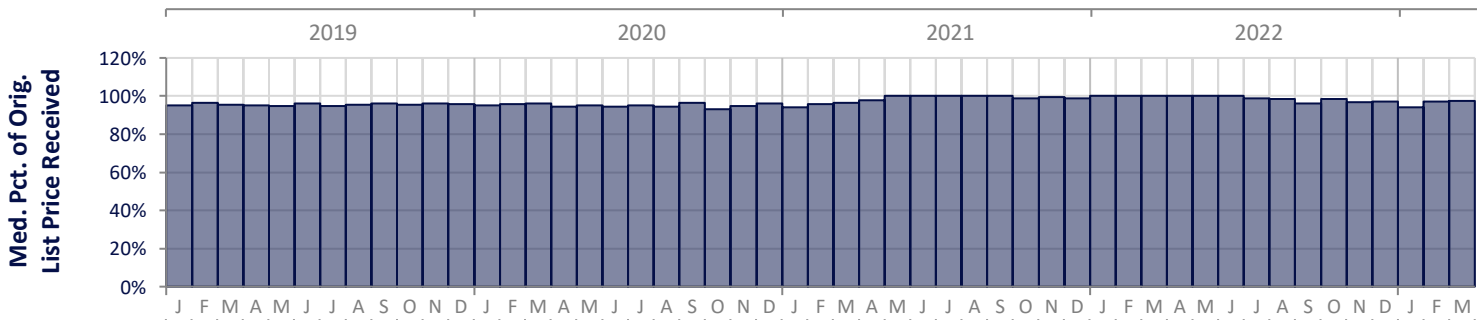


Median Percent of Original List Price Received

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	96.7%	-3.3%
March 2023	97.6%	-2.4%
February 2023	97.2%	-2.8%
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%



Monthly Market Detail - March 2023

Townhouses and Condos

Ocala/Marion County Association of REALTORS®

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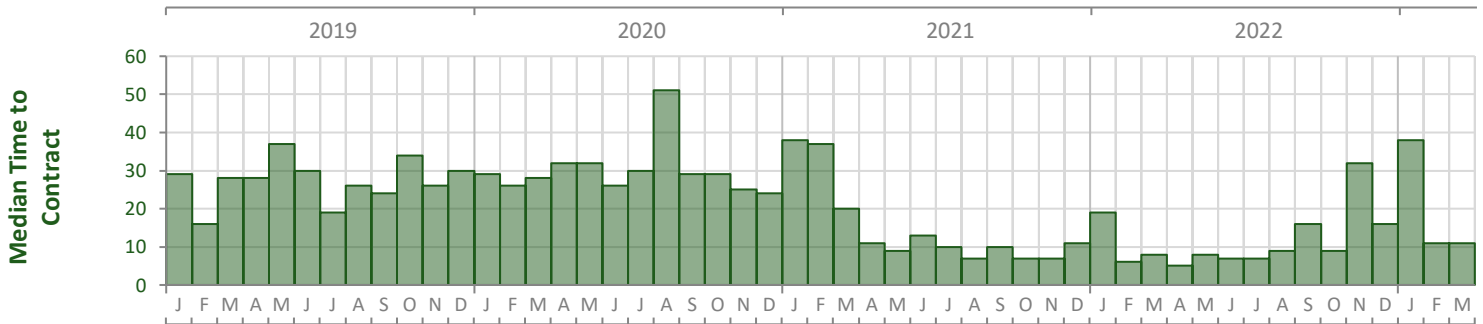


Median Time to Contract

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	17 Days	70.0%
March 2023	11 Days	37.5%
February 2023	11 Days	83.3%
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%

