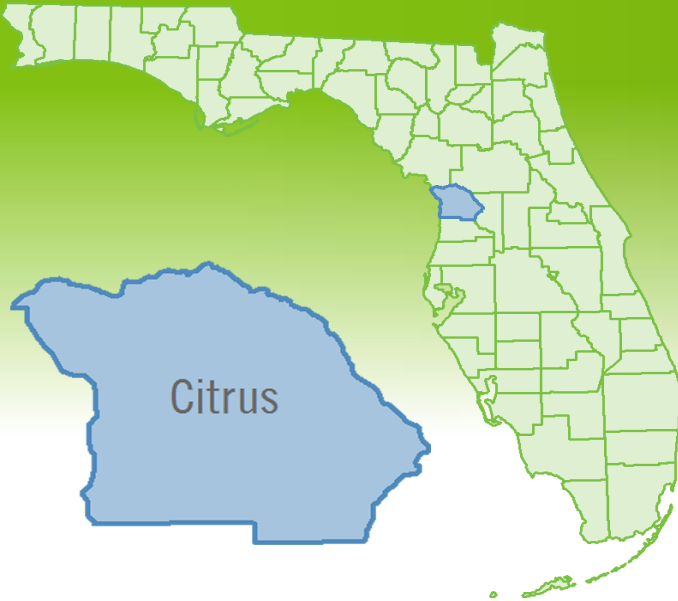


# Monthly Market Detail - January 2016

## Single Family Homes

### Citrus County



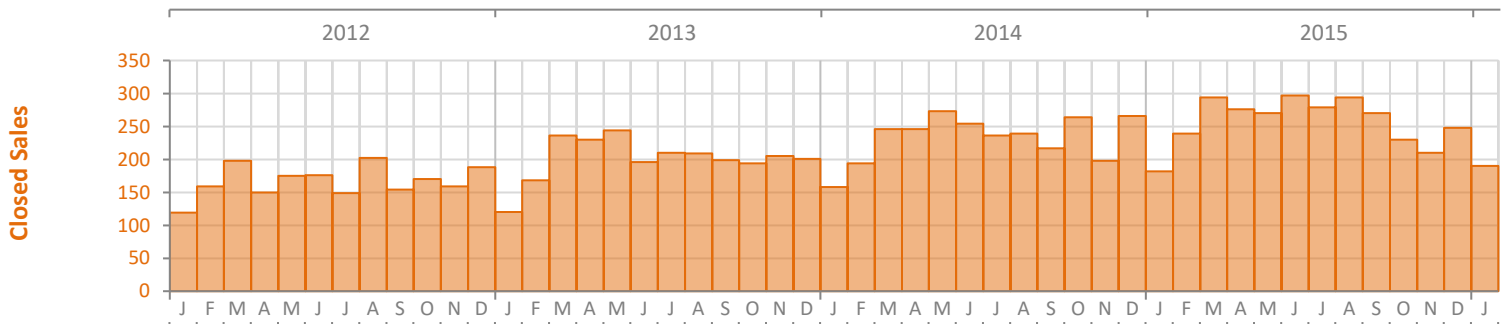
Summary Statistics	January 2016	January 2015	Percent Change Year-over-Year
Closed Sales	190	182	4.4%
Paid in Cash	92	101	-8.9%
Median Sale Price	\$126,000	\$104,000	21.2%
Average Sale Price	\$140,741	\$132,884	5.9%
Dollar Volume	\$26.7 Million	\$24.2 Million	10.6%
Median Percent of Original List Price Received	94.5%	91.9%	2.8%
Median Time to Contract	55 Days	87 Days	-36.8%
Median Time to Sale	95 Days	125 Days	-24.0%
New Pending Sales	261	311	-16.1%
New Listings	322	357	-9.8%
Pending Inventory	373	377	-1.1%
Inventory (Active Listings)	1,259	1,447	-13.0%
Months Supply of Inventory	4.9	6.2	-21.0%

## 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
<b>Year-to-Date</b>	<b>190</b>	<b>4.4%</b>
<b>January 2016</b>	<b>190</b>	<b>4.4%</b>
December 2015	248	-6.8%
November 2015	210	6.1%
October 2015	230	-12.9%
September 2015	270	24.4%
August 2015	294	23.0%
July 2015	279	18.2%
June 2015	297	16.9%
May 2015	270	-1.1%
April 2015	276	12.2%
March 2015	294	19.5%
February 2015	239	23.2%
January 2015	182	15.2%

