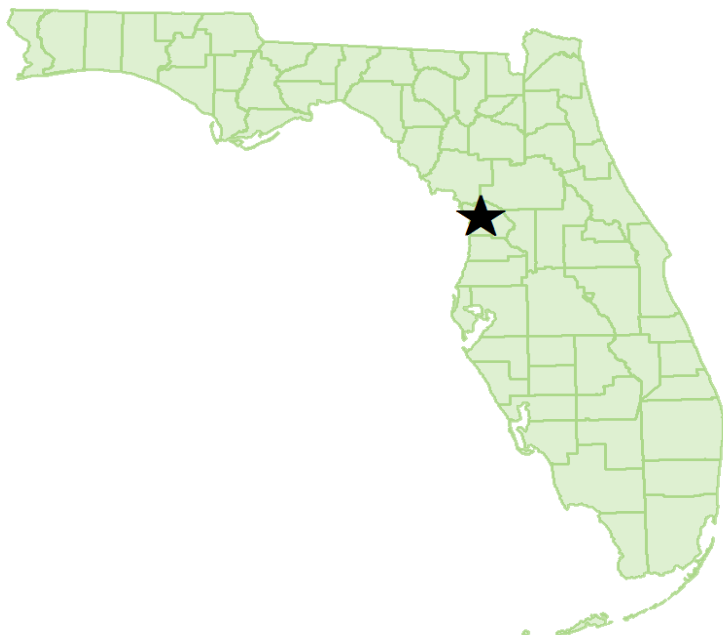


Monthly Market Detail - January 2025

Townhouses and Condos

REALTORS® Association of Citrus County

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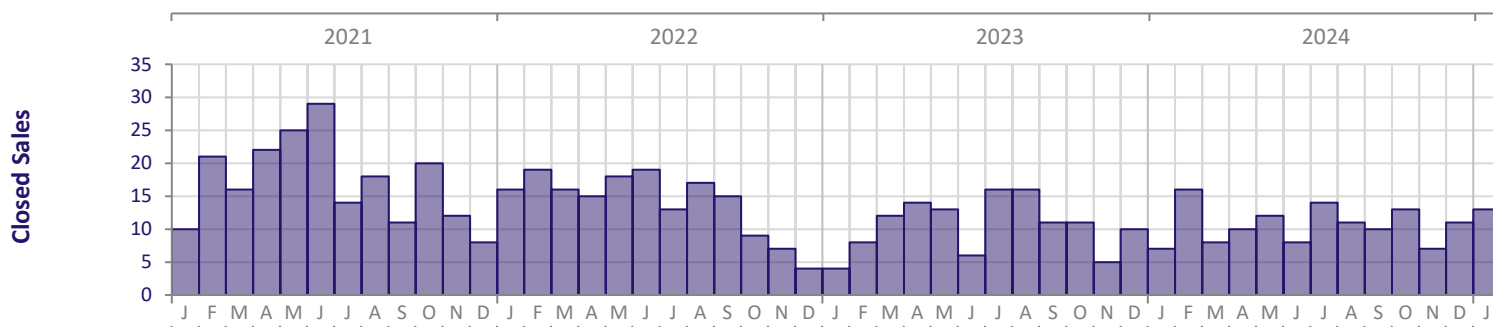
Summary Statistics	January 2025	January 2024	Percent Change Year-over-Year
Closed Sales	13	7	85.7%
Paid in Cash	11	3	266.7%
Median Sale Price	\$160,000	\$200,000	-20.0%
Average Sale Price	\$175,108	\$389,829	-55.1%
Dollar Volume	\$2.3 Million	\$2.7 Million	-16.6%
Median Percent of Original List Price Received	92.9%	100.0%	-7.1%
Median Time to Contract	63 Days	70 Days	-10.0%
Median Time to Sale	100 Days	115 Days	-13.0%
New Pending Sales	7	13	-46.2%
New Listings	30	37	-18.9%
Pending Inventory	10	15	-33.3%
Inventory (Active Listings)	92	81	13.6%
Months Supply of Inventory	8.3	7.5	10.7%

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	13	85.7%
January 2025	13	85.7%
December 2024	11	10.0%
November 2024	7	40.0%
October 2024	13	18.2%
September 2024	10	-9.1%
August 2024	11	-31.3%
July 2024	14	-12.5%
June 2024	8	33.3%
May 2024	12	-7.7%
April 2024	10	-28.6%
March 2024	8	-33.3%
February 2024	16	100.0%
January 2024	7	75.0%



