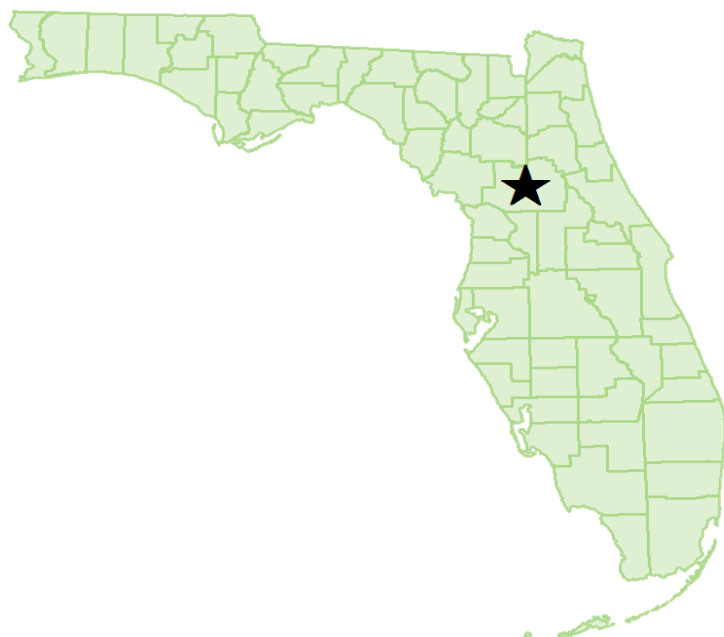


# Monthly Market Detail - January 2025

## 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.



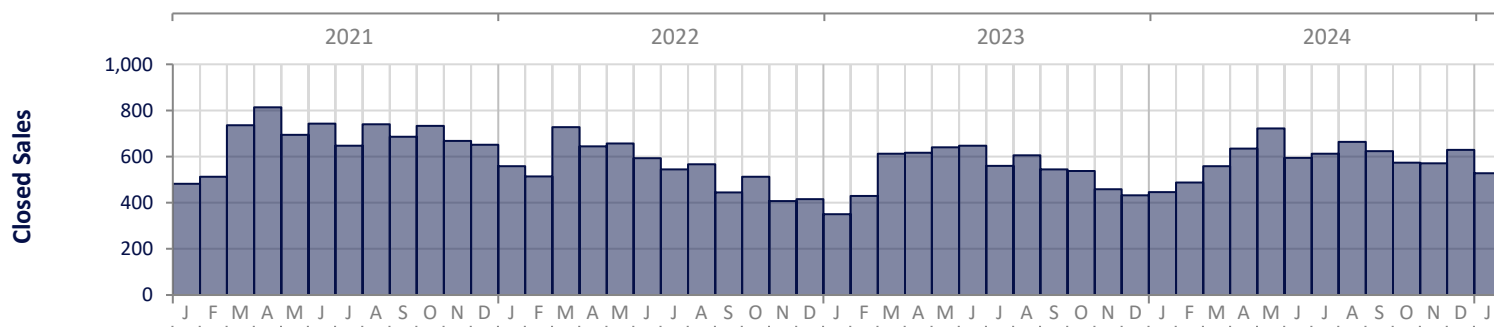
Summary Statistics	January 2025	January 2024	Percent Change Year-over-Year
Closed Sales	528	446	18.4%
Paid in Cash	174	192	-9.4%
Median Sale Price	\$290,000	\$275,000	5.5%
Average Sale Price	\$343,142	\$347,146	-1.2%
Dollar Volume	\$181.2 Million	\$154.8 Million	17.0%
Median Percent of Original List Price Received	95.6%	95.4%	0.2%
Median Time to Contract	66 Days	51 Days	29.4%
Median Time to Sale	112 Days	90 Days	24.4%
New Pending Sales	667	573	16.4%
New Listings	1,162	871	33.4%
Pending Inventory	815	647	26.0%
Inventory (Active Listings)	3,477	2,365	47.0%
Months Supply of Inventory	5.8	4.3	34.9%

## Closed Sales

The number of sales transactions which closed during the month

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

Month	Closed Sales	Percent Change Year-over-Year
Year-to-Date	528	18.4%
<b>January 2025</b>	<b>528</b>	<b>18.4%</b>
December 2024	629	45.6%
November 2024	571	24.4%
October 2024	574	6.9%
September 2024	624	14.5%
August 2024	664	9.8%
July 2024	613	9.5%
June 2024	594	-8.2%
May 2024	722	12.8%
April 2024	634	2.8%
March 2024	559	-8.7%
February 2024	487	13.5%
January 2024	446	27.4%



# Monthly Market Detail - January 2025

## Single-Family Homes

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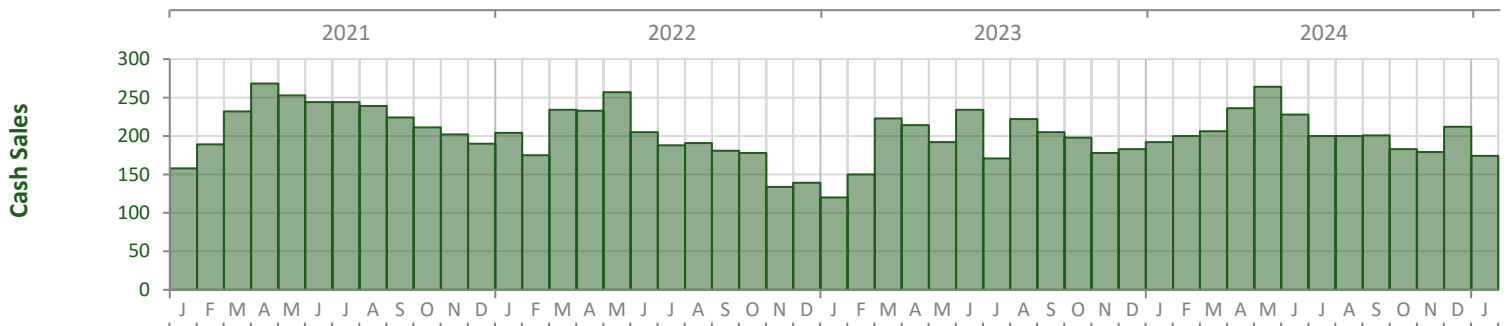


## Cash Sales

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	174	-9.4%
<b>January 2025</b>	<b>174</b>	<b>-9.4%</b>
December 2024	212	15.8%
November 2024	179	0.6%
October 2024	183	-7.6%
September 2024	201	-2.0%
August 2024	200	-9.9%
July 2024	200	17.0%
June 2024	228	-2.6%
May 2024	264	37.5%
April 2024	236	10.3%
March 2024	206	-7.6%
February 2024	200	33.3%
January 2024	192	60.0%

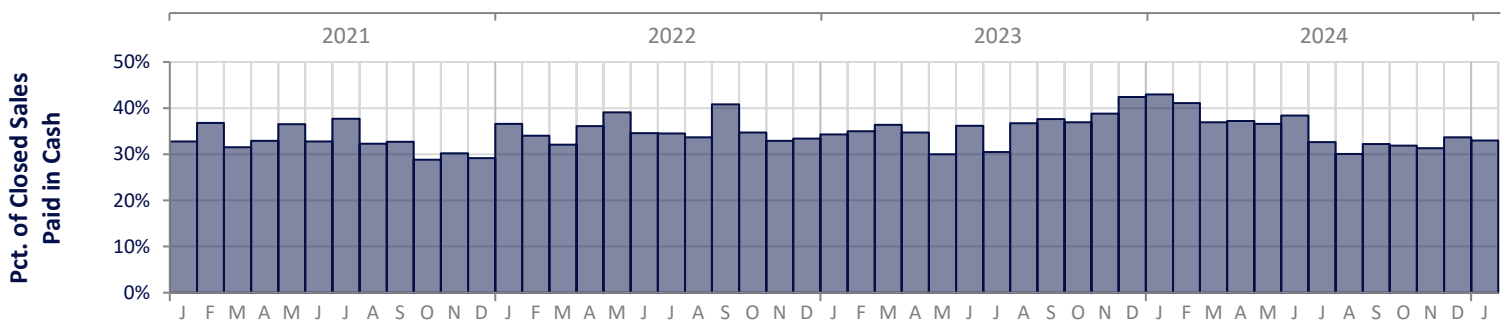


## Cash Sales as a Percentage of Closed Sales

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	33.0%	-23.3%
<b>January 2025</b>	<b>33.0%</b>	<b>-23.3%</b>
December 2024	33.7%	-20.5%
November 2024	31.3%	-19.3%
October 2024	31.9%	-13.6%
September 2024	32.2%	-14.4%
August 2024	30.1%	-18.0%
July 2024	32.6%	6.9%
June 2024	38.4%	6.1%
May 2024	36.6%	22.0%
April 2024	37.2%	7.2%
March 2024	36.9%	1.4%
February 2024	41.1%	17.4%
January 2024	43.0%	25.4%



# Monthly Market Detail - January 2025

## Single-Family Homes

### Ocala/Marion County Association of REALTORS®

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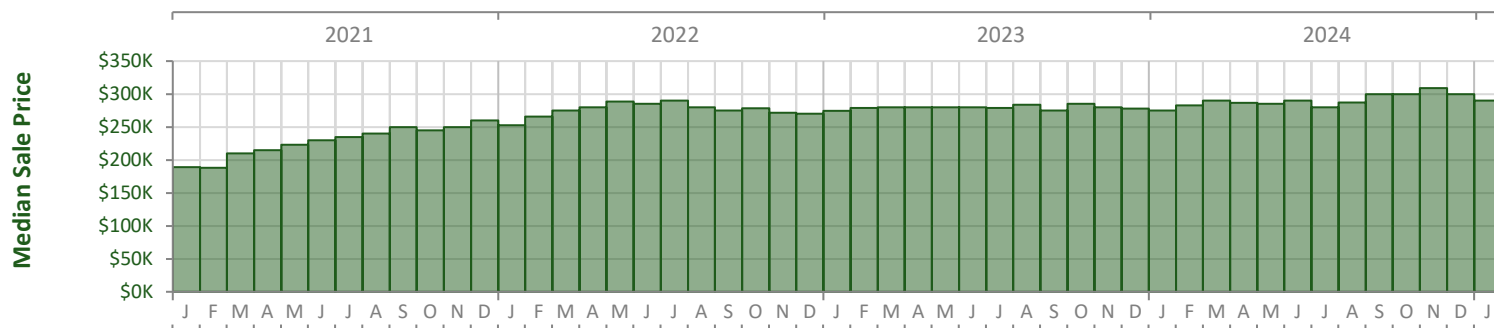


## Median Sale Price

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	\$290,000	5.5%
<b>January 2025</b>	<b>\$290,000</b>	<b>5.5%</b>
December 2024	\$299,990	7.9%
November 2024	\$308,990	10.4%
October 2024	\$300,000	5.3%
September 2024	\$300,000	9.1%
August 2024	\$286,995	1.1%
July 2024	\$280,000	0.4%
June 2024	\$290,000	3.7%
May 2024	\$285,000	1.8%
April 2024	\$286,500	2.3%
March 2024	\$290,000	3.6%
February 2024	\$283,000	1.4%
January 2024	\$275,000	0.2%

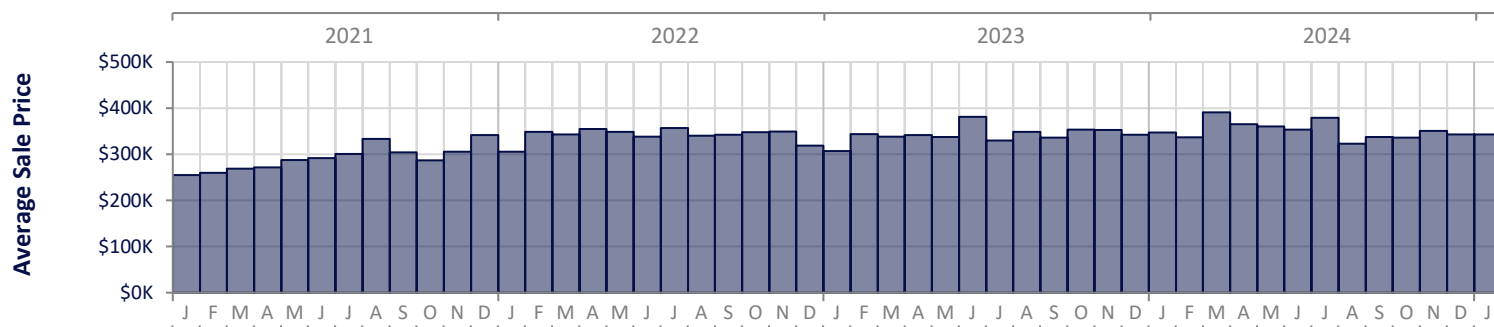


## Average Sale Price

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	\$343,142	-1.2%
<b>January 2025</b>	<b>\$343,142</b>	<b>-1.2%</b>
December 2024	\$343,090	0.2%
November 2024	\$350,449	-0.7%
October 2024	\$335,777	-5.0%
September 2024	\$337,598	0.5%
August 2024	\$322,845	-7.5%
July 2024	\$379,013	14.9%
June 2024	\$353,469	-7.3%
May 2024	\$360,303	6.9%
April 2024	\$365,200	6.9%
March 2024	\$390,932	15.5%
February 2024	\$336,897	-2.0%
January 2024	\$347,146	13.1%



# Monthly Market Detail - January 2025

## Single-Family Homes

### Ocala/Marion County Association of REALTORS®

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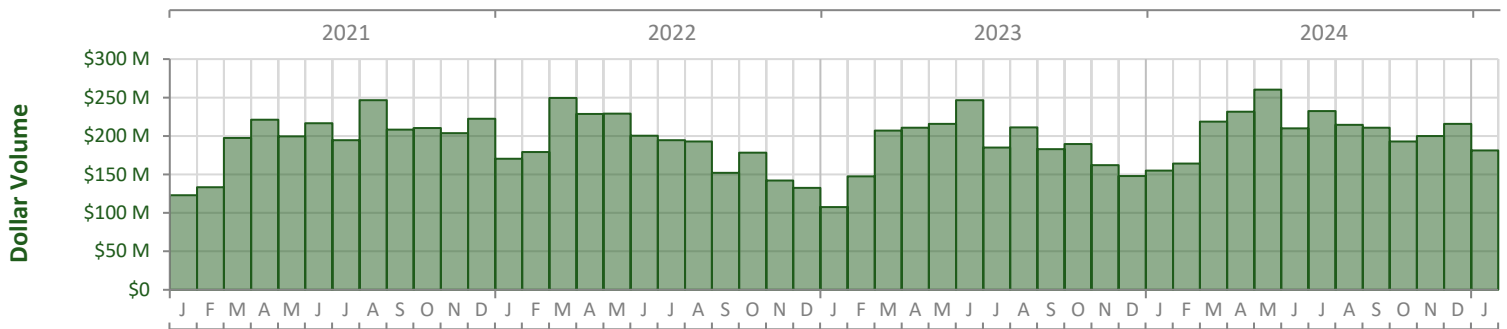


## Dollar Volume

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	\$181.2 Million	17.0%
<b>January 2025</b>	<b>\$181.2 Million</b>	<b>17.0%</b>
December 2024	\$215.8 Million	45.9%
November 2024	\$200.1 Million	23.6%
October 2024	\$192.7 Million	1.6%
September 2024	\$210.7 Million	15.1%
August 2024	\$214.4 Million	1.6%
July 2024	\$232.3 Million	25.7%
June 2024	\$210.0 Million	-14.9%
May 2024	\$260.1 Million	20.6%
April 2024	\$231.5 Million	9.9%
March 2024	\$218.5 Million	5.5%
February 2024	\$164.1 Million	11.3%
January 2024	\$154.8 Million	44.1%

