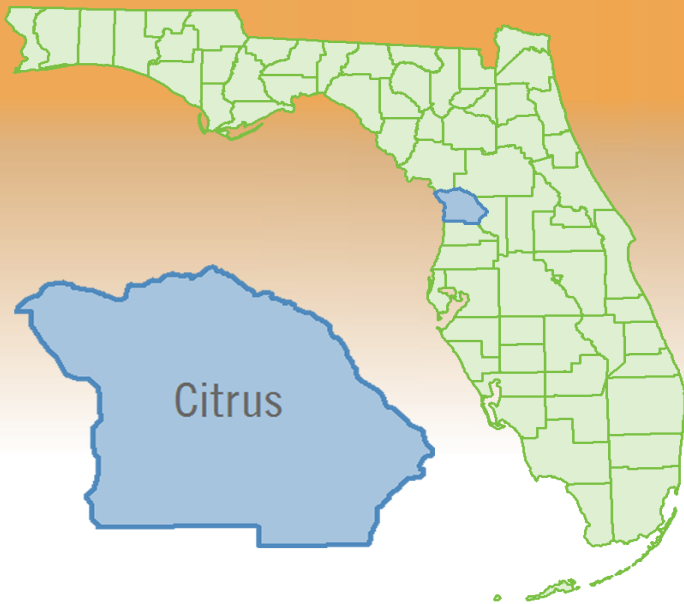


# Monthly Market Detail - December 2017

## Manufactured Homes

### Citrus County



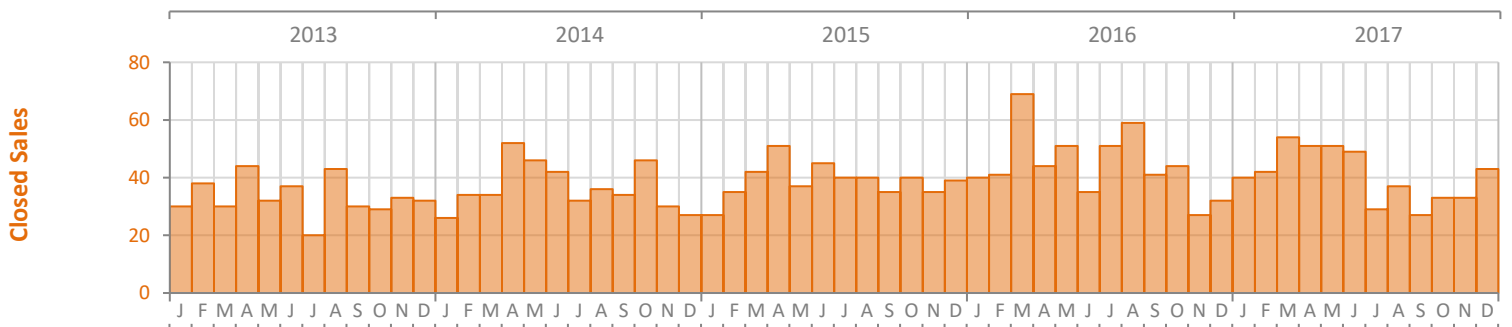
Summary Statistics	December 2017	December 2016	Percent Change Year-over-Year
Closed Sales	43	32	34.4%
Paid in Cash	31	24	29.2%
Median Sale Price	\$58,000	\$54,000	7.4%
Average Sale Price	\$66,734	\$62,228	7.2%
Dollar Volume	\$2.9 Million	\$2.0 Million	44.1%
Median Percent of Original List Price Received	90.4%	86.5%	4.5%
Median Time to Contract	50 Days	68 Days	-26.5%
Median Time to Sale	71 Days	90 Days	-21.1%
New Pending Sales	48	39	23.1%
New Listings	42	58	-27.6%
Pending Inventory	52	49	6.1%
Inventory (Active Listings)	138	155	-11.0%
Months Supply of Inventory	3.4	3.5	-2.9%

## Closed Sales

The number of sales transactions which closed during the month

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

Month	Closed Sales	Percent Change Year-over-Year
<b>Year-to-Date</b>	<b>489</b>	<b>-8.4%</b>
<b>December 2017</b>	<b>43</b>	<b>34.4%</b>
November 2017	33	22.2%
October 2017	33	-25.0%
September 2017	27	-34.1%
August 2017	37	-37.3%
July 2017	29	-43.1%
June 2017	49	40.0%
May 2017	51	0.0%
April 2017	51	15.9%
March 2017	54	-21.7%
February 2017	42	2.4%
January 2017	40	0.0%
December 2016	32	-17.9%

