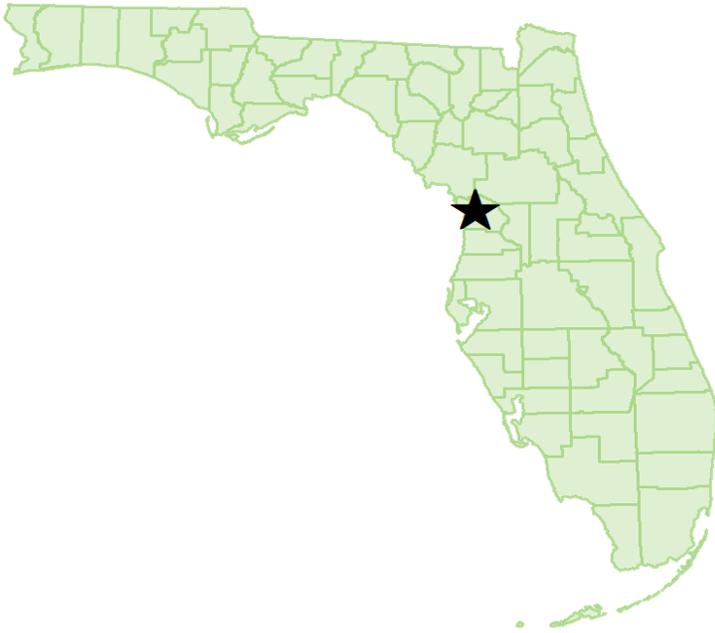


# Monthly Market Detail - August 2025

## Townhouses and Condos

### REALTORS® Association of Citrus County

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



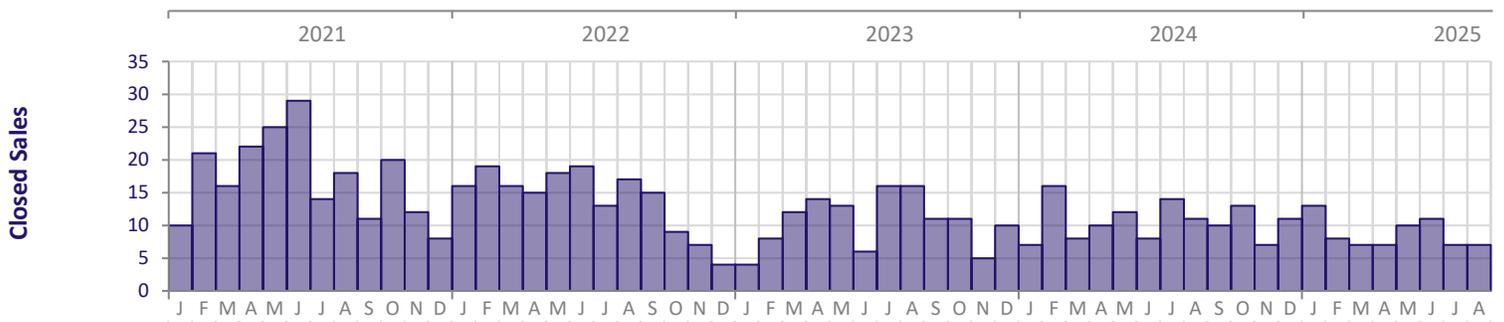
Summary Statistics	August 2025	August 2024	Percent Change Year-over-Year
Closed Sales	7	11	-36.4%
Paid in Cash	6	4	50.0%
Median Sale Price	\$159,000	\$249,900	-36.4%
Average Sale Price	\$132,929	\$294,073	-54.8%
Dollar Volume	\$930,503	\$3.2 Million	-71.2%
Median Percent of Original List Price Received	88.6%	95.7%	-7.4%
Median Time to Contract	69 Days	69 Days	0.0%
Median Time to Sale	98 Days	121 Days	-19.0%
New Pending Sales	8	11	-27.3%
New Listings	13	21	-38.1%
Pending Inventory	8	13	-38.5%
Inventory (Active Listings)	101	103	-1.9%
Months Supply of Inventory	10.9	10.0	9.0%

## Closed Sales

The number of sales transactions which closed during the month

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

Month	Closed Sales	Percent Change Year-over-Year
Year-to-Date	70	-18.6%
<b>August 2025</b>	<b>7</b>	<b>-36.4%</b>
July 2025	7	-50.0%
June 2025	11	37.5%
May 2025	10	-16.7%
April 2025	7	-30.0%
March 2025	7	-12.5%
February 2025	8	-50.0%
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%



