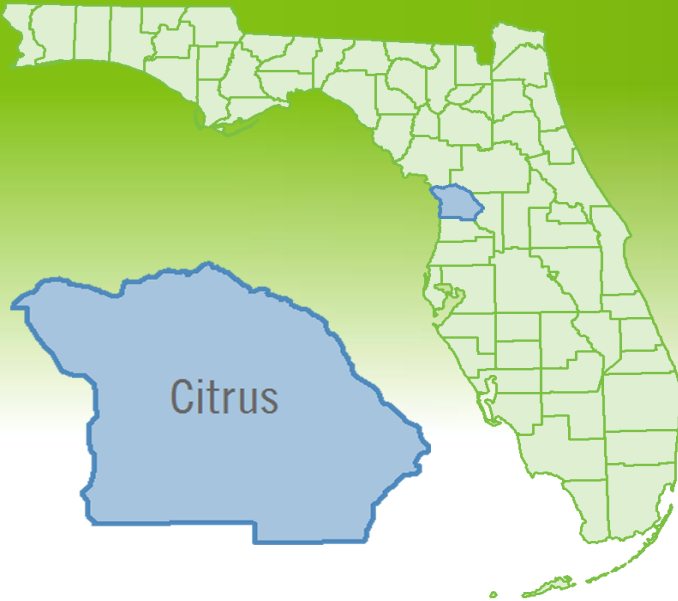


# Monthly Market Detail - March 2018

## Single Family Homes

### Citrus County



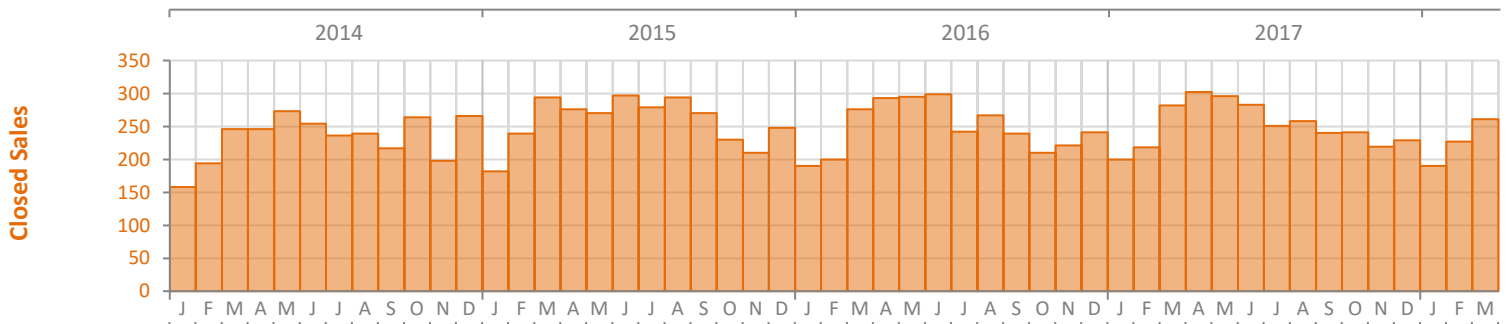
Summary Statistics	March 2018	March 2017	Percent Change Year-over-Year
Closed Sales	261	282	-7.4%
Paid in Cash	97	126	-23.0%
Median Sale Price	\$160,000	\$139,522	14.7%
Average Sale Price	\$184,734	\$159,884	15.5%
Dollar Volume	\$48.2 Million	\$45.1 Million	6.9%
Median Percent of Original List Price Received	96.1%	94.7%	1.5%
Median Time to Contract	52 Days	58 Days	-10.3%
Median Time to Sale	93 Days	102 Days	-8.8%
New Pending Sales	366	338	8.3%
New Listings	337	352	-4.3%
Pending Inventory	482	459	5.0%
Inventory (Active Listings)	1,137	1,083	5.0%
Months Supply of Inventory	4.6	4.3	7.0%