Monthly Market Detail - January 2025

Townhouses and Condos

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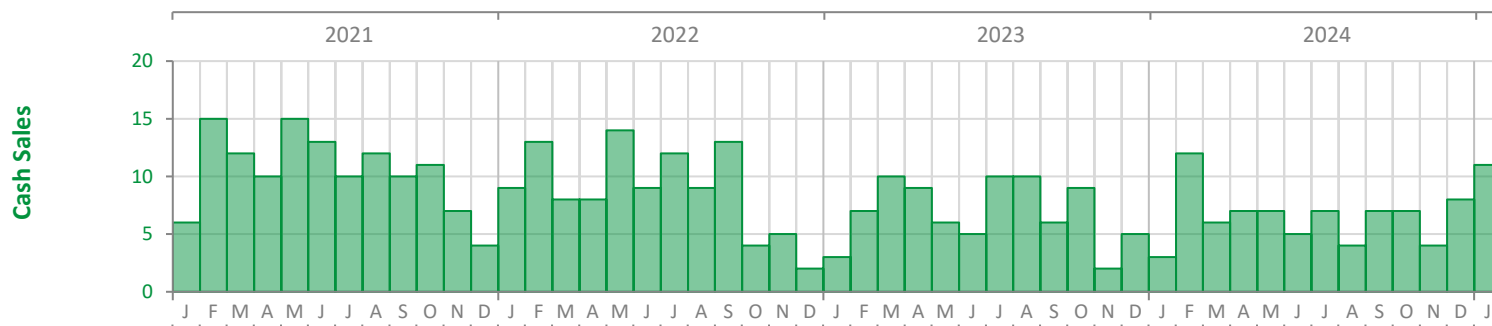


Cash Sales

The number of Closed Sales during the month in which buyers exclusively paid in cash

Economists' note: Cash Sales can be a useful indicator of the extent to which investors are participating in the market. Why? Investors are far more likely to have the funds to purchase a home available up front, whereas the typical homebuyer requires a mortgage or some other form of financing. There are, of course, many possible exceptions, so this statistic should be interpreted with care.

Month	Cash Sales	Percent Change Year-over-Year
Year-to-Date	11	266.7%
January 2025	11	266.7%
December 2024	8	60.0%
November 2024	4	100.0%
October 2024	7	-22.2%
September 2024	7	16.7%
August 2024	4	-60.0%
July 2024	7	-30.0%
June 2024	5	0.0%
May 2024	7	16.7%
April 2024	7	-22.2%
March 2024	6	-40.0%
February 2024	12	71.4%
January 2024	3	0.0%

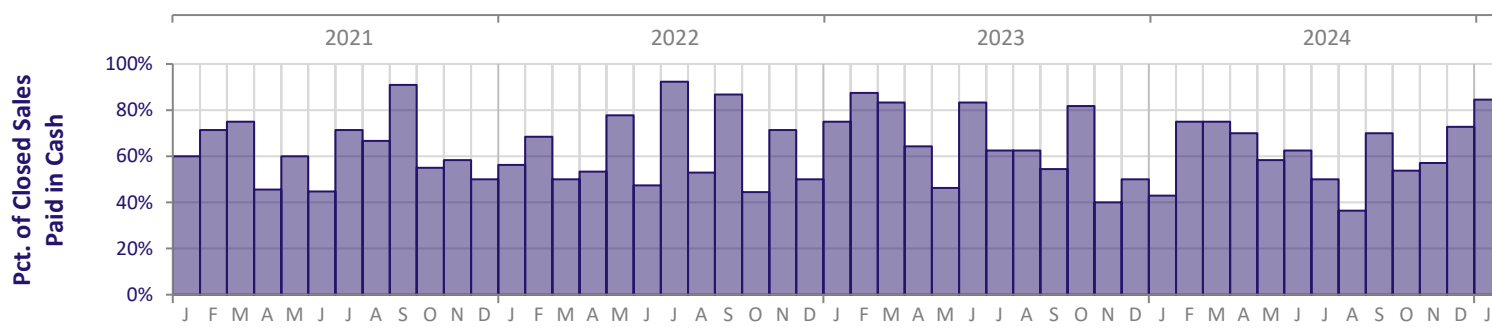


Cash Sales as a Percentage of Closed Sales

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	84.6%	97.2%
January 2025	84.6%	97.2%
December 2024	72.7%	45.4%
November 2024	57.1%	42.8%
October 2024	53.8%	-34.2%
September 2024	70.0%	28.4%
August 2024	36.4%	-41.8%
July 2024	50.0%	-20.0%
June 2024	62.5%	-25.0%
May 2024	58.3%	26.2%
April 2024	70.0%	8.9%
March 2024	75.0%	-10.0%
February 2024	75.0%	-14.3%
January 2024	42.9%	-42.8%



Monthly Market Detail - January 2025

Townhouses and Condos

REALTORS® Association of Citrus County



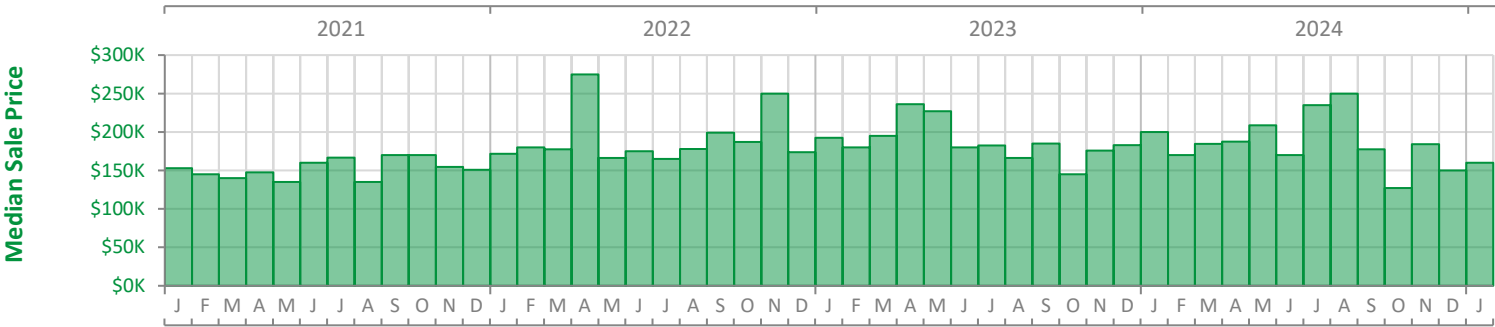
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Median Sale Price