# Monthly Market Detail - August 2025

## Townhouses and Condos

### REALTORS® Association of Citrus County



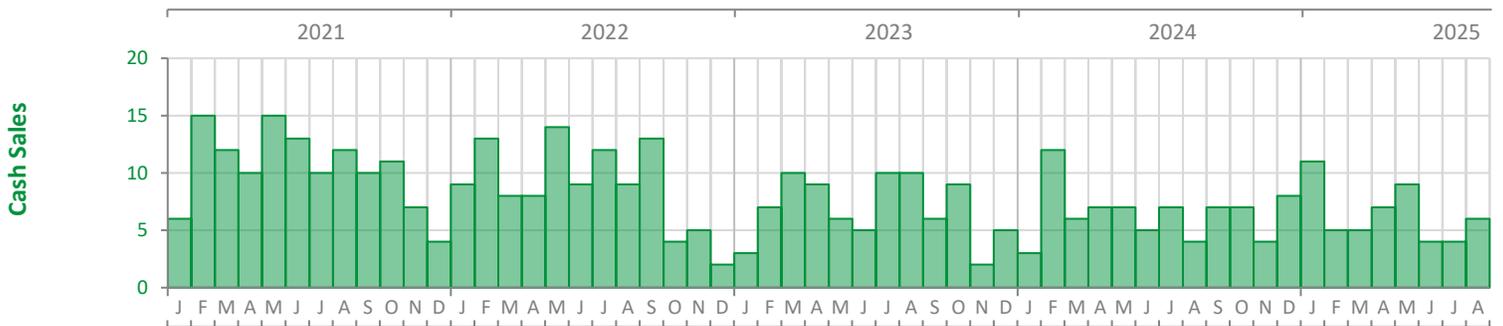
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## Cash Sales

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	51	0.0%
<b>August 2025</b>	<b>6</b>	<b>50.0%</b>
July 2025	4	-42.9%
June 2025	4	-20.0%
May 2025	9	28.6%
April 2025	7	0.0%
March 2025	5	-16.7%
February 2025	5	-58.3%
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%

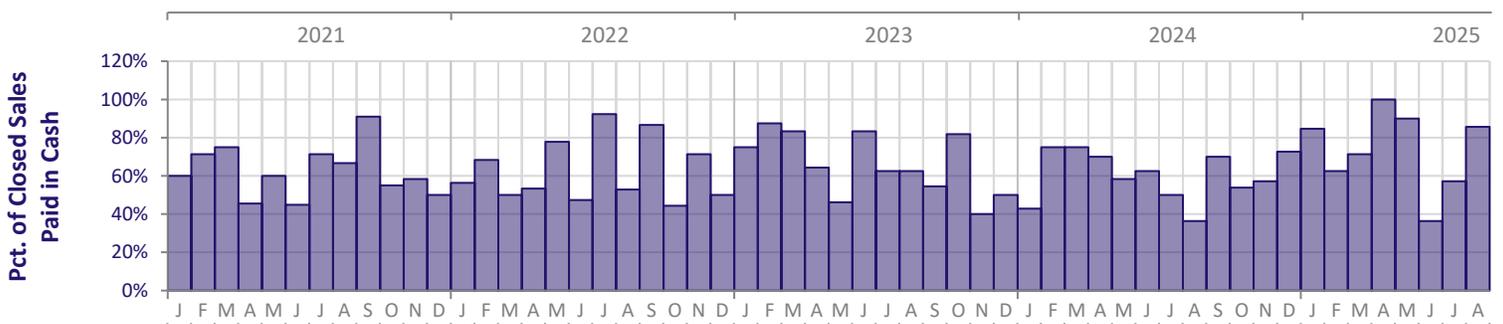


## Cash Sales as a Percentage of Closed Sales

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	72.9%	22.9%
<b>August 2025</b>	<b>85.7%</b>	<b>135.4%</b>
July 2025	57.1%	14.2%
June 2025	36.4%	-41.8%
May 2025	90.0%	54.4%
April 2025	100.0%	42.9%
March 2025	71.4%	-4.8%
February 2025	62.5%	-16.7%
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%