## 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>678</b>	<b>-3.1%</b>
<b>March 2018</b>	<b>261</b>	<b>-7.4%</b>
February 2018	227	4.1%
January 2018	190	-5.0%
December 2017	229	-5.0%
November 2017	219	-0.9%
October 2017	241	14.8%
September 2017	240	0.4%
August 2017	258	-3.4%
July 2017	251	3.7%
June 2017	283	-5.4%
May 2017	296	0.3%
April 2017	302	3.1%
March 2017	282	2.2%

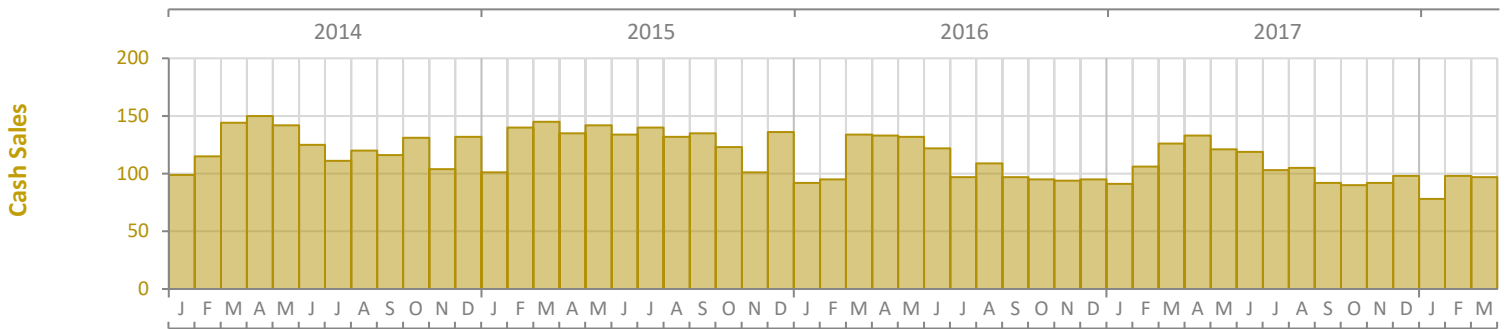


## Cash Sales

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>273</b>	<b>-15.5%</b>
<b>March 2018</b>	<b>97</b>	<b>-23.0%</b>
February 2018	98	-7.5%
January 2018	78	-14.3%
December 2017	98	3.2%
November 2017	92	-2.1%
October 2017	90	-5.3%
September 2017	92	-5.2%
August 2017	105	-3.7%
July 2017	103	6.2%
June 2017	119	-2.5%
May 2017	121	-8.3%
April 2017	133	0.0%
March 2017	126	-6.0%

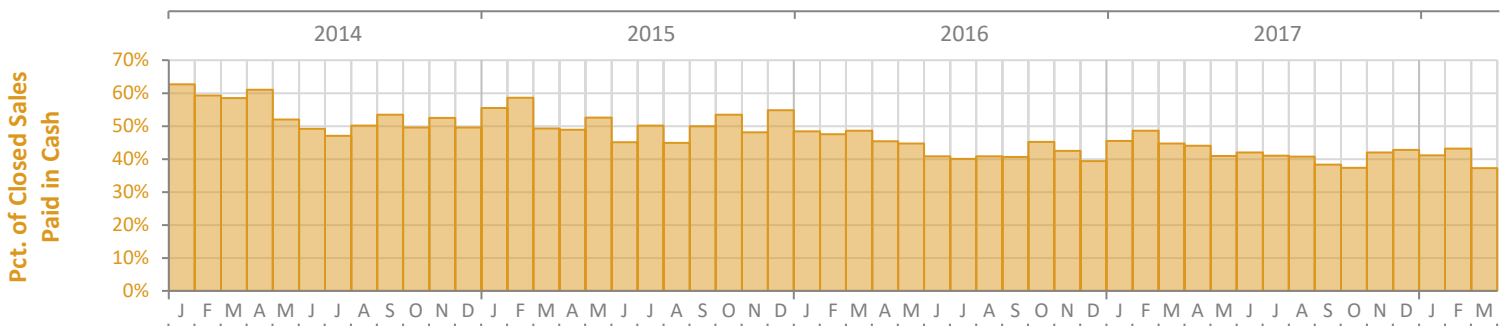


## Cash Sales as a Percentage of Closed Sales

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>40.3%</b>	<b>-12.6%</b>
<b>March 2018</b>	<b>37.2%</b>	<b>-16.8%</b>
February 2018	43.2%	-11.1%
January 2018	41.1%	-9.7%
December 2017	42.8%	8.6%
November 2017	42.0%	-1.2%
October 2017	37.3%	-17.5%
September 2017	38.3%	-5.7%
August 2017	40.7%	-0.2%
July 2017	41.0%	2.2%
June 2017	42.0%	2.9%
May 2017	40.9%	-8.5%
April 2017	44.0%	-3.1%
March 2017	44.7%	-8.0%