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	\$160,000	-20.0%
January 2025	\$160,000	-20.0%
December 2024	\$150,000	-18.0%
November 2024	\$184,000	4.6%
October 2024	\$127,000	-12.4%
September 2024	\$177,500	-4.1%
August 2024	\$249,900	50.3%
July 2024	\$235,000	28.8%
June 2024	\$170,000	-5.6%
May 2024	\$208,875	-8.0%
April 2024	\$187,275	-20.7%
March 2024	\$184,500	-5.4%
February 2024	\$169,900	-5.6%
January 2024	\$200,000	3.9%

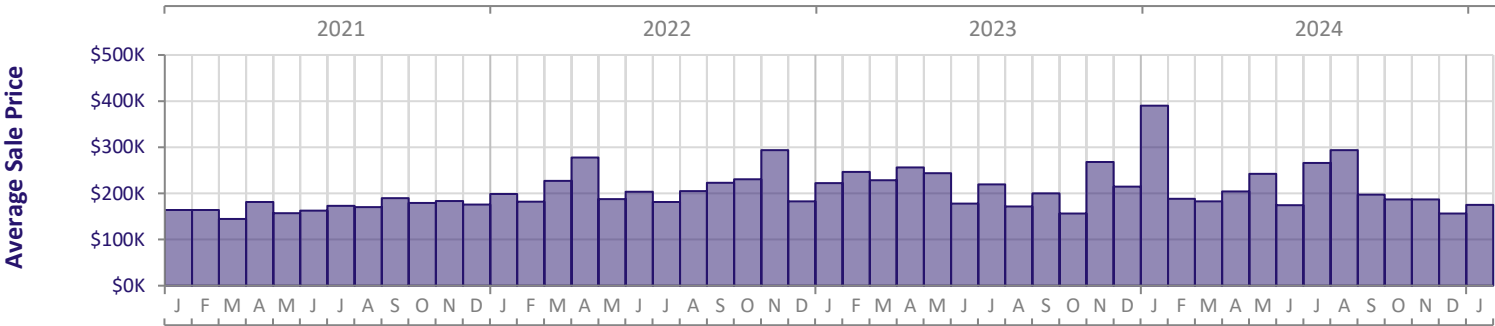


Average Sale Price

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	\$175,108	-55.1%
January 2025	\$175,108	-55.1%
December 2024	\$156,536	-27.2%
November 2024	\$187,190	-30.2%
October 2024	\$187,069	19.4%
September 2024	\$197,124	-1.4%
August 2024	\$294,073	71.4%
July 2024	\$266,107	21.2%
June 2024	\$174,313	-2.1%
May 2024	\$242,379	-0.4%
April 2024	\$204,455	-20.1%
March 2024	\$183,100	-19.9%
February 2024	\$188,206	-23.8%
January 2024	\$389,829	75.6%



Monthly Market Detail - January 2025

Townhouses and Condos

REALTORS® Association of Citrus County

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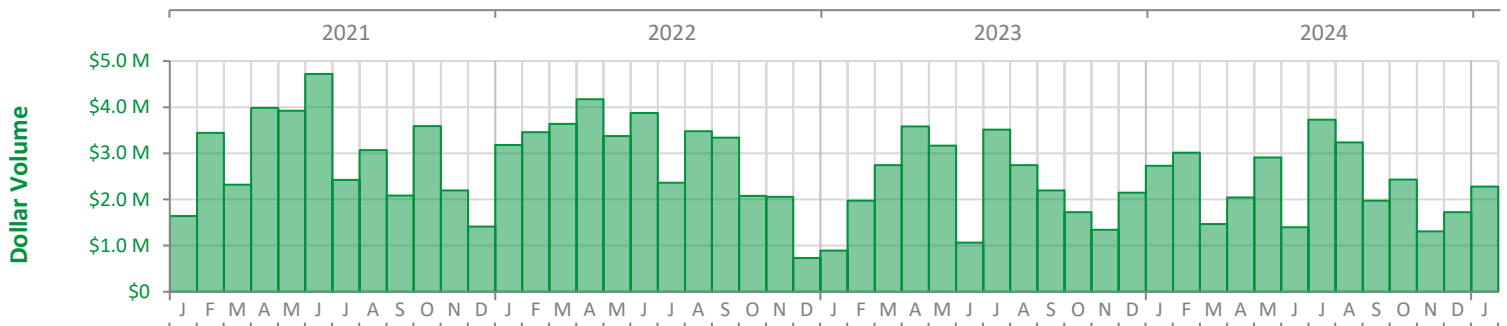