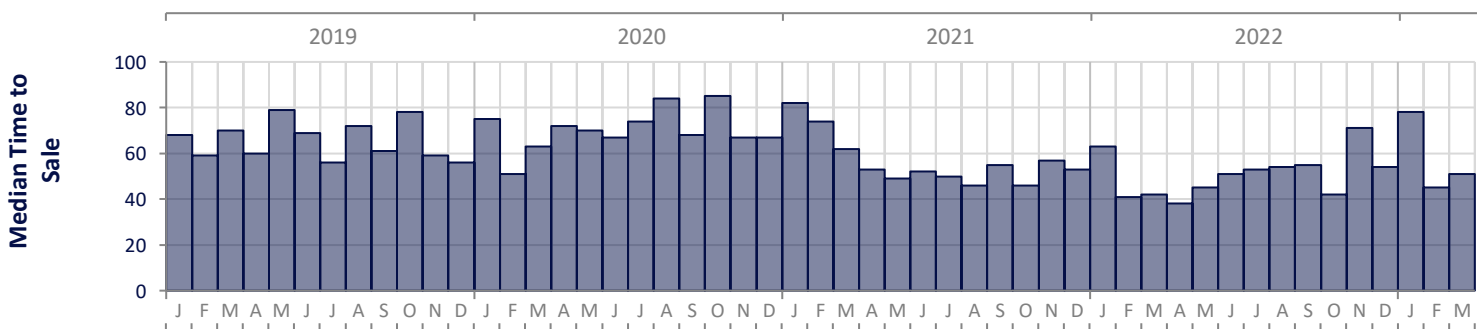


Median Time to Sale

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	21.3%
March 2023	51 Days	21.4%
February 2023	45 Days	9.8%
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%



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Monthly Market Detail - March 2023

Townhouses and Condos

Ocala/Marion County Association of REALTORS®

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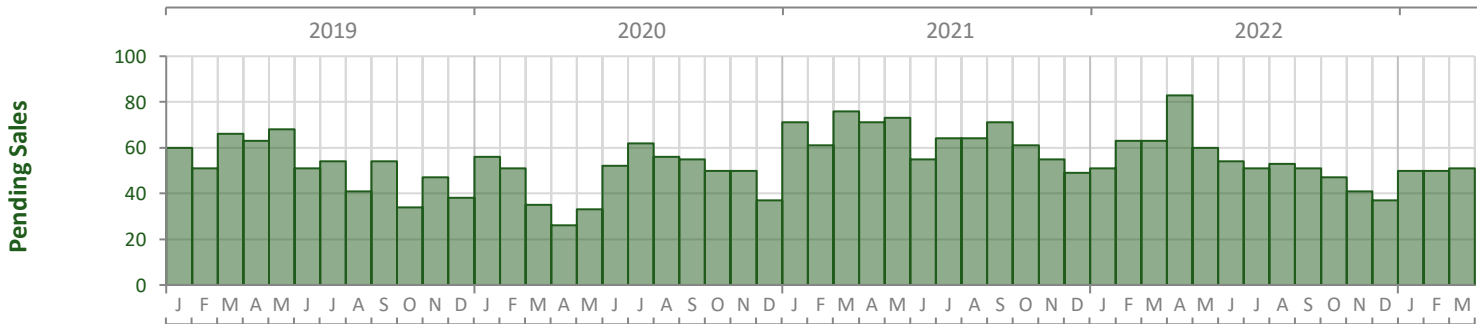


New Pending Sales

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	151	-14.7%
March 2023	51	-19.0%
February 2023	50	-20.6%
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%

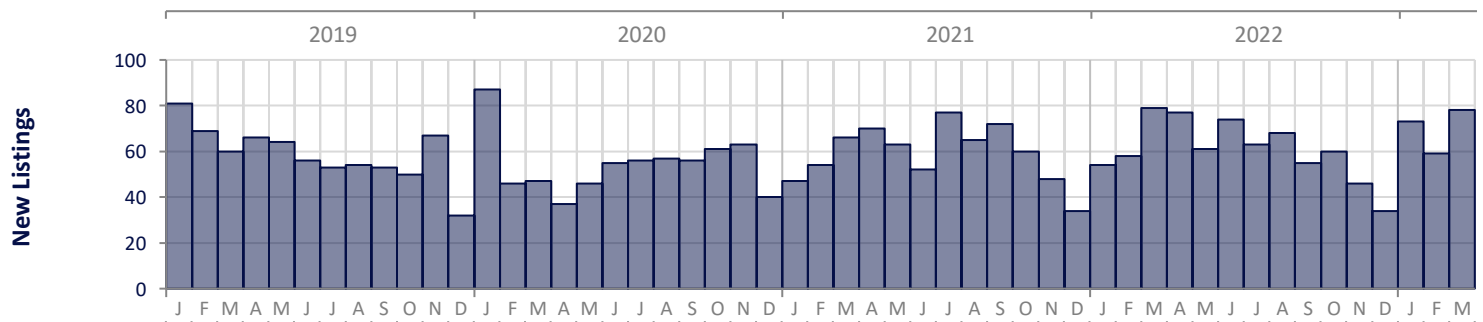


New Listings

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	210	9.9%
March 2023	78	-1.3%
February 2023	59	1.7%
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%