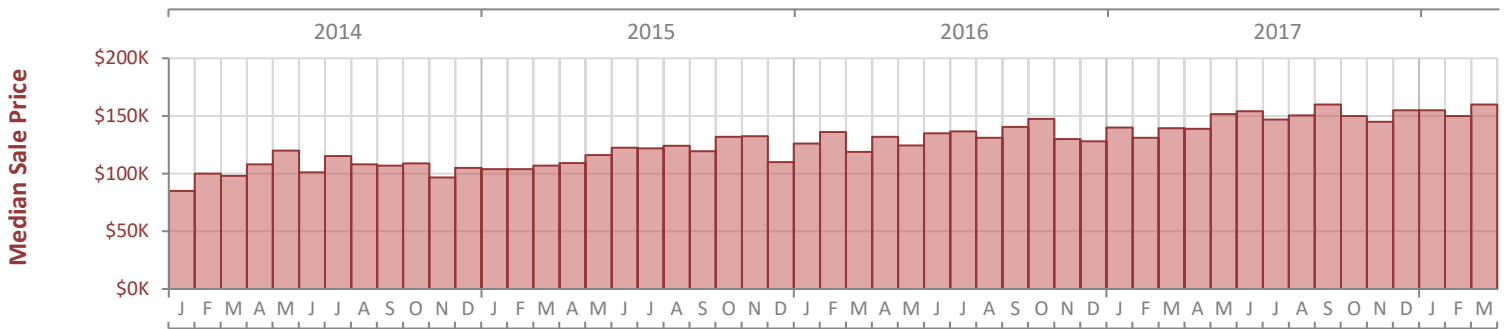


## Median Sale Price

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>\$155,000</b>	<b>14.0%</b>
<b>March 2018</b>	<b>\$160,000</b>	<b>14.7%</b>
February 2018	\$150,000	14.5%
January 2018	\$154,950	10.7%
December 2017	\$155,000	21.1%
November 2017	\$145,000	11.5%
October 2017	\$149,900	1.7%
September 2017	\$160,000	13.9%
August 2017	\$150,500	14.9%
July 2017	\$147,000	7.7%
June 2017	\$154,000	14.1%
May 2017	\$151,650	21.8%
April 2017	\$138,825	5.2%
March 2017	\$139,522	17.2%

