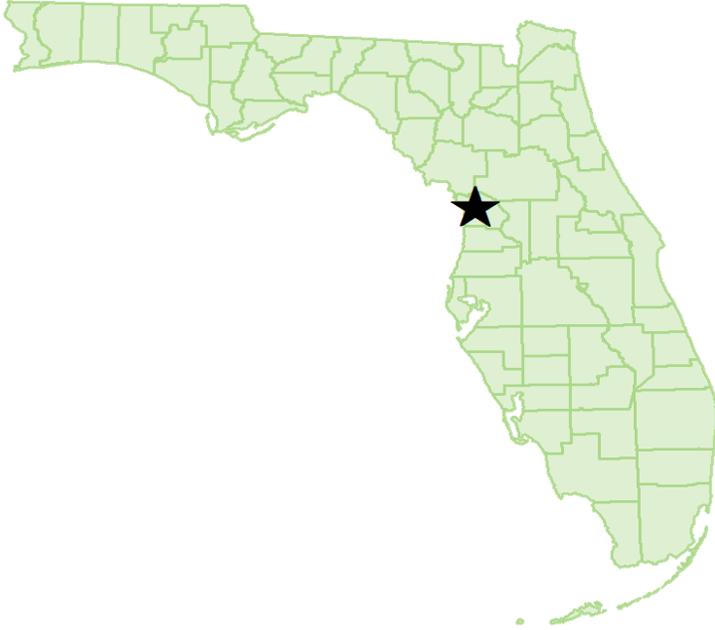


# Monthly Market Detail - November 2025

## Single-Family Homes

### REALTORS® Association of Citrus County

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



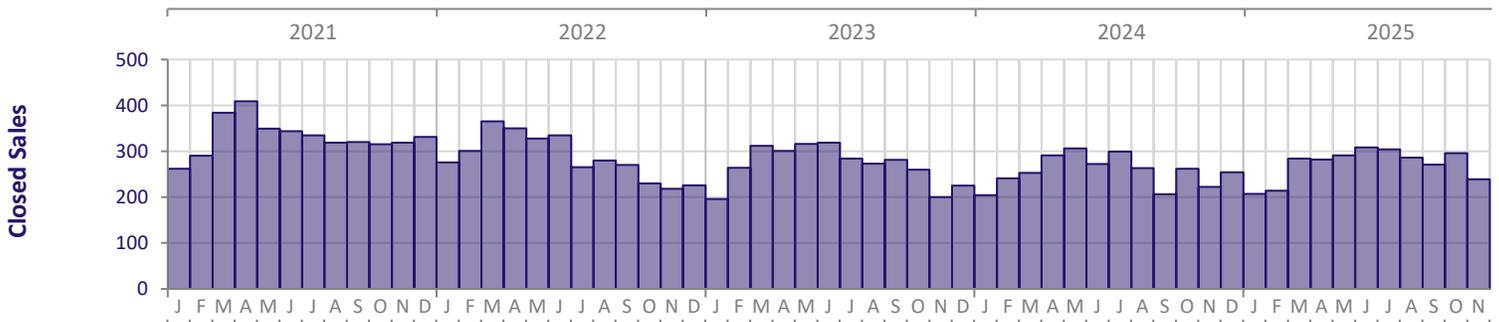
Summary Statistics	November 2025	November 2024	Percent Change Year-over-Year
Closed Sales	239	222	7.7%
Paid in Cash	97	92	5.4%
Median Sale Price	\$280,000	\$317,125	-11.7%
Average Sale Price	\$333,033	\$351,511	-5.3%
Dollar Volume	\$79.6 Million	\$78.0 Million	2.0%
Median Percent of Original List Price Received	94.6%	95.1%	-0.5%
Median Time to Contract	59 Days	64 Days	-7.8%
Median Time to Sale	95 Days	102 Days	-6.9%
New Pending Sales	235	234	0.4%
New Listings	359	390	-7.9%
Pending Inventory	350	307	14.0%
Inventory (Active Listings)	1,609	1,355	18.7%
Months Supply of Inventory	6.0	5.3	13.2%

## 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	2,982	5.8%
<b>November 2025</b>	<b>239</b>	<b>7.7%</b>
October 2025	296	13.0%
September 2025	271	31.6%
August 2025	286	8.7%
July 2025	304	1.7%
June 2025	308	13.2%
May 2025	291	-4.9%
April 2025	282	-3.1%
March 2025	284	12.3%
February 2025	214	-11.2%
January 2025	207	1.5%
December 2024	254	12.9%
November 2024	222	11.0%