Monthly Market Detail - March 2023

Townhouses and Condos

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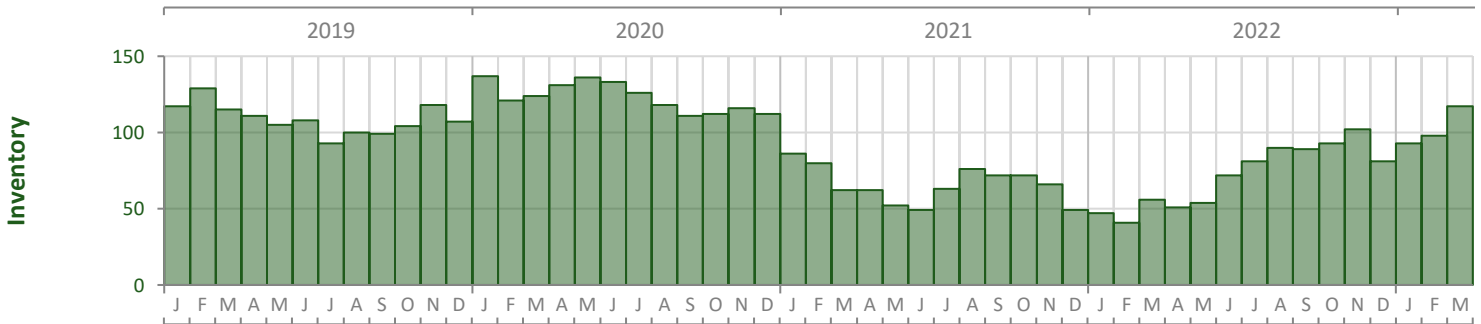


Inventory (Active Listings)

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)	103	114.0%
March 2023	117	108.9%
February 2023	98	139.0%
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%

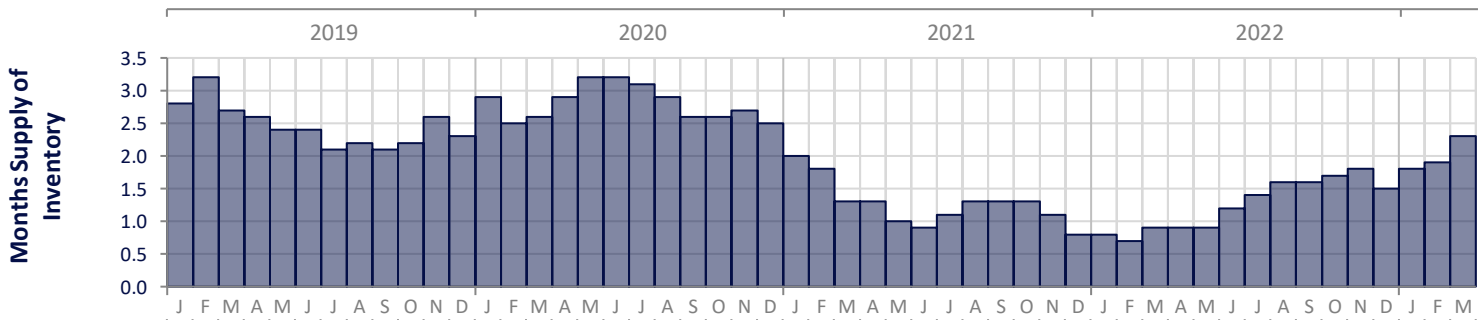


Months Supply of Inventory

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)	2.0	150.0%
March 2023	2.3	155.6%
February 2023	1.9	171.4%
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%