# Monthly Market Detail - August 2025

## Townhouses and Condos

### REALTORS® Association of Citrus County

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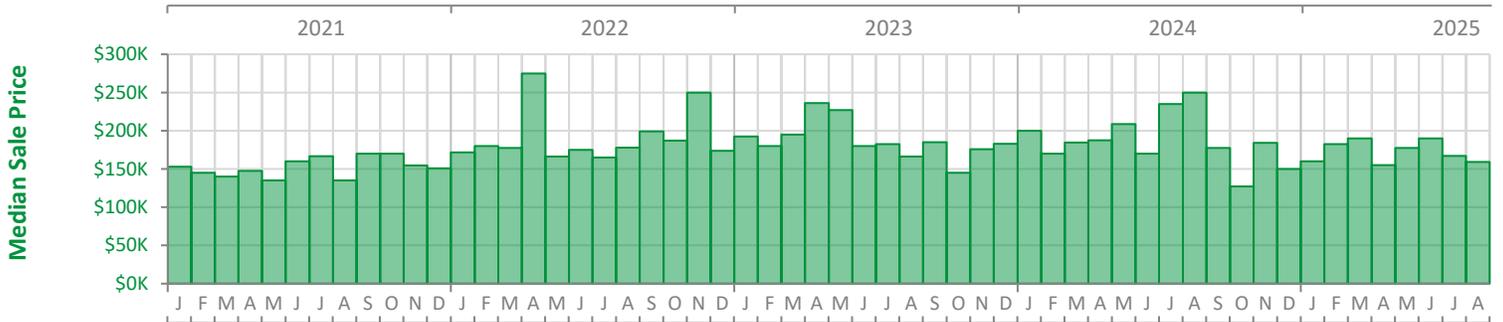


## Median Sale Price

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	\$165,000	-16.5%
<b>August 2025</b>	<b>\$159,000</b>	<b>-36.4%</b>
July 2025	\$167,000	-28.9%
June 2025	\$190,000	11.8%
May 2025	\$177,500	-15.0%
April 2025	\$155,000	-17.2%
March 2025	\$190,000	3.0%
February 2025	\$182,500	7.4%
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%

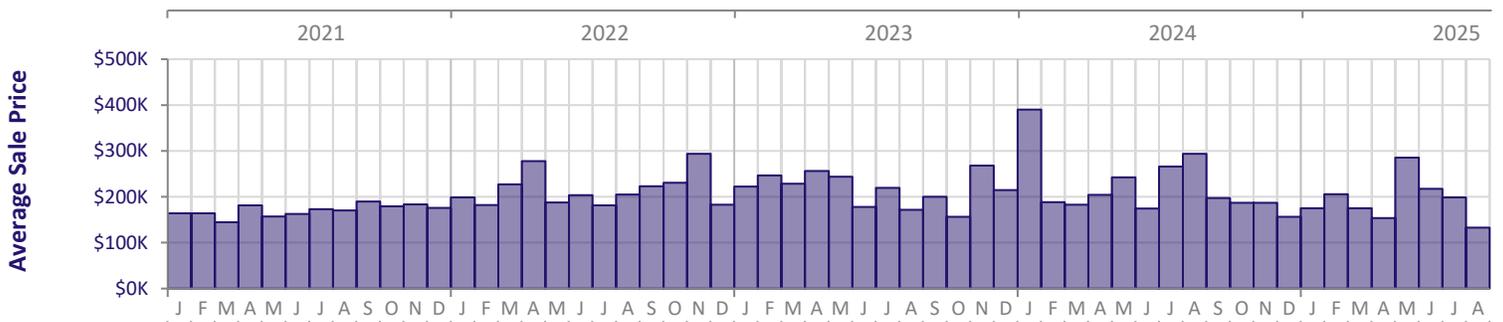


## Average Sale Price

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	\$197,078	-17.4%
<b>August 2025</b>	<b>\$132,929</b>	<b>-54.8%</b>
July 2025	\$198,643	-25.4%
June 2025	\$217,625	24.8%
May 2025	\$285,695	17.9%
April 2025	\$153,571	-24.9%
March 2025	\$175,143	-4.3%
February 2025	\$205,775	9.3%
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%