# Monthly Market Detail - November 2025

## Single-Family Homes

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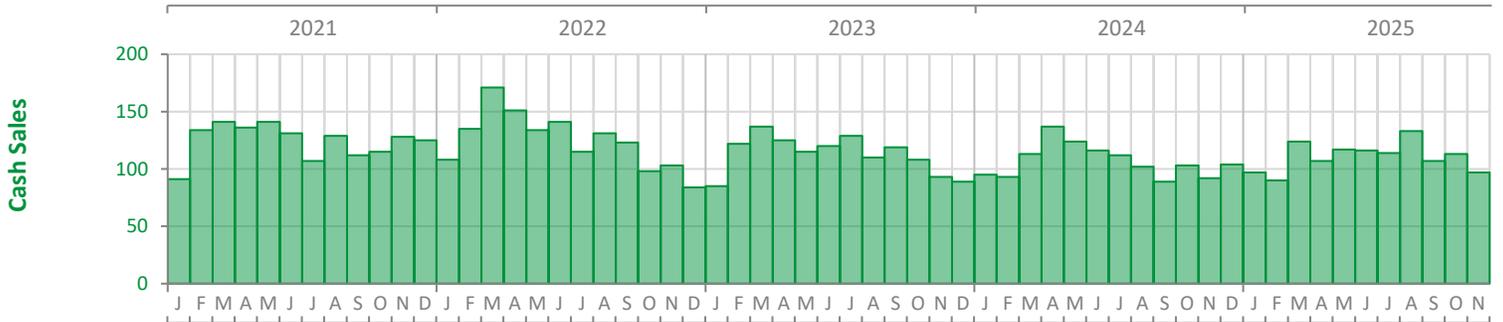


## Cash Sales

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	1,215	3.3%
<b>November 2025</b>	<b>97</b>	<b>5.4%</b>
October 2025	113	9.7%
September 2025	107	20.2%
August 2025	133	30.4%
July 2025	114	1.8%
June 2025	116	0.0%
May 2025	117	-5.6%
April 2025	107	-21.9%
March 2025	124	9.7%
February 2025	90	-3.2%
January 2025	97	2.1%
December 2024	104	16.9%
November 2024	92	-1.1%

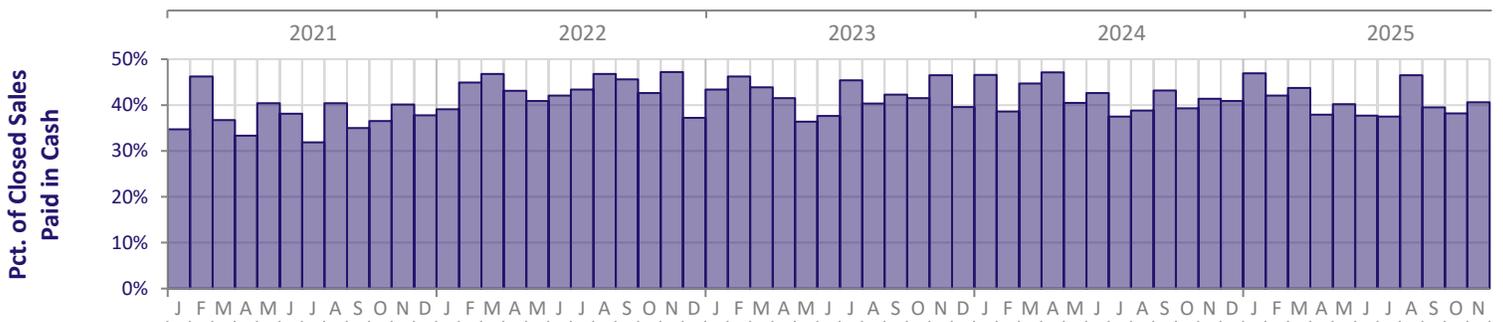


## Cash Sales as a Percentage of Closed Sales

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

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

Month	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Year-to-Date	40.7%	-2.4%
<b>November 2025</b>	<b>40.6%</b>	<b>-1.9%</b>
October 2025	38.2%	-2.8%
September 2025	39.5%	-8.6%
August 2025	46.5%	19.8%
July 2025	37.5%	0.0%
June 2025	37.7%	-11.5%
May 2025	40.2%	-0.7%
April 2025	37.9%	-19.5%
March 2025	43.7%	-2.2%
February 2025	42.1%	9.1%
January 2025	46.9%	0.6%
December 2024	40.9%	3.3%
November 2024	41.4%	-11.0%