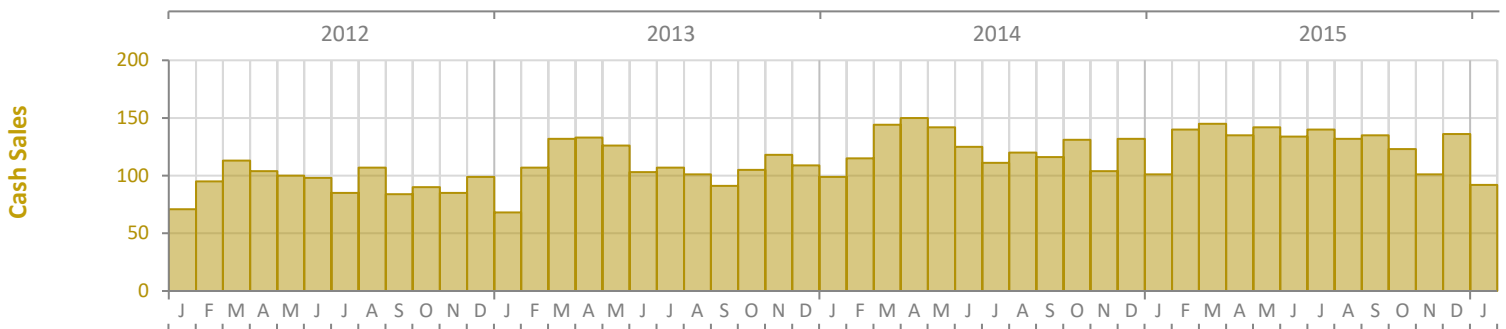


## Cash Sales

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>92</b>	<b>-8.9%</b>
<b>January 2016</b>	<b>92</b>	<b>-8.9%</b>
December 2015	136	3.0%
November 2015	101	-2.9%
October 2015	123	-6.1%
September 2015	135	16.4%
August 2015	132	10.0%
July 2015	140	26.1%
June 2015	134	7.2%
May 2015	142	0.0%
April 2015	135	-10.0%
March 2015	145	0.7%
February 2015	140	21.7%
January 2015	101	2.0%

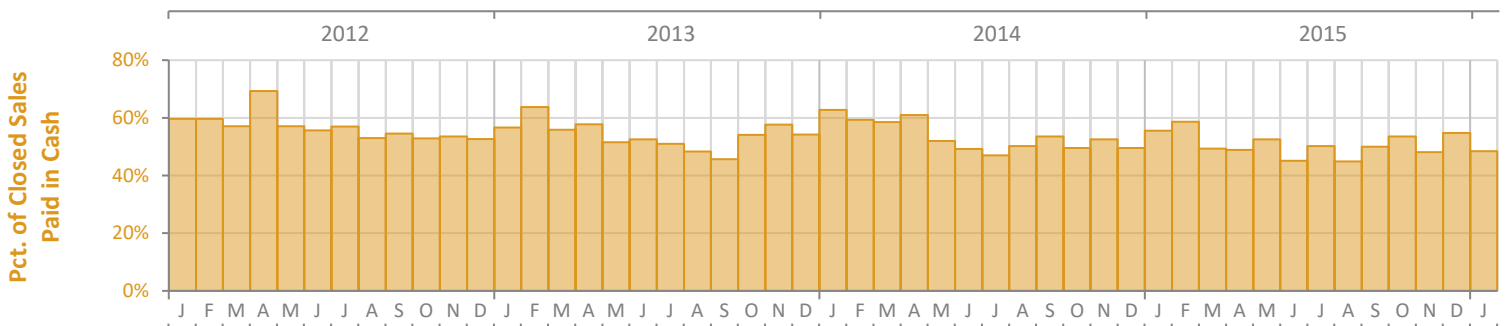


## Cash Sales as a Percentage of Closed Sales

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>48.4%</b>	<b>-12.8%</b>
<b>January 2016</b>	<b>48.4%</b>	<b>-12.8%</b>
December 2015	54.8%	10.5%
November 2015	48.1%	-8.4%
October 2015	53.5%	7.9%
September 2015	50.0%	-6.5%
August 2015	44.9%	-10.6%
July 2015	50.2%	6.8%
June 2015	45.1%	-8.3%
May 2015	52.6%	1.2%
April 2015	48.9%	-19.8%
March 2015	49.3%	-15.7%
February 2015	58.6%	-1.2%
January 2015	55.5%	-11.5%

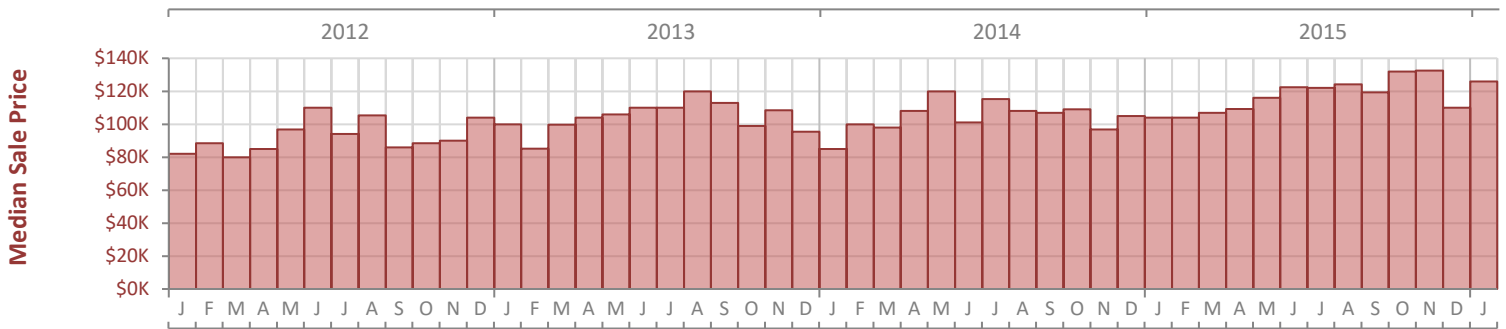


## Median Sale Price

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>\$126,000</b>	<b>21.2%</b>
<b>January 2016</b>	<b>\$126,000</b>	<b>21.2%</b>
December 2015	\$110,000	4.8%
November 2015	\$132,500	37.0%
October 2015	\$131,950	21.1%
September 2015	\$119,400	11.7%
August 2015	\$124,200	15.0%
July 2015	\$122,000	5.9%
June 2015	\$122,500	21.3%
May 2015	\$116,000	-3.3%
April 2015	\$109,250	1.2%
March 2015	\$107,000	9.2%
February 2015	\$104,000	4.0%
January 2015	\$104,000	22.4%