Monthly Market Detail - March 2023

Townhouses and Condos

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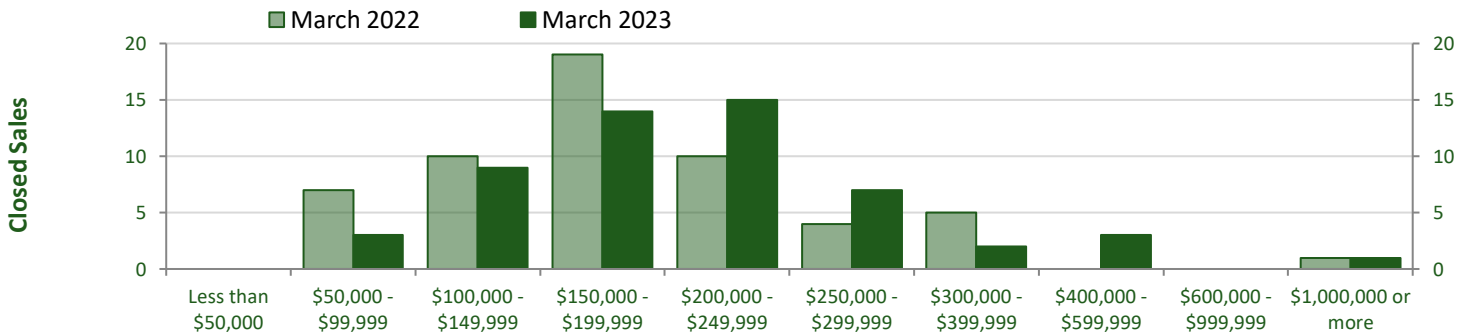


Closed Sales by Sale Price

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	-57.1%
\$100,000 - \$149,999	9	-10.0%
\$150,000 - \$199,999	14	-26.3%
\$200,000 - \$249,999	15	50.0%
\$250,000 - \$299,999	7	75.0%
\$300,000 - \$399,999	2	-60.0%
\$400,000 - \$599,999	3	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	1	0.0%

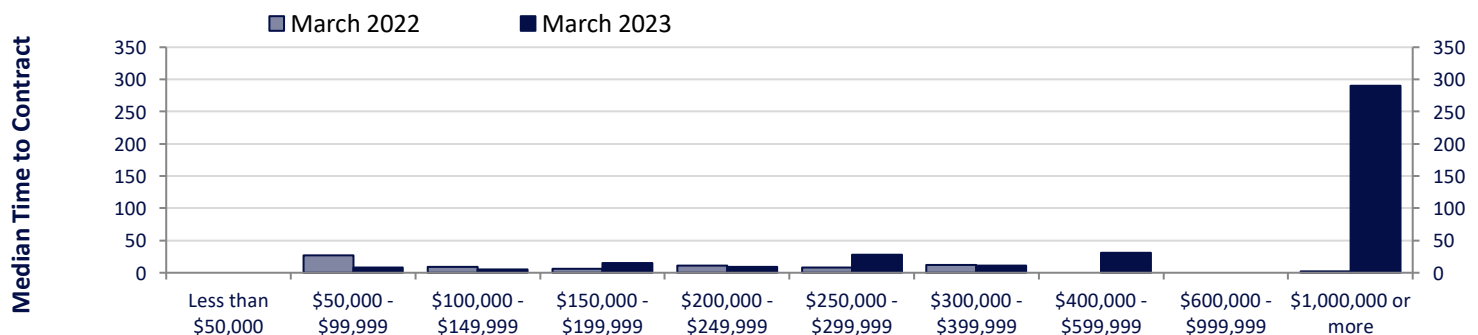


Median Time to Contract by Sale Price

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	8 Days	-70.4%
\$100,000 - \$149,999	5 Days	-44.4%
\$150,000 - \$199,999	15 Days	150.0%
\$200,000 - \$249,999	9 Days	-18.2%
\$250,000 - \$299,999	28 Days	250.0%
\$300,000 - \$399,999	11 Days	-8.3%
\$400,000 - \$599,999	31 Days	N/A
\$600,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	290 Days	14400.0%



Monthly Market Detail - March 2023

Townhouses and Condos

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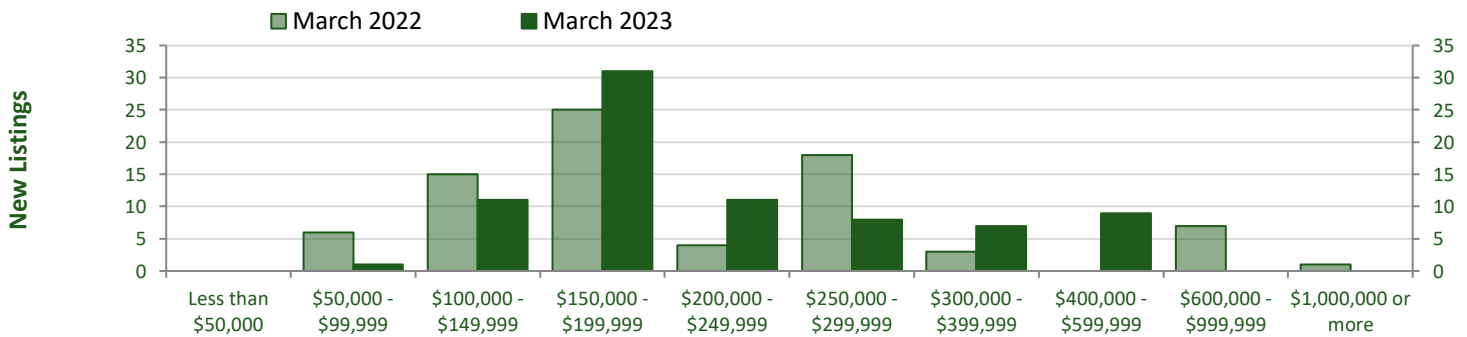