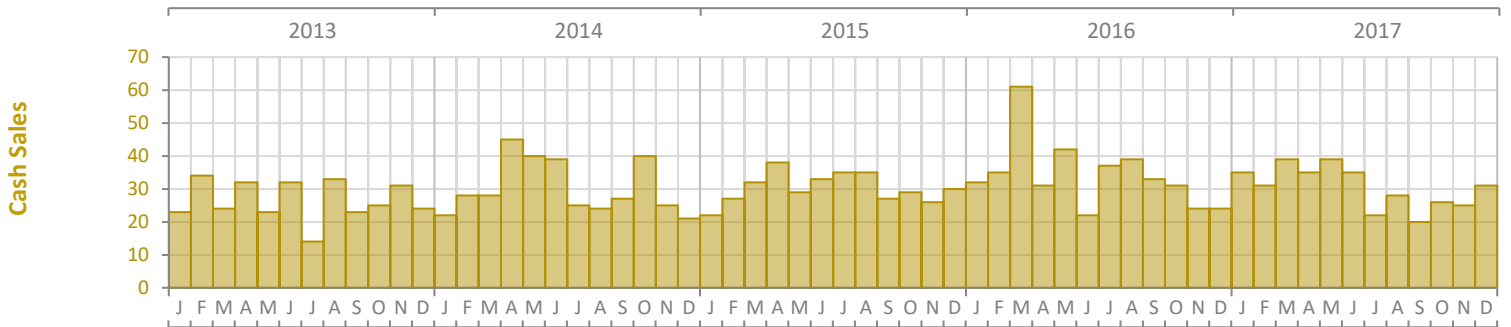


## Cash Sales

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
<b>Year-to-Date</b>	<b>366</b>	<b>-10.9%</b>
<b>December 2017</b>	<b>31</b>	<b>29.2%</b>
November 2017	25	4.2%
October 2017	26	-16.1%
September 2017	20	-39.4%
August 2017	28	-28.2%
July 2017	22	-40.5%
June 2017	35	59.1%
May 2017	39	-7.1%
April 2017	35	12.9%
March 2017	39	-36.1%
February 2017	31	-11.4%
January 2017	35	9.4%
December 2016	24	-20.0%

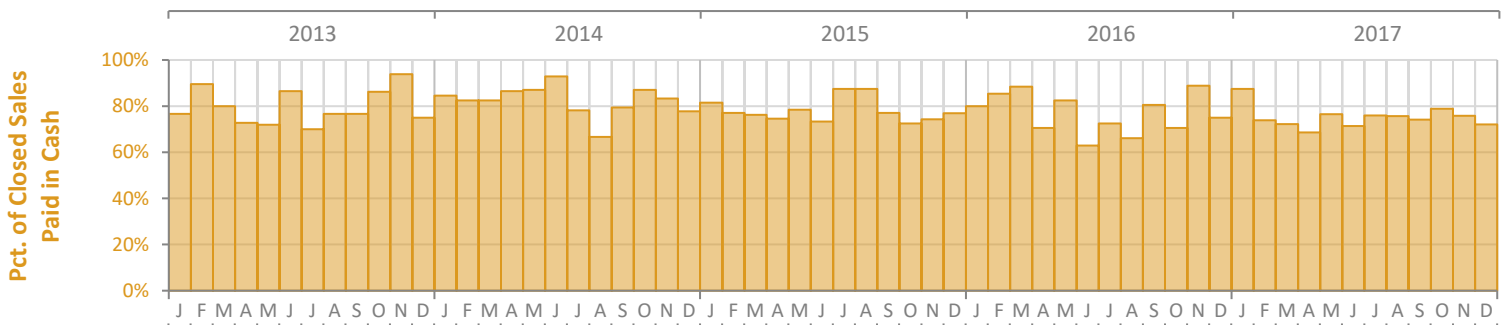


## Cash Sales as a Percentage of Closed Sales

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
<b>Year-to-Date</b>	<b>74.8%</b>	<b>-2.9%</b>
<b>December 2017</b>	<b>72.1%</b>	<b>-3.9%</b>
November 2017	75.8%	-14.7%
October 2017	78.8%	11.8%
September 2017	74.1%	-8.0%
August 2017	75.7%	14.5%
July 2017	75.9%	4.7%
June 2017	71.4%	13.5%
May 2017	76.5%	-7.2%
April 2017	68.6%	-2.7%
March 2017	72.2%	-18.3%
February 2017	73.8%	-13.6%
January 2017	87.5%	9.4%
December 2016	75.0%	-2.5%