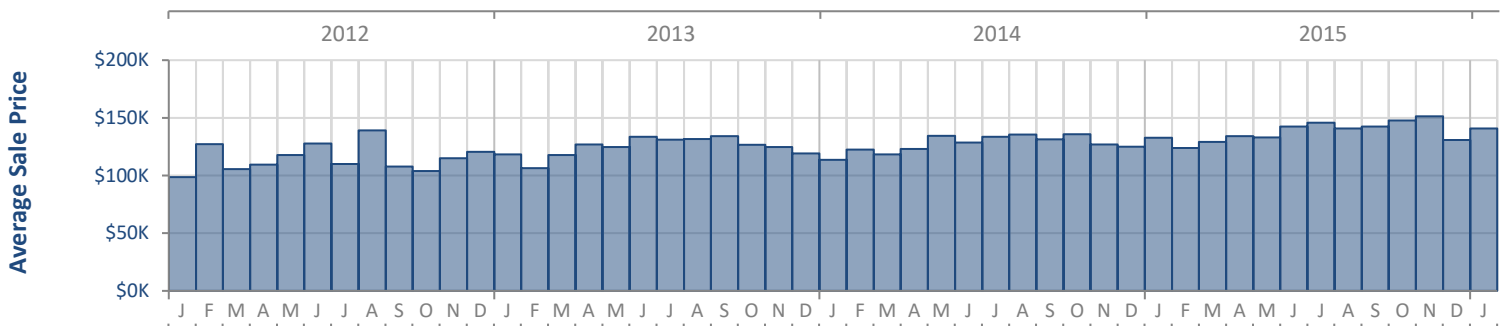


## Average Sale Price

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>\$140,741</b>	<b>5.9%</b>
<b>January 2016</b>	<b>\$140,741</b>	<b>5.9%</b>
December 2015	\$130,714	4.7%
November 2015	\$151,343	19.1%
October 2015	\$147,711	8.8%
September 2015	\$142,425	8.4%
August 2015	\$140,911	4.0%
July 2015	\$145,912	9.1%
June 2015	\$142,485	10.9%
May 2015	\$133,083	-0.9%
April 2015	\$134,087	9.0%
March 2015	\$129,044	9.2%
February 2015	\$123,926	1.2%
January 2015	\$132,884	16.9%

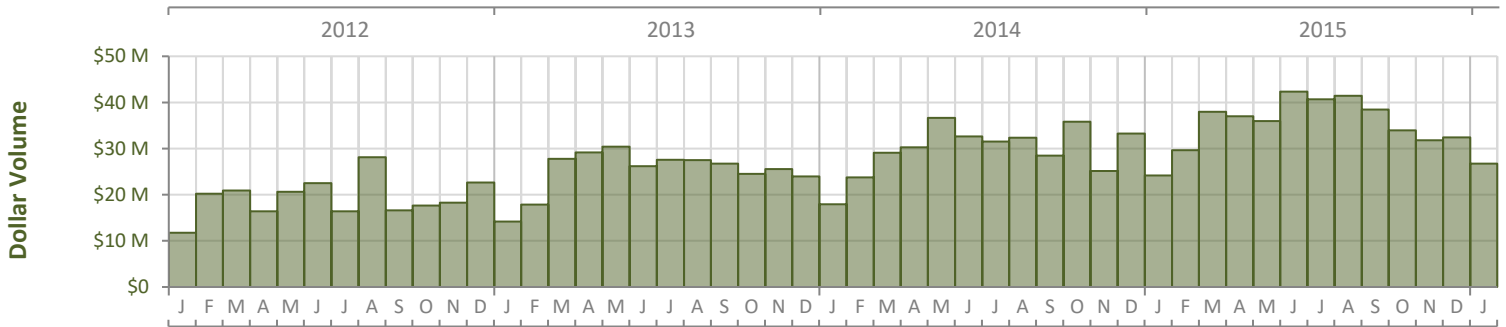


## Dollar Volume

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>\$26.7 Million</b>	<b>10.6%</b>
<b>January 2016</b>	<b>\$26.7 Million</b>	<b>10.6%</b>
December 2015	\$32.4 Million	-2.4%
November 2015	\$31.8 Million	26.3%
October 2015	\$34.0 Million	-5.2%
September 2015	\$38.5 Million	34.9%
August 2015	\$41.4 Million	28.0%
July 2015	\$40.7 Million	29.0%
June 2015	\$42.3 Million	29.6%
May 2015	\$35.9 Million	-2.0%
April 2015	\$37.0 Million	22.3%
March 2015	\$37.9 Million	30.5%
February 2015	\$29.6 Million	24.7%
January 2015	\$24.2 Million	34.7%