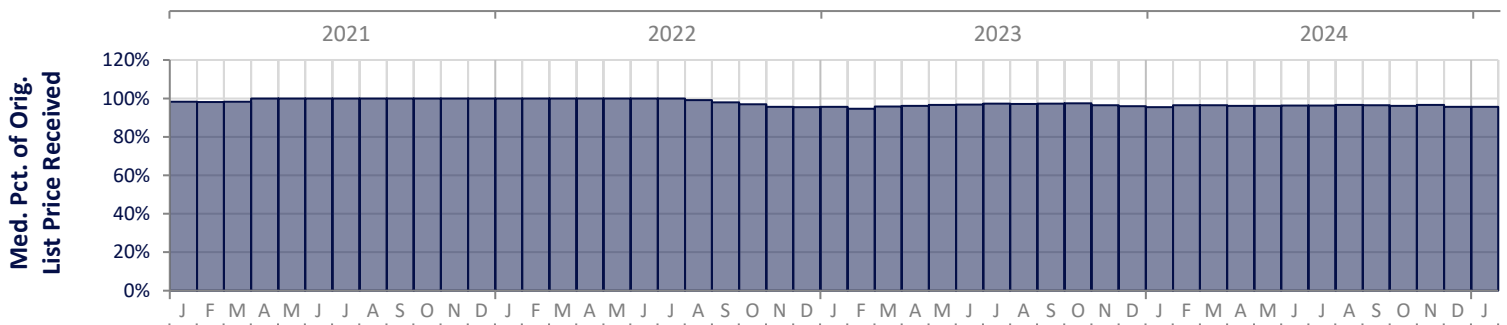


## Median Percent of Original List Price Received

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	95.6%	0.2%
<b>January 2025</b>	<b>95.6%</b>	<b>0.2%</b>
December 2024	95.6%	-0.4%
November 2024	96.7%	0.3%
October 2024	96.2%	-1.2%
September 2024	96.5%	-0.8%
August 2024	96.7%	-0.4%
July 2024	96.3%	-1.0%
June 2024	96.3%	-0.5%
May 2024	96.1%	-0.5%
April 2024	96.1%	0.0%
March 2024	96.4%	0.6%
February 2024	96.5%	1.9%
January 2024	95.4%	-0.3%



# Monthly Market Detail - January 2025

## Single-Family Homes

### Ocala/Marion County Association of REALTORS®

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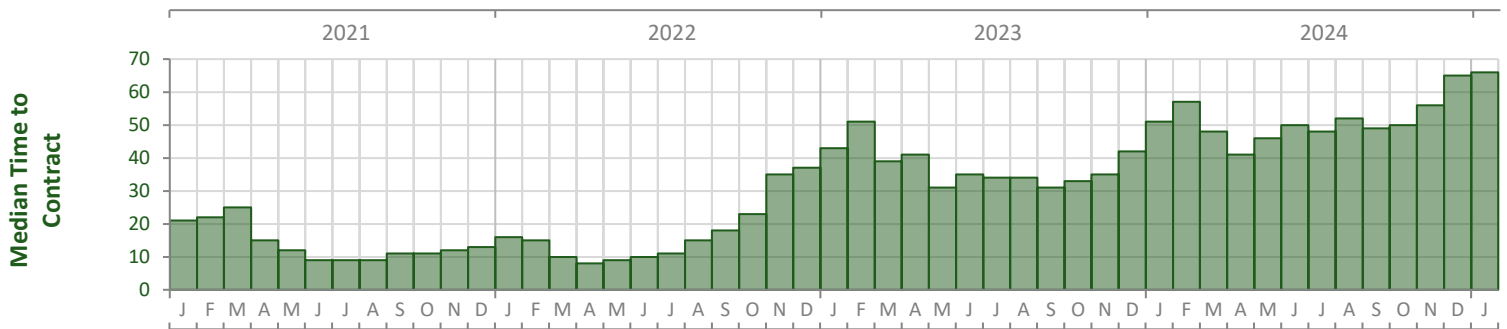


## Median Time to Contract

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	66 Days	29.4%
<b>January 2025</b>	<b>66 Days</b>	<b>29.4%</b>
December 2024	65 Days	54.8%
November 2024	56 Days	60.0%
October 2024	50 Days	51.5%
September 2024	49 Days	58.1%
August 2024	52 Days	52.9%
July 2024	48 Days	41.2%
June 2024	50 Days	42.9%
May 2024	46 Days	48.4%
April 2024	41 Days	0.0%
March 2024	48 Days	23.1%
February 2024	57 Days	11.8%
January 2024	51 Days	18.6%

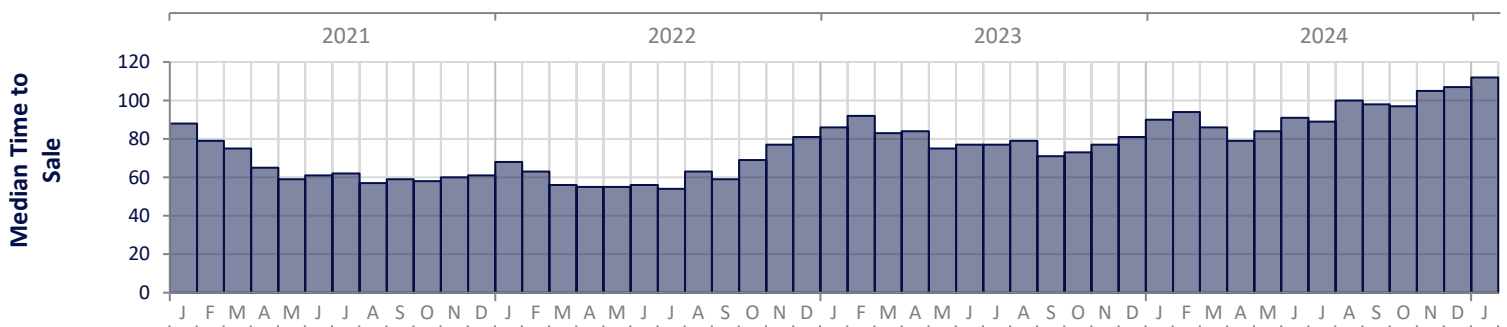


## Median Time to Sale

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	112 Days	24.4%
<b>January 2025</b>	<b>112 Days</b>	<b>24.4%</b>
December 2024	107 Days	32.1%
November 2024	105 Days	36.4%
October 2024	97 Days	32.9%
September 2024	98 Days	38.0%
August 2024	100 Days	26.6%
July 2024	89 Days	15.6%
June 2024	91 Days	18.2%
May 2024	84 Days	12.0%
April 2024	79 Days	-6.0%
March 2024	86 Days	3.6%
February 2024	94 Days	2.2%
January 2024	90 Days	4.7%





# Monthly Market Detail - January 2025

## Single-Family Homes

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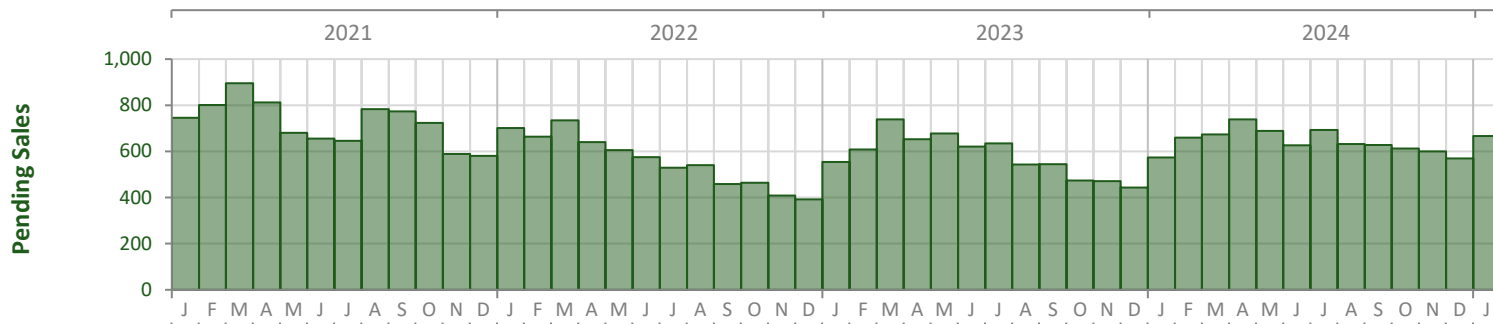


## New Pending Sales

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	667	16.4%
<b>January 2025</b>	<b>667</b>	<b>16.4%</b>
December 2024	569	28.4%
November 2024	600	27.4%
October 2024	613	29.3%
September 2024	628	15.4%
August 2024	632	16.4%
July 2024	693	9.3%
June 2024	627	1.0%
May 2024	689	1.8%
April 2024	739	13.3%
March 2024	674	-8.8%
February 2024	660	8.6%
January 2024	573	3.4%

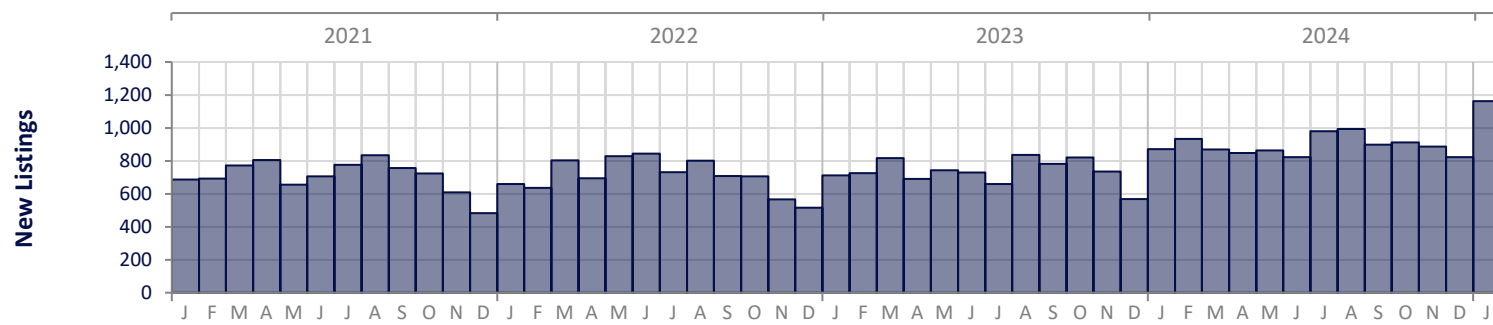


## New Listings

The number of properties put onto the market during the month

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

Month	New Listings	Percent Change Year-over-Year
Year-to-Date	1,162	33.4%
<b>January 2025</b>	<b>1,162</b>	<b>33.4%</b>
December 2024	822	44.5%
November 2024	887	20.5%
October 2024	911	11.0%
September 2024	898	15.0%
August 2024	994	18.9%
July 2024	980	48.5%
June 2024	822	12.6%
May 2024	864	16.3%
April 2024	848	22.9%
March 2024	870	6.5%
February 2024	933	28.7%
January 2024	871	22.3%



# Monthly Market Detail - January 2025

## Single-Family Homes

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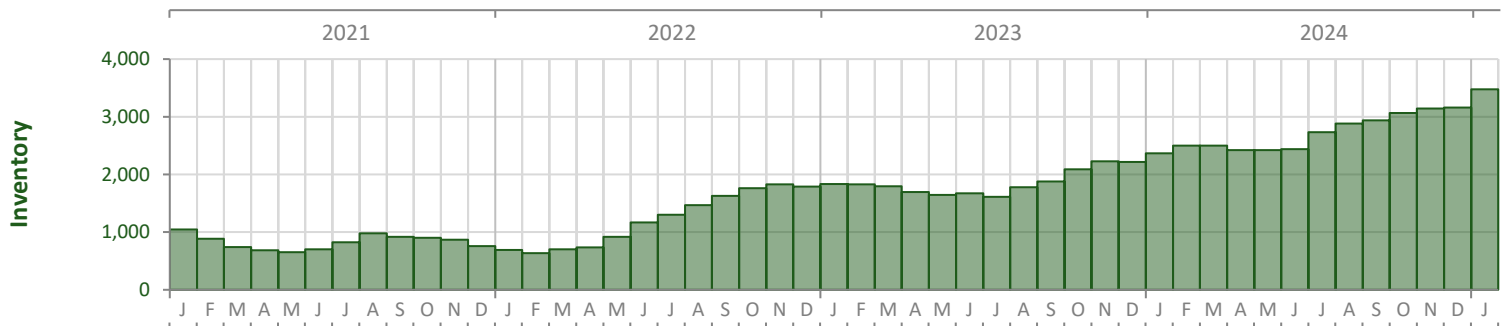


## Inventory (Active Listings)

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

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

Month	Inventory	Percent Change Year-over-Year
YTD (Monthly Avg)	3,477	47.0%
<b>January 2025</b>	<b>3,477</b>	<b>47.0%</b>
December 2024	3,162	42.7%
November 2024	3,142	40.9%
October 2024	3,066	46.6%
September 2024	2,940	56.3%
August 2024	2,880	62.0%
July 2024	2,733	69.8%
June 2024	2,437	45.6%
May 2024	2,422	47.3%
April 2024	2,424	43.0%
March 2024	2,500	39.1%
February 2024	2,497	36.7%
January 2024	2,365	29.0%

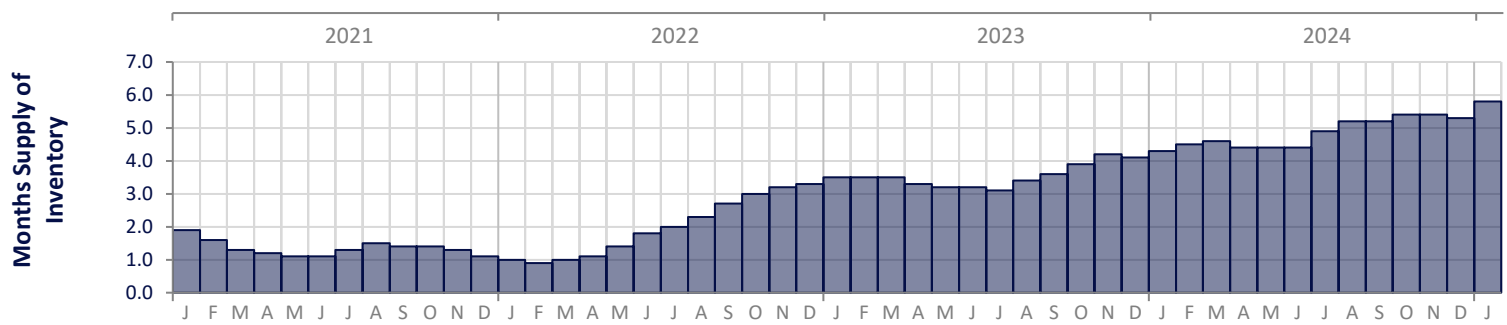


## Months Supply of Inventory

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)	5.8	34.9%
<b>January 2025</b>	<b>5.8</b>	<b>34.9%</b>
December 2024	5.3	29.3%
November 2024	5.4	28.6%
October 2024	5.4	38.5%
September 2024	5.2	44.4%
August 2024	5.2	52.9%
July 2024	4.9	58.1%
June 2024	4.4	37.5%
May 2024	4.4	37.5%
April 2024	4.4	33.3%
March 2024	4.6	31.4%
February 2024	4.5	28.6%
January 2024	4.3	22.9%