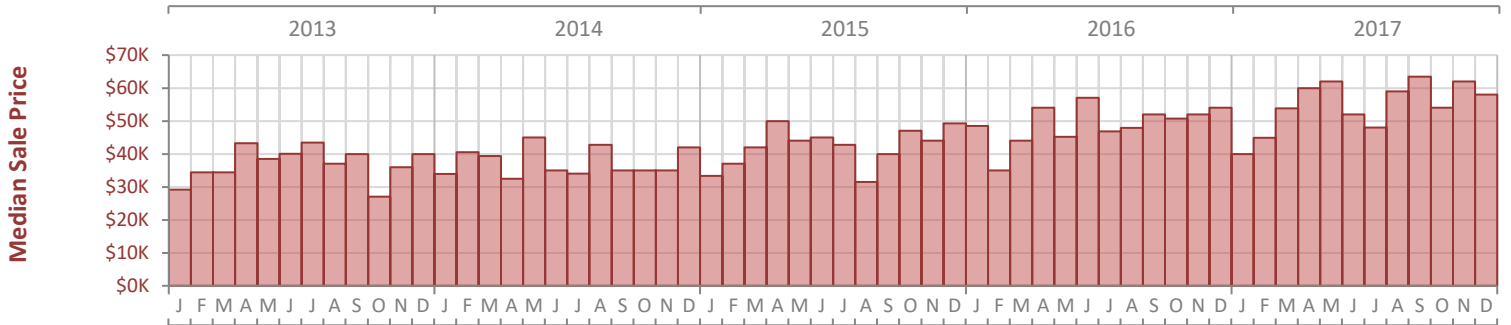


## Median Sale Price

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
<b>Year-to-Date</b>	<b>\$55,000</b>	<b>14.6%</b>
<b>December 2017</b>	<b>\$58,000</b>	<b>7.4%</b>
November 2017	\$62,000	19.2%
October 2017	\$54,000	6.4%
September 2017	\$63,500	22.1%
August 2017	\$59,000	23.2%
July 2017	\$48,000	2.3%
June 2017	\$52,000	-8.8%
May 2017	\$62,000	37.2%
April 2017	\$60,000	11.1%
March 2017	\$53,850	22.4%
February 2017	\$44,950	28.4%
January 2017	\$39,950	-17.6%
December 2016	\$54,000	9.5%

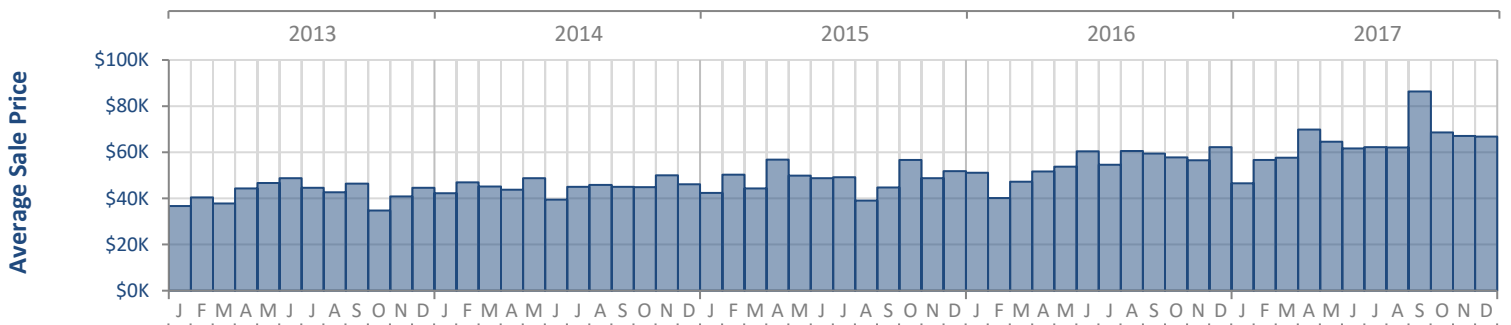


## Average Sale Price

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
<b>Year-to-Date</b>	<b>\$63,413</b>	<b>17.0%</b>
<b>December 2017</b>	<b>\$66,734</b>	<b>7.2%</b>
November 2017	\$67,027	18.6%
October 2017	\$68,571	18.6%
September 2017	\$86,343	45.2%
August 2017	\$62,031	2.4%
July 2017	\$62,216	13.9%
June 2017	\$61,684	2.2%
May 2017	\$64,605	20.2%
April 2017	\$69,863	35.2%
March 2017	\$57,664	22.1%
February 2017	\$56,620	40.8%
January 2017	\$46,539	-8.9%
December 2016	\$62,228	20.3%

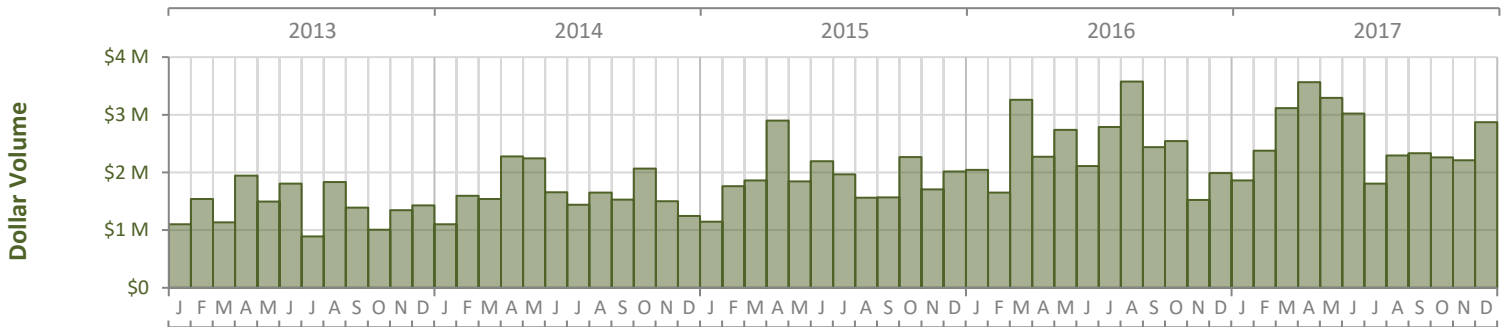


## Dollar Volume

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
<b>Year-to-Date</b>	<b>\$31.0 Million</b>	<b>7.2%</b>
<b>December 2017</b>	<b>\$2.9 Million</b>	<b>44.1%</b>
November 2017	\$2.2 Million	45.0%
October 2017	\$2.3 Million	-11.0%
September 2017	\$2.3 Million	-4.4%
August 2017	\$2.3 Million	-35.8%
July 2017	\$1.8 Million	-35.3%
June 2017	\$3.0 Million	43.1%
May 2017	\$3.3 Million	20.2%
April 2017	\$3.6 Million	56.7%
March 2017	\$3.1 Million	-4.5%
February 2017	\$2.4 Million	44.3%
January 2017	\$1.9 Million	-8.9%
December 2016	\$2.0 Million	-1.3%