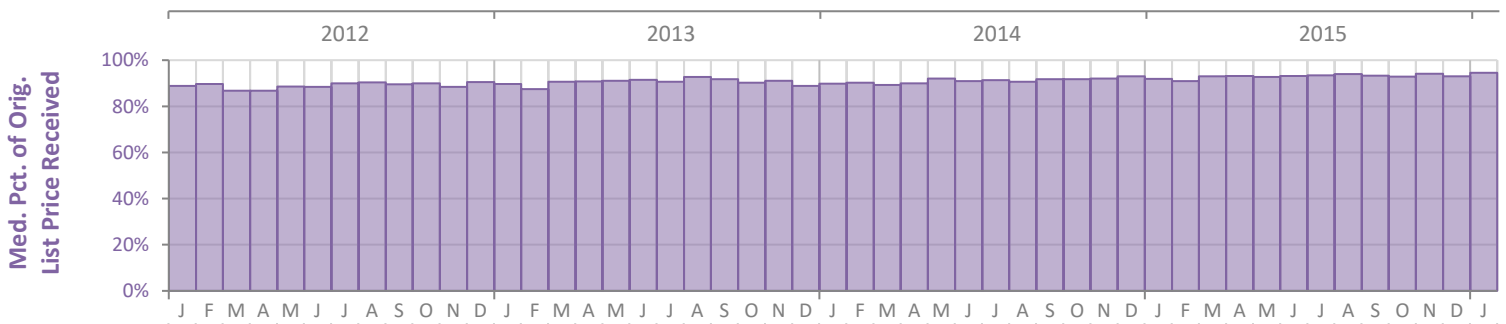


## Median Percent of Original List Price Received

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>94.5%</b>	<b>2.8%</b>
<b>January 2016</b>	<b>94.5%</b>	<b>2.8%</b>
December 2015	93.0%	0.0%
November 2015	94.1%	2.2%
October 2015	92.9%	1.2%
September 2015	93.3%	1.7%
August 2015	94.0%	3.8%
July 2015	93.4%	2.2%
June 2015	93.1%	2.4%
May 2015	92.7%	0.7%
April 2015	93.2%	3.6%
March 2015	93.0%	4.1%
February 2015	90.9%	0.8%
January 2015	91.9%	2.3%

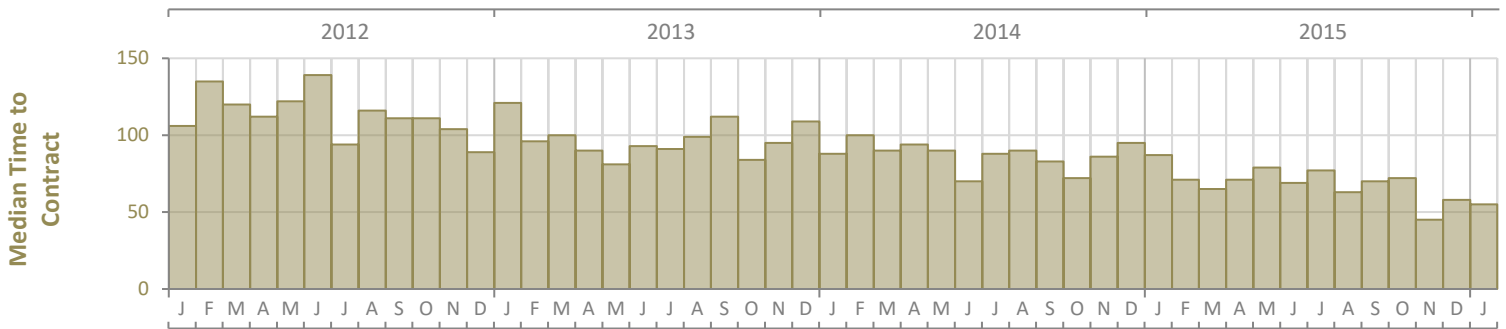


## Median Time to Contract

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>55 Days</b>	<b>-36.8%</b>
<b>January 2016</b>	<b>55 Days</b>	<b>-36.8%</b>
December 2015	58 Days	-38.9%
November 2015	45 Days	-47.7%
October 2015	72 Days	0.0%
September 2015	70 Days	-15.7%
August 2015	63 Days	-30.0%
July 2015	77 Days	-12.5%
June 2015	69 Days	-1.4%
May 2015	79 Days	-12.2%
April 2015	71 Days	-24.5%
March 2015	65 Days	-27.8%
February 2015	71 Days	-29.0%
January 2015	87 Days	-1.1%