# Monthly Market Detail - August 2025

## Townhouses and Condos

### REALTORS® Association of Citrus County

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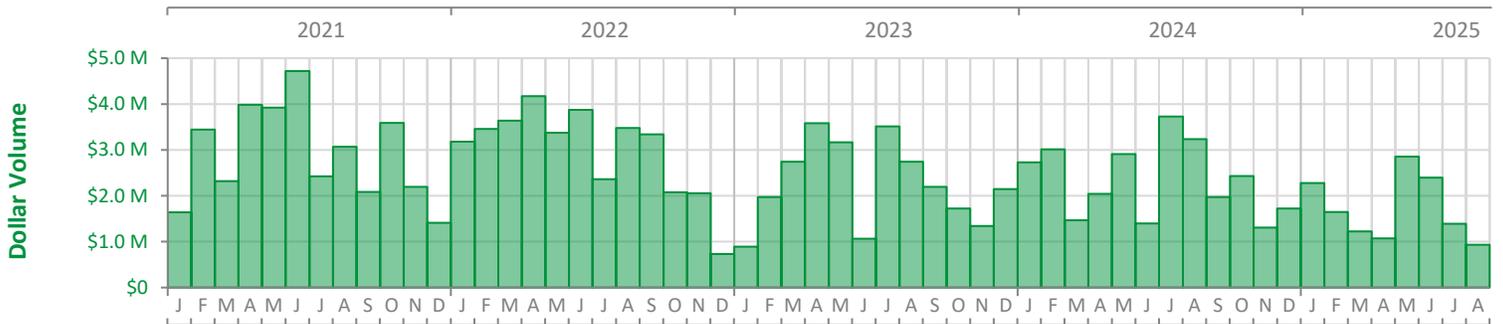


## Dollar Volume

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	\$13.8 Million	-32.7%
<b>August 2025</b>	<b>\$930,503</b>	<b>-71.2%</b>
July 2025	\$1.4 Million	-62.7%
June 2025	\$2.4 Million	71.7%
May 2025	\$2.9 Million	-1.8%
April 2025	\$1.1 Million	-47.4%
March 2025	\$1.2 Million	-16.3%
February 2025	\$1.6 Million	-45.3%
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%

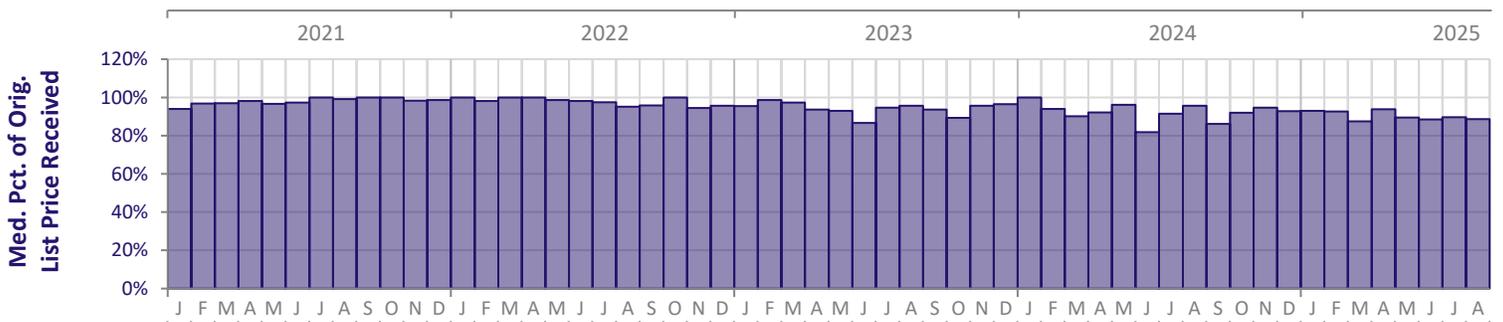


## Median Percent of Original List Price Received

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	89.7%	-5.0%
<b>August 2025</b>	<b>88.6%</b>	<b>-7.4%</b>
July 2025	89.7%	-2.0%
June 2025	88.5%	8.2%
May 2025	89.4%	-7.1%
April 2025	93.8%	1.8%
March 2025	87.4%	-3.1%
February 2025	92.7%	-1.3%
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%