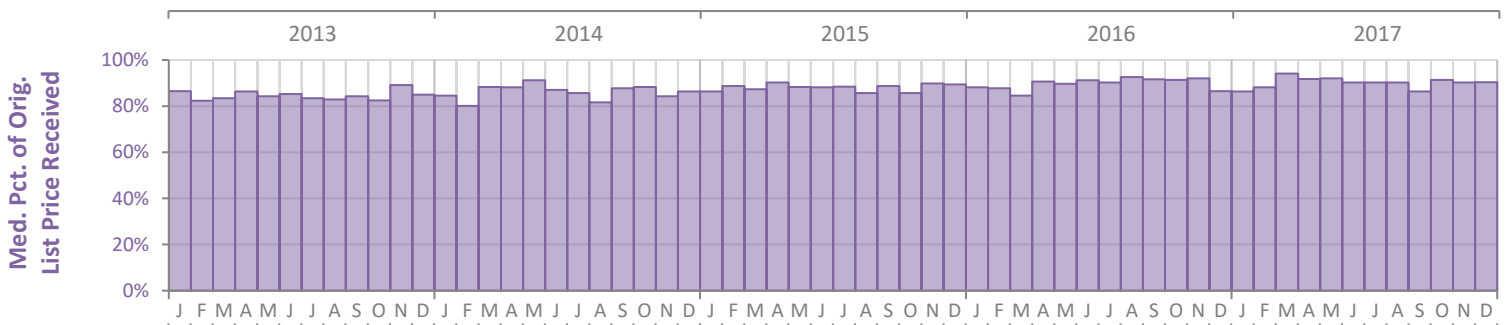


## Median Percent of Original List Price Received

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
<b>Year-to-Date</b>	<b>90.6%</b>	<b>0.7%</b>
<b>December 2017</b>	<b>90.4%</b>	<b>4.5%</b>
November 2017	90.3%	-1.8%
October 2017	91.3%	0.0%
September 2017	86.4%	-5.7%
August 2017	90.2%	-2.6%
July 2017	90.3%	0.1%
June 2017	90.2%	-1.1%
May 2017	92.0%	2.6%
April 2017	91.8%	1.3%
March 2017	94.1%	11.2%
February 2017	88.2%	0.6%
January 2017	86.3%	-2.2%
December 2016	86.5%	-3.2%

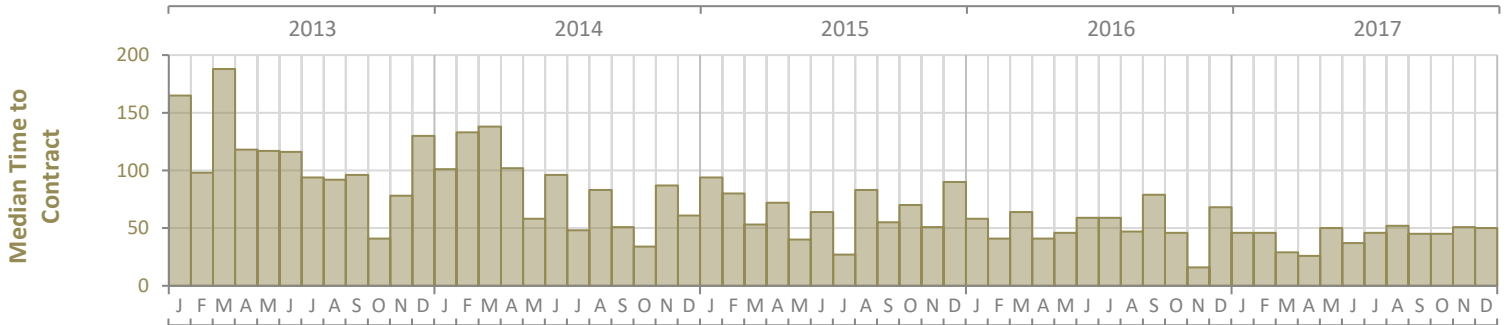


## Median Time to Contract

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
<b>Year-to-Date</b>	<b>41 Days</b>	<b>-19.6%</b>
<b>December 2017</b>	<b>50 Days</b>	<b>-26.5%</b>
November 2017	51 Days	218.8%
October 2017	45 Days	-2.2%
September 2017	45 Days	-43.0%
August 2017	52 Days	10.6%
July 2017	46 Days	-22.0%
June 2017	37 Days	-37.3%
May 2017	50 Days	8.7%
April 2017	26 Days	-36.6%
March 2017	29 Days	-54.7%
February 2017	46 Days	12.2%
January 2017	46 Days	-20.7%
December 2016	68 Days	-24.4%