# Monthly Market Detail - January 2025

## Single-Family Homes

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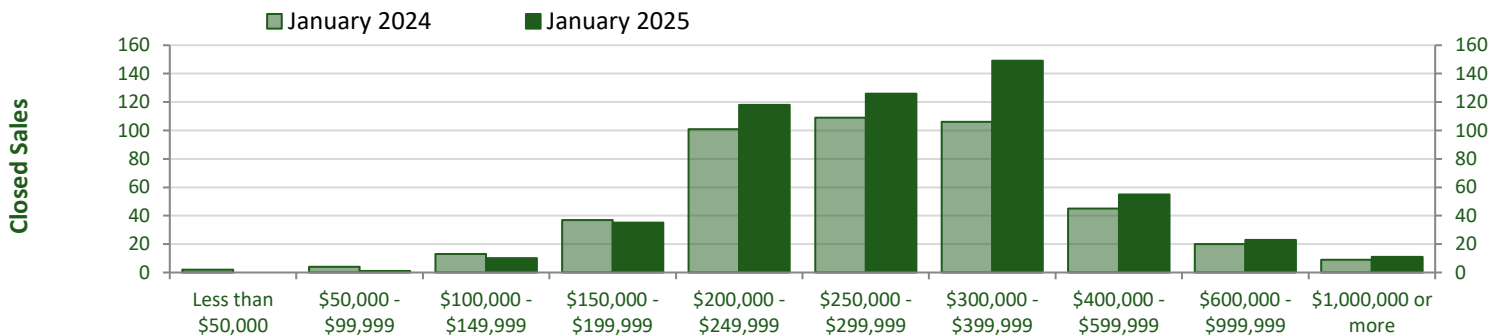


## Closed Sales by Sale Price

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	1	-75.0%
\$100,000 - \$149,999	10	-23.1%
\$150,000 - \$199,999	35	-5.4%
\$200,000 - \$249,999	118	16.8%
\$250,000 - \$299,999	126	15.6%
\$300,000 - \$399,999	149	40.6%
\$400,000 - \$599,999	55	22.2%
\$600,000 - \$999,999	23	15.0%
\$1,000,000 or more	11	22.2%

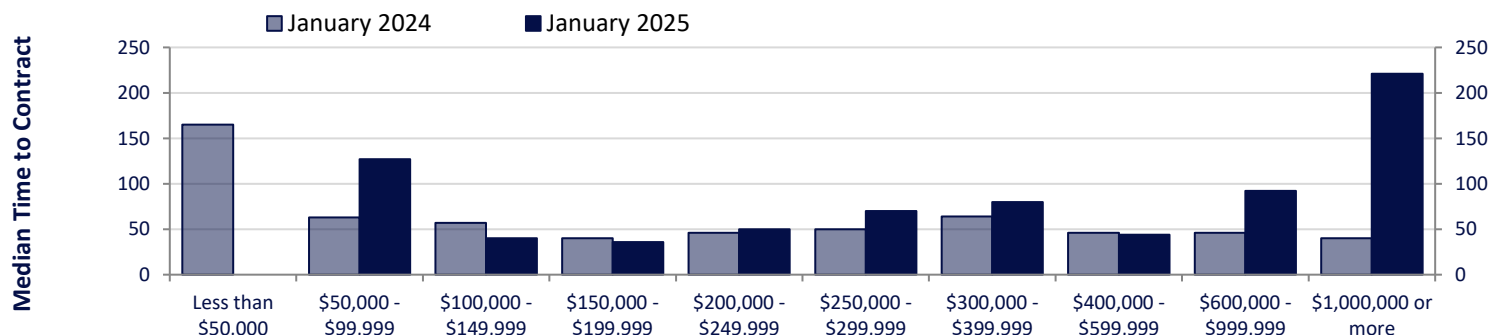


## Median Time to Contract by Sale Price

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	127 Days	101.6%
\$100,000 - \$149,999	40 Days	-29.8%
\$150,000 - \$199,999	36 Days	-10.0%
\$200,000 - \$249,999	50 Days	8.7%
\$250,000 - \$299,999	70 Days	40.0%
\$300,000 - \$399,999	80 Days	25.0%
\$400,000 - \$599,999	44 Days	-4.3%
\$600,000 - \$999,999	92 Days	100.0%
\$1,000,000 or more	221 Days	452.5%





# Monthly Market Detail - January 2025

## Single-Family Homes

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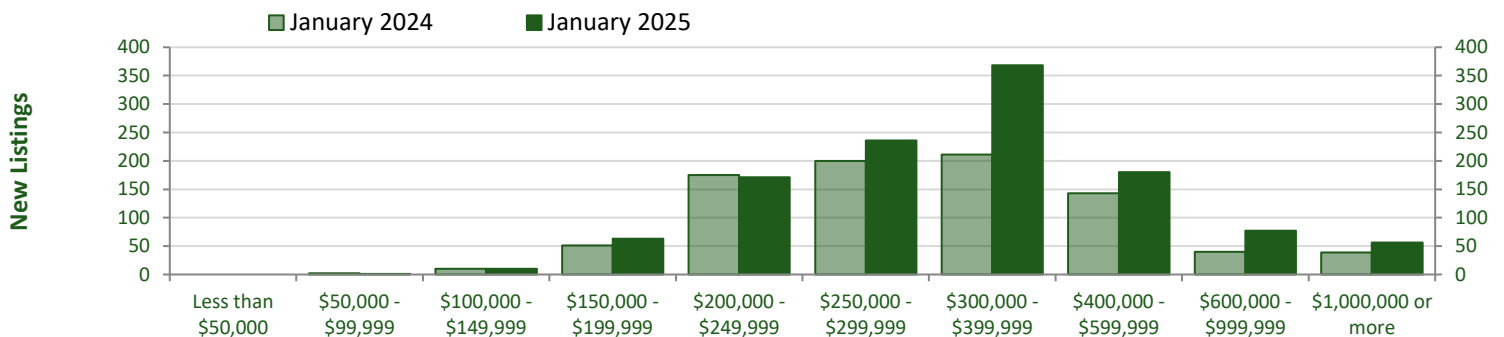


## New Listings by Initial Listing Price

The number of properties put onto the market during the month

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

Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	1	-50.0%
\$100,000 - \$149,999	10	0.0%
\$150,000 - \$199,999	63	23.5%
\$200,000 - \$249,999	171	-2.3%
\$250,000 - \$299,999	236	18.0%
\$300,000 - \$399,999	368	74.4%
\$400,000 - \$599,999	180	25.9%
\$600,000 - \$999,999	77	92.5%
\$1,000,000 or more	56	43.6%

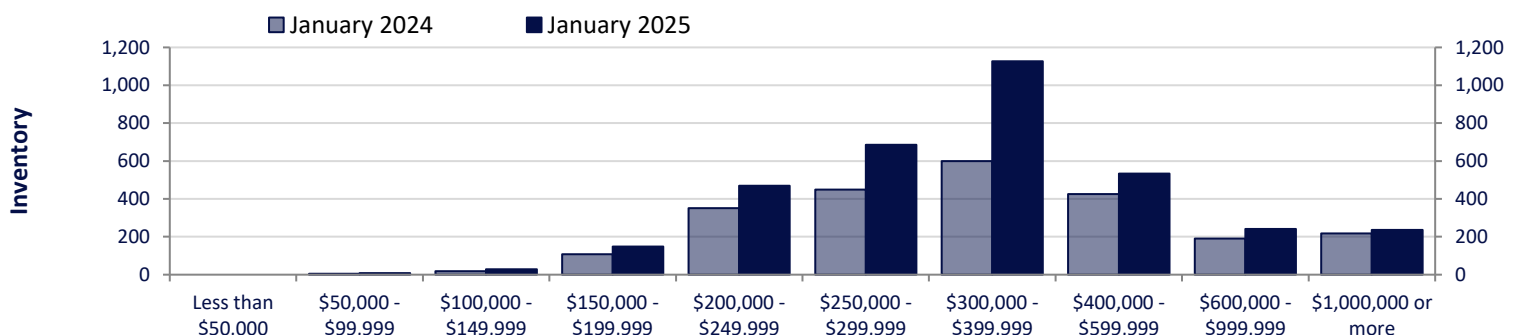


## Inventory by Current Listing Price

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	8	60.0%
\$100,000 - \$149,999	28	55.6%
\$150,000 - \$199,999	149	38.0%
\$200,000 - \$249,999	469	33.6%
\$250,000 - \$299,999	685	52.2%
\$300,000 - \$399,999	1,127	87.8%
\$400,000 - \$599,999	534	25.6%
\$600,000 - \$999,999	241	26.8%
\$1,000,000 or more	236	8.3%

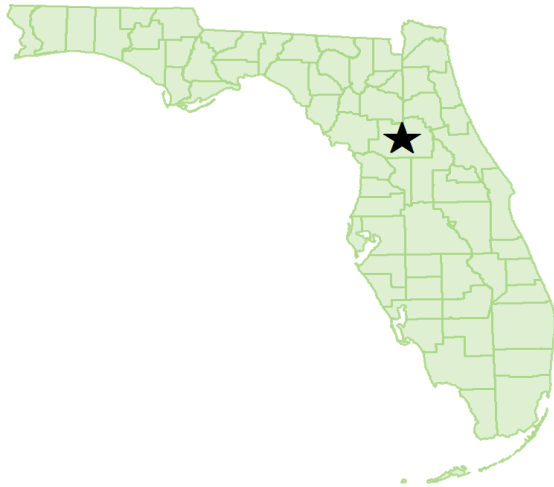


# Monthly Distressed Market - January 2025

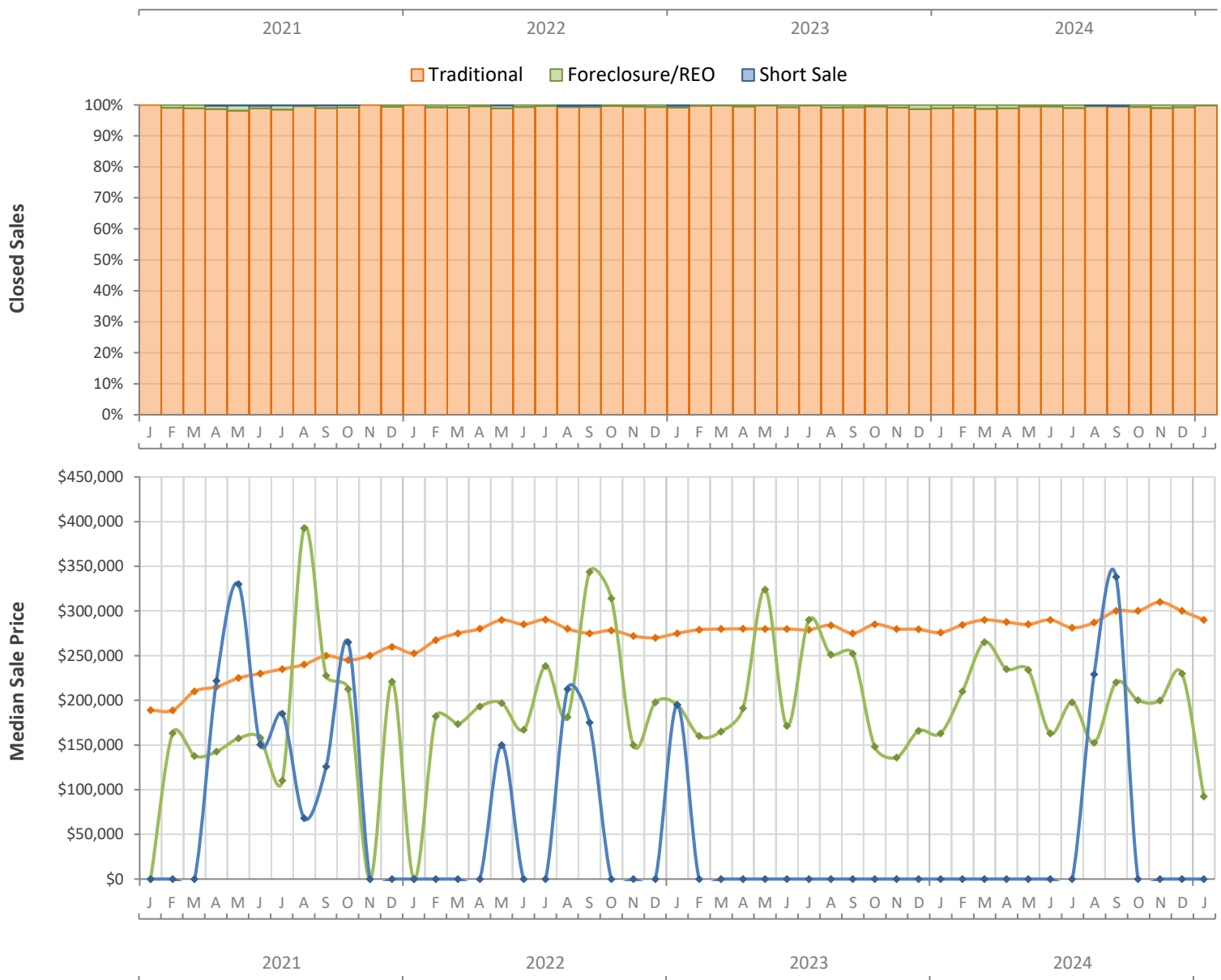
## Single-Family Homes

### Ocala/Marion County Association of REALTORS®

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



		January 2025	January 2024	Percent Change Year-over-Year
Traditional	Closed Sales	527	441	19.5%
	Median Sale Price	\$290,000	\$275,750	5.2%
Foreclosure/REO	Closed Sales	1	5	-80.0%
	Median Sale Price	\$92,500	\$163,000	-43.3%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

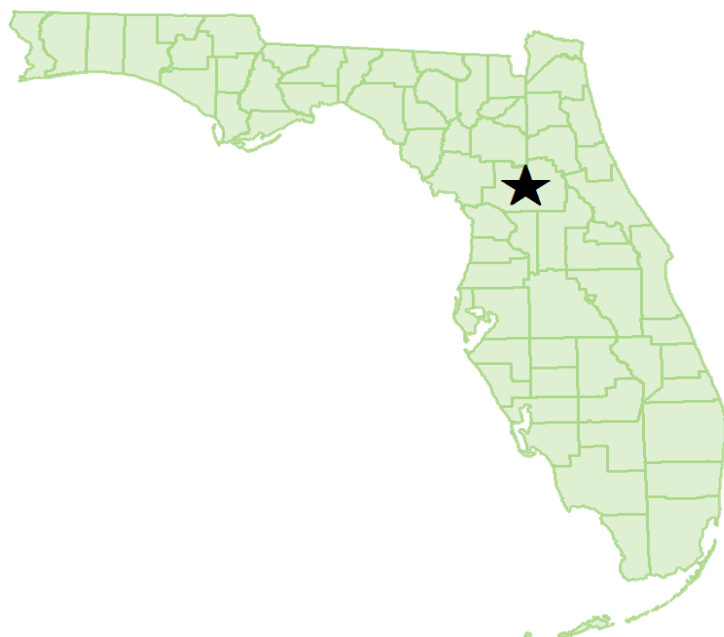


# Monthly Market Detail - January 2025

## Manufactured Homes

### Ocala/Marion County Association of REALTORS®

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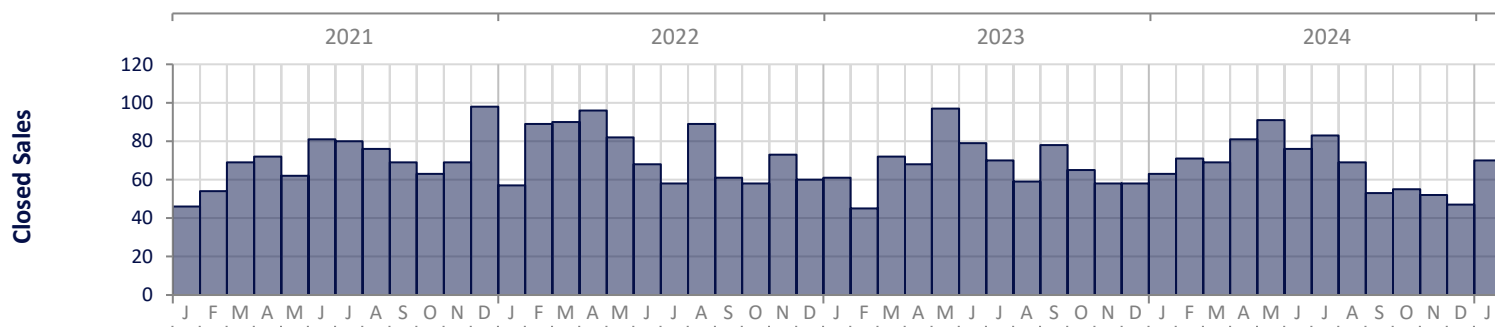
Summary Statistics	January 2025	January 2024	Percent Change Year-over-Year
Closed Sales	70	63	11.1%
Paid in Cash	39	46	-15.2%
Median Sale Price	\$143,450	\$140,000	2.5%
Average Sale Price	\$163,439	\$152,626	7.1%
Dollar Volume	\$11.4 Million	\$9.6 Million	19.0%
Median Percent of Original List Price Received	87.9%	89.7%	-2.0%
Median Time to Contract	45 Days	41 Days	9.8%
Median Time to Sale	83 Days	78 Days	6.4%
New Pending Sales	84	93	-9.7%
New Listings	112	106	5.7%
Pending Inventory	95	100	-5.0%
Inventory (Active Listings)	364	272	33.8%
Months Supply of Inventory	5.3	4.0	32.5%