# Monthly Market Detail - August 2025

## Townhouses and Condos

### REALTORS® Association of Citrus County

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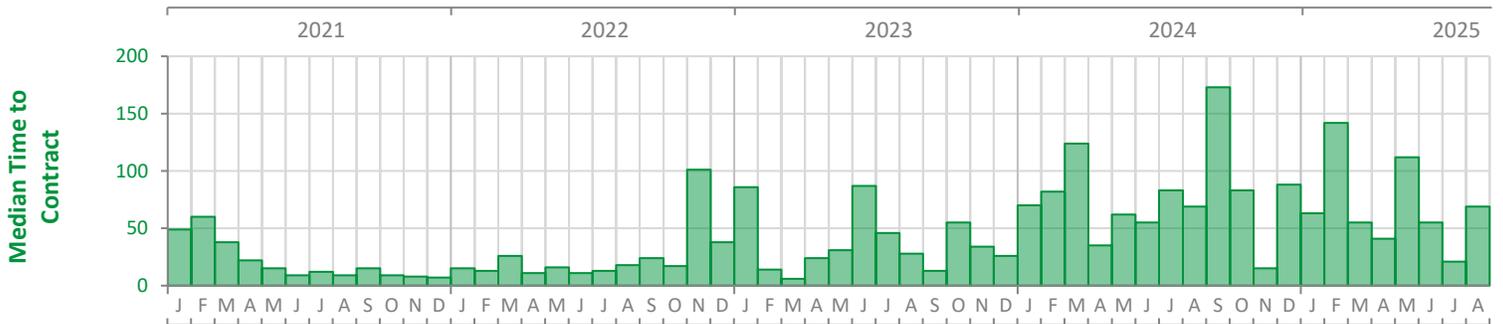


## Median Time to Contract

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	75 Days	8.7%
<b>August 2025</b>	<b>69 Days</b>	<b>0.0%</b>
July 2025	21 Days	-74.7%
June 2025	55 Days	0.0%
May 2025	112 Days	80.6%
April 2025	41 Days	17.1%
March 2025	55 Days	-55.6%
February 2025	142 Days	73.2%
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%

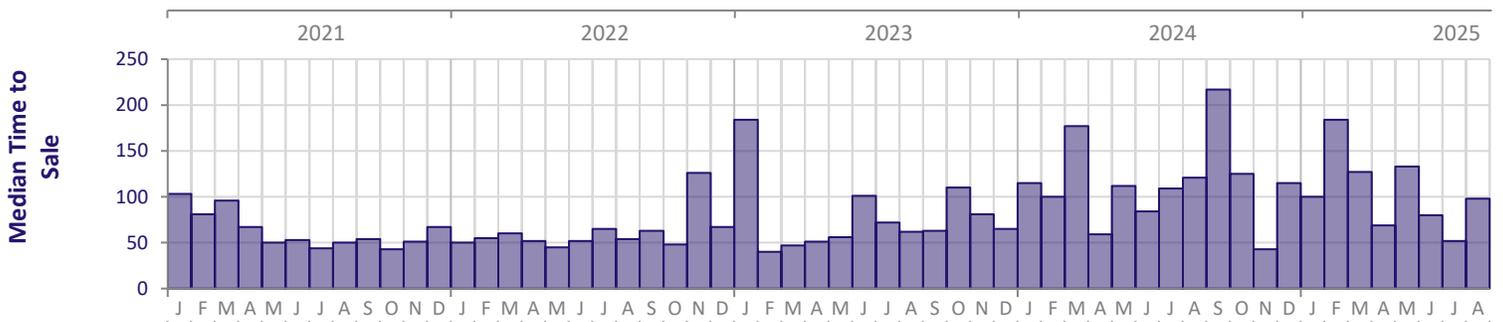


## Median Time to Sale

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	116 Days	9.4%
<b>August 2025</b>	<b>98 Days</b>	<b>-19.0%</b>
July 2025	52 Days	-52.3%
June 2025	80 Days	-4.8%
May 2025	133 Days	18.8%
April 2025	69 Days	16.9%
March 2025	127 Days	-28.2%
February 2025	184 Days	84.0%
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%