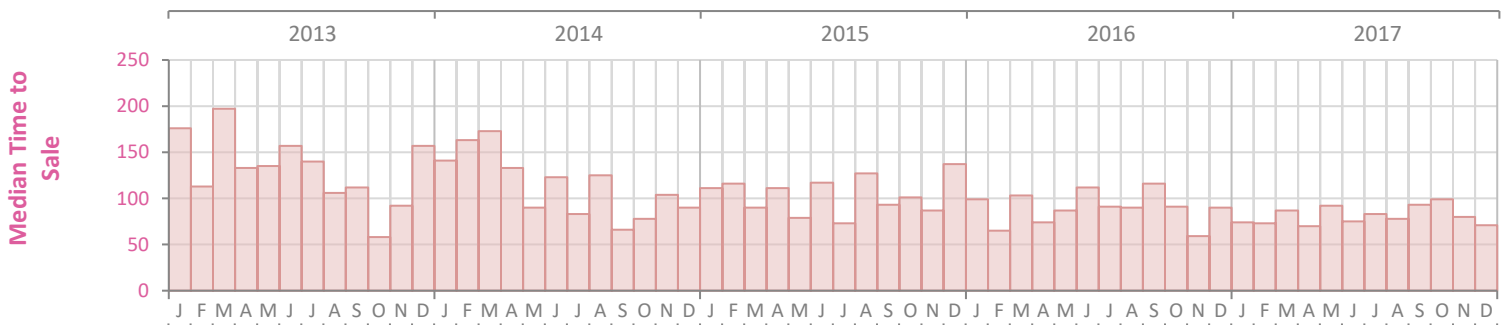


## Median Time to Sale

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
<b>Year-to-Date</b>	<b>78 Days</b>	<b>-13.3%</b>
<b>December 2017</b>	<b>71 Days</b>	<b>-21.1%</b>
November 2017	80 Days	35.6%
October 2017	99 Days	8.8%
September 2017	93 Days	-19.8%
August 2017	78 Days	-13.3%
July 2017	83 Days	-8.8%
June 2017	75 Days	-33.0%
May 2017	92 Days	5.7%
April 2017	70 Days	-5.4%
March 2017	87 Days	-15.5%
February 2017	73 Days	12.3%
January 2017	74 Days	-25.3%
December 2016	90 Days	-34.3%

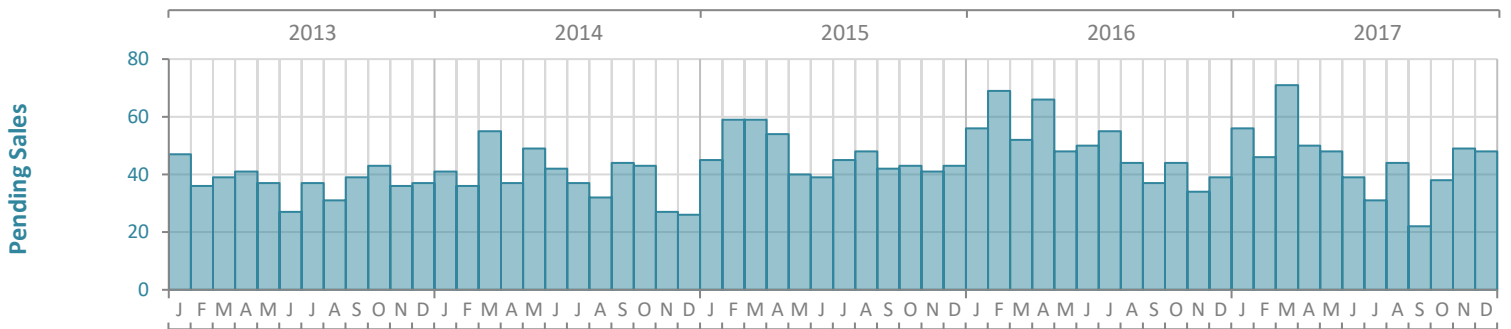


## New Pending Sales

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
<b>Year-to-Date</b>	<b>542</b>	<b>-8.8%</b>
<b>December 2017</b>	<b>48</b>	<b>23.1%</b>
November 2017	49	44.1%
October 2017	38	-13.6%
September 2017	22	-40.5%
August 2017	44	0.0%
July 2017	31	-43.6%
June 2017	39	-22.0%
May 2017	48	0.0%
April 2017	50	-24.2%
March 2017	71	36.5%
February 2017	46	-33.3%
January 2017	56	0.0%
December 2016	39	-9.3%