Dollar Volume

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	\$2.3 Million	-16.6%
January 2025	\$2.3 Million	-16.6%
December 2024	\$1.7 Million	-19.9%
November 2024	\$1.3 Million	-2.3%
October 2024	\$2.4 Million	41.1%
September 2024	\$2.0 Million	-10.3%
August 2024	\$3.2 Million	17.9%
July 2024	\$3.7 Million	6.0%
June 2024	\$1.4 Million	30.6%
May 2024	\$2.9 Million	-8.1%
April 2024	\$2.0 Million	-43.0%
March 2024	\$1.5 Million	-46.6%
February 2024	\$3.0 Million	52.5%
January 2024	\$2.7 Million	207.3%

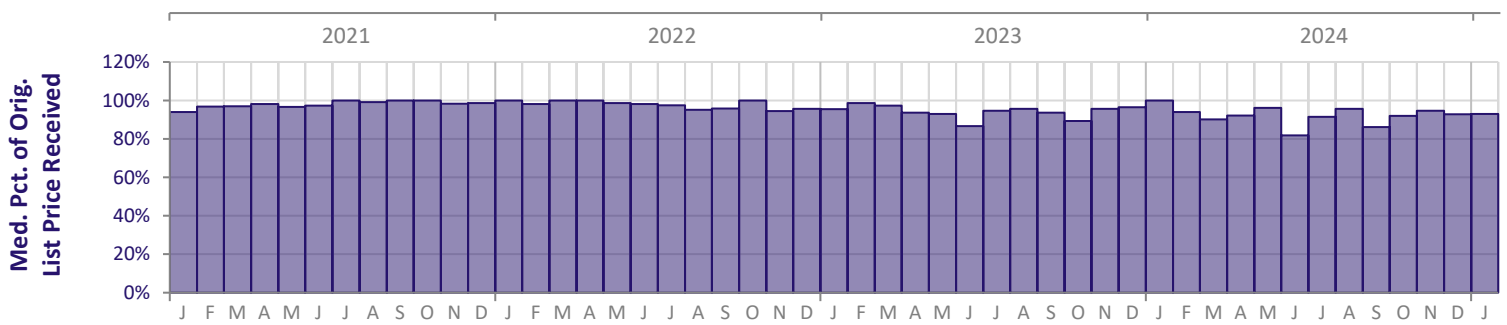


Median Percent of Original List Price Received

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	92.9%	-7.1%
January 2025	92.9%	-7.1%
December 2024	92.8%	-3.7%
November 2024	94.6%	-1.1%
October 2024	92.0%	3.0%
September 2024	86.1%	-8.0%
August 2024	95.7%	0.0%
July 2024	91.5%	-3.3%
June 2024	81.8%	-5.5%
May 2024	96.2%	3.6%
April 2024	92.1%	-1.7%
March 2024	90.2%	-7.3%
February 2024	93.9%	-4.8%
January 2024	100.0%	4.7%



Monthly Market Detail - January 2025

Townhouses and Condos

REALTORS® Association of Citrus County

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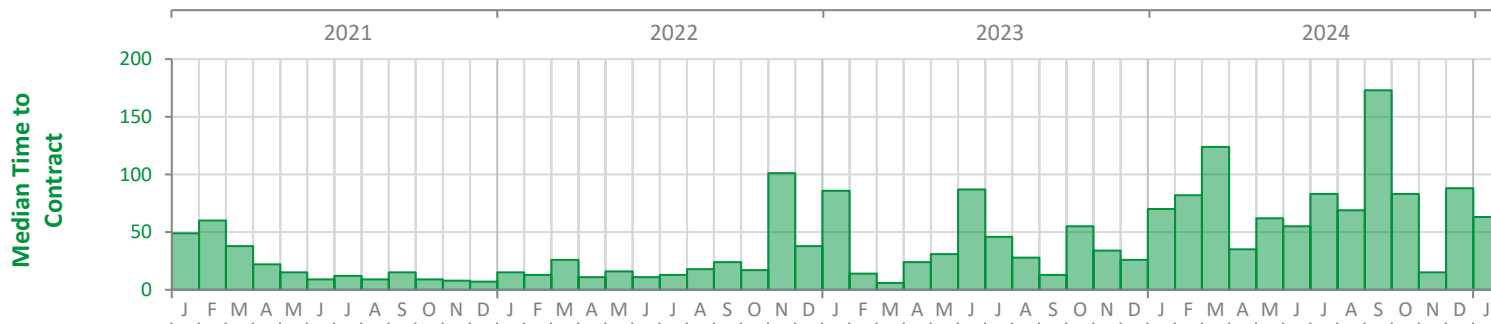


Median Time to Contract

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	63 Days	-10.0%
January 2025	63 Days	-10.0%
December 2024	88 Days	238.5%
November 2024	15 Days	-55.9%
October 2024	83 Days	50.9%
September 2024	173 Days	1230.8%
August 2024	69 Days	146.4%
July 2024	83 Days	80.4%
June 2024	55 Days	-36.8%
May 2024	62 Days	100.0%
April 2024	35 Days	45.8%
March 2024	124 Days	1966.7%
February 2024	82 Days	485.7%
January 2024	70 Days	-18.6%