## 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	70	11.1%
<b>January 2025</b>	<b>70</b>	<b>11.1%</b>
December 2024	47	-19.0%
November 2024	52	-10.3%
October 2024	55	-15.4%
September 2024	53	-32.1%
August 2024	69	16.9%
July 2024	83	18.6%
June 2024	76	-3.8%
May 2024	91	-6.2%
April 2024	81	19.1%
March 2024	69	-4.2%
February 2024	71	57.8%
January 2024	63	3.3%



# Monthly Market Detail - January 2025

## Manufactured Homes

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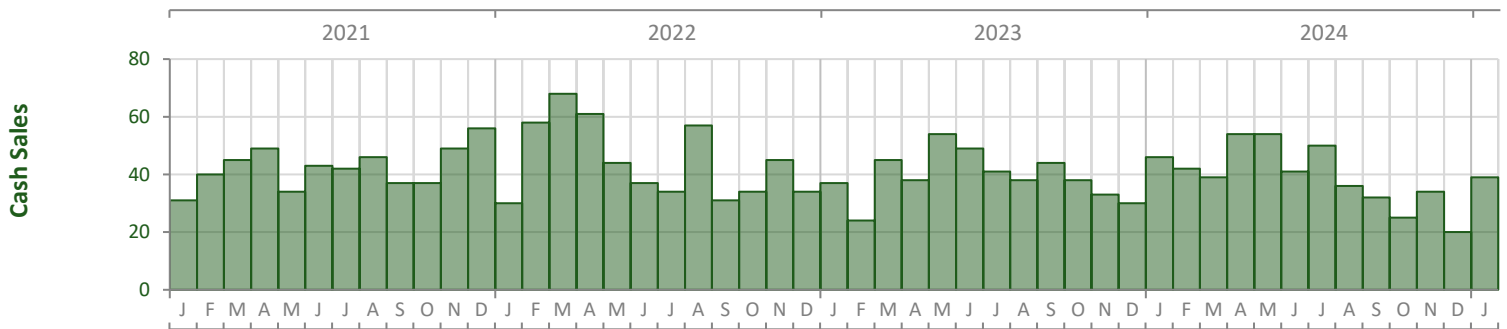


## Cash Sales

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	39	-15.2%
<b>January 2025</b>	<b>39</b>	<b>-15.2%</b>
December 2024	20	-33.3%
November 2024	34	3.0%
October 2024	25	-34.2%
September 2024	32	-27.3%
August 2024	36	-5.3%
July 2024	50	22.0%
June 2024	41	-16.3%
May 2024	54	0.0%
April 2024	54	42.1%
March 2024	39	-13.3%
February 2024	42	75.0%
January 2024	46	24.3%

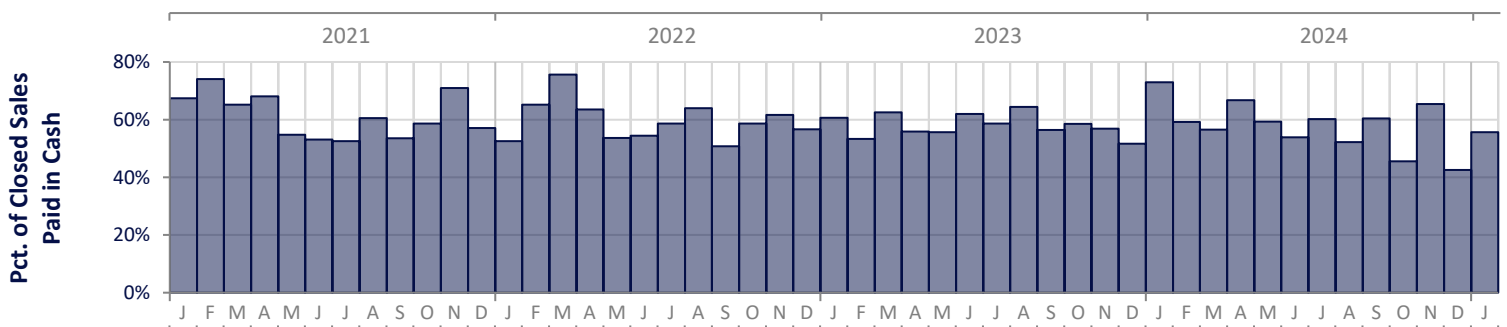


## Cash Sales as a Percentage of Closed Sales

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	55.7%	-23.7%
<b>January 2025</b>	<b>55.7%</b>	<b>-23.7%</b>
December 2024	42.6%	-17.6%
November 2024	65.4%	14.9%
October 2024	45.5%	-22.2%
September 2024	60.4%	7.1%
August 2024	52.2%	-18.9%
July 2024	60.2%	2.7%
June 2024	53.9%	-13.1%
May 2024	59.3%	6.5%
April 2024	66.7%	19.3%
March 2024	56.5%	-9.6%
February 2024	59.2%	11.1%
January 2024	73.0%	20.3%



# Monthly Market Detail - January 2025

## Manufactured Homes

### Ocala/Marion County Association of REALTORS®

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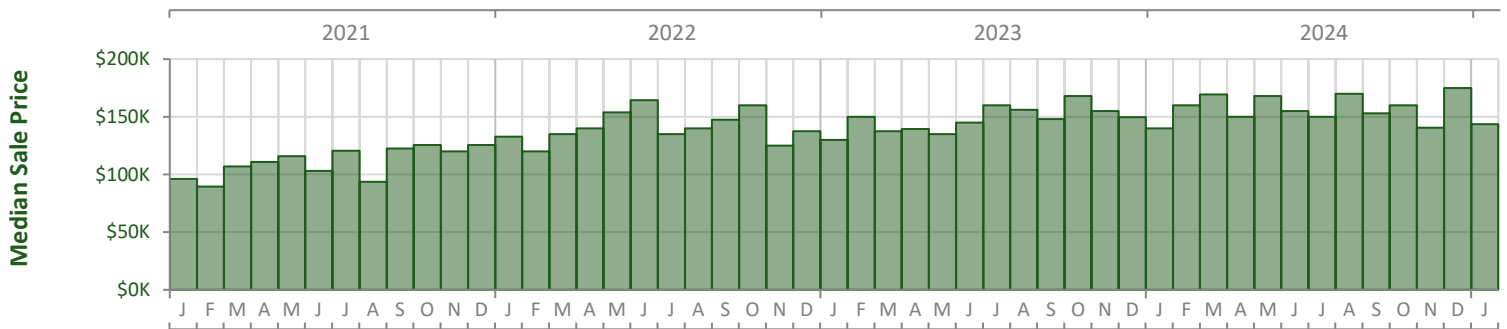


## Median Sale Price

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	\$143,450	2.5%
<b>January 2025</b>	<b>\$143,450</b>	<b>2.5%</b>
December 2024	\$175,000	17.0%
November 2024	\$140,500	-9.4%
October 2024	\$160,000	-4.8%
September 2024	\$153,000	3.4%
August 2024	\$170,000	9.0%
July 2024	\$150,000	-6.3%
June 2024	\$154,950	6.9%
May 2024	\$168,000	24.4%
April 2024	\$149,900	7.5%
March 2024	\$169,250	23.1%
February 2024	\$160,000	6.7%
January 2024	\$140,000	7.8%

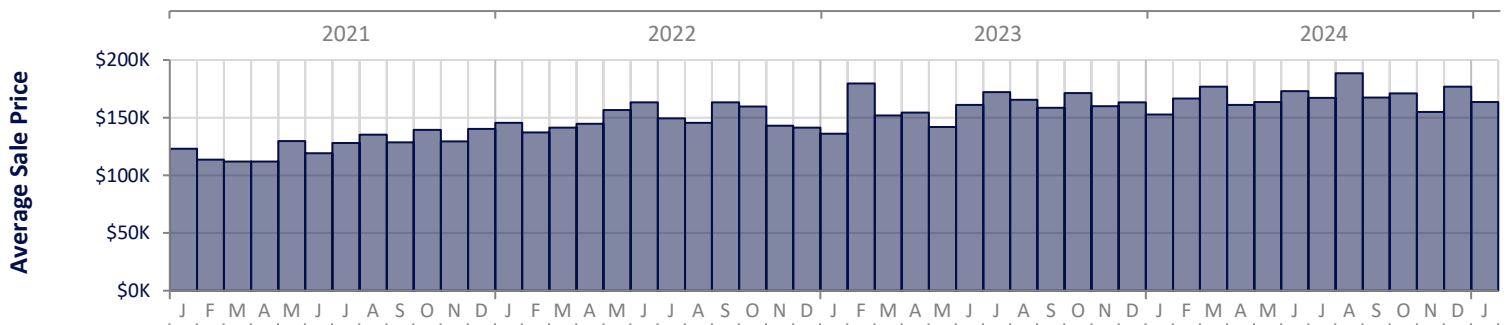


## Average Sale Price

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	\$163,439	7.1%
<b>January 2025</b>	<b>\$163,439</b>	<b>7.1%</b>
December 2024	\$176,850	8.3%
November 2024	\$154,885	-3.2%
October 2024	\$171,124	-0.1%
September 2024	\$167,362	5.5%
August 2024	\$188,386	13.8%
July 2024	\$167,165	-3.0%
June 2024	\$173,002	7.5%
May 2024	\$163,418	15.2%
April 2024	\$160,931	4.3%
March 2024	\$176,873	16.5%
February 2024	\$166,702	-7.3%
January 2024	\$152,626	12.2%





# Monthly Market Detail - January 2025

## Manufactured Homes

### Ocala/Marion County Association of REALTORS®

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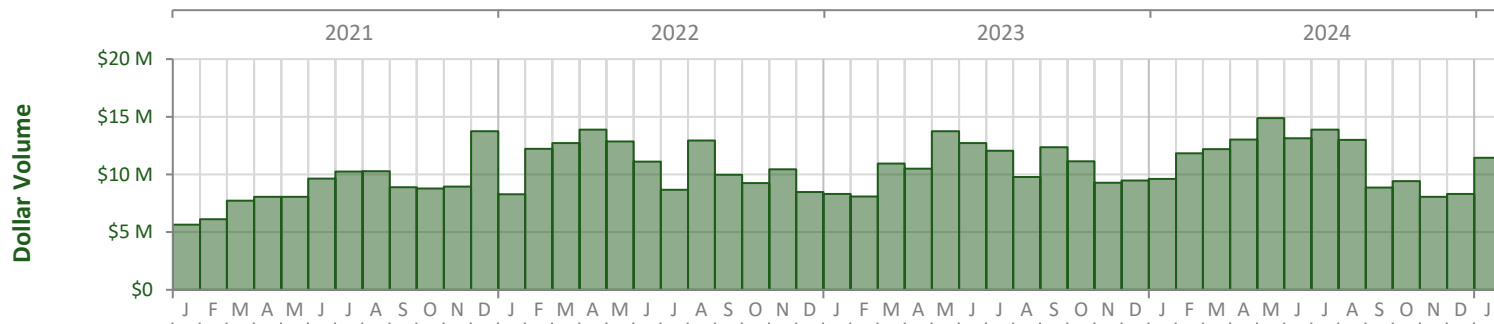


## Dollar Volume

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	\$11.4 Million	19.0%
<b>January 2025</b>	<b>\$11.4 Million</b>	<b>19.0%</b>
December 2024	\$8.3 Million	-12.3%
November 2024	\$8.1 Million	-13.2%
October 2024	\$9.4 Million	-15.5%
September 2024	\$8.9 Million	-28.3%
August 2024	\$13.0 Million	33.0%
July 2024	\$13.9 Million	15.0%
June 2024	\$13.1 Million	3.4%
May 2024	\$14.9 Million	8.1%
April 2024	\$13.0 Million	24.3%
March 2024	\$12.2 Million	11.6%
February 2024	\$11.8 Million	46.3%
January 2024	\$9.6 Million	15.9%

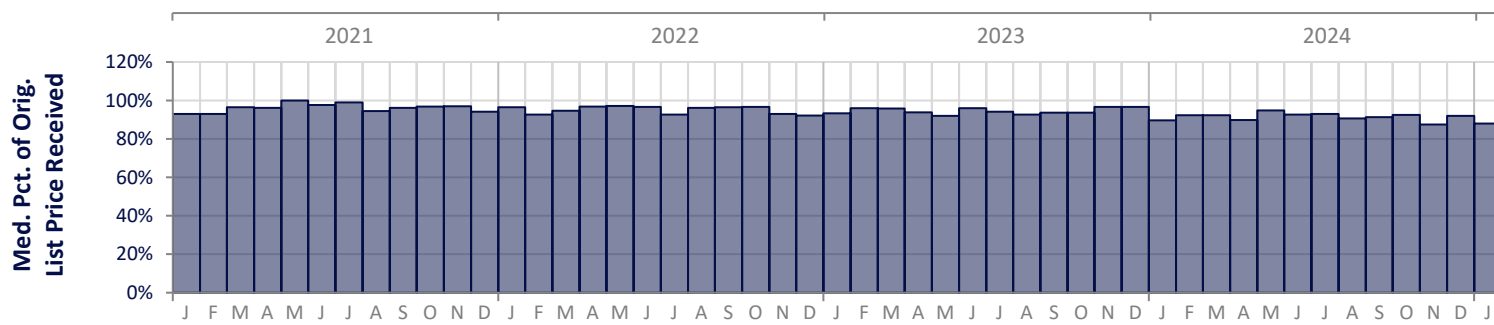


## Median Percent of Original List Price Received

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	87.9%	-2.0%
<b>January 2025</b>	<b>87.9%</b>	<b>-2.0%</b>
December 2024	92.0%	-4.9%
November 2024	87.4%	-9.5%
October 2024	92.5%	-1.3%
September 2024	91.3%	-2.6%
August 2024	90.7%	-2.1%
July 2024	93.0%	-1.3%
June 2024	92.6%	-3.4%
May 2024	94.8%	3.0%
April 2024	89.8%	-4.3%
March 2024	92.3%	-3.7%
February 2024	92.3%	-3.9%
January 2024	89.7%	-3.9%