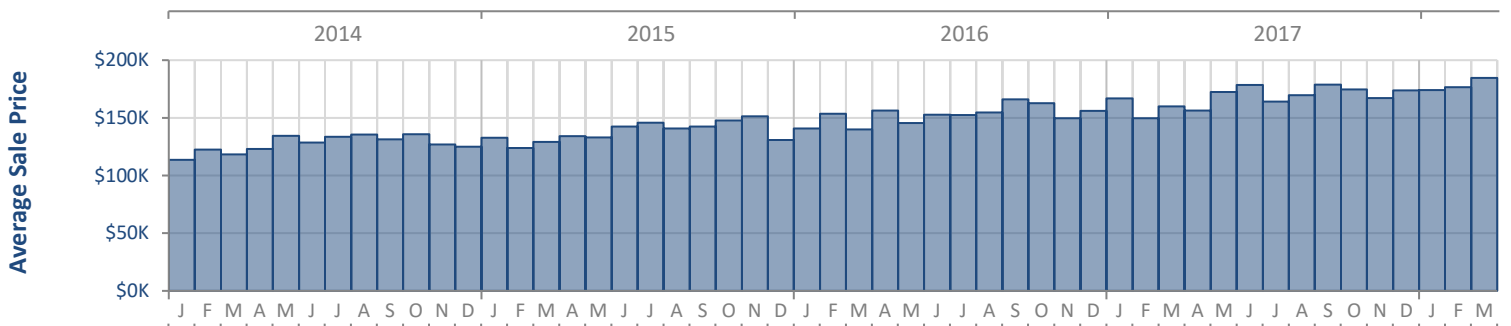


## Average Sale Price

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>\$179,020</b>	<b>12.8%</b>
<b>March 2018</b>	<b>\$184,734</b>	<b>15.5%</b>
February 2018	\$176,516	17.9%
January 2018	\$174,163	4.4%
December 2017	\$173,694	11.4%
November 2017	\$167,140	11.6%
October 2017	\$174,635	7.4%
September 2017	\$178,851	7.7%
August 2017	\$169,616	9.6%
July 2017	\$164,004	7.5%
June 2017	\$178,467	16.8%
May 2017	\$172,514	18.6%
April 2017	\$156,273	0.0%
March 2017	\$159,884	14.2%

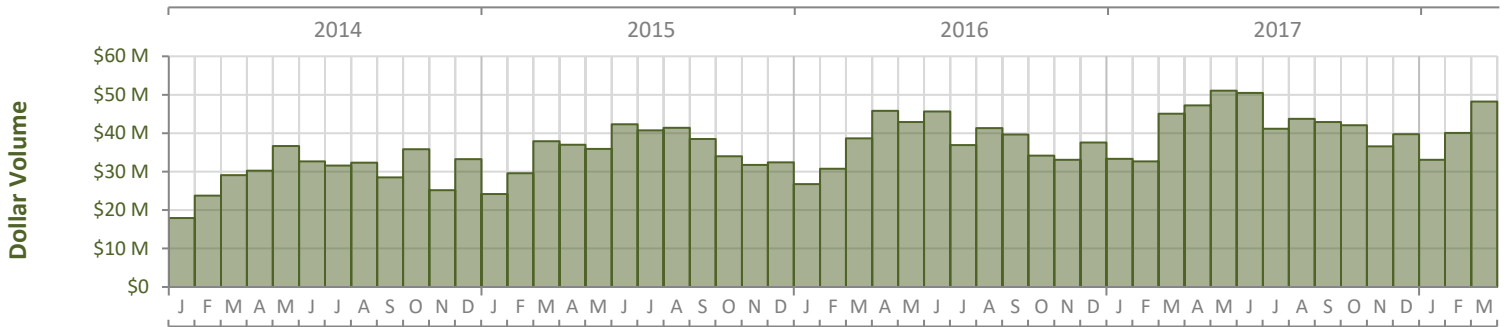


## Dollar Volume

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>\$121.4 Million</b>	<b>9.3%</b>
<b>March 2018</b>	<b>\$48.2 Million</b>	<b>6.9%</b>
February 2018	\$40.1 Million	22.8%
January 2018	\$33.1 Million	-0.8%
December 2017	\$39.8 Million	5.8%
November 2017	\$36.6 Million	10.6%
October 2017	\$42.1 Million	23.3%
September 2017	\$42.9 Million	8.1%
August 2017	\$43.8 Million	5.9%
July 2017	\$41.2 Million	11.5%
June 2017	\$50.5 Million	10.6%
May 2017	\$51.1 Million	19.0%
April 2017	\$47.2 Million	3.0%
March 2017	\$45.1 Million	16.6%