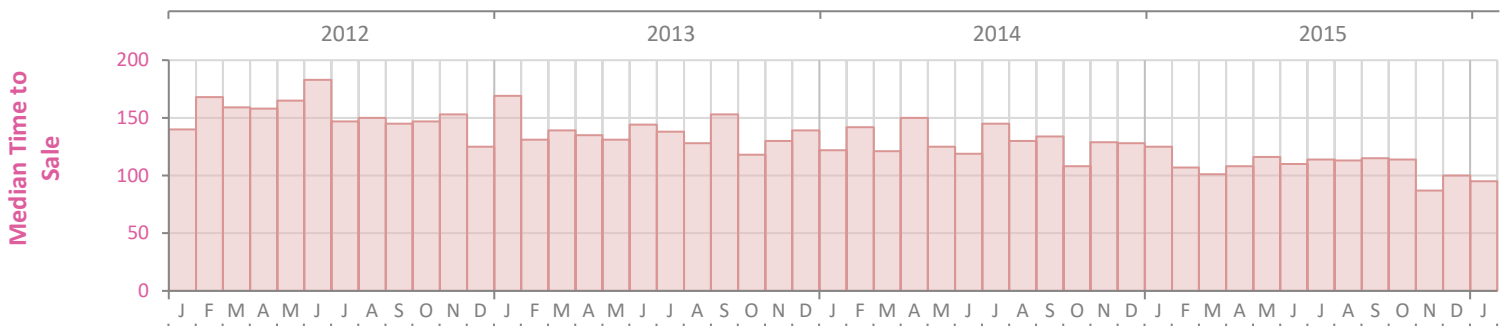


## Median Time to Sale

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>95 Days</b>	<b>-24.0%</b>
<b>January 2016</b>	<b>95 Days</b>	<b>-24.0%</b>
December 2015	100 Days	-21.9%
November 2015	87 Days	-32.6%
October 2015	114 Days	5.6%
September 2015	115 Days	-14.2%
August 2015	113 Days	-13.1%
July 2015	114 Days	-21.4%
June 2015	110 Days	-7.6%
May 2015	116 Days	-7.2%
April 2015	108 Days	-28.0%
March 2015	101 Days	-16.5%
February 2015	107 Days	-24.6%
January 2015	125 Days	2.5%

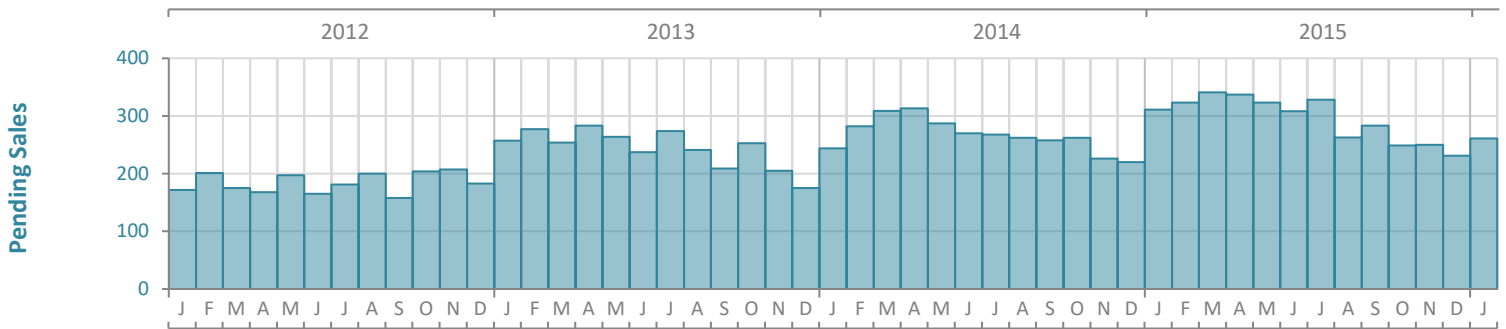


## New Pending Sales

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>261</b>	<b>-16.1%</b>
<b>January 2016</b>	<b>261</b>	<b>-16.1%</b>
December 2015	231	5.0%
November 2015	250	10.6%
October 2015	249	-5.0%
September 2015	283	9.7%
August 2015	263	0.4%
July 2015	328	22.4%
June 2015	308	14.1%
May 2015	323	12.5%
April 2015	337	7.7%
March 2015	341	10.4%
February 2015	323	14.5%
January 2015	311	27.5%