# Monthly Market Detail - August 2025

## Townhouses and Condos

### REALTORS® Association of Citrus County

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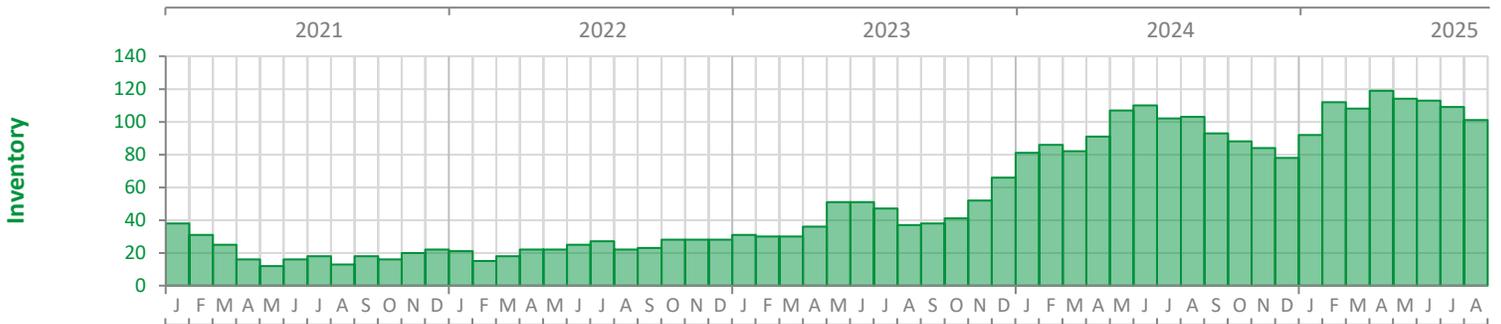


## Inventory (Active Listings)

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)	109	13.9%
<b>August 2025</b>	<b>101</b>	<b>-1.9%</b>
July 2025	109	6.9%
June 2025	113	2.7%
May 2025	114	6.5%
April 2025	119	30.8%
March 2025	108	31.7%
February 2025	112	30.2%
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%

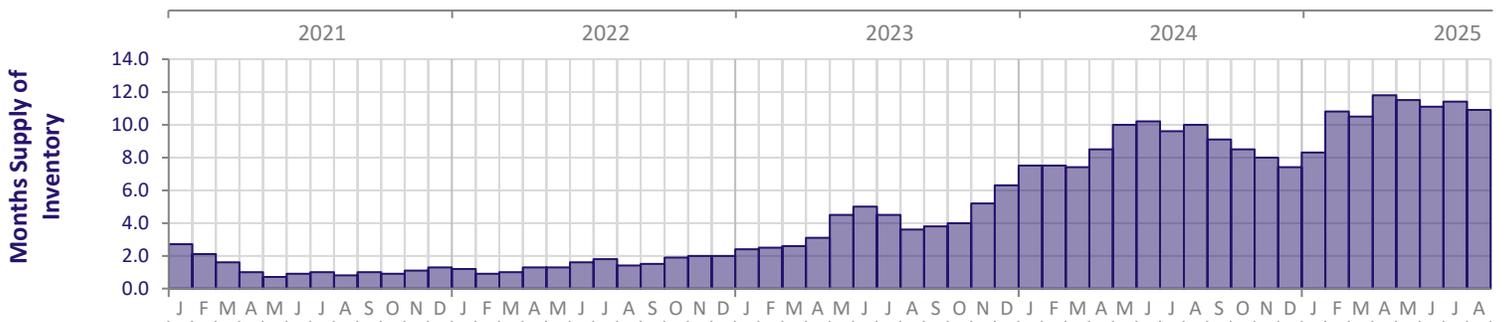


## Months Supply of Inventory

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)	10.8	22.7%
<b>August 2025</b>	<b>10.9</b>	<b>9.0%</b>
July 2025	11.4	18.8%
June 2025	11.1	8.8%
May 2025	11.5	15.0%
April 2025	11.8	38.8%
March 2025	10.5	41.9%
February 2025	10.8	44.0%
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%