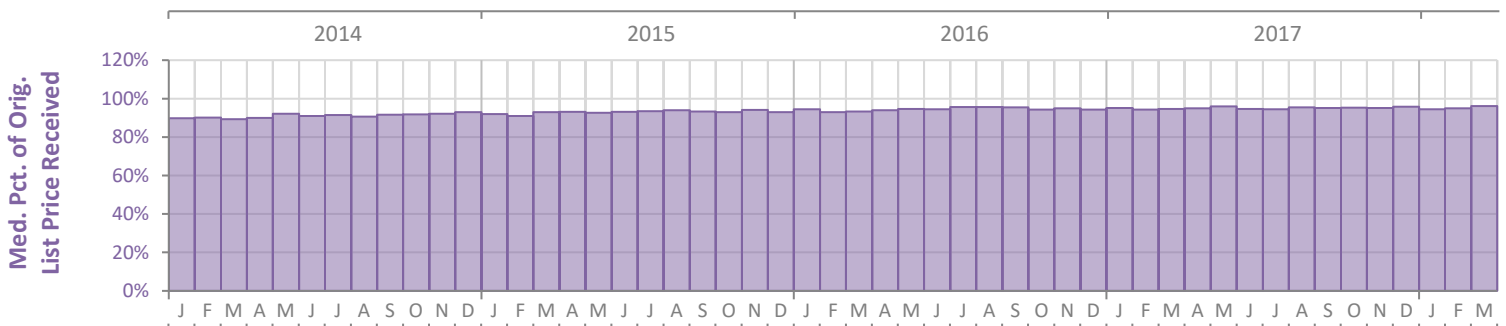


## Median Percent of Original List Price Received

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>95.3%</b>	<b>0.7%</b>
<b>March 2018</b>	<b>96.1%</b>	<b>1.5%</b>
February 2018	95.0%	0.7%
January 2018	94.4%	-0.8%
December 2017	95.8%	1.6%
November 2017	95.2%	0.2%
October 2017	95.3%	1.1%
September 2017	95.2%	-0.3%
August 2017	95.4%	-0.2%
July 2017	94.5%	-1.3%
June 2017	94.6%	0.2%
May 2017	95.9%	1.3%
April 2017	94.9%	1.0%
March 2017	94.7%	1.5%

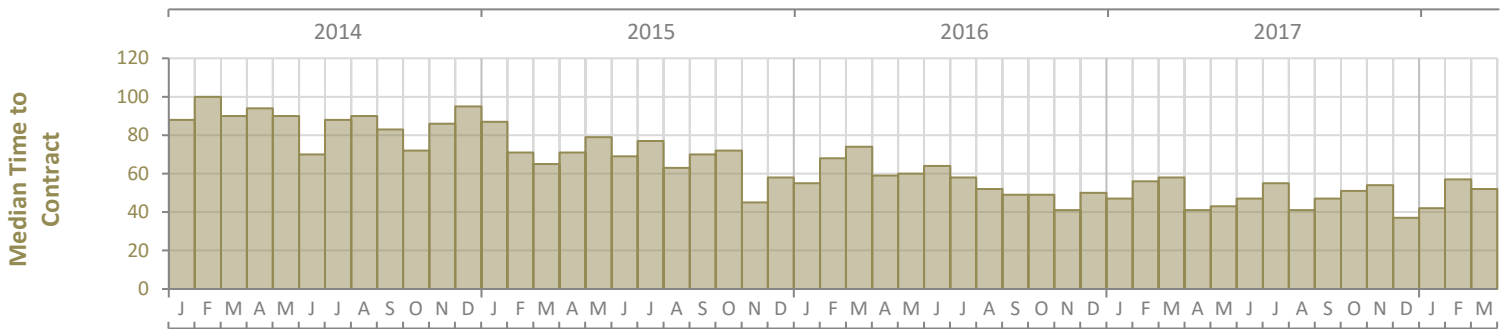


## Median Time to Contract

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>51 Days</b>	<b>-1.9%</b>
<b>March 2018</b>	<b>52 Days</b>	<b>-10.3%</b>
February 2018	57 Days	1.8%
January 2018	42 Days	-10.6%
December 2017	37 Days	-26.0%
November 2017	54 Days	31.7%
October 2017	51 Days	4.1%
September 2017	47 Days	-4.1%
August 2017	41 Days	-21.2%
July 2017	55 Days	-5.2%
June 2017	47 Days	-26.6%
May 2017	43 Days	-28.3%
April 2017	41 Days	-30.5%
March 2017	58 Days	-21.6%