# Monthly Market Detail - November 2025

## Single-Family Homes

### REALTORS® Association of Citrus County

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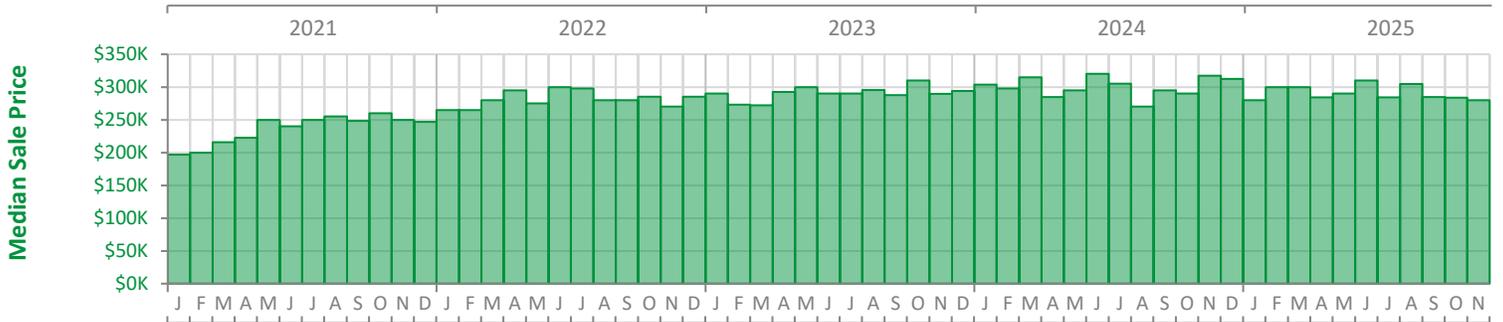


## Median Sale Price

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	-2.7%
<b>November 2025</b>	<b>\$280,000</b>	<b>-11.7%</b>
October 2025	\$283,745	-2.2%
September 2025	\$284,990	-3.4%
August 2025	\$304,625	12.8%
July 2025	\$284,495	-6.7%
June 2025	\$309,950	-3.1%
May 2025	\$290,000	-1.7%
April 2025	\$284,500	-0.1%
March 2025	\$299,900	-4.8%
February 2025	\$299,748	0.7%
January 2025	\$280,000	-7.8%
December 2024	\$312,500	6.3%
November 2024	\$317,125	9.5%

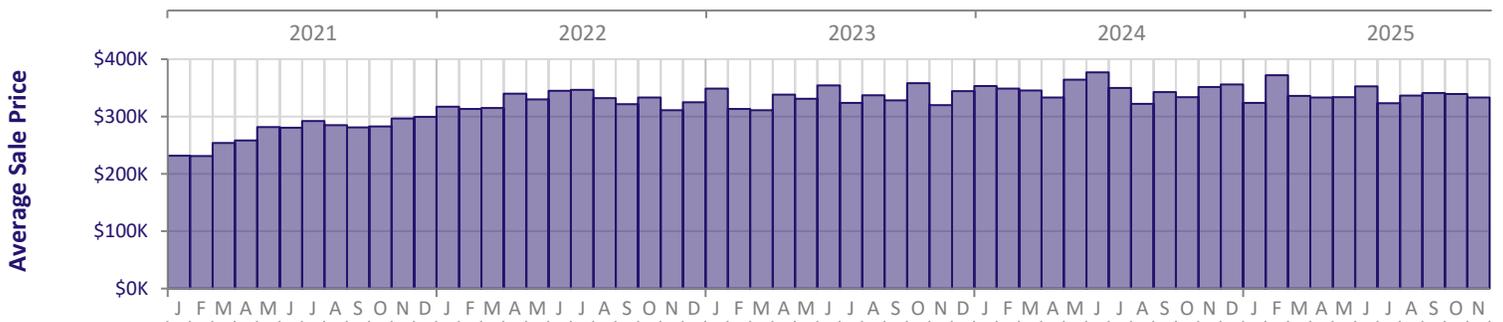


## Average Sale Price

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	\$338,178	-2.7%
<b>November 2025</b>	<b>\$333,033</b>	<b>-5.3%</b>
October 2025	\$339,247	1.7%
September 2025	\$340,804	-0.6%
August 2025	\$336,303	4.4%
July 2025	\$323,183	-7.6%
June 2025	\$352,401	-6.6%
May 2025	\$333,897	-8.3%
April 2025	\$333,208	0.0%
March 2025	\$335,858	-2.8%
February 2025	\$371,899	6.6%
January 2025	\$323,711	-8.4%
December 2024	\$355,668	3.2%
November 2024	\$351,511	9.9%



