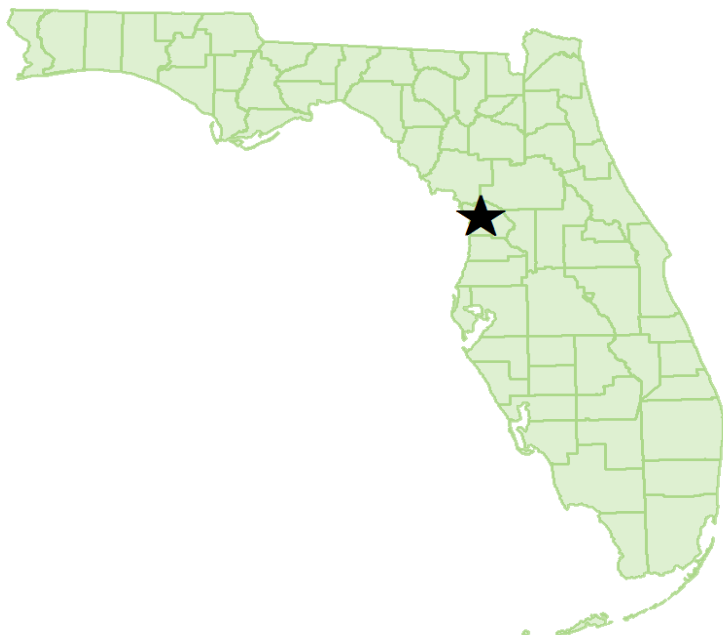


# Monthly Market Detail - January 2025

## Manufactured Homes

### REALTORS® Association of Citrus County

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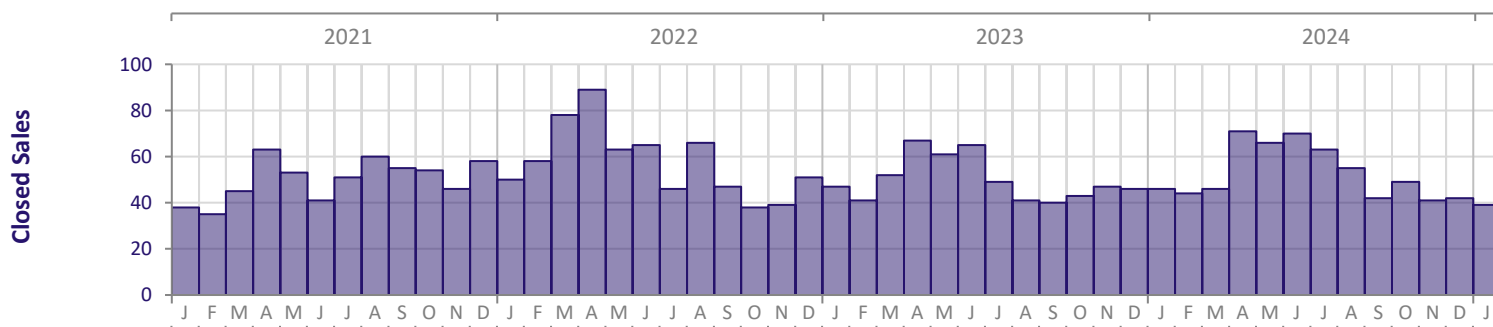
Summary Statistics	January 2025	January 2024	Percent Change Year-over-Year
Closed Sales	39	46	-15.2%
Paid in Cash	23	36	-36.1%
Median Sale Price	\$150,000	\$128,500	16.7%
Average Sale Price	\$159,324	\$143,574	11.0%
Dollar Volume	\$6.2 Million	\$6.6 Million	-5.9%
Median Percent of Original List Price Received	92.1%	90.8%	1.4%
Median Time to Contract	26 Days	41 Days	-36.6%
Median Time to Sale	70 Days	69 Days	1.4%
New Pending Sales	49	61	-19.7%
New Listings	86	84	2.4%
Pending Inventory	53	66	-19.7%
Inventory (Active Listings)	216	159	35.8%
Months Supply of Inventory	4.1	3.2	28.1%

## 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	39	-15.2%
<b>January 2025</b>	<b>39</b>	<b>-15.2%</b>
December 2024	42	-8.7%
November 2024	41	-12.8%
October 2024	49	14.0%
September 2024	42	5.0%
August 2024	55	34.1%
July 2024	63	28.6%
June 2024	70	7.7%
May 2024	66	8.2%
April 2024	71	6.0%
March 2024	46	-11.5%
February 2024	44	7.3%
January 2024	46	-2.1%