# Monthly Market Detail - August 2025

## Townhouses and Condos

### REALTORS® Association of Citrus County



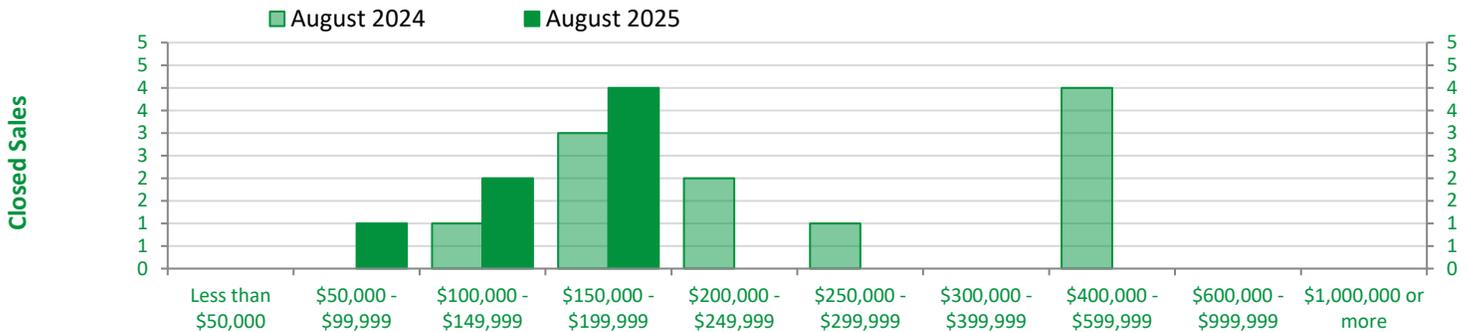
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## Closed Sales by Sale Price

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	1	N/A
\$100,000 - \$149,999	2	100.0%
\$150,000 - \$199,999	4	33.3%
\$200,000 - \$249,999	0	-100.0%
\$250,000 - \$299,999	0	-100.0%
\$300,000 - \$399,999	0	N/A
\$400,000 - \$599,999	0	-100.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

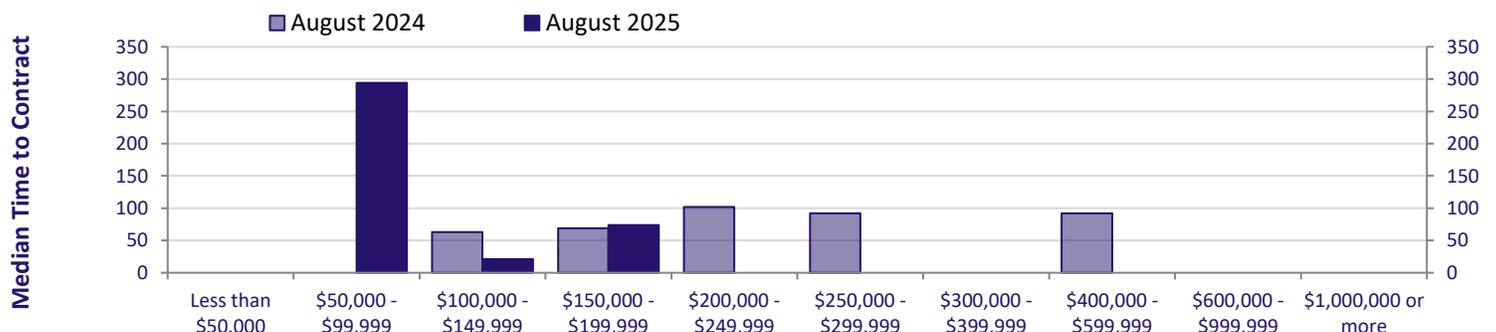


## Median Time to Contract by Sale Price

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	(No Sales)	N/A
\$50,000 - \$99,999	294 Days	N/A
\$100,000 - \$149,999	21 Days	-66.7%
\$150,000 - \$199,999	74 Days	7.2%
\$200,000 - \$249,999	(No Sales)	N/A
\$250,000 - \$299,999	(No Sales)	N/A
\$300,000 - \$399,999	(No Sales)	N/A
\$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 - August 2025

## Townhouses and Condos

### REALTORS® Association of Citrus County

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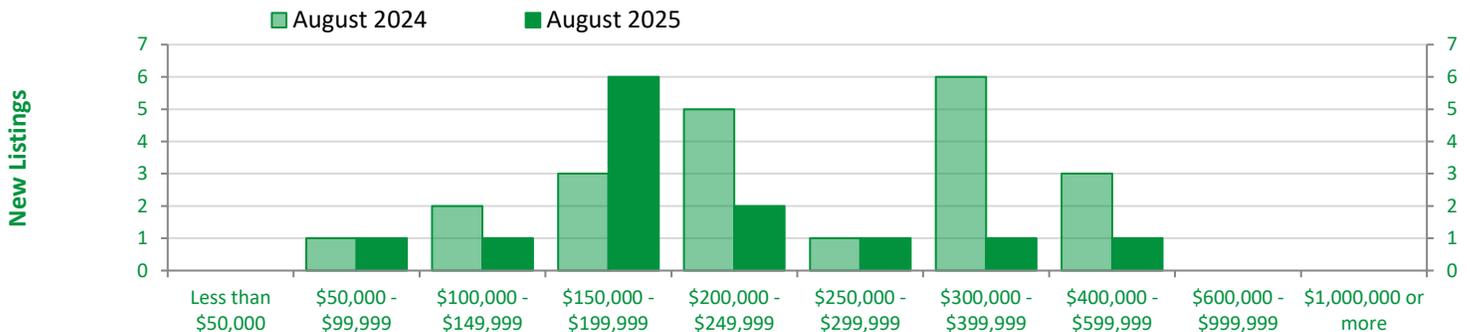