# Monthly Market Detail - November 2025

## Single-Family Homes

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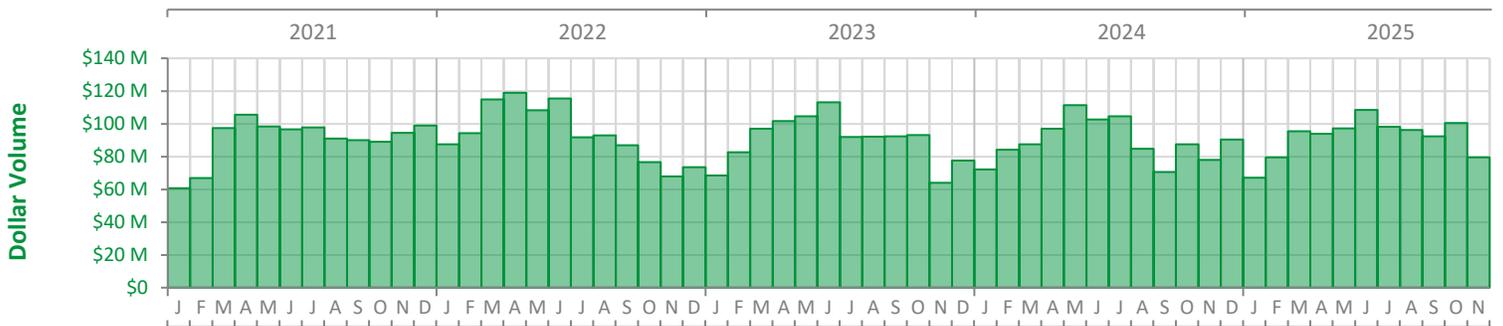


## Dollar Volume

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

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

Month	Dollar Volume	Percent Change Year-over-Year
Year-to-Date	\$1.0 Billion	2.9%
<b>November 2025</b>	<b>\$79.6 Million</b>	<b>2.0%</b>
October 2025	\$100.4 Million	14.9%
September 2025	\$92.4 Million	30.8%
August 2025	\$96.2 Million	13.5%
July 2025	\$98.2 Million	-6.1%
June 2025	\$108.5 Million	5.8%
May 2025	\$97.2 Million	-12.8%
April 2025	\$94.0 Million	-3.1%
March 2025	\$95.4 Million	9.1%
February 2025	\$79.6 Million	-5.4%
January 2025	\$67.0 Million	-7.0%
December 2024	\$90.3 Million	16.5%
November 2024	\$78.0 Million	22.0%

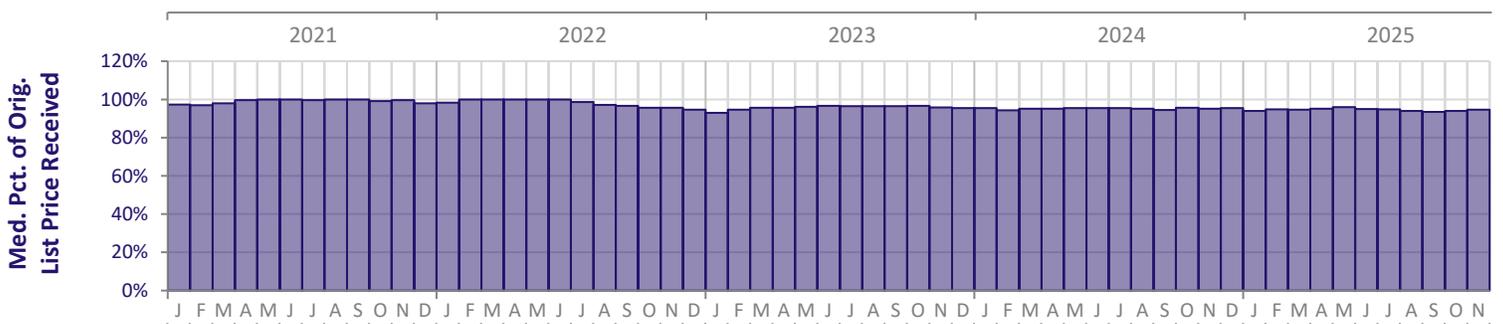


## Median Percent of Original List Price Received

The median of the sale price (as a percentage of the original list price) across all properties selling during the month

**Economists' note:** The Median Percent of Original List Price Received is useful as an indicator of market recovery, since it typically rises as buyers realize that the market may be moving away from them and they need to match the selling price (or better it) in order to get a contract on the house. This is usually the last measure to indicate a market has shifted from down to up, so it is what we would call a *lagging* indicator.

Month	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
Year-to-Date	94.7%	-0.5%
<b>November 2025</b>	<b>94.6%</b>	<b>-0.5%</b>
October 2025	93.9%	-1.9%
September 2025	93.4%	-1.2%
August 2025	94.0%	-1.2%
July 2025	94.8%	-0.7%
June 2025	94.9%	-0.6%
May 2025	96.0%	0.6%
April 2025	95.2%	0.0%
March 2025	94.7%	-0.4%
February 2025	94.8%	0.5%
January 2025	94.0%	-1.5%
December 2024	95.4%	-0.1%
November 2024	95.1%	-0.7%