# Monthly Market Detail - January 2025

## Manufactured Homes

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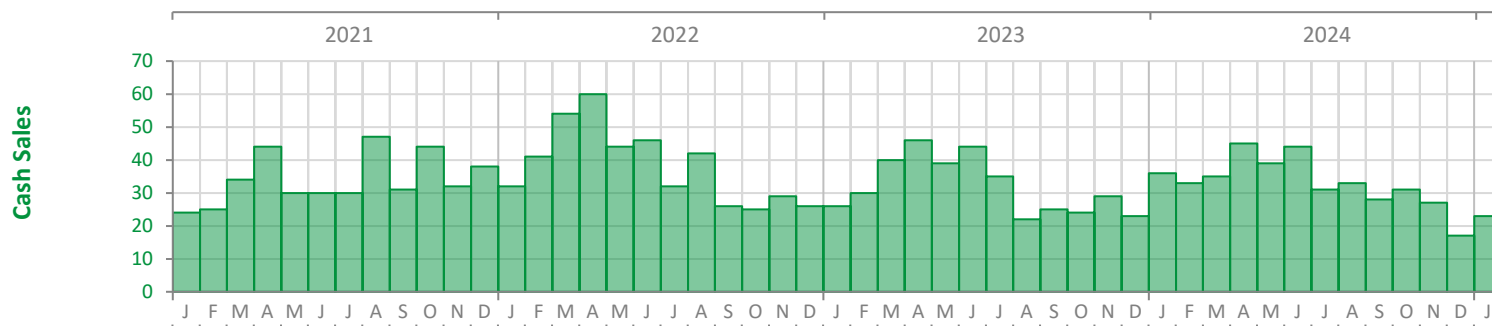


## Cash Sales

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	23	-36.1%
<b>January 2025</b>	<b>23</b>	<b>-36.1%</b>
December 2024	17	-26.1%
November 2024	27	-6.9%
October 2024	31	29.2%
September 2024	28	12.0%
August 2024	33	50.0%
July 2024	31	-11.4%
June 2024	44	0.0%
May 2024	39	0.0%
April 2024	45	-2.2%
March 2024	35	-12.5%
February 2024	33	10.0%
January 2024	36	38.5%

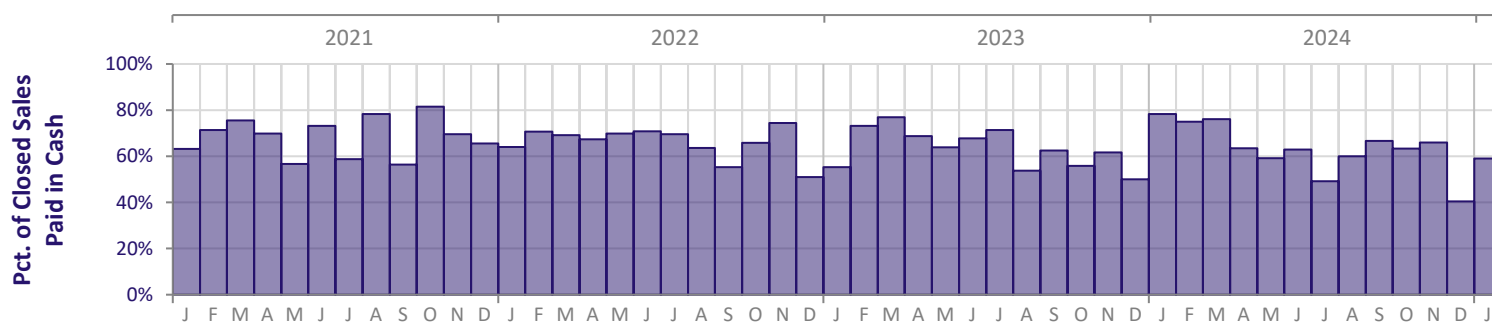


## Cash Sales as a Percentage of Closed Sales

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

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

Month	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Year-to-Date	59.0%	-24.6%
<b>January 2025</b>	<b>59.0%</b>	<b>-24.6%</b>
December 2024	40.5%	-19.0%
November 2024	65.9%	6.8%
October 2024	63.3%	13.4%
September 2024	66.7%	6.7%
August 2024	60.0%	11.7%
July 2024	49.2%	-31.1%
June 2024	62.9%	-7.1%
May 2024	59.1%	-7.5%
April 2024	63.4%	-7.7%
March 2024	76.1%	-1.0%
February 2024	75.0%	2.5%
January 2024	78.3%	41.6%



Monthly Market Detail - January 2025

Manufactured Homes

REALTORS® Association of Citrus County



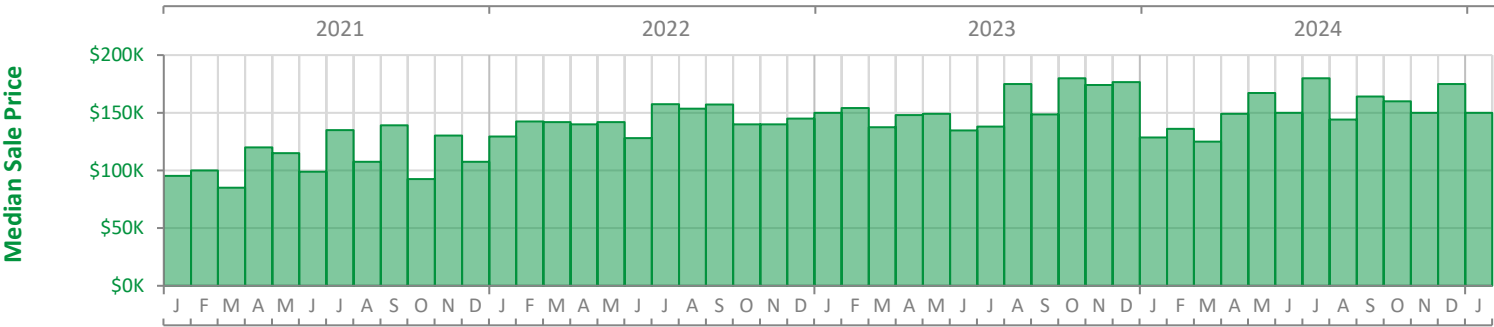
This report describes member activity for the association and is not confined to any specific geographic area.