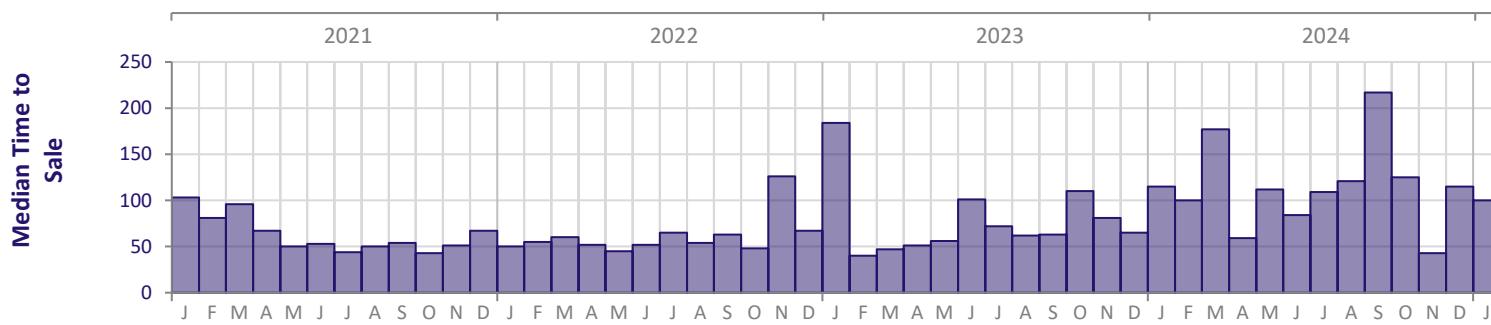


Median Time to Sale

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	100 Days	-13.0%
January 2025	100 Days	-13.0%
December 2024	115 Days	76.9%
November 2024	43 Days	-46.9%
October 2024	125 Days	13.6%
September 2024	217 Days	244.4%
August 2024	121 Days	95.2%
July 2024	109 Days	51.4%
June 2024	84 Days	-16.8%
May 2024	112 Days	100.0%
April 2024	59 Days	15.7%
March 2024	177 Days	276.6%
February 2024	100 Days	150.0%
January 2024	115 Days	-37.5%



Monthly Market Detail - January 2025

Townhouses and Condos

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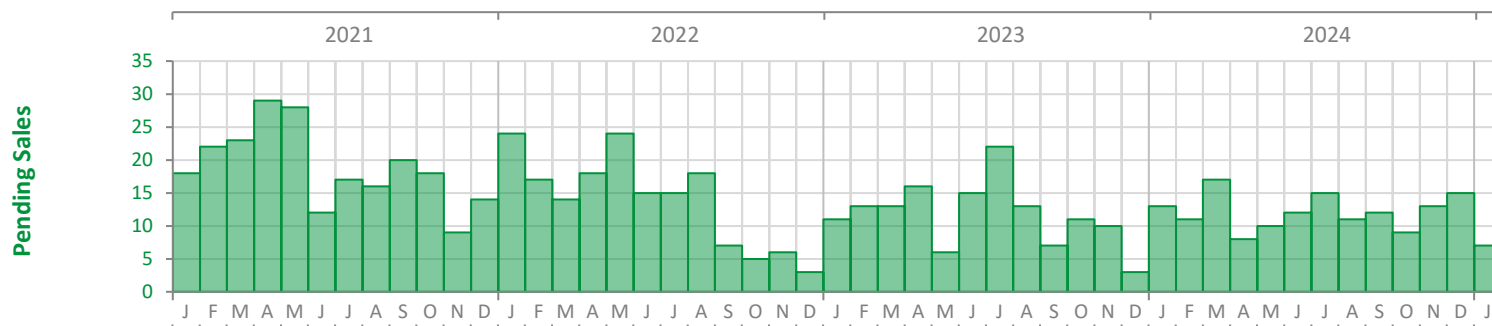


New Pending Sales

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	7	-46.2%
January 2025	7	-46.2%
December 2024	15	400.0%
November 2024	13	30.0%
October 2024	9	-18.2%
September 2024	12	71.4%
August 2024	11	-15.4%
July 2024	15	-31.8%
June 2024	12	-20.0%
May 2024	10	66.7%
April 2024	8	-50.0%
March 2024	17	30.8%
February 2024	11	-15.4%
January 2024	13	18.2%