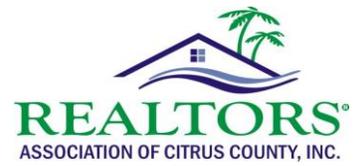


# Monthly Market Detail - November 2025

## Single-Family Homes

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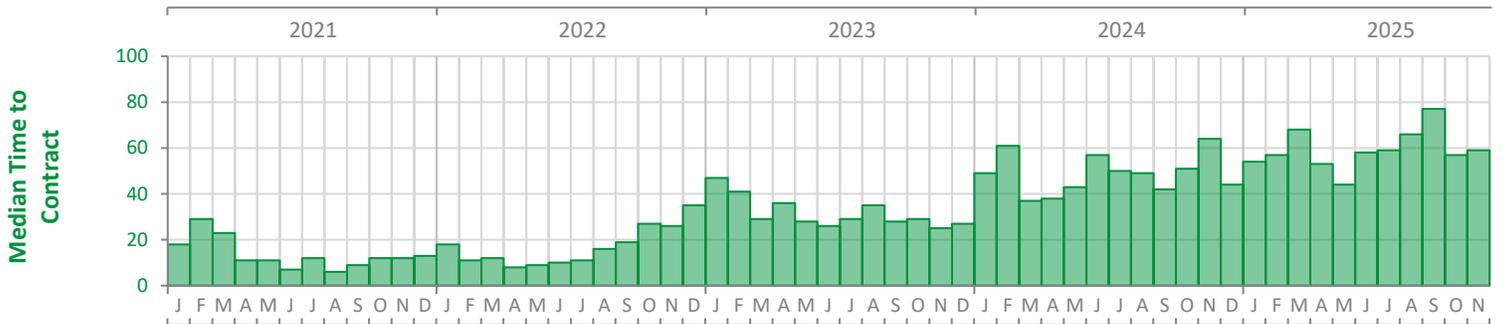


## Median Time to Contract

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

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

Month	Median Time to Contract	Percent Change Year-over-Year
Year-to-Date	63 Days	23.5%
<b>November 2025</b>	<b>59 Days</b>	<b>-7.8%</b>
October 2025	57 Days	11.8%
September 2025	77 Days	83.3%
August 2025	66 Days	34.7%
July 2025	59 Days	18.0%
June 2025	58 Days	1.8%
May 2025	44 Days	2.3%
April 2025	53 Days	39.5%
March 2025	68 Days	83.8%
February 2025	57 Days	-6.6%
January 2025	54 Days	10.2%
December 2024	44 Days	63.0%
November 2024	64 Days	156.0%

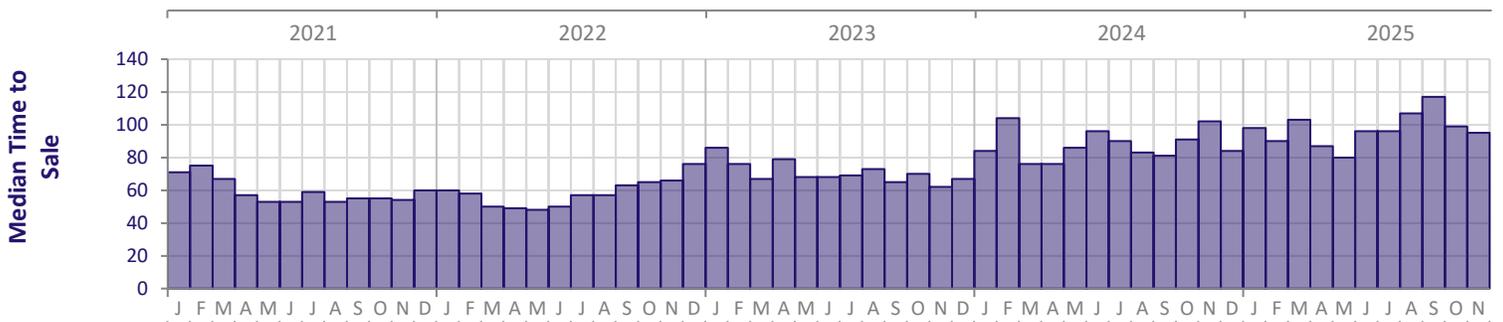


## Median Time to Sale

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

**Economists' note:** Time to Sale is a measure of the length of the home selling process, calculated as the number of days between the initial listing of a property and the closing of the sale. *Median* Time to Sale is the amount of time the "middle" property selling this month was on the market. That is, 50% of homes selling this month took *less* time to sell, and 50% of homes took *more* time to sell. Median Time to Sale gives a more accurate picture than Average Time to Sale, which can be skewed upward by small numbers of properties taking an abnormally long time to sell.