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	\$150,000	16.7%
January 2025	\$150,000	16.7%
December 2024	\$175,000	-0.8%
November 2024	\$149,900	-13.9%
October 2024	\$160,000	-11.1%
September 2024	\$164,000	10.4%
August 2024	\$144,000	-17.7%
July 2024	\$180,000	30.4%
June 2024	\$150,000	11.3%
May 2024	\$167,150	12.2%
April 2024	\$149,000	0.7%
March 2024	\$125,000	-9.1%
February 2024	\$136,000	-11.7%
January 2024	\$128,500	-14.3%

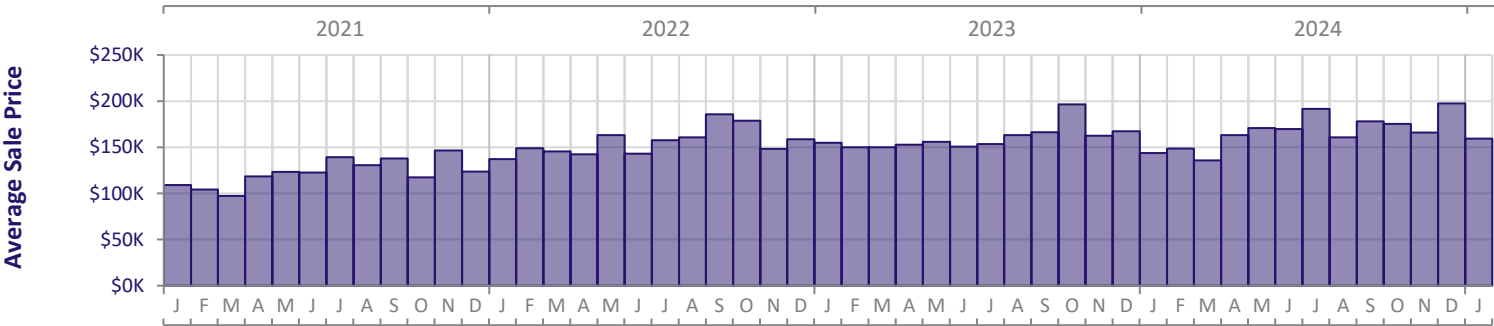


Average Sale Price

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

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

Month	Average Sale Price	Percent Change Year-over-Year
Year-to-Date	\$159,324	11.0%
January 2025	\$159,324	11.0%
December 2024	\$197,393	17.9%
November 2024	\$165,778	2.1%
October 2024	\$175,204	-10.8%
September 2024	\$177,979	7.0%
August 2024	\$160,602	-1.6%
July 2024	\$191,480	24.7%
June 2024	\$169,895	12.9%
May 2024	\$170,644	9.4%
April 2024	\$163,026	6.7%
March 2024	\$135,757	-9.4%
February 2024	\$148,691	-0.8%
January 2024	\$143,574	-7.4%



# Monthly Market Detail - January 2025

## Manufactured Homes

### REALTORS® Association of Citrus County

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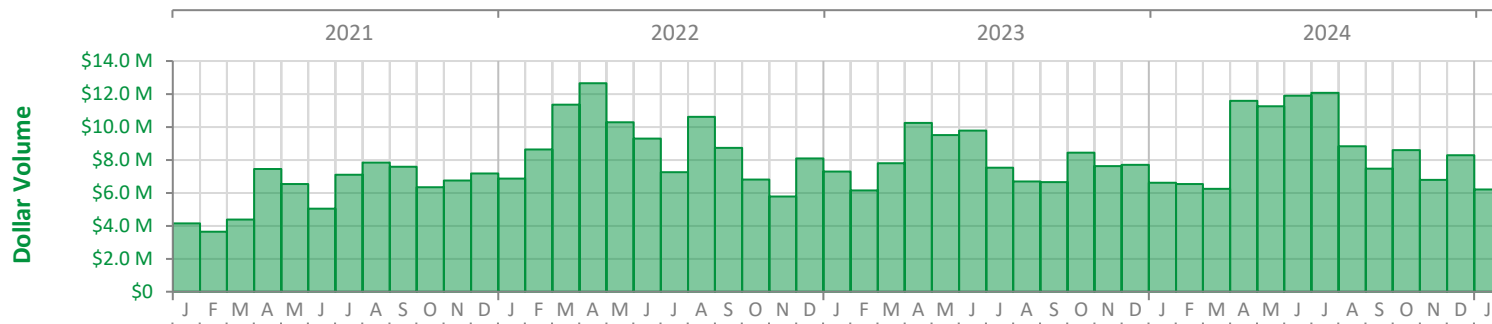