New Listings by Initial Listing Price

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	1	-83.3%
\$100,000 - \$149,999	11	-26.7%
\$150,000 - \$199,999	31	24.0%
\$200,000 - \$249,999	11	175.0%
\$250,000 - \$299,999	8	-55.6%
\$300,000 - \$399,999	7	133.3%
\$400,000 - \$599,999	9	N/A
\$600,000 - \$999,999	0	-100.0%
\$1,000,000 or more	0	-100.0%

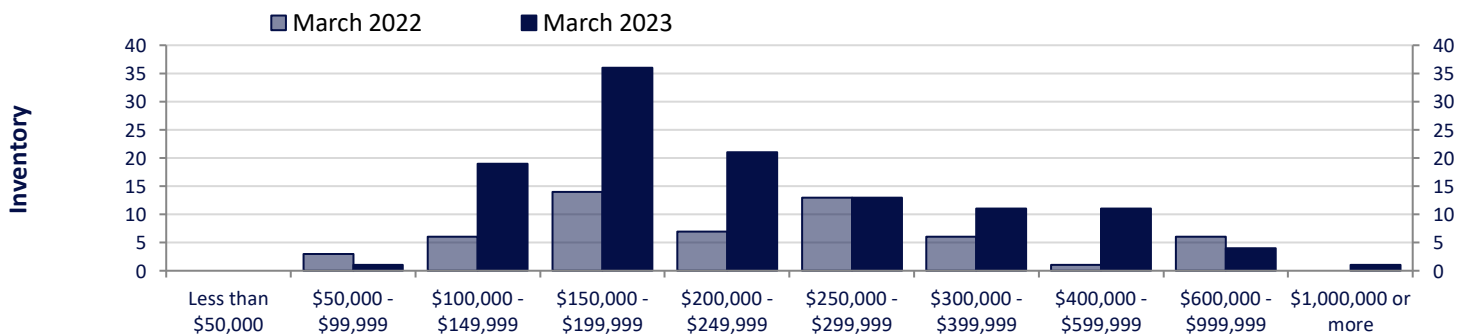


Inventory by Current Listing Price

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	-66.7%
\$100,000 - \$149,999	19	216.7%
\$150,000 - \$199,999	36	157.1%
\$200,000 - \$249,999	21	200.0%
\$250,000 - \$299,999	13	0.0%
\$300,000 - \$399,999	11	83.3%
\$400,000 - \$599,999	11	1000.0%
\$600,000 - \$999,999	4	-33.3%
\$1,000,000 or more	1	N/A

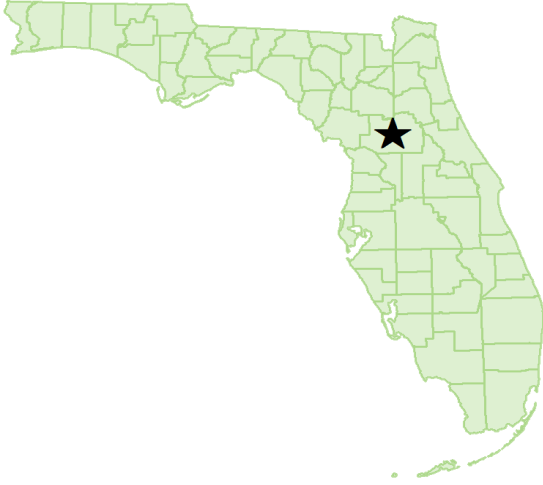


Monthly Distressed Market - March 2023

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.



		March 2023	March 2022	Percent Change Year-over-Year
Traditional	Closed Sales	54	56	-3.6%
	Median Sale Price	\$205,000	\$180,250	13.7%
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