Month	Median Time to Sale	Percent Change Year-over-Year
Year-to-Date	99 Days	11.2%
<b>November 2025</b>	<b>95 Days</b>	<b>-6.9%</b>
October 2025	99 Days	8.8%
September 2025	117 Days	44.4%
August 2025	107 Days	28.9%
July 2025	96 Days	6.7%
June 2025	96 Days	0.0%
May 2025	80 Days	-7.0%
April 2025	87 Days	14.5%
March 2025	103 Days	35.5%
February 2025	90 Days	-13.5%
January 2025	98 Days	16.7%
December 2024	84 Days	25.4%
November 2024	102 Days	64.5%



# Monthly Market Detail - November 2025

## Single-Family Homes

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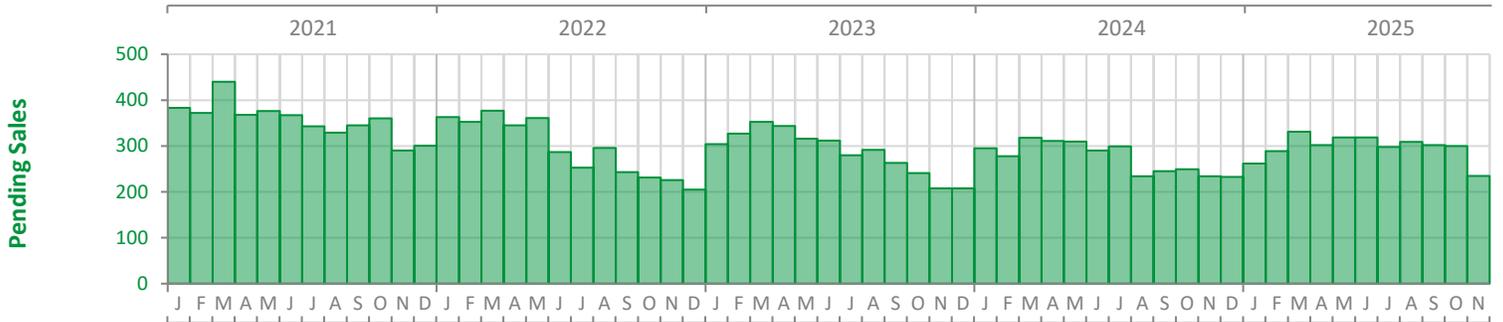


## New Pending Sales

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	3,266	6.6%
<b>November 2025</b>	<b>235</b>	<b>0.4%</b>
October 2025	300	20.5%
September 2025	302	23.3%
August 2025	309	32.1%
July 2025	298	-0.3%
June 2025	319	10.0%
May 2025	319	2.9%
April 2025	302	-2.9%
March 2025	331	4.1%
February 2025	289	4.0%
January 2025	262	-11.2%
December 2024	233	12.0%
November 2024	234	12.5%

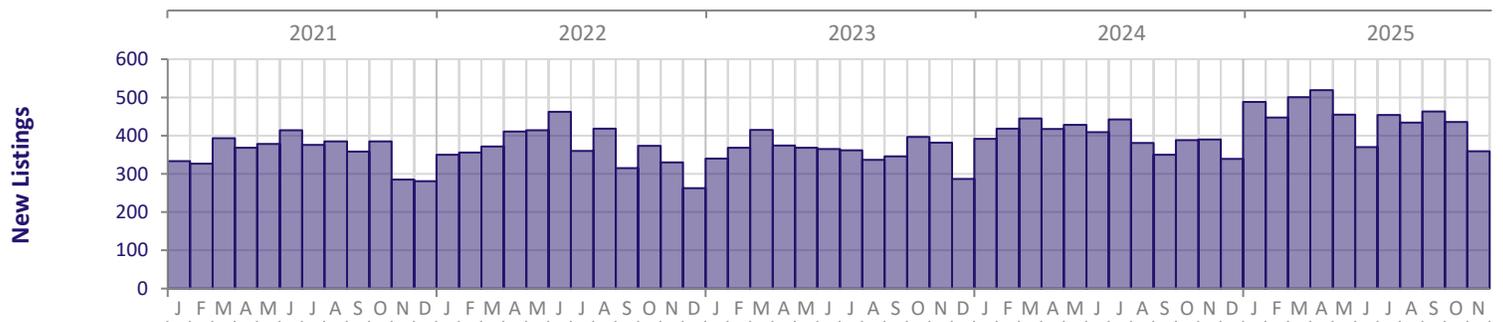


## New Listings

The number of properties put onto the market during the month

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

Month	New Listings	Percent Change Year-over-Year
Year-to-Date	4,926	10.4%
<b>November 2025</b>	<b>359</b>	<b>-7.9%</b>
October 2025	436	12.4%
September 2025	463	32.3%
August 2025	434	13.9%
July 2025	454	2.7%
June 2025	370	-9.5%
May 2025	455	6.3%
April 2025	519	24.5%
March 2025	501	12.6%
February 2025	447	6.9%
January 2025	488	24.5%
December 2024	339	18.1%
November 2024	390	2.1%