## Dollar Volume

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	\$6.2 Million	-5.9%
<b>January 2025</b>	<b>\$6.2 Million</b>	<b>-5.9%</b>
December 2024	\$8.3 Million	7.6%
November 2024	\$6.8 Million	-10.9%
October 2024	\$8.6 Million	1.7%
September 2024	\$7.5 Million	12.4%
August 2024	\$8.8 Million	32.0%
July 2024	\$12.1 Million	60.3%
June 2024	\$11.9 Million	21.6%
May 2024	\$11.3 Million	18.4%
April 2024	\$11.6 Million	13.0%
March 2024	\$6.2 Million	-19.9%
February 2024	\$6.5 Million	6.5%
January 2024	\$6.6 Million	-9.3%

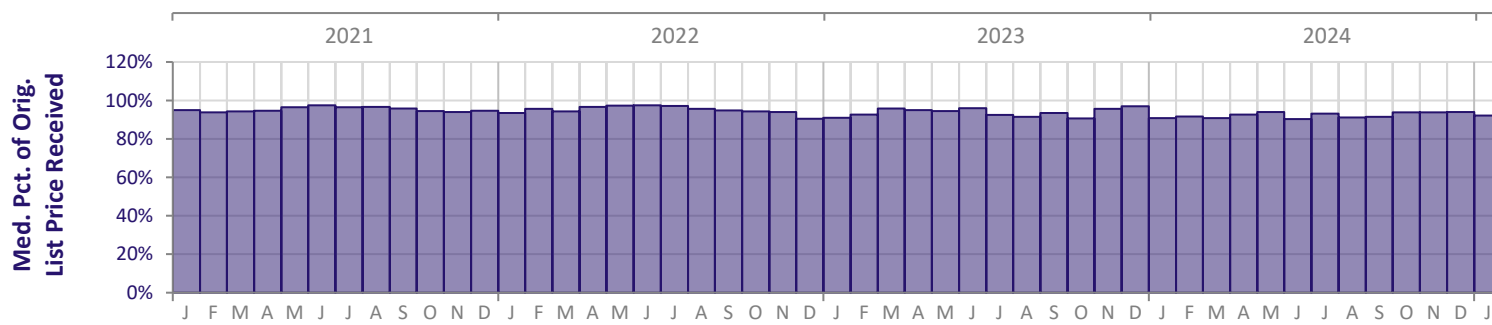


## Median Percent of Original List Price Received

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	92.1%	1.4%
<b>January 2025</b>	<b>92.1%</b>	<b>1.4%</b>
December 2024	93.9%	-3.1%
November 2024	93.8%	-1.9%
October 2024	93.8%	3.5%
September 2024	91.5%	-2.0%
August 2024	91.2%	-0.2%
July 2024	93.2%	0.9%
June 2024	90.3%	-5.9%
May 2024	94.0%	-0.4%
April 2024	92.6%	-2.5%
March 2024	90.8%	-5.2%
February 2024	91.6%	-1.1%
January 2024	90.8%	-0.2%



# Monthly Market Detail - January 2025

## Manufactured Homes

### REALTORS® Association of Citrus County

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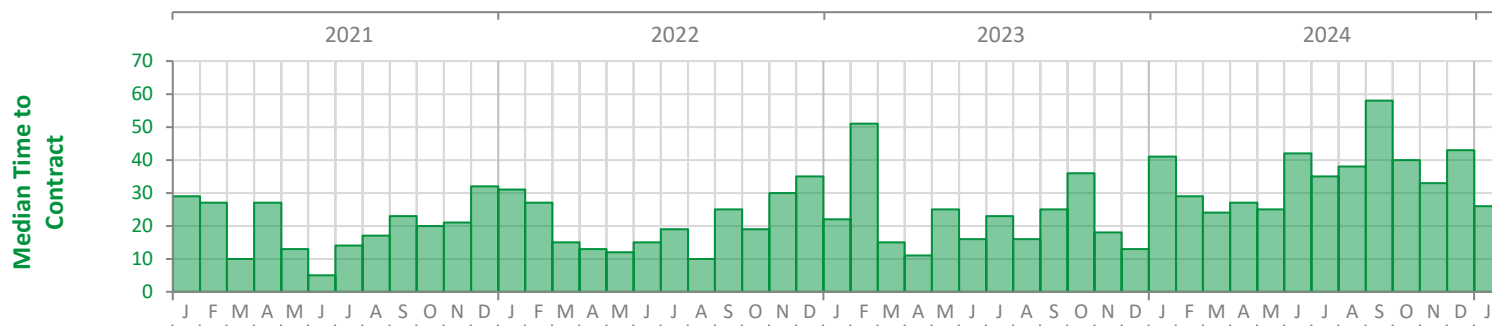


## Median Time to Contract

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	26 Days	-36.6%
<b>January 2025</b>	<b>26 Days</b>	<b>-36.6%</b>
December 2024	43 Days	230.8%
November 2024	33 Days	83.3%
October 2024	40 Days	11.1%
September 2024	58 Days	132.0%
August 2024	38 Days	137.5%
July 2024	35 Days	52.2%
June 2024	42 Days	162.5%
May 2024	25 Days	0.0%
April 2024	27 Days	145.5%
March 2024	24 Days	60.0%
February 2024	29 Days	-43.1%
January 2024	41 Days	86.4%