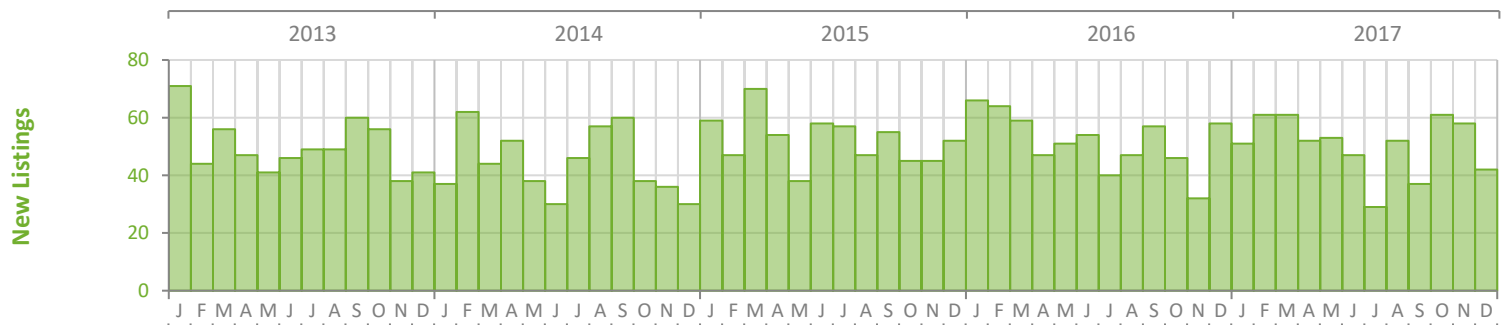


## New Listings

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
<b>Year-to-Date</b>	<b>604</b>	<b>-2.7%</b>
<b>December 2017</b>	<b>42</b>	<b>-27.6%</b>
November 2017	58	81.3%
October 2017	61	32.6%
September 2017	37	-35.1%
August 2017	52	10.6%
July 2017	29	-27.5%
June 2017	47	-13.0%
May 2017	53	3.9%
April 2017	52	10.6%
March 2017	61	3.4%
February 2017	61	-4.7%
January 2017	51	-22.7%
December 2016	58	11.5%

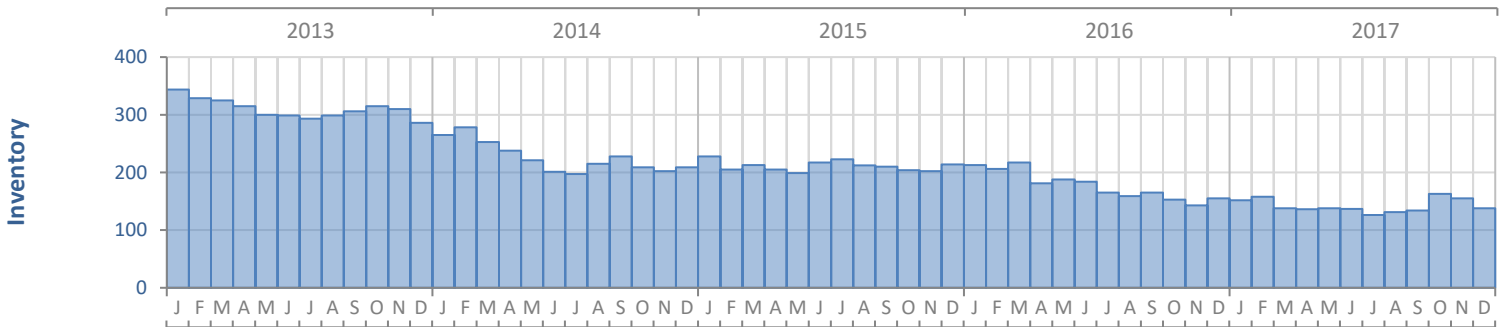


## Inventory (Active Listings)

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
<b>YTD (Monthly Avg)</b>	<b>142</b>	<b>-19.8%</b>
<b>December 2017</b>	<b>138</b>	<b>-11.0%</b>
November 2017	155	8.4%
October 2017	163	6.5%
September 2017	134	-18.8%
August 2017	131	-17.6%
July 2017	126	-23.6%
June 2017	137	-25.5%
May 2017	138	-26.6%
April 2017	136	-24.9%
March 2017	138	-36.4%
February 2017	158	-23.3%
January 2017	152	-28.6%
December 2016	155	-27.6%