# Monthly Market Detail - January 2025

## Manufactured Homes

### Ocala/Marion County Association of REALTORS®

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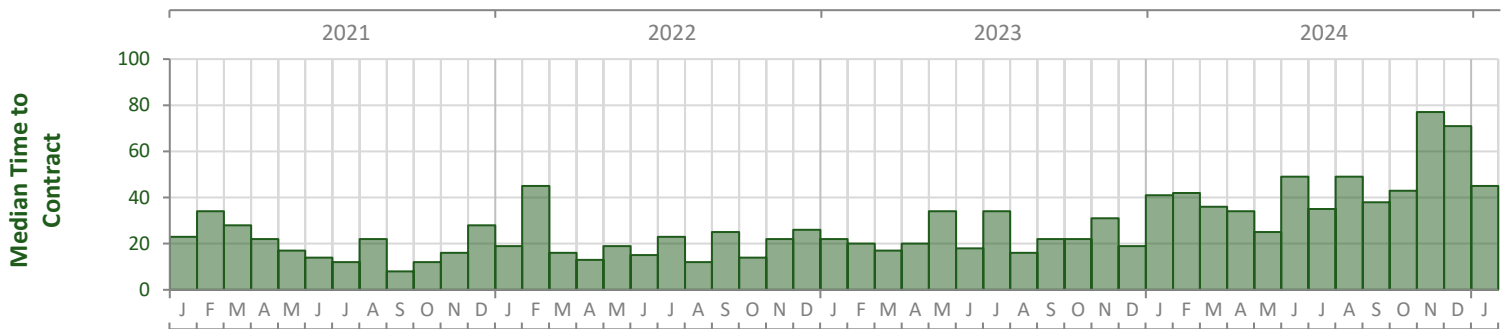


## Median Time to Contract

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	45 Days	9.8%
<b>January 2025</b>	<b>45 Days</b>	<b>9.8%</b>
December 2024	71 Days	273.7%
November 2024	77 Days	148.4%
October 2024	43 Days	95.5%
September 2024	38 Days	72.7%
August 2024	49 Days	206.3%
July 2024	35 Days	2.9%
June 2024	49 Days	172.2%
May 2024	25 Days	-26.5%
April 2024	34 Days	70.0%
March 2024	36 Days	111.8%
February 2024	42 Days	110.0%
January 2024	41 Days	86.4%

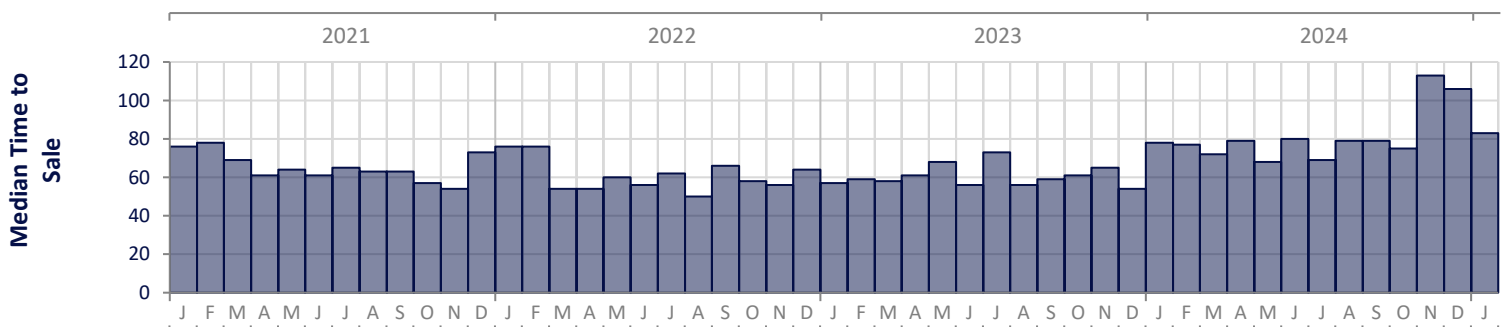


## Median Time to Sale

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	83 Days	6.4%
<b>January 2025</b>	<b>83 Days</b>	<b>6.4%</b>
December 2024	106 Days	96.3%
November 2024	113 Days	73.8%
October 2024	75 Days	23.0%
September 2024	79 Days	33.9%
August 2024	79 Days	41.1%
July 2024	69 Days	-5.5%
June 2024	80 Days	42.9%
May 2024	68 Days	0.0%
April 2024	79 Days	29.5%
March 2024	72 Days	24.1%
February 2024	77 Days	30.5%
January 2024	78 Days	36.8%



# Monthly Market Detail - January 2025

## Manufactured Homes

### Ocala/Marion County Association of REALTORS®

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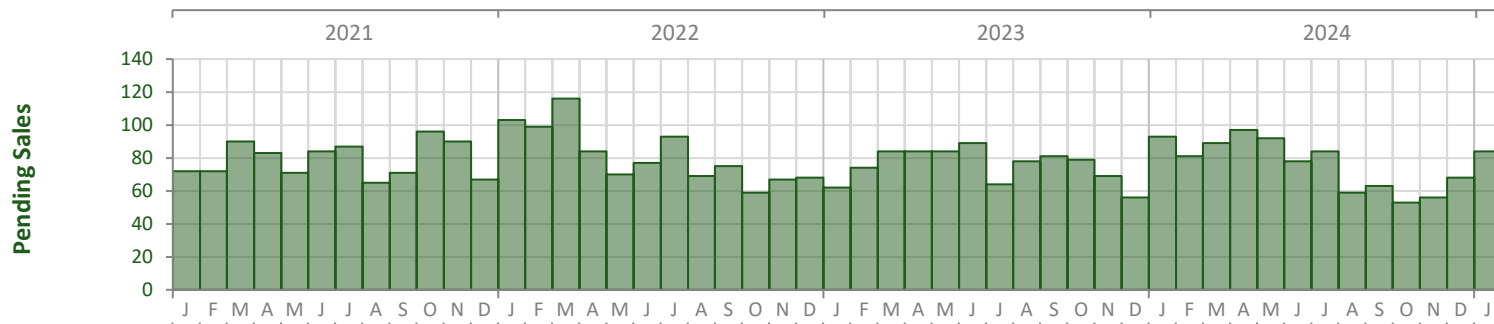


## New Pending Sales

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	84	-9.7%
<b>January 2025</b>	<b>84</b>	<b>-9.7%</b>
December 2024	68	21.4%
November 2024	56	-18.8%
October 2024	53	-32.9%
September 2024	63	-22.2%
August 2024	59	-24.4%
July 2024	84	31.3%
June 2024	78	-12.4%
May 2024	92	9.5%
April 2024	97	15.5%
March 2024	89	6.0%
February 2024	81	9.5%
January 2024	93	50.0%

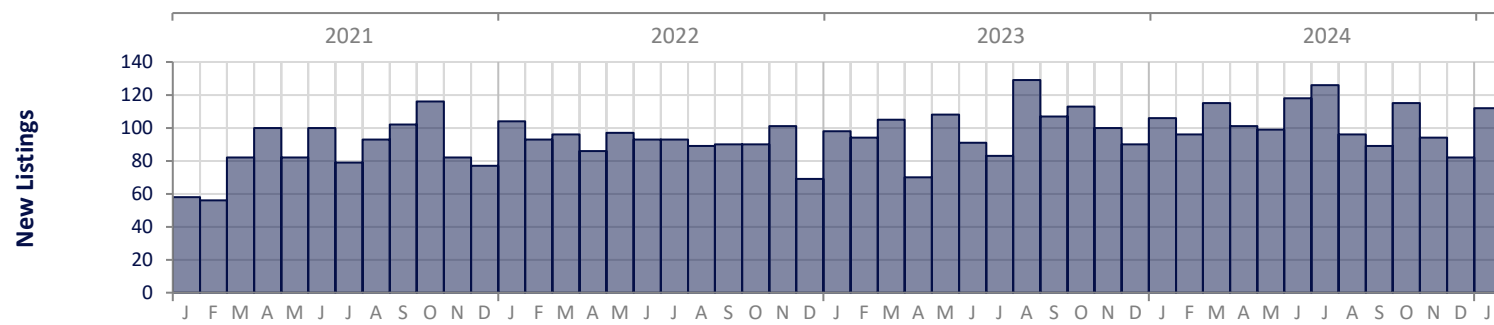


## New Listings

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	112	5.7%
<b>January 2025</b>	<b>112</b>	<b>5.7%</b>
December 2024	82	-8.9%
November 2024	94	-6.0%
October 2024	115	1.8%
September 2024	89	-16.8%
August 2024	96	-25.6%
July 2024	126	51.8%
June 2024	118	29.7%
May 2024	99	-8.3%
April 2024	101	44.3%
March 2024	115	9.5%
February 2024	96	2.1%
January 2024	106	8.2%



# Monthly Market Detail - January 2025

## Manufactured Homes

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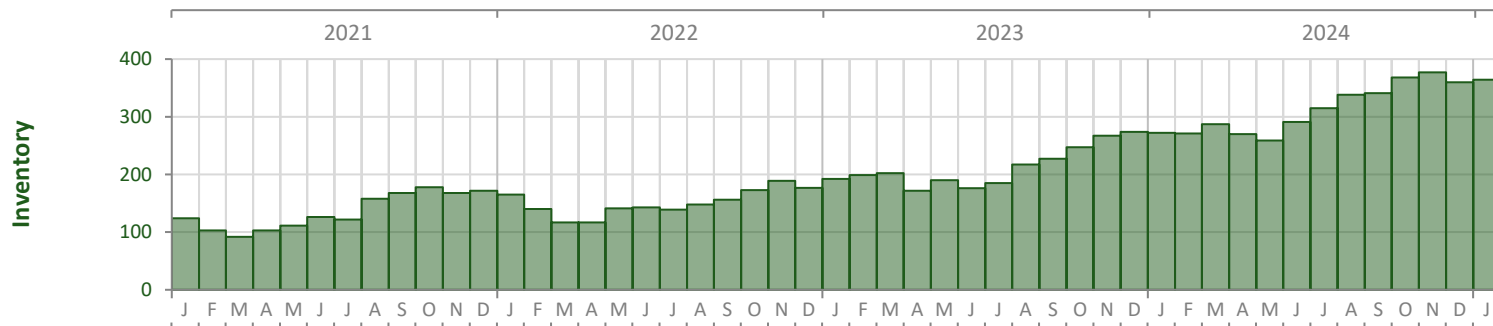


## Inventory (Active Listings)

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

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

Month	Inventory	Percent Change Year-over-Year
YTD (Monthly Avg)	364	33.8%
<b>January 2025</b>	<b>364</b>	<b>33.8%</b>
December 2024	360	31.4%
November 2024	377	41.2%
October 2024	368	49.0%
September 2024	341	50.2%
August 2024	338	55.8%
July 2024	315	70.3%
June 2024	291	65.3%
May 2024	259	36.3%
April 2024	270	57.0%
March 2024	287	42.1%
February 2024	271	36.2%
January 2024	272	41.7%



## 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)	5.3	32.5%
<b>January 2025</b>	<b>5.3</b>	<b>32.5%</b>
December 2024	5.3	29.3%
November 2024	5.5	41.0%
October 2024	5.3	47.2%
September 2024	4.9	48.5%
August 2024	4.7	46.9%
July 2024	4.4	63.0%
June 2024	4.2	61.5%
May 2024	3.7	32.1%
April 2024	3.8	46.2%
March 2024	4.1	41.4%
February 2024	3.9	39.3%
January 2024	4.0	53.8%



# Monthly Market Detail - January 2025

## Manufactured Homes

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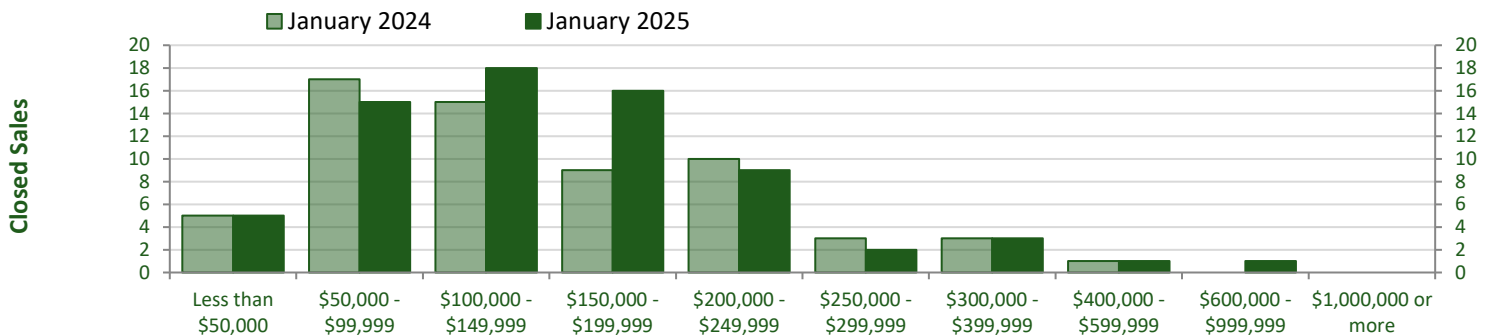


## Closed Sales by Sale Price

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	5	0.0%
\$50,000 - \$99,999	15	-11.8%
\$100,000 - \$149,999	18	20.0%
\$150,000 - \$199,999	16	77.8%
\$200,000 - \$249,999	9	-10.0%
\$250,000 - \$299,999	2	-33.3%
\$300,000 - \$399,999	3	0.0%
\$400,000 - \$599,999	1	0.0%
\$600,000 - \$999,999	1	N/A
\$1,000,000 or more	0	N/A

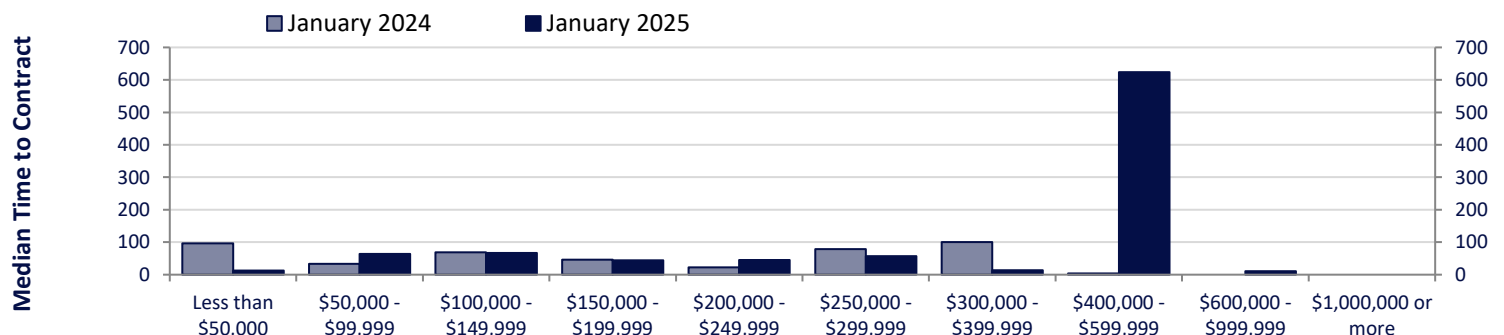


## Median Time to Contract by Sale Price

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	13 Days	-86.5%
\$50,000 - \$99,999	64 Days	93.9%
\$100,000 - \$149,999	67 Days	-2.9%
\$150,000 - \$199,999	44 Days	-4.3%
\$200,000 - \$249,999	45 Days	95.7%
\$250,000 - \$299,999	57 Days	-27.8%
\$300,000 - \$399,999	14 Days	-86.0%
\$400,000 - \$599,999	624 Days	15500.0%
\$600,000 - \$999,999	11 Days	N/A
\$1,000,000 or more	(No Sales)	N/A