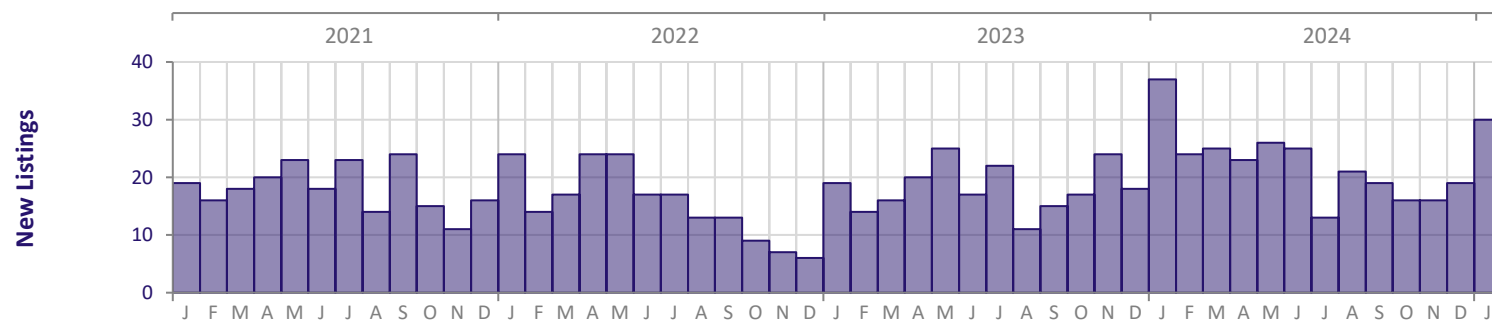


New Listings

The number of properties put onto the market during the month

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

Month	New Listings	Percent Change Year-over-Year
Year-to-Date	30	-18.9%
January 2025	30	-18.9%
December 2024	19	5.6%
November 2024	16	-33.3%
October 2024	16	-5.9%
September 2024	19	26.7%
August 2024	21	90.9%
July 2024	13	-40.9%
June 2024	25	47.1%
May 2024	26	4.0%
April 2024	23	15.0%
March 2024	25	56.3%
February 2024	24	71.4%
January 2024	37	94.7%



Monthly Market Detail - January 2025

Townhouses and Condos

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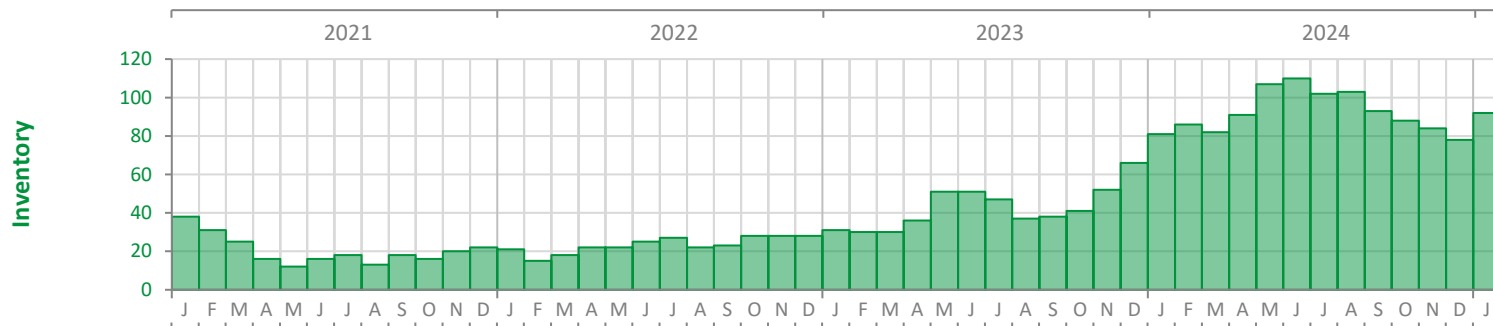


Inventory (Active Listings)

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

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

Month	Inventory	Percent Change Year-over-Year
YTD (Monthly Avg)	92	13.6%
January 2025	92	13.6%
December 2024	78	18.2%
November 2024	84	61.5%
October 2024	88	114.6%
September 2024	93	144.7%
August 2024	103	178.4%
July 2024	102	117.0%
June 2024	110	115.7%
May 2024	107	109.8%
April 2024	91	152.8%
March 2024	82	173.3%
February 2024	86	186.7%
January 2024	81	161.3%

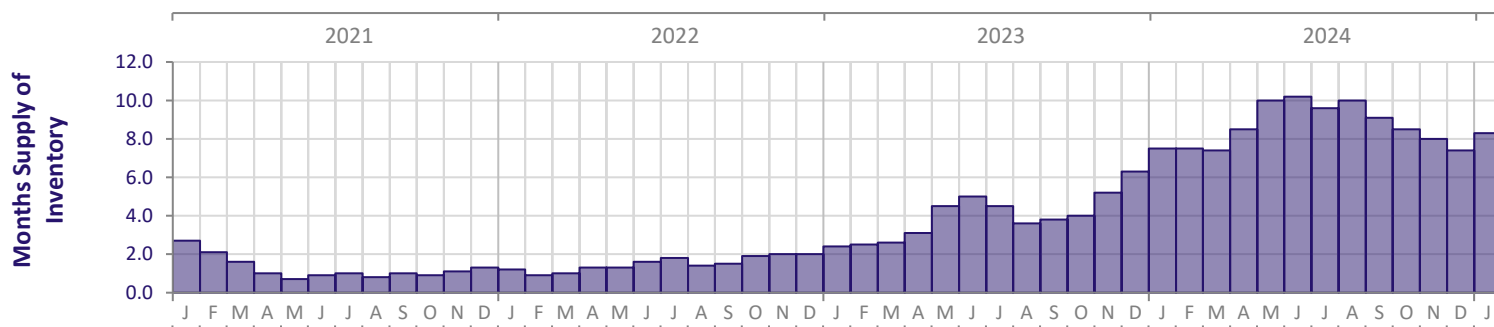


Months Supply of Inventory

An estimate of the number of months it will take to deplete the current Inventory given recent sales rates

Economists' note: MSI is a useful indicator of market conditions. The benchmark for a balanced market (favoring neither buyer nor seller) is 5.5 months of inventory. Anything higher is traditionally a buyers' market, and anything lower is a sellers' market. There is no single accepted way of calculating MSI. A common method is to divide current Inventory by the most recent month's Closed Sales count, but this count is a usually poor predictor of future Closed Sales due to seasonal cycles. To eliminate seasonal effects, we use the 12-month average of monthly Closed Sales instead.