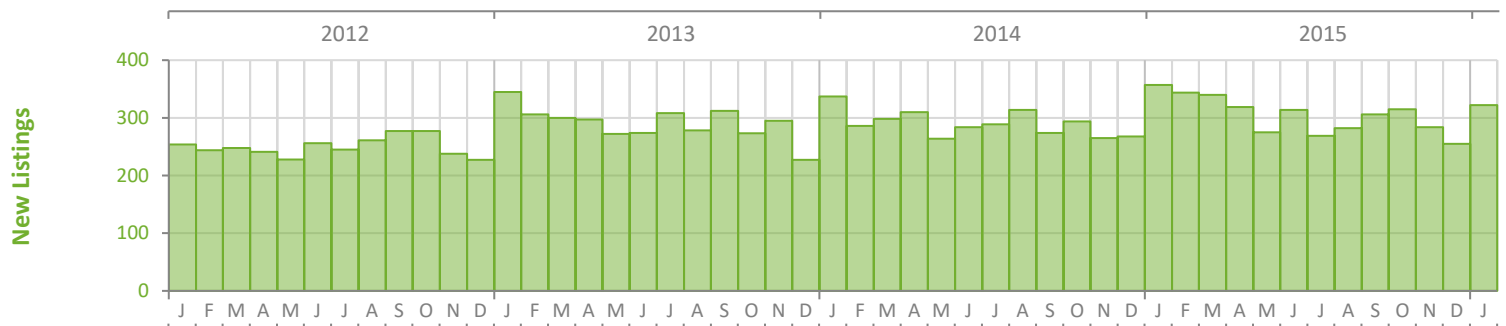


## New Listings

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
<b>Year-to-Date</b>	<b>322</b>	<b>-9.8%</b>
<b>January 2016</b>	<b>322</b>	<b>-9.8%</b>
December 2015	255	-4.9%
November 2015	284	7.2%
October 2015	315	7.1%
September 2015	306	11.7%
August 2015	282	-10.2%
July 2015	269	-6.9%
June 2015	314	10.6%
May 2015	275	4.2%
April 2015	319	2.9%
March 2015	340	14.1%
February 2015	344	20.3%
January 2015	357	5.9%

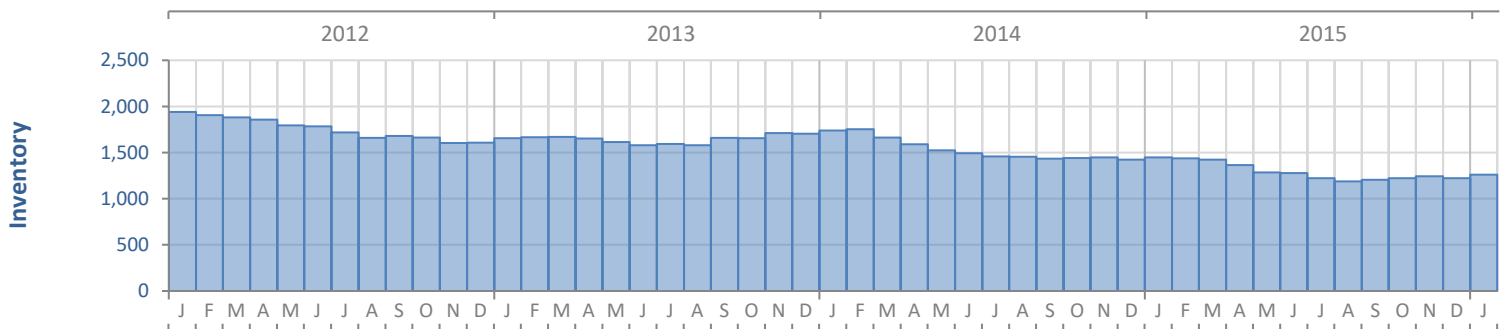


## Inventory (Active Listings)

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>1,259</b>	<b>-13.0%</b>
<b>January 2016</b>	<b>1,259</b>	<b>-13.0%</b>
December 2015	1,224	-13.9%
November 2015	1,244	-14.1%
October 2015	1,222	-15.2%
September 2015	1,205	-15.9%
August 2015	1,187	-18.4%
July 2015	1,224	-16.1%
June 2015	1,277	-14.4%
May 2015	1,285	-15.7%
April 2015	1,364	-14.3%
March 2015	1,423	-14.5%
February 2015	1,436	-18.0%
January 2015	1,447	-16.7%

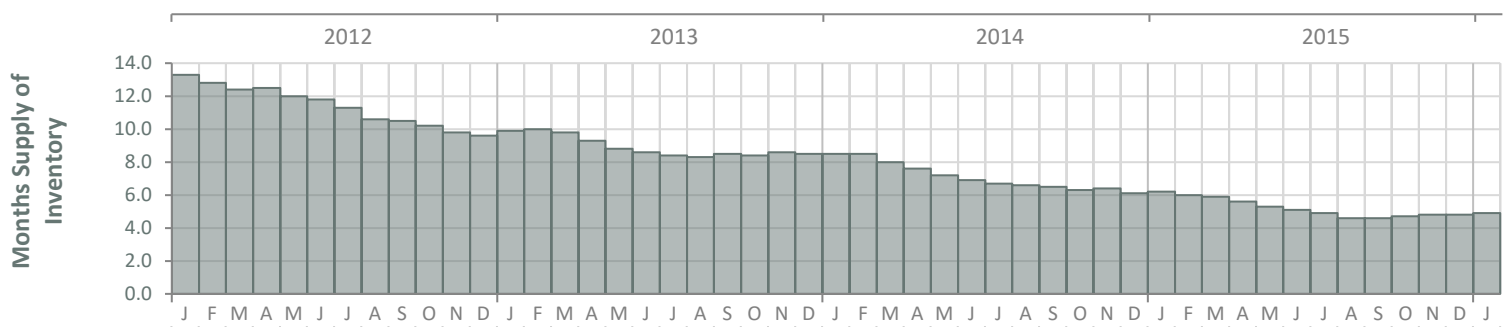


## Months Supply of Inventory

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>4.9</b>	<b>-21.0%</b>
<b>January 2016</b>	<b>4.9</b>	<b>-21.0%</b>
December 2015	4.8	-21.3%
November 2015	4.8	-25.0%
October 2015	4.7	-25.4%
September 2015	4.6	-29.2%
August 2015	4.6	-30.3%
July 2015	4.9	-26.9%
June 2015	5.1	-26.1%
May 2015	5.3	-26.4%
April 2015	5.6	-26.3%
March 2015	5.9	-26.3%
February 2015	6.0	-29.4%
January 2015	6.2	-27.1%