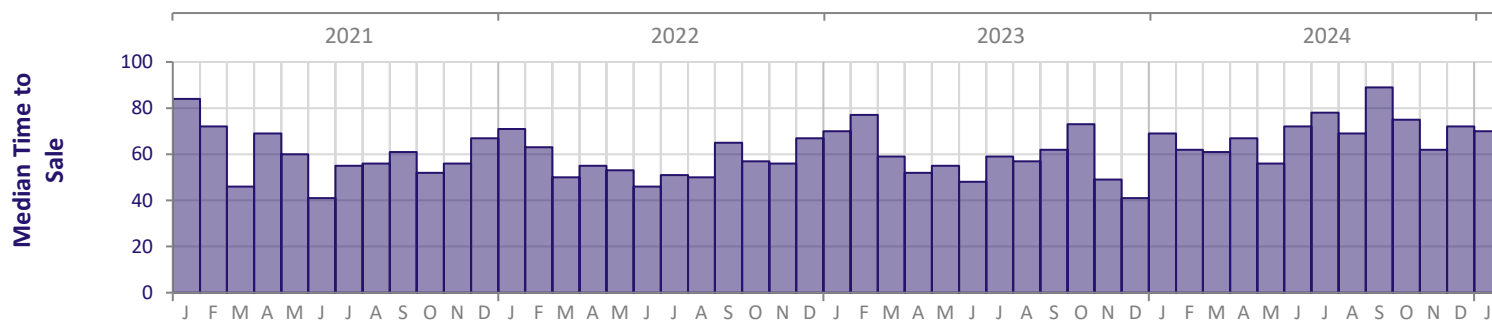


## Median Time to Sale

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	70 Days	1.4%
<b>January 2025</b>	<b>70 Days</b>	<b>1.4%</b>
December 2024	72 Days	75.6%
November 2024	62 Days	26.5%
October 2024	75 Days	2.7%
September 2024	89 Days	43.5%
August 2024	69 Days	21.1%
July 2024	78 Days	32.2%
June 2024	72 Days	50.0%
May 2024	56 Days	1.8%
April 2024	67 Days	28.8%
March 2024	61 Days	3.4%
February 2024	62 Days	-19.5%
January 2024	69 Days	-1.4%



# Monthly Market Detail - January 2025

## Manufactured Homes

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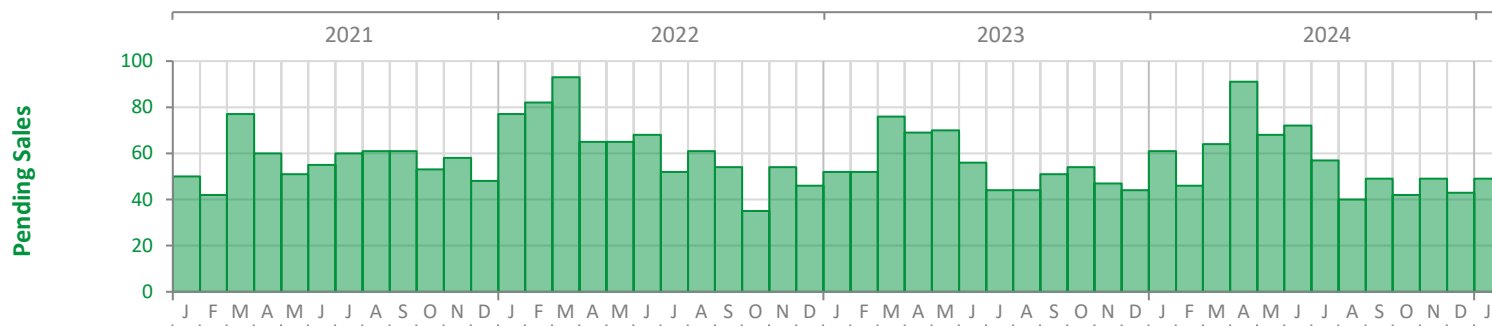


## New Pending Sales

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

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

Month	New Pending Sales	Percent Change Year-over-Year
Year-to-Date	49	-19.7%
<b>January 2025</b>	<b>49</b>	<b>-19.7%</b>
December 2024	43	-2.3%
November 2024	49	4.3%
October 2024	42	-22.2%
September 2024	49	-3.9%
August 2024	40	-9.1%
July 2024	57	29.5%
June 2024	72	28.6%
May 2024	68	-2.9%
April 2024	91	31.9%
March 2024	64	-15.8%
February 2024	46	-11.5%
January 2024	61	17.3%