## New Listings by Initial Listing Price

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	0	N/A
\$50,000 - \$99,999	1	0.0%
\$100,000 - \$149,999	1	-50.0%
\$150,000 - \$199,999	6	100.0%
\$200,000 - \$249,999	2	-60.0%
\$250,000 - \$299,999	1	0.0%
\$300,000 - \$399,999	1	-83.3%
\$400,000 - \$599,999	1	-66.7%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

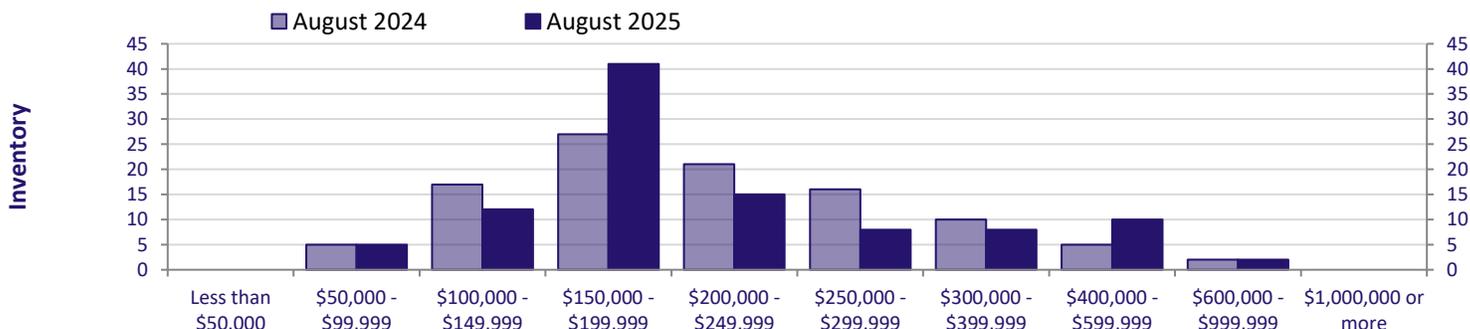


## Inventory by Current Listing Price

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	0	N/A
\$50,000 - \$99,999	5	0.0%
\$100,000 - \$149,999	12	-29.4%
\$150,000 - \$199,999	41	51.9%
\$200,000 - \$249,999	15	-28.6%
\$250,000 - \$299,999	8	-50.0%
\$300,000 - \$399,999	8	-20.0%
\$400,000 - \$599,999	10	100.0%
\$600,000 - \$999,999	2	0.0%
\$1,000,000 or more	0	N/A

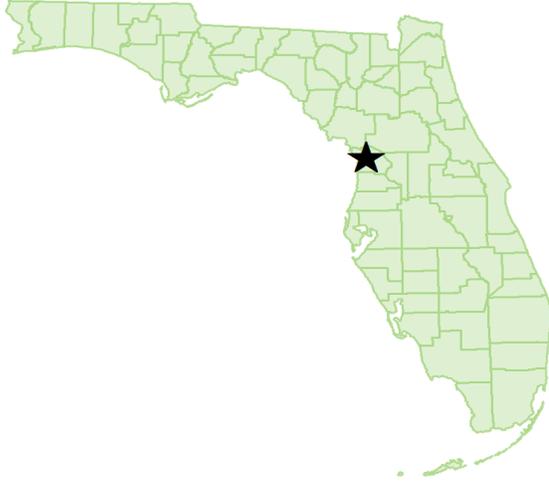


# Monthly Distressed Market - August 2025

## Townhouses and Condos

### REALTORS® Association of Citrus County

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		August 2025	August 2024	Percent Change Year-over-Year
Traditional	Closed Sales	7	11	-36.4%
	Median Sale Price	\$159,000	\$249,900	-36.4%
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