# Monthly Market Detail - January 2025

## Manufactured Homes

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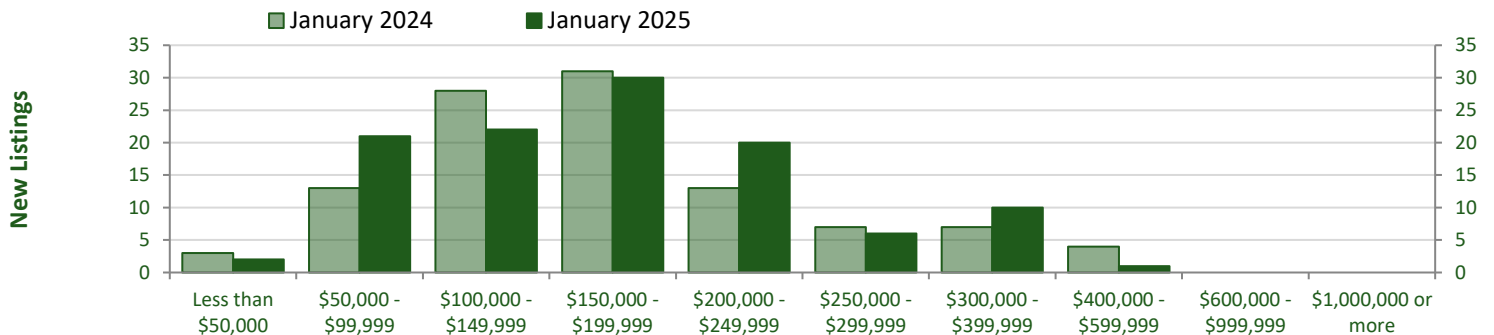


## New Listings by Initial Listing Price

The number of properties put onto the market during the month

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

Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$50,000	2	-33.3%
\$50,000 - \$99,999	21	61.5%
\$100,000 - \$149,999	22	-21.4%
\$150,000 - \$199,999	30	-3.2%
\$200,000 - \$249,999	20	53.8%
\$250,000 - \$299,999	6	-14.3%
\$300,000 - \$399,999	10	42.9%
\$400,000 - \$599,999	1	-75.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

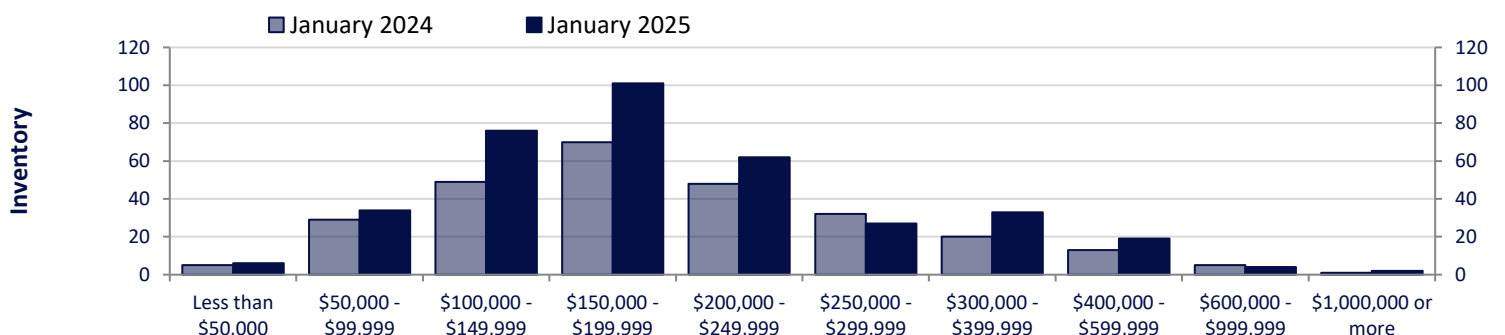


## Inventory by Current Listing Price

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	6	20.0%
\$50,000 - \$99,999	34	17.2%
\$100,000 - \$149,999	76	55.1%
\$150,000 - \$199,999	101	44.3%
\$200,000 - \$249,999	62	29.2%
\$250,000 - \$299,999	27	-15.6%
\$300,000 - \$399,999	33	65.0%
\$400,000 - \$599,999	19	46.2%
\$600,000 - \$999,999	4	-20.0%
\$1,000,000 or more	2	100.0%

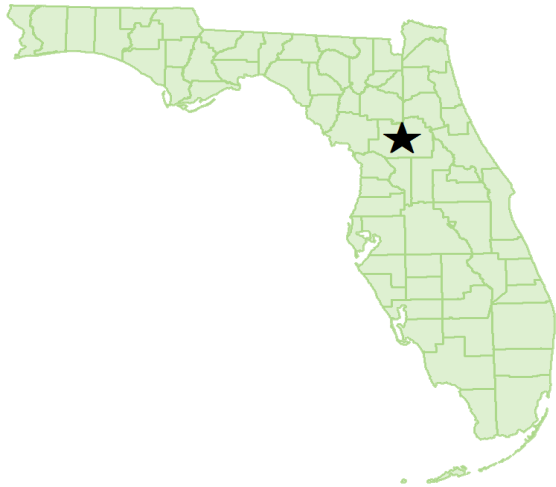


# Monthly Distressed Market - January 2025

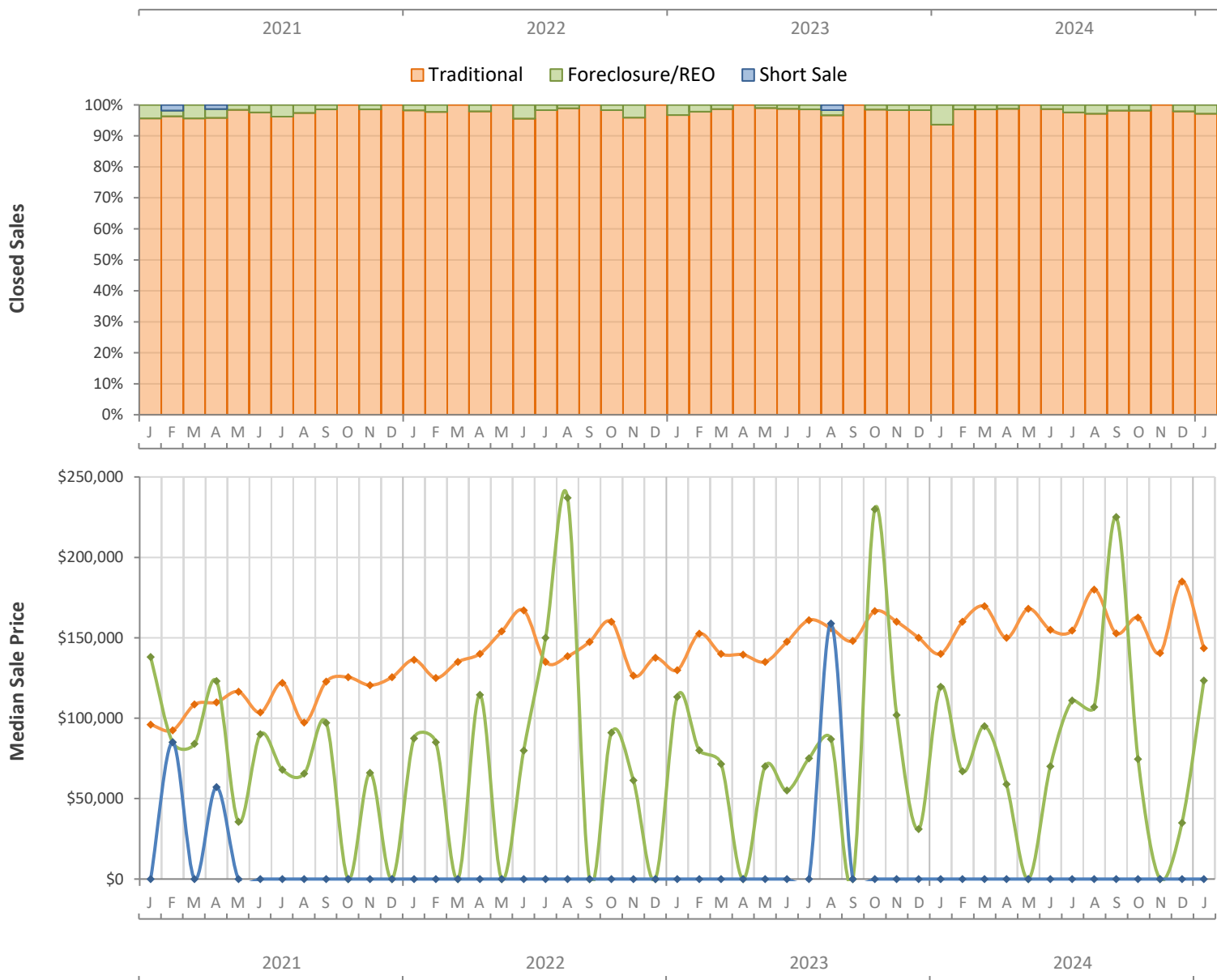
## Manufactured Homes

### Ocala/Marion County Association of REALTORS®

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



		January 2025	January 2024	Percent Change Year-over-Year
Traditional	Closed Sales	68	59	15.3%
	Median Sale Price	\$143,500	\$140,000	2.5%
Foreclosure/REO	Closed Sales	2	4	-50.0%
	Median Sale Price	\$123,450	\$119,500	3.3%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

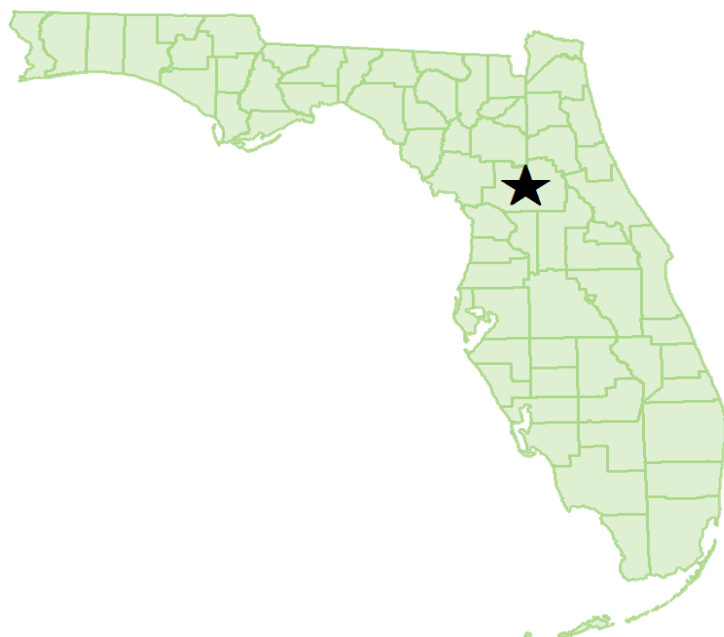


# Monthly Market Detail - January 2025

## Townhouses and Condos

### Ocala/Marion County Association of REALTORS®

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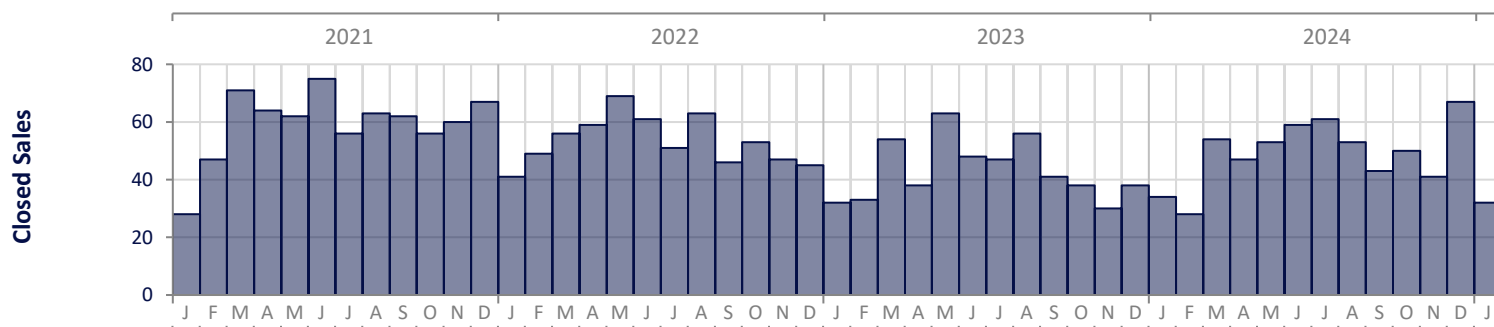
Summary Statistics	January 2025	January 2024	Percent Change Year-over-Year
Closed Sales	32	34	-5.9%
Paid in Cash	24	20	20.0%
Median Sale Price	\$173,450	\$203,750	-14.9%
Average Sale Price	\$219,743	\$196,941	11.6%
Dollar Volume	\$7.0 Million	\$6.7 Million	5.0%
Median Percent of Original List Price Received	89.8%	92.9%	-3.3%
Median Time to Contract	104 Days	34 Days	205.9%
Median Time to Sale	144 Days	69 Days	108.7%
New Pending Sales	45	38	18.4%
New Listings	127	83	53.0%
Pending Inventory	61	40	52.5%
Inventory (Active Listings)	322	228	41.2%
Months Supply of Inventory	6.6	5.3	24.5%

## 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	-5.9%
<b>January 2025</b>	<b>32</b>	<b>-5.9%</b>
December 2024	67	76.3%
November 2024	41	36.7%
October 2024	50	31.6%
September 2024	43	4.9%
August 2024	53	-5.4%
July 2024	61	29.8%
June 2024	59	22.9%
May 2024	53	-15.9%
April 2024	47	23.7%
March 2024	54	0.0%
February 2024	28	-15.2%
January 2024	34	6.3%



# Monthly Market Detail - January 2025

## Townhouses and Condos

### Ocala/Marion County Association of REALTORS®

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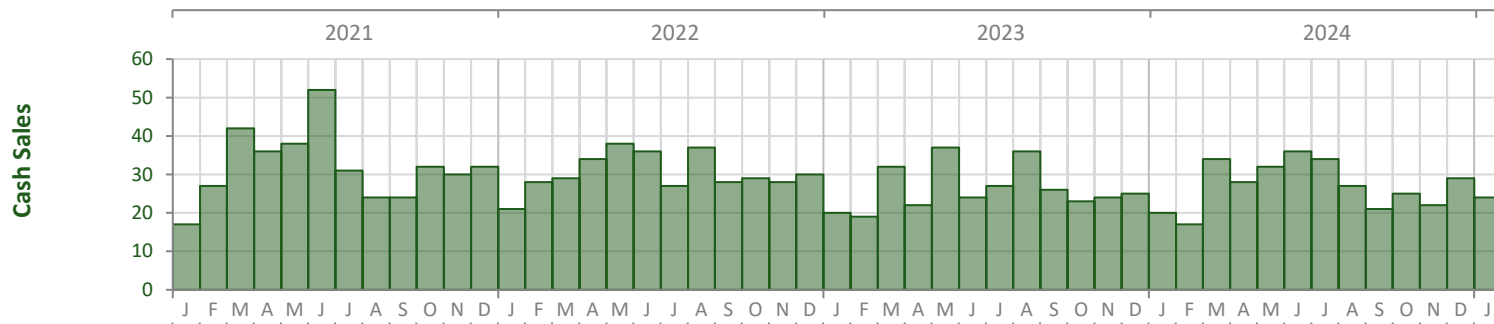


## Cash Sales

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	24	20.0%
<b>January 2025</b>	<b>24</b>	<b>20.0%</b>
December 2024	29	16.0%
November 2024	22	-8.3%
October 2024	25	8.7%
September 2024	21	-19.2%
August 2024	27	-25.0%
July 2024	34	25.9%
June 2024	36	50.0%
May 2024	32	-13.5%
April 2024	28	27.3%
March 2024	34	6.3%
February 2024	17	-10.5%
January 2024	20	0.0%