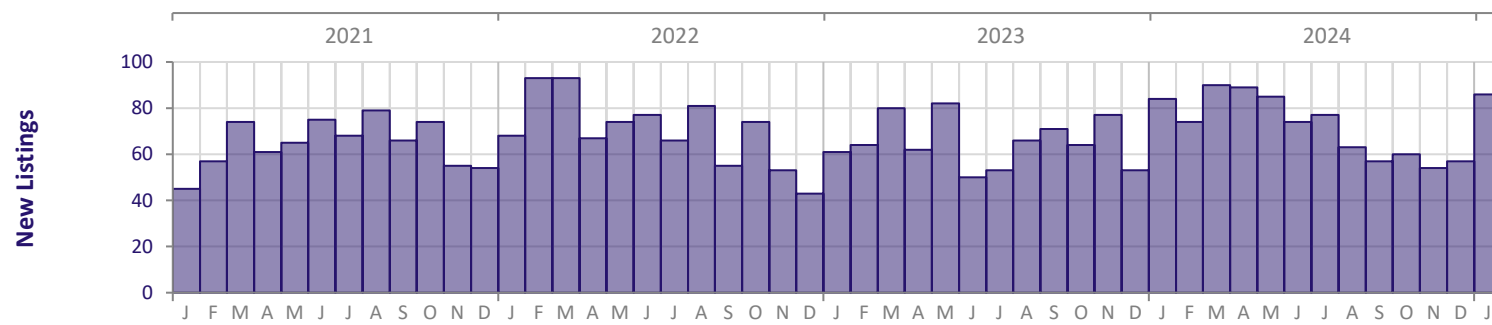


## New Listings

The number of properties put onto the market during the month

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

Month	New Listings	Percent Change Year-over-Year
Year-to-Date	86	2.4%
<b>January 2025</b>	<b>86</b>	<b>2.4%</b>
December 2024	57	7.5%
November 2024	54	-29.9%
October 2024	60	-6.3%
September 2024	57	-19.7%
August 2024	63	-4.5%
July 2024	77	45.3%
June 2024	74	48.0%
May 2024	85	3.7%
April 2024	89	43.5%
March 2024	90	12.5%
February 2024	74	15.6%
January 2024	84	37.7%





Monthly Market Detail - January 2025

Manufactured Homes

REALTORS® Association of Citrus County



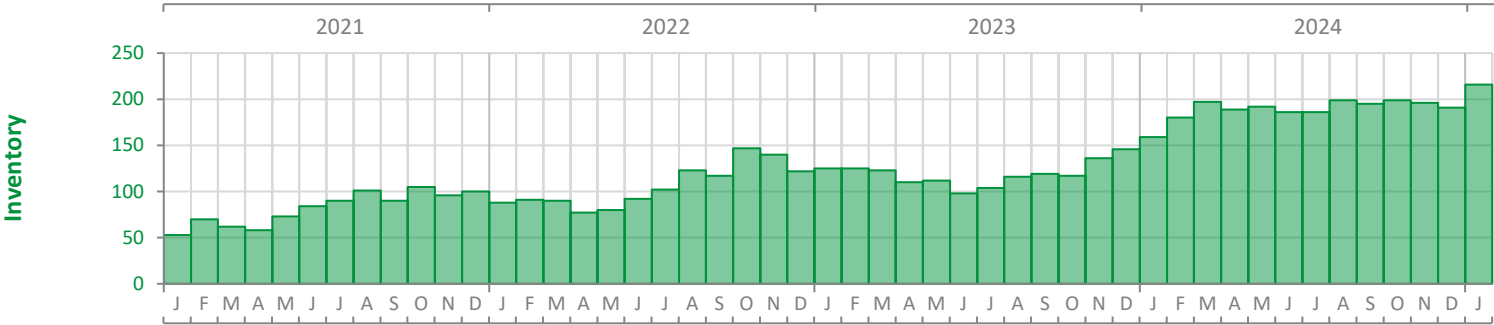
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Inventory (Active Listings)

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)	216	35.8%
January 2025	216	35.8%
December 2024	191	30.8%
November 2024	196	44.1%
October 2024	199	70.1%
September 2024	195	63.9%
August 2024	199	71.6%
July 2024	186	78.8%
June 2024	186	89.8%
May 2024	192	71.4%
April 2024	189	71.8%
March 2024	197	60.2%
February 2024	180	44.0%
January 2024	159	27.2%

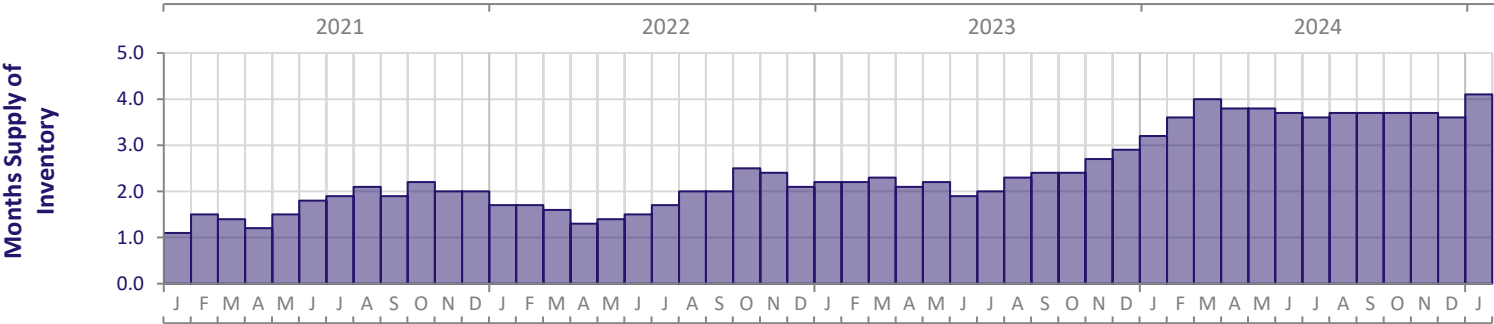


Months Supply of Inventory

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)	4.1	28.1%
January 2025	4.1	28.1%
December 2024	3.6	24.1%
November 2024	3.7	37.0%
October 2024	3.7	54.2%
September 2024	3.7	54.2%
August 2024	3.7	60.9%
July 2024	3.6	80.0%
June 2024	3.7	94.7%
May 2024	3.8	72.7%
April 2024	3.8	81.0%
March 2024	4.0	73.9%
February 2024	3.6	63.6%
January 2024	3.2	45.5%