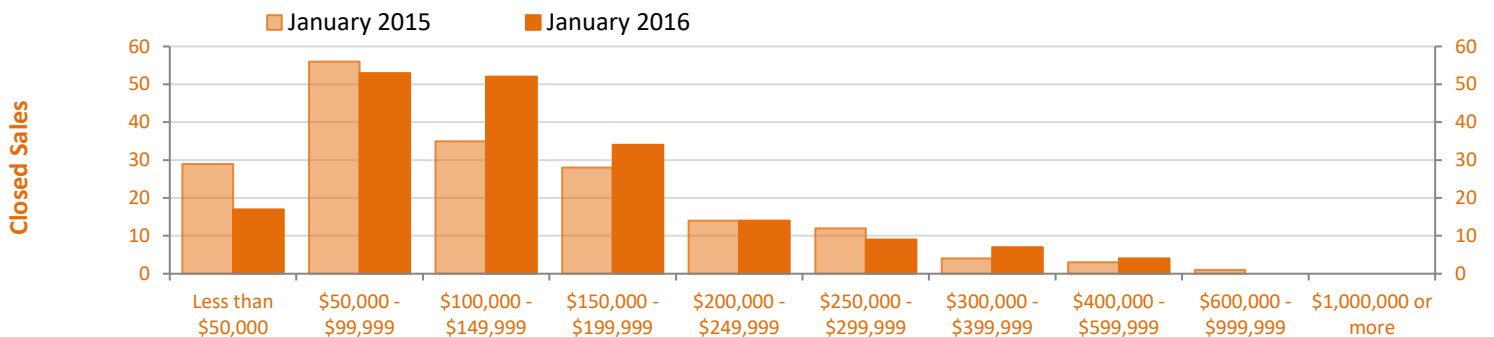


## Closed Sales by Sale Price

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	17	-41.4%
\$50,000 - \$99,999	53	-5.4%
\$100,000 - \$149,999	52	48.6%
\$150,000 - \$199,999	34	21.4%
\$200,000 - \$249,999	14	0.0%
\$250,000 - \$299,999	9	-25.0%
\$300,000 - \$399,999	7	75.0%
\$400,000 - \$599,999	4	33.3%
\$600,000 - \$999,999	0	-100.0%
\$1,000,000 or more	0	N/A

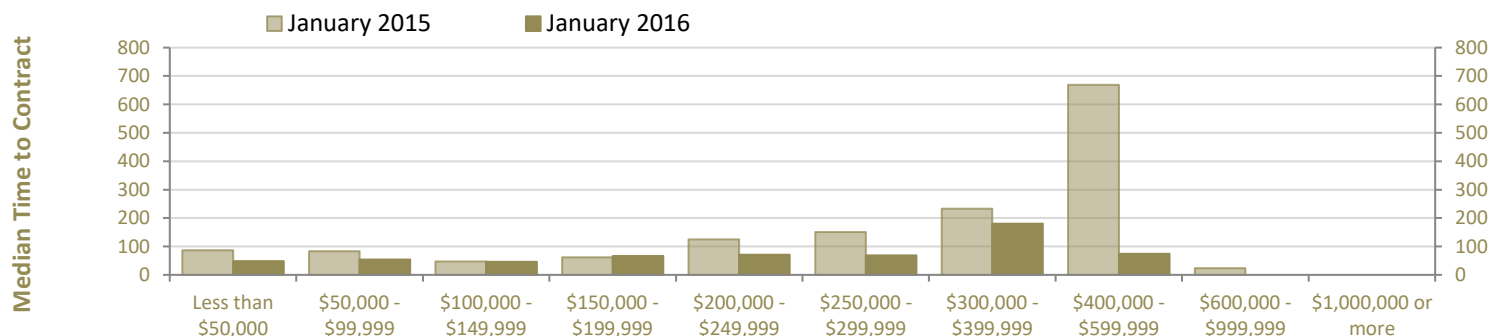


## Median Time to Contract by Sale Price

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	-44.8%
\$50,000 - \$99,999	54 Days	-34.9%
\$100,000 - \$149,999	46 Days	-2.1%
\$150,000 - \$199,999	66 Days	6.5%
\$200,000 - \$249,999	71 Days	-43.2%
\$250,000 - \$299,999	68 Days	-55.0%
\$300,000 - \$399,999	180 Days	-22.7%
\$400,000 - \$599,999	74 Days	-88.9%
\$600,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	(No Sales)	N/A