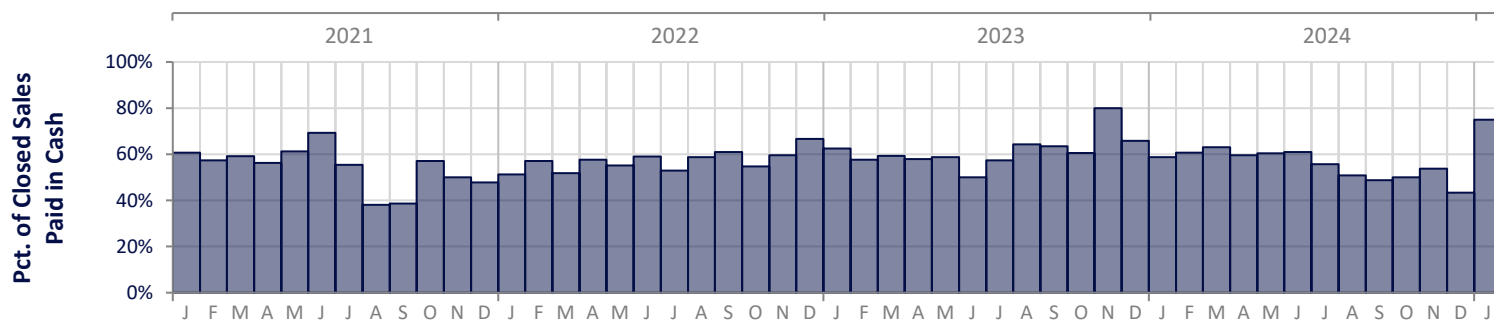


## Cash Sales as a Percentage of Closed Sales

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	75.0%	27.6%
<b>January 2025</b>	<b>75.0%</b>	<b>27.6%</b>
December 2024	43.3%	-34.2%
November 2024	53.7%	-32.9%
October 2024	50.0%	-17.4%
September 2024	48.8%	-23.0%
August 2024	50.9%	-20.8%
July 2024	55.7%	-3.0%
June 2024	61.0%	22.0%
May 2024	60.4%	2.9%
April 2024	59.6%	2.9%
March 2024	63.0%	6.2%
February 2024	60.7%	5.4%
January 2024	58.8%	-5.9%



# Monthly Market Detail - January 2025

## Townhouses and Condos

### Ocala/Marion County Association of REALTORS®

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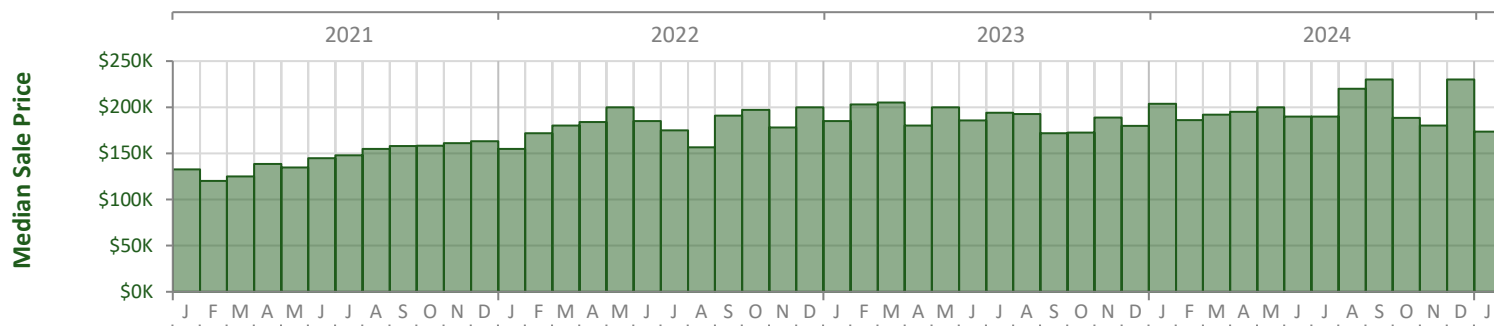


## Median Sale Price

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	\$173,450	-14.9%
<b>January 2025</b>	<b>\$173,450</b>	<b>-14.9%</b>
December 2024	\$229,990	28.0%
November 2024	\$180,000	-4.8%
October 2024	\$188,500	9.3%
September 2024	\$230,000	33.8%
August 2024	\$220,000	14.3%
July 2024	\$190,000	-2.1%
June 2024	\$190,000	2.2%
May 2024	\$199,900	-0.1%
April 2024	\$195,000	8.3%
March 2024	\$191,950	-6.4%
February 2024	\$185,950	-8.4%
January 2024	\$203,750	10.2%

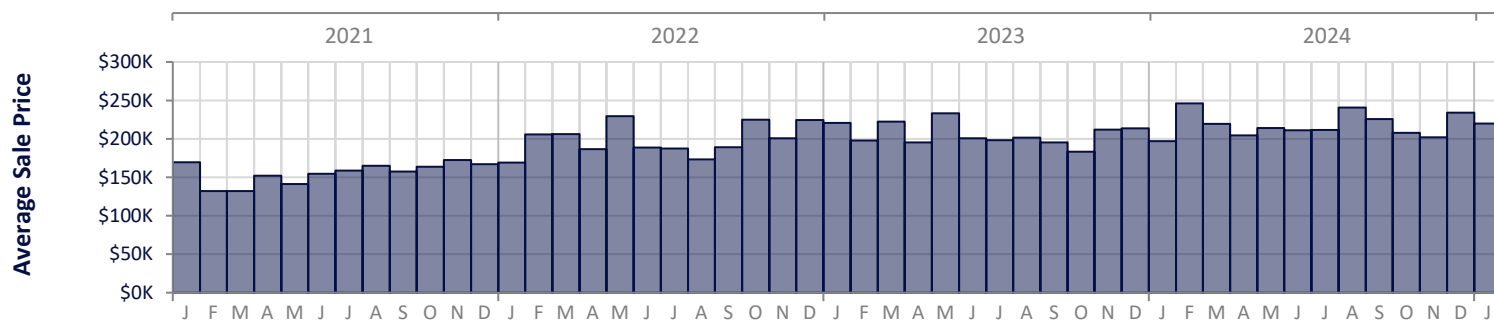


## Average Sale Price

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	\$219,743	11.6%
<b>January 2025</b>	<b>\$219,743</b>	<b>11.6%</b>
December 2024	\$234,044	9.6%
November 2024	\$202,176	-4.6%
October 2024	\$207,686	13.3%
September 2024	\$225,919	15.6%
August 2024	\$240,569	19.3%
July 2024	\$211,768	6.8%
June 2024	\$211,256	5.2%
May 2024	\$214,294	-8.1%
April 2024	\$204,334	4.5%
March 2024	\$219,330	-1.5%
February 2024	\$245,961	24.4%
January 2024	\$196,941	-10.8%





# Monthly Market Detail - January 2025

## Townhouses and Condos

### Ocala/Marion County Association of REALTORS®

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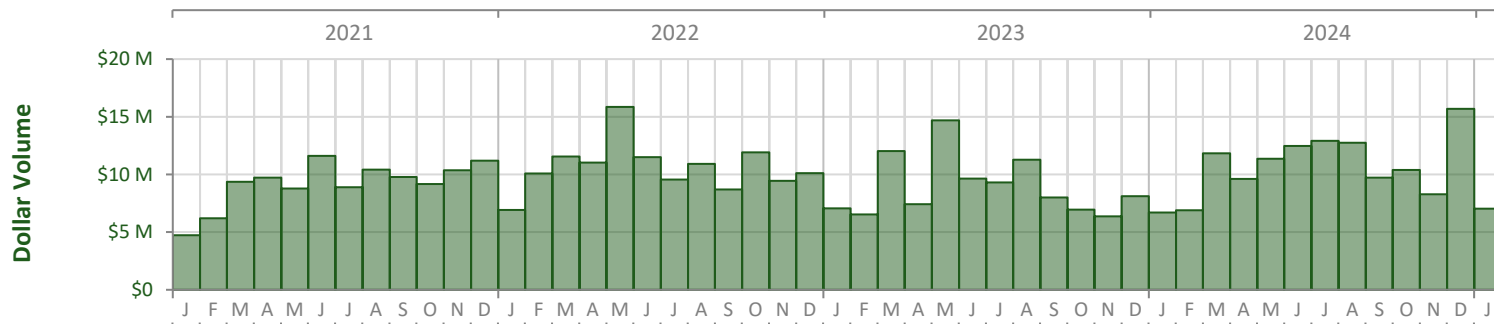


## Dollar Volume

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	\$7.0 Million	5.0%
<b>January 2025</b>	<b>\$7.0 Million</b>	<b>5.0%</b>
December 2024	\$15.7 Million	93.2%
November 2024	\$8.3 Million	30.4%
October 2024	\$10.4 Million	49.1%
September 2024	\$9.7 Million	21.3%
August 2024	\$12.8 Million	12.9%
July 2024	\$12.9 Million	38.6%
June 2024	\$12.5 Million	29.3%
May 2024	\$11.4 Million	-22.7%
April 2024	\$9.6 Million	29.3%
March 2024	\$11.8 Million	-1.5%
February 2024	\$6.9 Million	5.6%
January 2024	\$6.7 Million	-5.3%

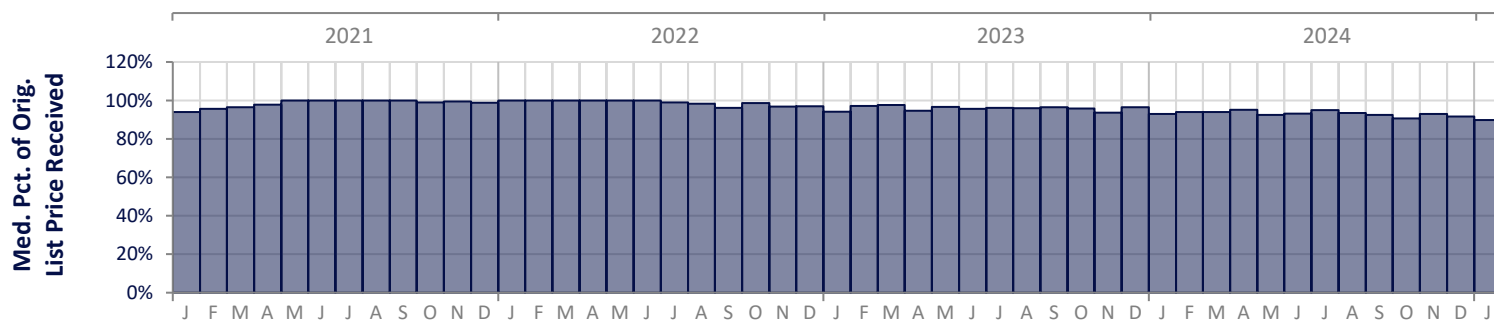


## Median Percent of Original List Price Received

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	89.8%	-3.3%
<b>January 2025</b>	<b>89.8%</b>	<b>-3.3%</b>
December 2024	91.6%	-5.0%
November 2024	93.0%	-0.6%
October 2024	90.7%	-5.3%
September 2024	92.5%	-4.0%
August 2024	93.4%	-2.7%
July 2024	94.9%	-1.2%
June 2024	93.1%	-2.6%
May 2024	92.4%	-4.4%
April 2024	95.2%	0.5%
March 2024	94.0%	-3.7%
February 2024	94.0%	-3.3%
January 2024	92.9%	-1.3%



# Monthly Market Detail - January 2025

## Townhouses and Condos

### Ocala/Marion County Association of REALTORS®

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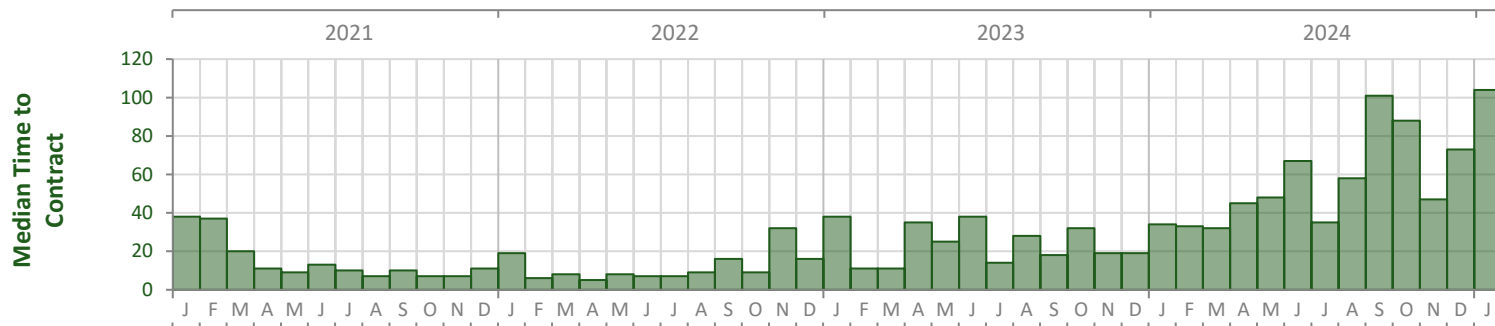


## Median Time to Contract

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	104 Days	205.9%
<b>January 2025</b>	<b>104 Days</b>	<b>205.9%</b>
December 2024	73 Days	284.2%
November 2024	47 Days	147.4%
October 2024	88 Days	175.0%
September 2024	101 Days	461.1%
August 2024	58 Days	107.1%
July 2024	35 Days	150.0%
June 2024	67 Days	76.3%
May 2024	48 Days	92.0%
April 2024	45 Days	28.6%
March 2024	32 Days	190.9%
February 2024	33 Days	200.0%
January 2024	34 Days	-10.5%

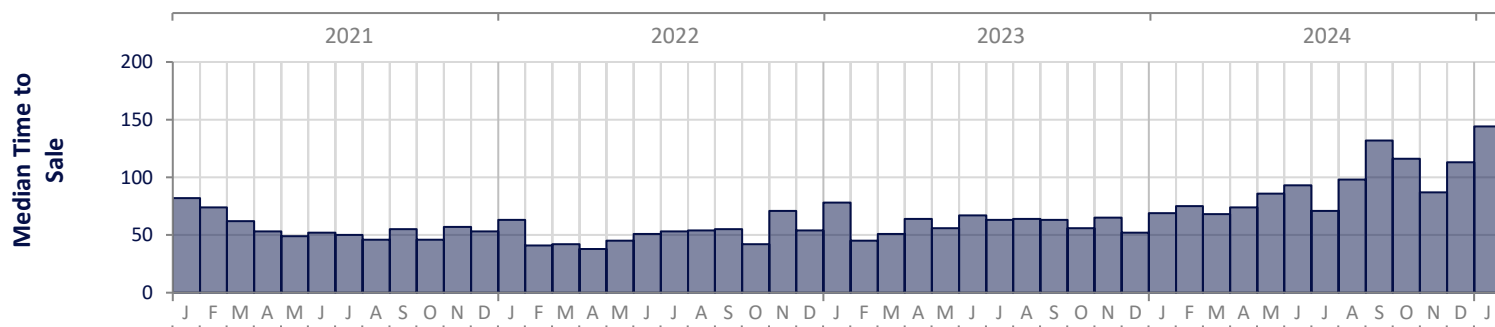


## Median Time to Sale

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	144 Days	108.7%
<b>January 2025</b>	<b>144 Days</b>	<b>108.7%</b>
December 2024	113 Days	117.3%
November 2024	87 Days	33.8%
October 2024	116 Days	107.1%
September 2024	132 Days	109.5%
August 2024	98 Days	53.1%
July 2024	71 Days	12.7%
June 2024	93 Days	38.8%
May 2024	86 Days	53.6%
April 2024	74 Days	15.6%
March 2024	68 Days	33.3%
February 2024	75 Days	66.7%
January 2024	69 Days	-11.5%