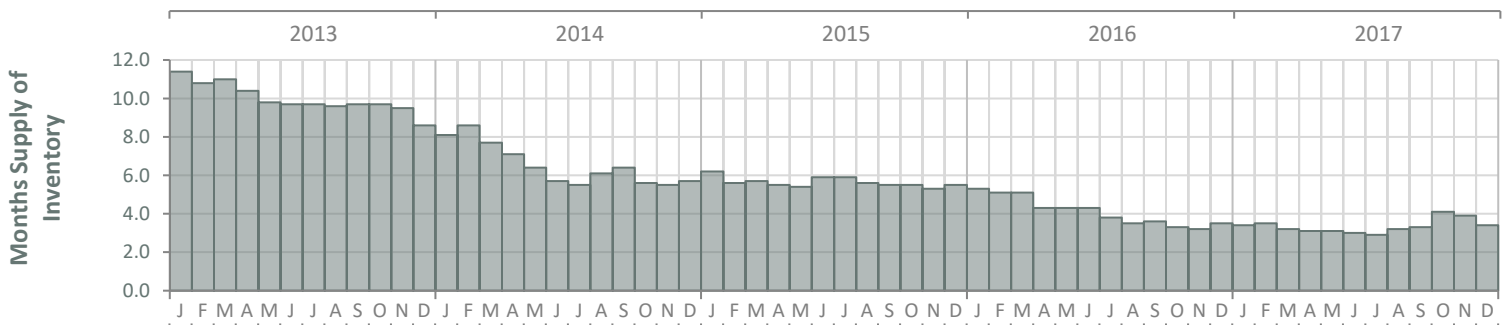


## Months Supply of Inventory

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
<b>YTD (Monthly Avg)</b>	<b>3.3</b>	<b>-19.5%</b>
<b>December 2017</b>	<b>3.4</b>	<b>-2.9%</b>
November 2017	3.9	21.9%
October 2017	4.1	24.2%
September 2017	3.3	-8.3%
August 2017	3.2	-8.6%
July 2017	2.9	-23.7%
June 2017	3.0	-30.2%
May 2017	3.1	-27.9%
April 2017	3.1	-27.9%
March 2017	3.2	-37.3%
February 2017	3.5	-31.4%
January 2017	3.4	-35.8%
December 2016	3.5	-36.4%

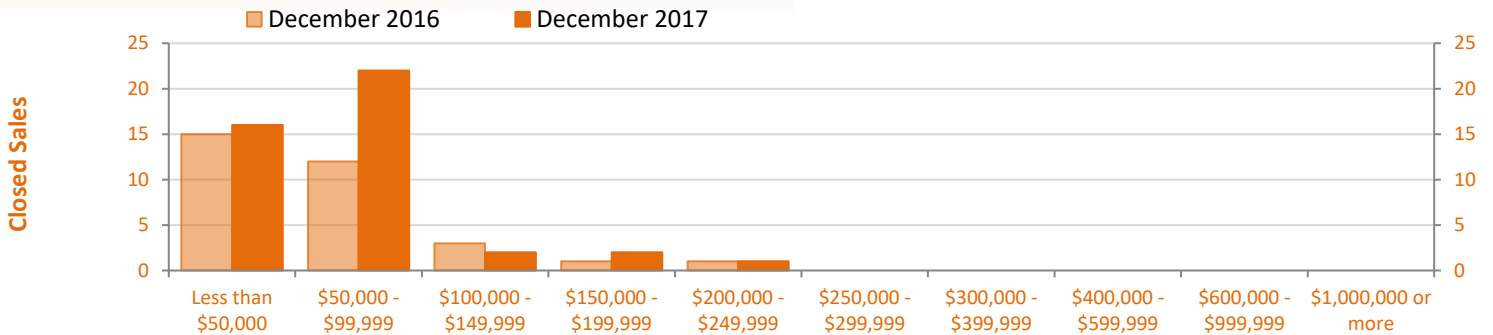


## Closed Sales by Sale Price

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	16	6.7%
\$50,000 - \$99,999	22	83.3%
\$100,000 - \$149,999	2	-33.3%
\$150,000 - \$199,999	2	100.0%
\$200,000 - \$249,999	1	0.0%
\$250,000 - \$299,999	0	N/A
\$300,000 - \$399,999	0	N/A
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

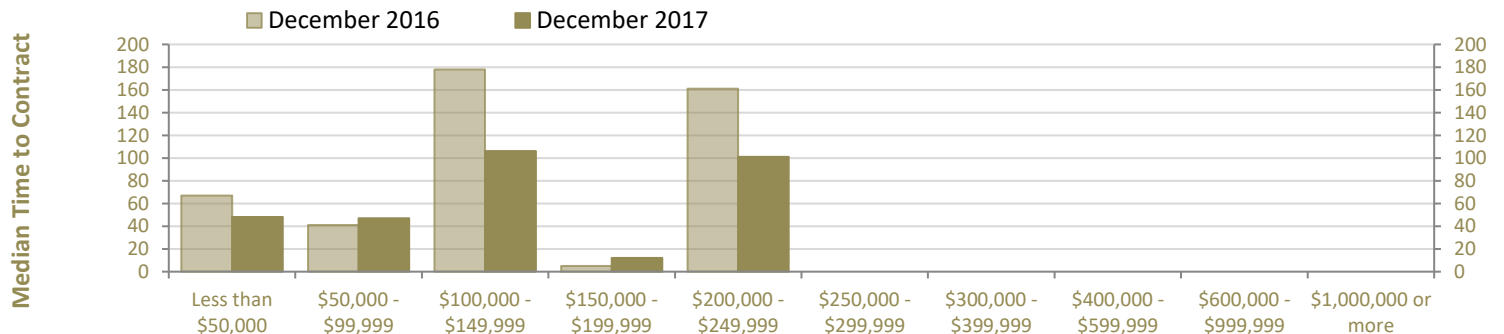


## Median Time to Contract by Sale Price

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	48 Days	-28.4%
\$50,000 - \$99,999	47 Days	14.6%
\$100,000 - \$149,999	106 Days	-40.4%
\$150,000 - \$199,999	12 Days	140.0%
\$200,000 - \$249,999	101 Days	-37.3%
\$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