# Monthly Market Detail - January 2025

## Manufactured Homes

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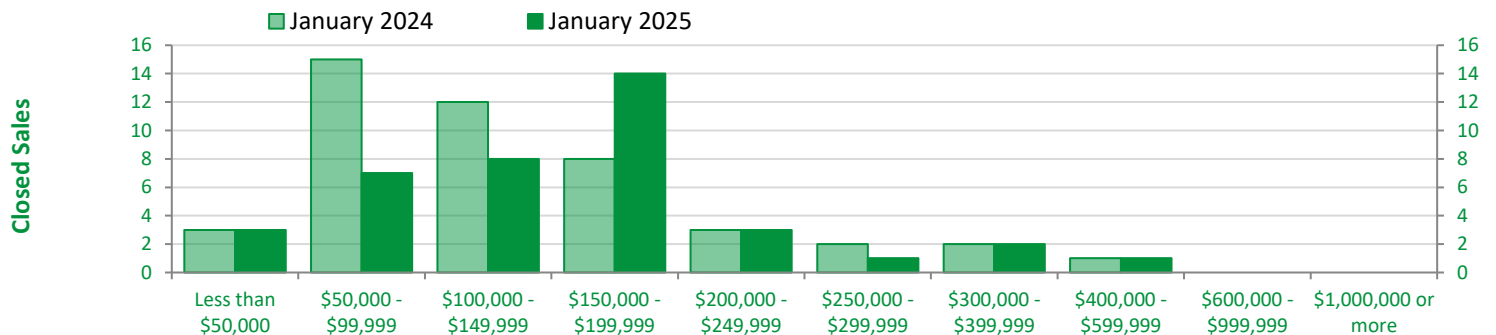


## Closed Sales by Sale Price

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	3	0.0%
\$50,000 - \$99,999	7	-53.3%
\$100,000 - \$149,999	8	-33.3%
\$150,000 - \$199,999	14	75.0%
\$200,000 - \$249,999	3	0.0%
\$250,000 - \$299,999	1	-50.0%
\$300,000 - \$399,999	2	0.0%
\$400,000 - \$599,999	1	0.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

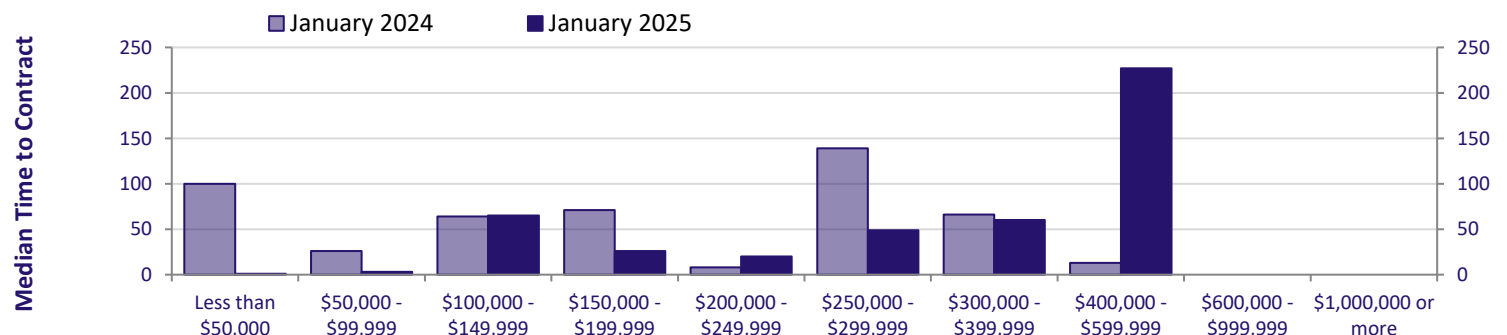


## Median Time to Contract by Sale Price

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

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

Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$50,000	1 Day	-99.0%
\$50,000 - \$99,999	3 Days	-88.5%
\$100,000 - \$149,999	65 Days	1.6%
\$150,000 - \$199,999	26 Days	-63.4%
\$200,000 - \$249,999	20 Days	150.0%
\$250,000 - \$299,999	49 Days	-64.7%
\$300,000 - \$399,999	60 Days	-9.1%
\$400,000 - \$599,999	227 Days	1646.2%
\$600,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	(No Sales)	N/A