Month	Months Supply	Percent Change Year-over-Year
YTD (Monthly Avg)	8.3	10.7%
January 2025	8.3	10.7%
December 2024	7.4	17.5%
November 2024	8.0	53.8%
October 2024	8.5	112.5%
September 2024	9.1	139.5%
August 2024	10.0	177.8%
July 2024	9.6	113.3%
June 2024	10.2	104.0%
May 2024	10.0	122.2%
April 2024	8.5	174.2%
March 2024	7.4	184.6%
February 2024	7.5	200.0%
January 2024	7.5	212.5%



Monthly Market Detail - January 2025

Townhouses and Condos

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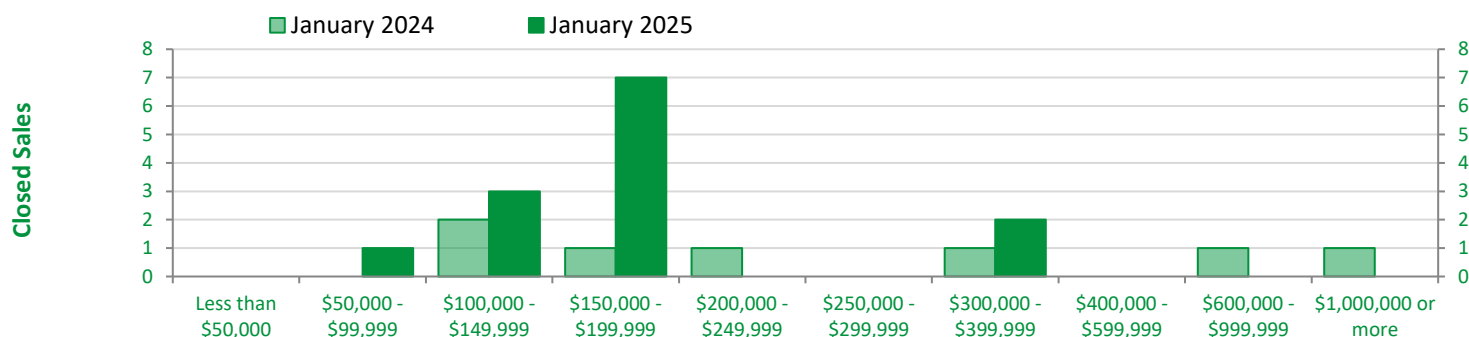


Closed Sales by Sale Price

The number of sales transactions which closed during the month

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

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	1	N/A
\$100,000 - \$149,999	3	50.0%
\$150,000 - \$199,999	7	600.0%
\$200,000 - \$249,999	0	-100.0%
\$250,000 - \$299,999	0	N/A
\$300,000 - \$399,999	2	100.0%
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	-100.0%
\$1,000,000 or more	0	-100.0%

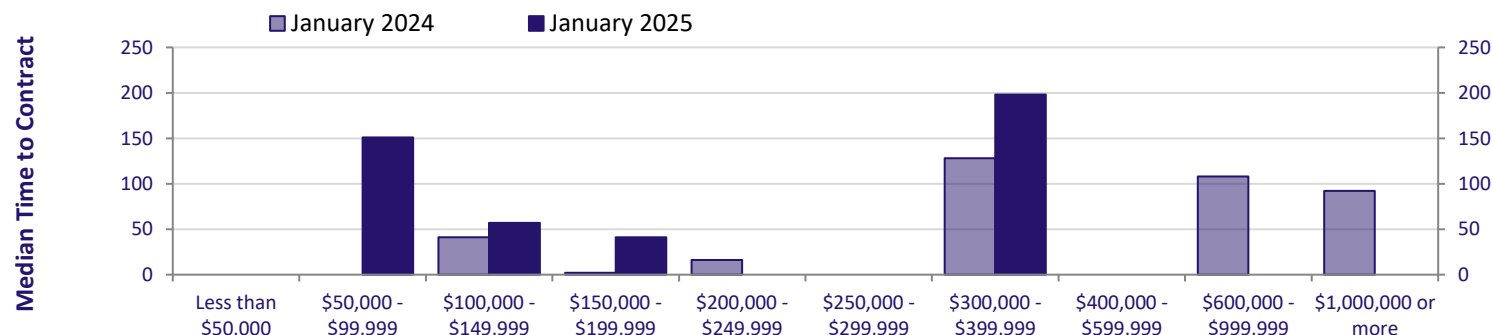


Median Time to Contract by Sale Price

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	151 Days	N/A
\$100,000 - \$149,999	57 Days	39.0%
\$150,000 - \$199,999	41 Days	1950.0%
\$200,000 - \$249,999	(No Sales)	N/A
\$250,000 - \$299,999	(No Sales)	N/A
\$300,000 - \$399,999	198 Days	54.7%
\$400,000 - \$599,999	(No Sales)	N/A
\$600,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	(No Sales)	N/A