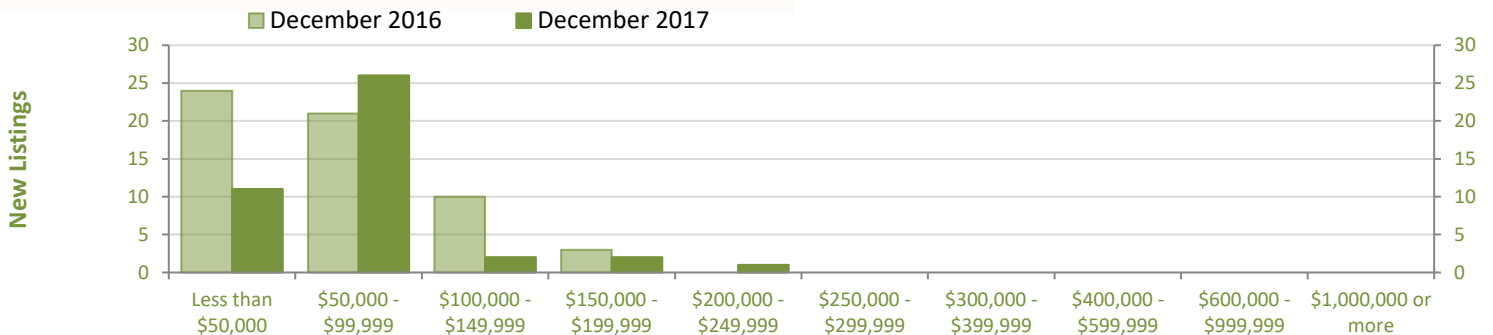


## New Listings by Initial Listing Price

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	11	-54.2%
\$50,000 - \$99,999	26	23.8%
\$100,000 - \$149,999	2	-80.0%
\$150,000 - \$199,999	2	-33.3%
\$200,000 - \$249,999	1	N/A
\$250,000 - \$299,999	0	N/A
\$300,000 - \$399,999	0	N/A
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

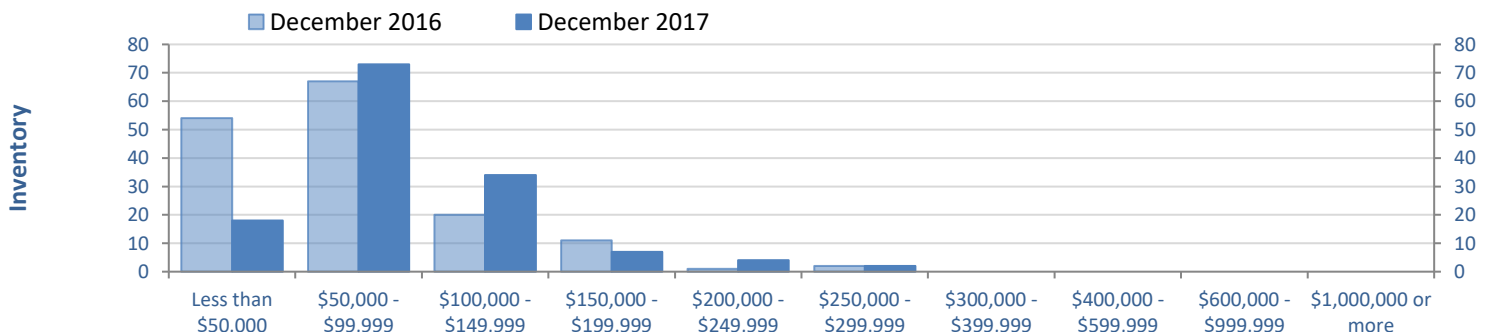


## Inventory by Current Listing Price

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.

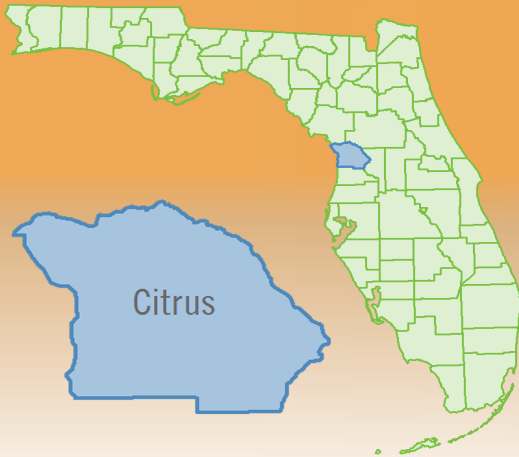
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	18	-66.7%
\$50,000 - \$99,999	73	9.0%
\$100,000 - \$149,999	34	70.0%
\$150,000 - \$199,999	7	-36.4%
\$200,000 - \$249,999	4	300.0%
\$250,000 - \$299,999	2	0.0%
\$300,000 - \$399,999	0	N/A
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A



# Monthly Distressed Market - December 2017

## Manufactured Homes

### Citrus County



		December 2017	December 2016	Percent Change Year-over-Year
Traditional	Closed Sales	35	24	45.8%
	Median Sale Price	\$69,000	\$57,750	19.5%
Foreclosure/REO	Closed Sales	8	8	0.0%
	Median Sale Price	\$42,950	\$46,505	-7.6%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