# Monthly Market Detail - January 2025

## Manufactured Homes

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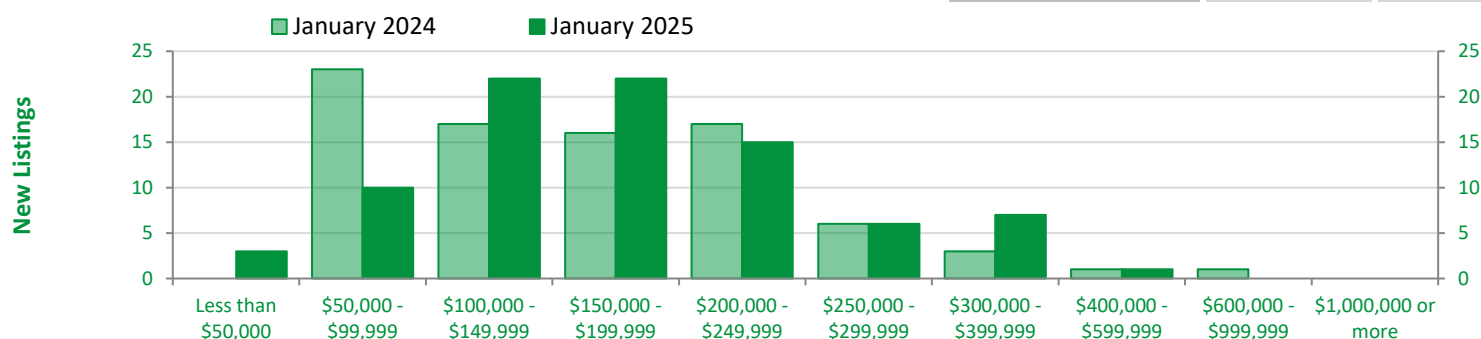


## New Listings by Initial Listing Price

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	3	N/A
\$50,000 - \$99,999	10	-56.5%
\$100,000 - \$149,999	22	29.4%
\$150,000 - \$199,999	22	37.5%
\$200,000 - \$249,999	15	-11.8%
\$250,000 - \$299,999	6	0.0%
\$300,000 - \$399,999	7	133.3%
\$400,000 - \$599,999	1	0.0%
\$600,000 - \$999,999	0	-100.0%
\$1,000,000 or more	0	N/A

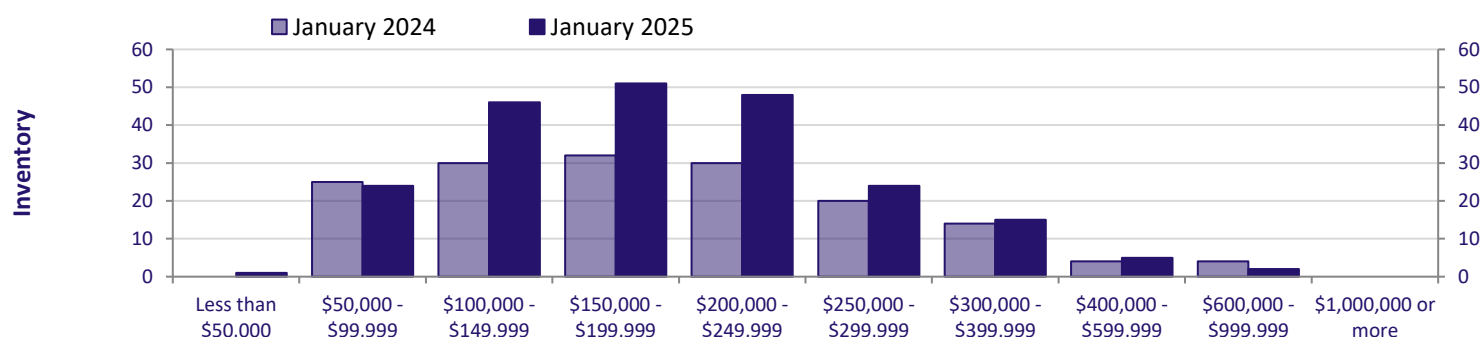


## Inventory by Current Listing Price

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

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

Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	1	N/A
\$50,000 - \$99,999	24	-4.0%
\$100,000 - \$149,999	46	53.3%
\$150,000 - \$199,999	51	59.4%
\$200,000 - \$249,999	48	60.0%
\$250,000 - \$299,999	24	20.0%
\$300,000 - \$399,999	15	7.1%
\$400,000 - \$599,999	5	25.0%
\$600,000 - \$999,999	2	-50.0%
\$1,000,000 or more	0	N/A

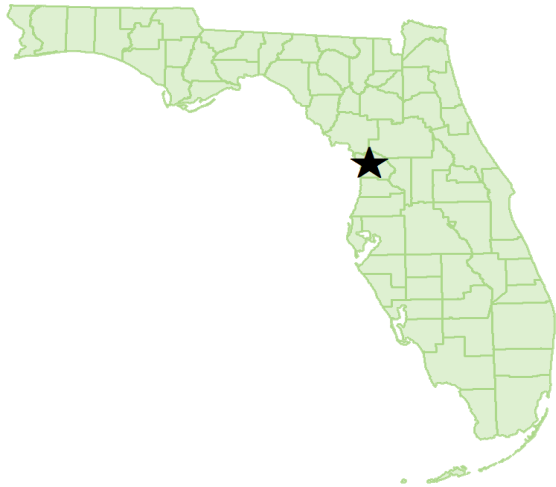


# Monthly Distressed Market - January 2025

## Manufactured Homes

### REALTORS® Association of Citrus County

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	38	46	-17.4%
	Median Sale Price	\$150,000	\$128,500	16.7%
Foreclosure/REO	Closed Sales	1	0	N/A
	Median Sale Price	\$99,900	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