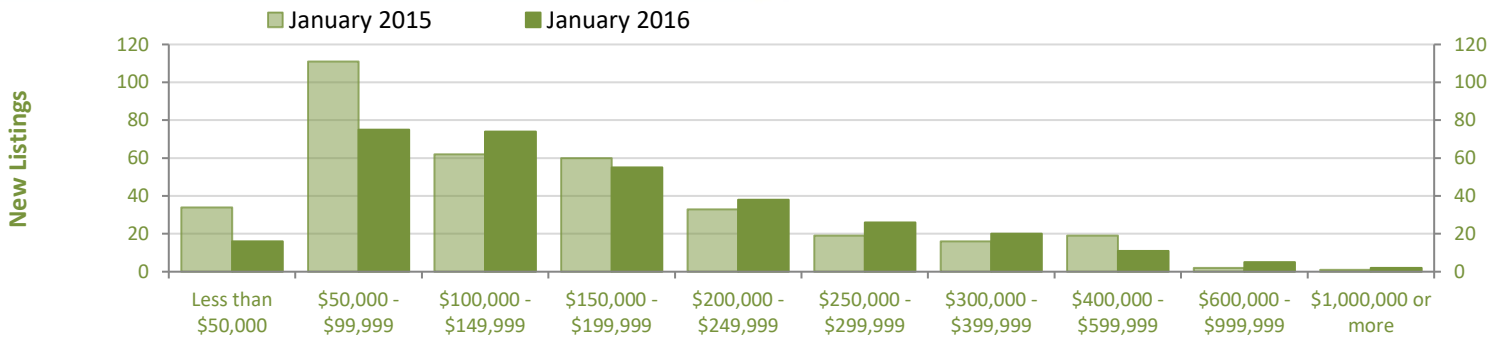


## New Listings by Initial Listing Price

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	16	-52.9%
\$50,000 - \$99,999	75	-32.4%
\$100,000 - \$149,999	74	19.4%
\$150,000 - \$199,999	55	-8.3%
\$200,000 - \$249,999	38	15.2%
\$250,000 - \$299,999	26	36.8%
\$300,000 - \$399,999	20	25.0%
\$400,000 - \$599,999	11	-42.1%
\$600,000 - \$999,999	5	150.0%
\$1,000,000 or more	2	100.0%

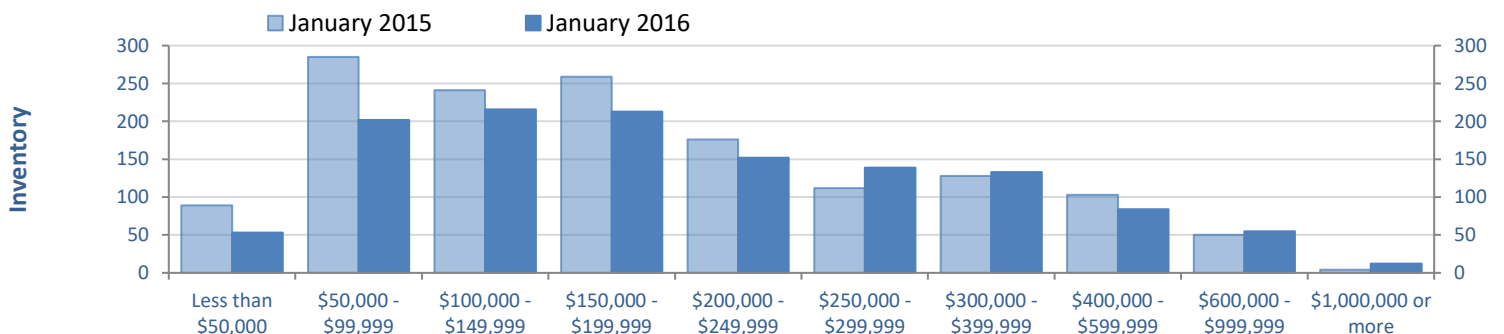


## Inventory by Current Listing Price

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.

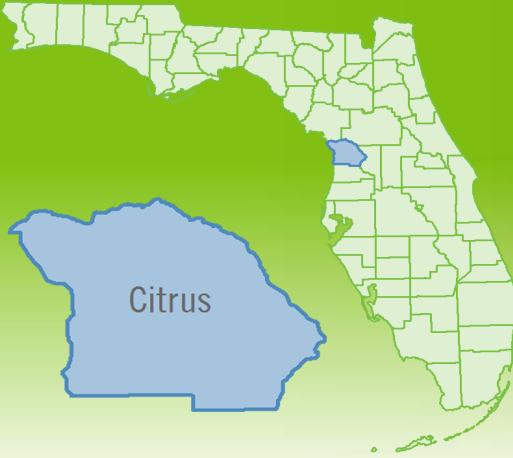
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	53	-40.4%
\$50,000 - \$99,999	202	-29.1%
\$100,000 - \$149,999	216	-10.4%
\$150,000 - \$199,999	213	-17.8%
\$200,000 - \$249,999	152	-13.6%
\$250,000 - \$299,999	139	24.1%
\$300,000 - \$399,999	133	3.9%
\$400,000 - \$599,999	84	-18.4%
\$600,000 - \$999,999	55	10.0%
\$1,000,000 or more	12	200.0%



# Monthly Distressed Market - January 2016

## Single Family Homes

### Citrus County



		January 2016	January 2015	Percent Change Year-over-Year
Traditional	Closed Sales	146	128	14.1%
	Median Sale Price	\$136,500	\$129,000	5.8%
Foreclosure/REO	Closed Sales	42	46	-8.7%
	Median Sale Price	\$73,175	\$68,540	6.8%
Short Sale	Closed Sales	2	8	-75.0%
	Median Sale Price	\$90,250	\$81,000	11.4%