Monthly Market Detail - January 2025

Townhouses and Condos

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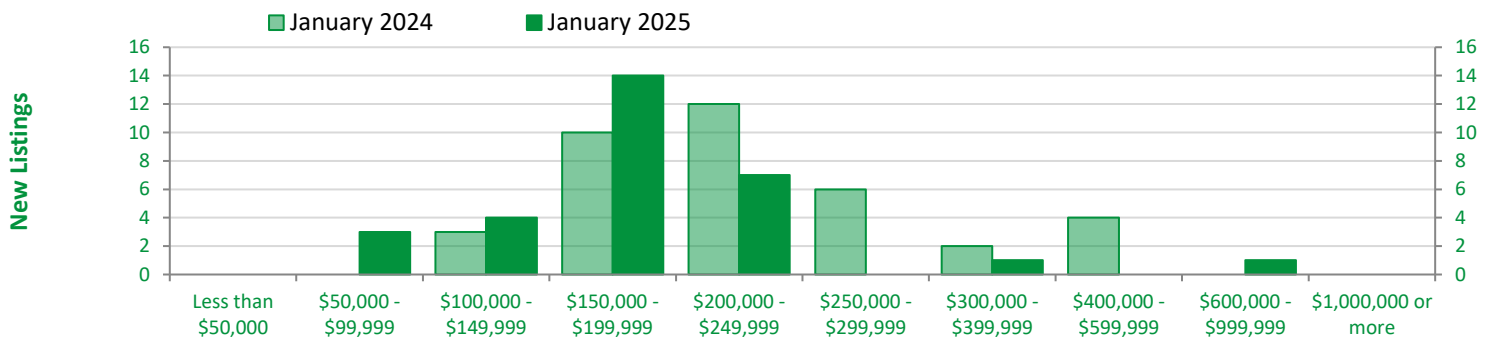


New Listings by Initial Listing Price

The number of properties put onto the market during the month

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

Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	3	N/A
\$100,000 - \$149,999	4	33.3%
\$150,000 - \$199,999	14	40.0%
\$200,000 - \$249,999	7	-41.7%
\$250,000 - \$299,999	0	-100.0%
\$300,000 - \$399,999	1	-50.0%
\$400,000 - \$599,999	0	-100.0%
\$600,000 - \$999,999	1	N/A
\$1,000,000 or more	0	N/A

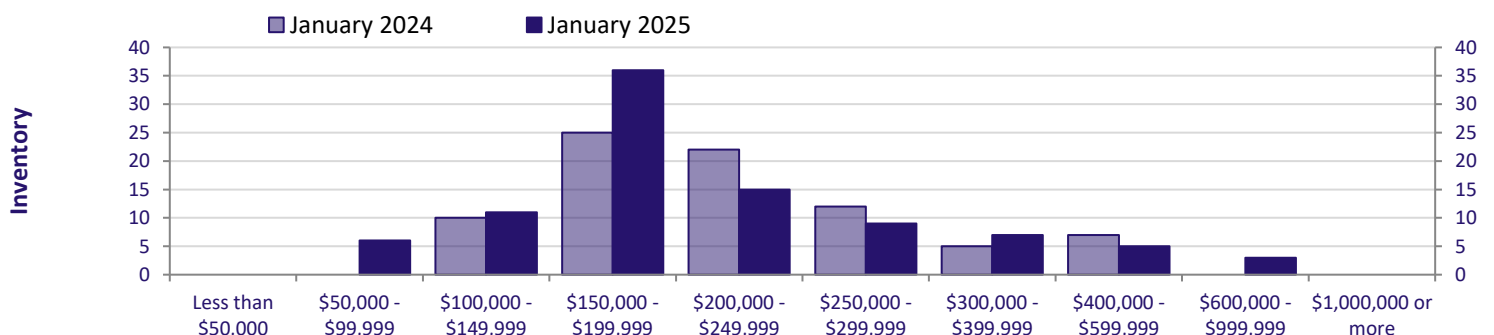


Inventory by Current Listing Price

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	0	N/A
\$50,000 - \$99,999	6	N/A
\$100,000 - \$149,999	11	10.0%
\$150,000 - \$199,999	36	44.0%
\$200,000 - \$249,999	15	-31.8%
\$250,000 - \$299,999	9	-25.0%
\$300,000 - \$399,999	7	40.0%
\$400,000 - \$599,999	5	-28.6%
\$600,000 - \$999,999	3	N/A
\$1,000,000 or more	0	N/A

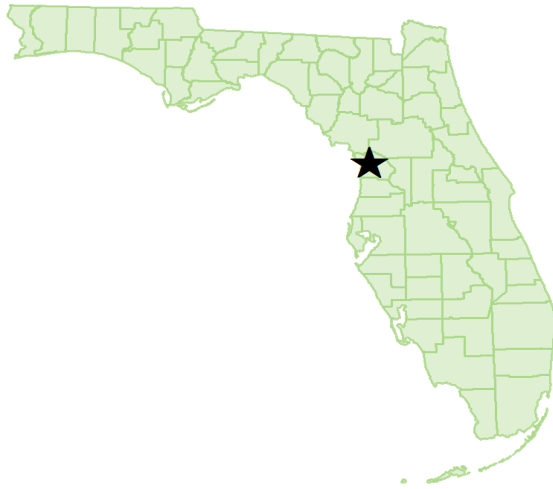


Monthly Distressed Market - January 2025

Townhouses and Condos

REALTORS® Association of Citrus County

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		January 2025	January 2024	Percent Change Year-over-Year
Traditional	Closed Sales	13	7	85.7%
	Median Sale Price	\$160,000	\$200,000	-20.0%
Foreclosure/REO	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