# Monthly Market Detail - January 2025

## Townhouses and Condos

### Ocala/Marion County Association of REALTORS®

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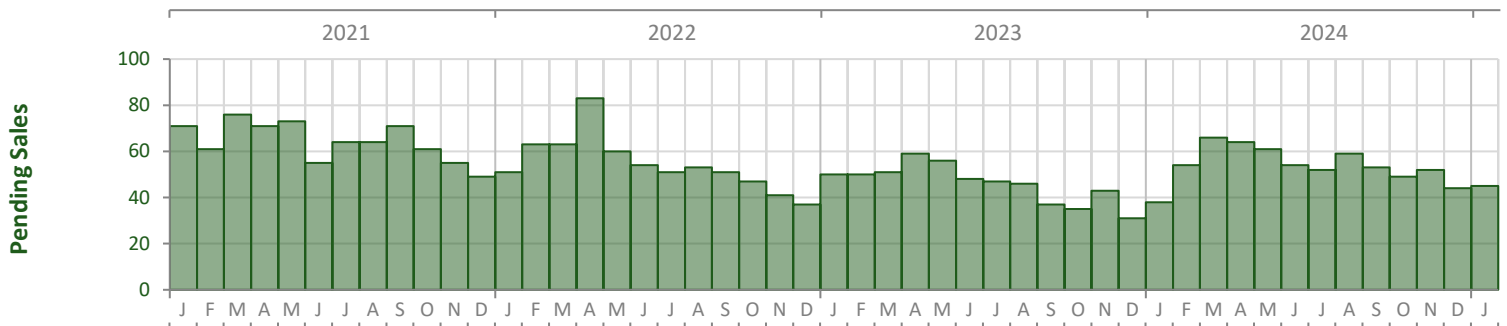


## New Pending Sales

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	45	18.4%
<b>January 2025</b>	<b>45</b>	<b>18.4%</b>
December 2024	44	41.9%
November 2024	52	20.9%
October 2024	49	40.0%
September 2024	53	43.2%
August 2024	59	28.3%
July 2024	52	10.6%
June 2024	54	12.5%
May 2024	61	8.9%
April 2024	64	8.5%
March 2024	66	29.4%
February 2024	54	8.0%
January 2024	38	-24.0%

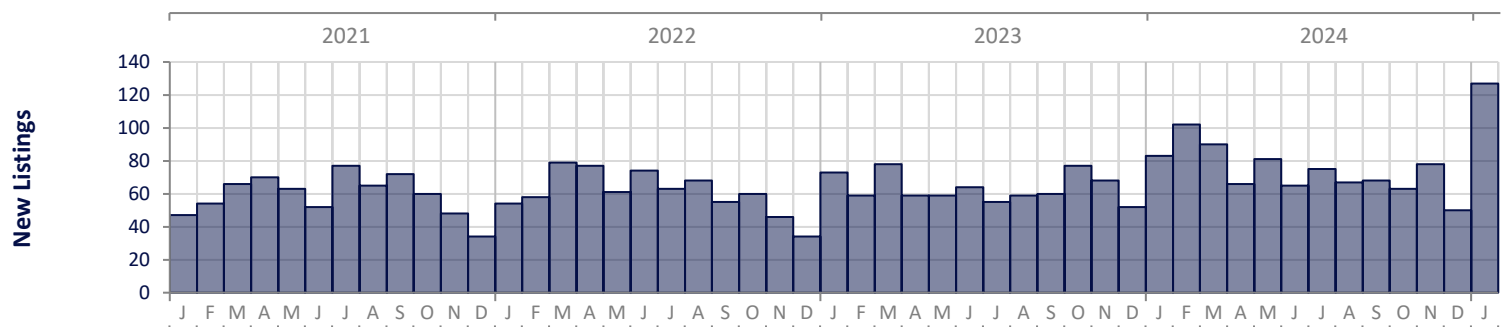


## New Listings

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	127	53.0%
<b>January 2025</b>	<b>127</b>	<b>53.0%</b>
December 2024	50	-3.8%
November 2024	78	14.7%
October 2024	63	-18.2%
September 2024	68	13.3%
August 2024	67	13.6%
July 2024	75	36.4%
June 2024	65	1.6%
May 2024	81	37.3%
April 2024	66	11.9%
March 2024	90	15.4%
February 2024	102	72.9%
January 2024	83	13.7%



# Monthly Market Detail - January 2025

## Townhouses and Condos

### Ocala/Marion County Association of REALTORS®

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## Inventory (Active Listings)

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

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

Month	Inventory	Percent Change Year-over-Year
YTD (Monthly Avg)	322	41.2%
<b>January 2025</b>	<b>322</b>	<b>41.2%</b>
December 2024	261	28.6%
November 2024	282	51.6%
October 2024	278	64.5%
September 2024	278	110.6%
August 2024	276	135.9%
July 2024	289	158.0%
June 2024	245	109.4%
May 2024	255	136.1%
April 2024	262	142.6%
March 2024	278	137.6%
February 2024	265	170.4%
January 2024	228	145.2%

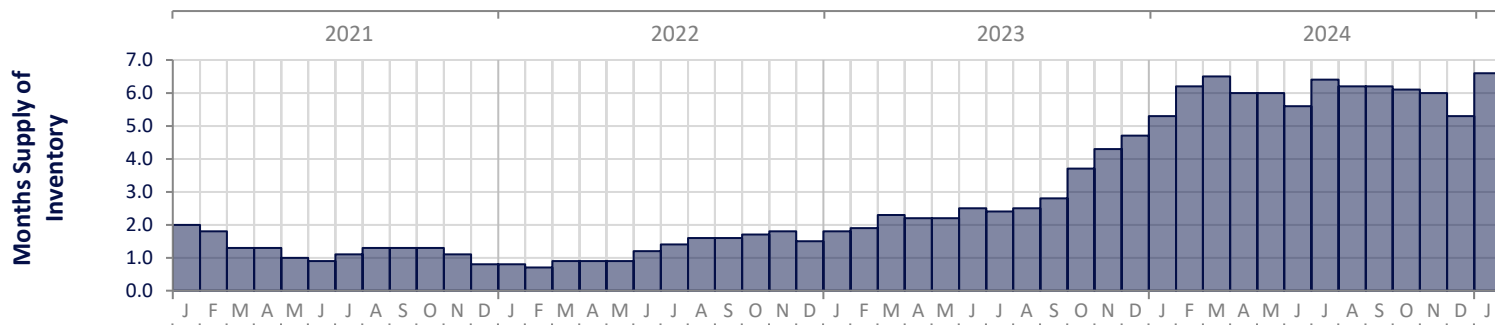


## Months Supply of Inventory

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)	6.6	24.5%
<b>January 2025</b>	<b>6.6</b>	<b>24.5%</b>
December 2024	5.3	12.8%
November 2024	6.0	39.5%
October 2024	6.1	64.9%
September 2024	6.2	121.4%
August 2024	6.2	148.0%
July 2024	6.4	166.7%
June 2024	5.6	124.0%
May 2024	6.0	172.7%
April 2024	6.0	172.7%
March 2024	6.5	182.6%
February 2024	6.2	226.3%
January 2024	5.3	194.4%



# Monthly Market Detail - January 2025

## Townhouses and Condos

### Ocala/Marion County Association of REALTORS®

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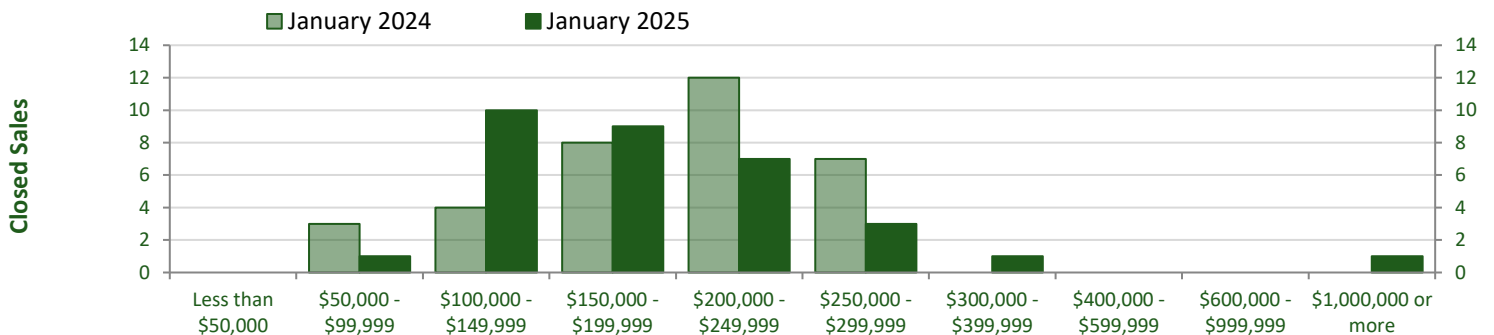


## Closed Sales by Sale Price

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	-66.7%
\$100,000 - \$149,999	10	150.0%
\$150,000 - \$199,999	9	12.5%
\$200,000 - \$249,999	7	-41.7%
\$250,000 - \$299,999	3	-57.1%
\$300,000 - \$399,999	1	N/A
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	1	N/A

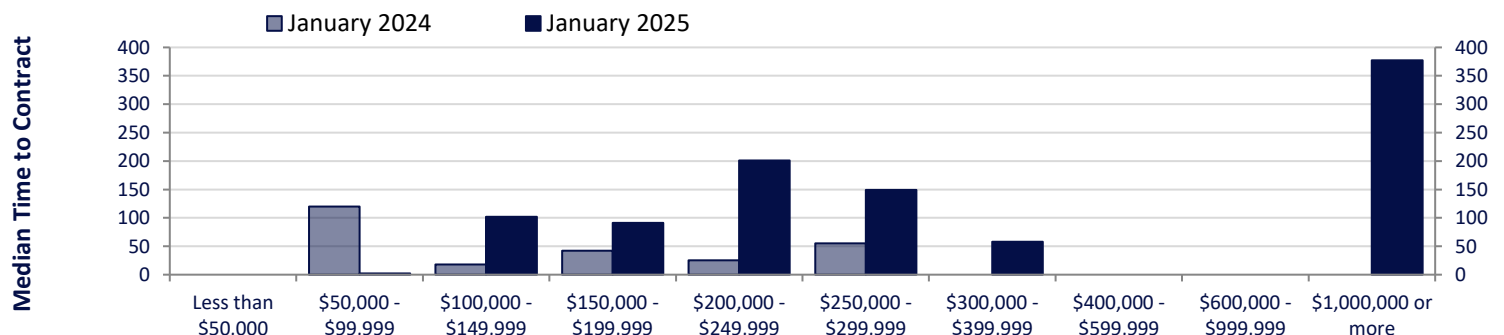


## Median Time to Contract by Sale Price

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	-98.3%
\$100,000 - \$149,999	102 Days	466.7%
\$150,000 - \$199,999	91 Days	116.7%
\$200,000 - \$249,999	201 Days	704.0%
\$250,000 - \$299,999	149 Days	170.9%
\$300,000 - \$399,999	58 Days	N/A
\$400,000 - \$599,999	(No Sales)	N/A
\$600,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	377 Days	N/A





# Monthly Market Detail - January 2025

## Townhouses and Condos

### Ocala/Marion County Association of REALTORS®

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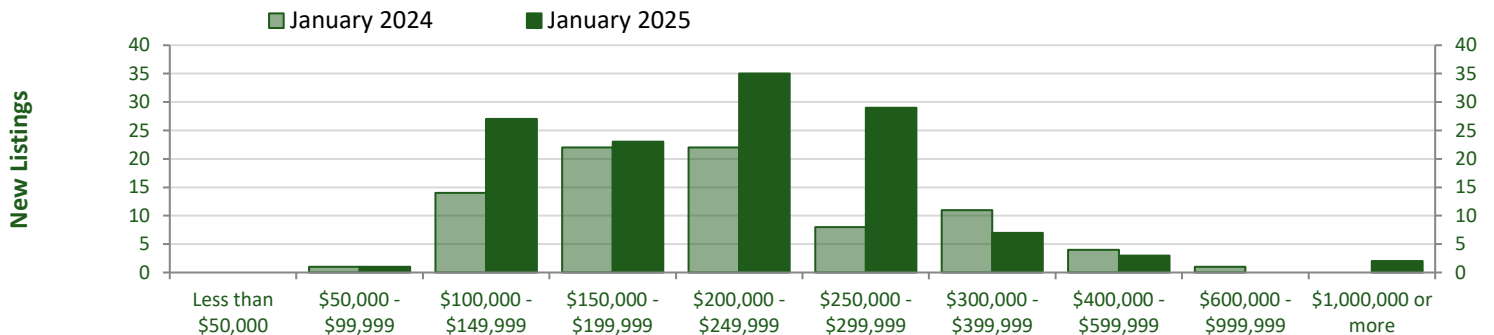


## New Listings by Initial Listing Price

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	1	0.0%
\$100,000 - \$149,999	27	92.9%
\$150,000 - \$199,999	23	4.5%
\$200,000 - \$249,999	35	59.1%
\$250,000 - \$299,999	29	262.5%
\$300,000 - \$399,999	7	-36.4%
\$400,000 - \$599,999	3	-25.0%
\$600,000 - \$999,999	0	-100.0%
\$1,000,000 or more	2	N/A

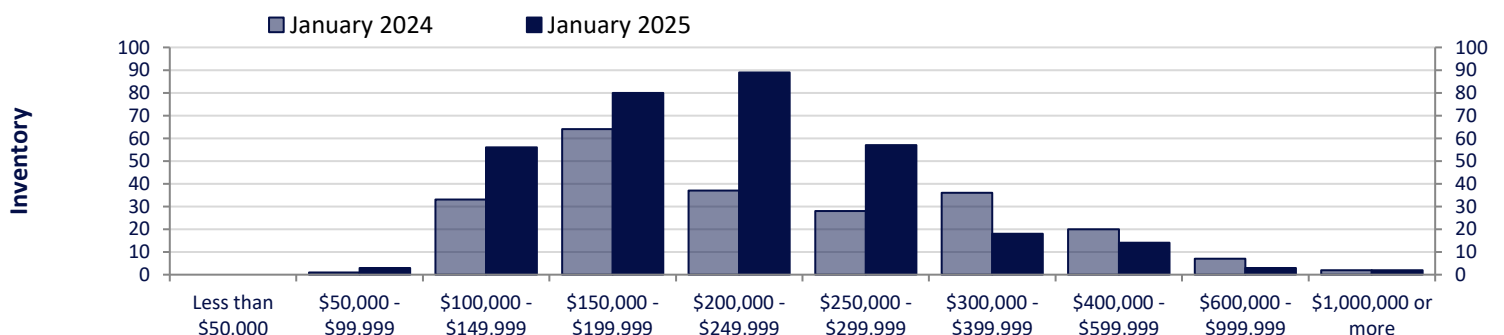


## Inventory by Current Listing Price

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

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

Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	3	200.0%
\$100,000 - \$149,999	56	69.7%
\$150,000 - \$199,999	80	25.0%
\$200,000 - \$249,999	89	140.5%
\$250,000 - \$299,999	57	103.6%
\$300,000 - \$399,999	18	-50.0%
\$400,000 - \$599,999	14	-30.0%
\$600,000 - \$999,999	3	-57.1%
\$1,000,000 or more	2	0.0%

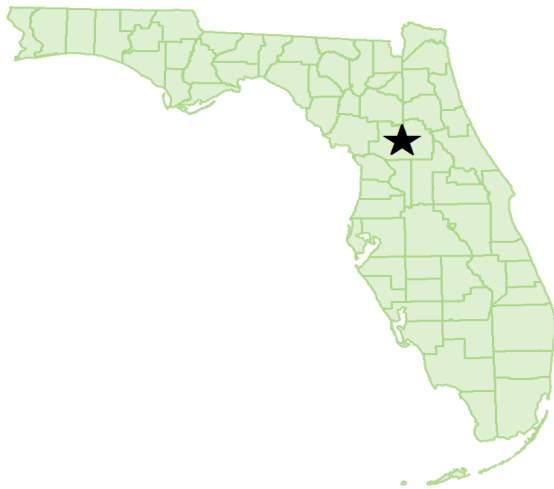


# Monthly Distressed Market - January 2025

## Townhouses and Condos

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		January 2025	January 2024	Percent Change Year-over-Year
Traditional	Closed Sales	32	33	-3.0%
	Median Sale Price	\$173,450	\$202,500	-14.3%
Foreclosure/REO	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$245,000	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