# Monthly Market Detail - November 2025

## Single-Family Homes

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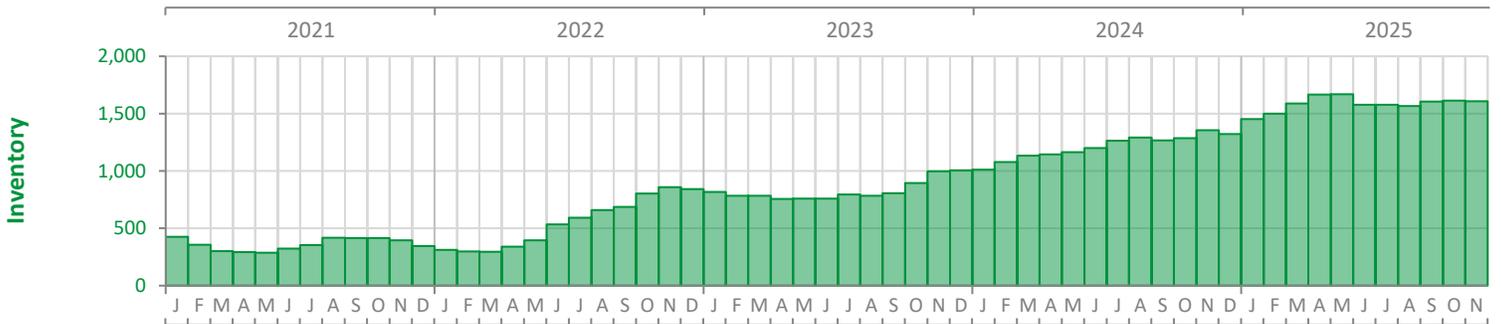


## Inventory (Active Listings)

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)	1,584	32.1%
<b>November 2025</b>	<b>1,609</b>	<b>18.7%</b>
October 2025	1,613	25.5%
September 2025	1,605	26.8%
August 2025	1,566	21.2%
July 2025	1,577	24.9%
June 2025	1,578	31.5%
May 2025	1,668	43.4%
April 2025	1,667	45.7%
March 2025	1,588	40.0%
February 2025	1,500	39.3%
January 2025	1,452	43.5%
December 2024	1,321	31.3%
November 2024	1,355	36.0%

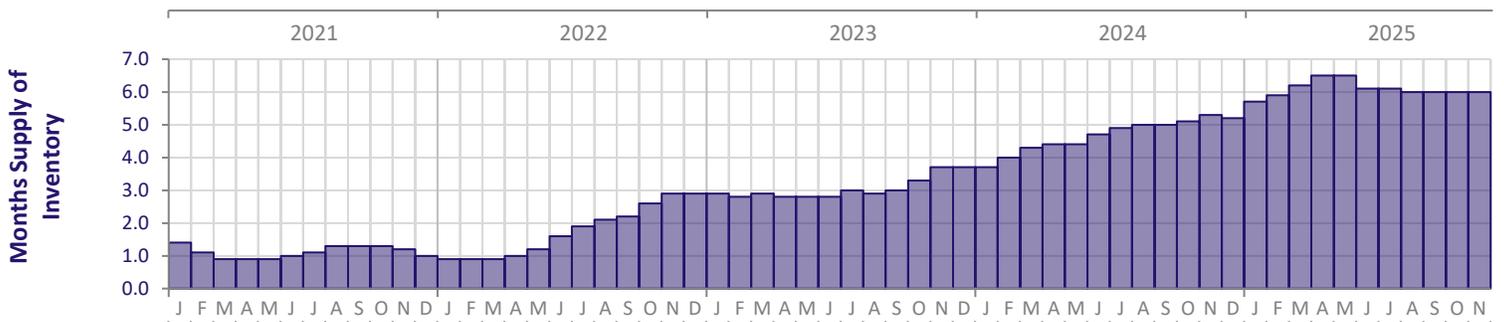


## Months Supply of Inventory

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)	6.1	32.6%
<b>November 2025</b>	<b>6.0</b>	<b>13.2%</b>
October 2025	6.0	17.6%
September 2025	6.0	20.0%
August 2025	6.0	20.0%
July 2025	6.1	24.5%
June 2025	6.1	29.8%
May 2025	6.5	47.7%
April 2025	6.5	47.7%
March 2025	6.2	44.2%
February 2025	5.9	47.5%
January 2025	5.7	54.1%
December 2024	5.2	40.5%
November 2024	5.3	43.2%



# Monthly Market Detail - November 2025

## Single-Family Homes

### REALTORS® Association of Citrus County



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## Closed Sales by Sale Price

The number of sales transactions which closed during the month

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

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	3	0.0%
\$100,000 - \$149,999	7	75.0%
\$150,000 - \$199,999	27	50.0%
\$200,000 - \$249,999	48	54.8%
\$250,000 - \$299,999	55	37.5%
\$300,000 - \$399,999	49	-21.0%
\$400,000 - \$599,999	35	-31.4%
\$600,000 - \$999,999	10	-16.7%
\$1,000,000 or more	5	400.0%



## Median Time to Contract by Sale Price

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

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

Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$50,000	(No Sales)	N/A
\$50,000 - \$99,999	17 Days	-5.6%
\$100,000 - \$149,999	84 Days	366.7%
\$150,000 - \$199,999	61 Days	35.6%
\$200,000 - \$249,999	55 Days	96.4%
\$250,000 - \$299,999	46 Days	-43.9%
\$300,000 - \$399,999	79 Days	11.3%
\$400,000 - \$599,999	52 Days	-21.2%
\$600,000 - \$999,999	148 Days	43.7%
\$1,000,000 or more	65 Days	1525.0%



# Monthly Market Detail - November 2025

## Single-Family Homes

### REALTORS® Association of Citrus County

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## New Listings by Initial Listing Price

The number of properties put onto the market during the month

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

Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$50,000	1	N/A
\$50,000 - \$99,999	2	100.0%
\$100,000 - \$149,999	5	66.7%
\$150,000 - \$199,999	32	23.1%
\$200,000 - \$249,999	54	-10.0%
\$250,000 - \$299,999	82	6.5%
\$300,000 - \$399,999	66	-34.7%
\$400,000 - \$599,999	74	-3.9%
\$600,000 - \$999,999	33	-15.4%
\$1,000,000 or more	10	66.7%

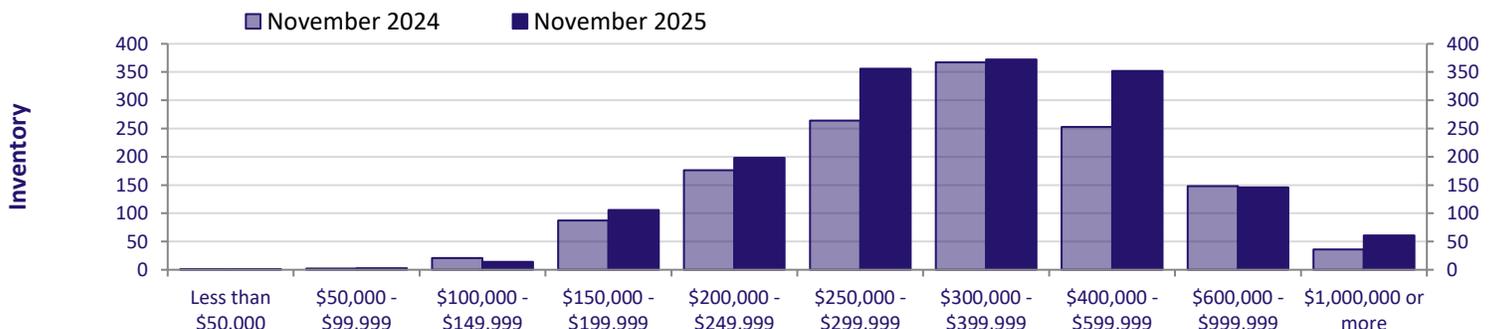


## Inventory by Current Listing Price

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	0.0%
\$50,000 - \$99,999	3	50.0%
\$100,000 - \$149,999	14	-33.3%
\$150,000 - \$199,999	106	21.8%
\$200,000 - \$249,999	198	12.5%
\$250,000 - \$299,999	356	34.8%
\$300,000 - \$399,999	372	1.4%
\$400,000 - \$599,999	352	39.1%
\$600,000 - \$999,999	146	-1.4%
\$1,000,000 or more	61	69.4%

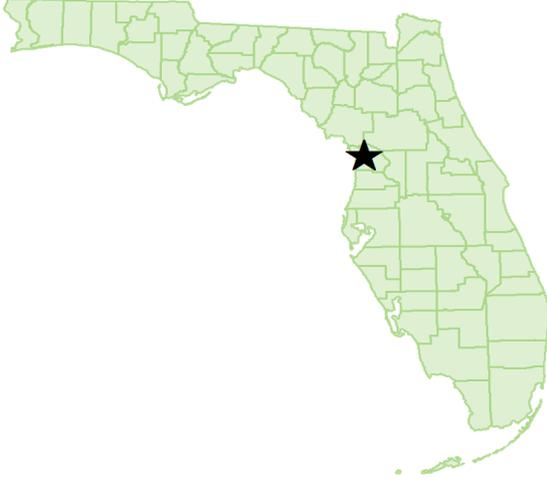


# Monthly Distressed Market - November 2025

## Single-Family Homes

### REALTORS® Association of Citrus County

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



		November 2025	November 2024	Percent Change Year-over-Year
Traditional	Closed Sales	236	219	7.8%
	Median Sale Price	\$281,000	\$317,000	-11.4%
Foreclosure/REO	Closed Sales	3	3	0.0%
	Median Sale Price	\$225,000	\$394,900	-43.0%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