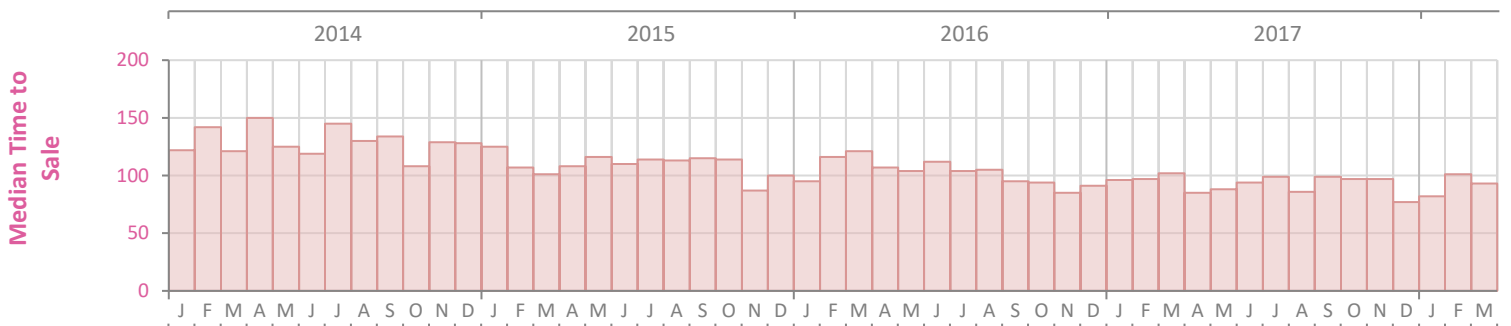


## Median Time to Sale

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
<b>Year-to-Date</b>	<b>93 Days</b>	<b>-4.1%</b>
<b>March 2018</b>	<b>93 Days</b>	<b>-8.8%</b>
February 2018	101 Days	4.1%
January 2018	82 Days	-14.6%
December 2017	77 Days	-15.4%
November 2017	97 Days	14.1%
October 2017	97 Days	3.2%
September 2017	99 Days	4.2%
August 2017	86 Days	-18.1%
July 2017	99 Days	-4.8%
June 2017	94 Days	-16.1%
May 2017	88 Days	-15.4%
April 2017	85 Days	-20.6%
March 2017	102 Days	-15.7%



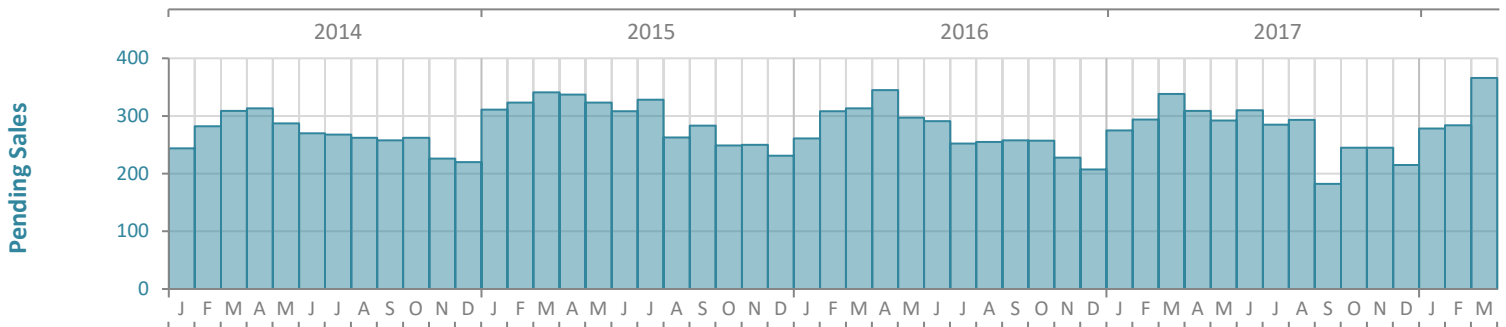


## New Pending Sales

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>928</b>	<b>2.3%</b>
<b>March 2018</b>	<b>366</b>	<b>8.3%</b>
February 2018	284	-3.4%
January 2018	278	1.1%
December 2017	215	3.9%
November 2017	245	7.5%
October 2017	245	-4.7%
September 2017	182	-29.5%
August 2017	293	14.9%
July 2017	285	13.1%
June 2017	310	6.5%
May 2017	292	-1.7%
April 2017	309	-10.4%
March 2017	338	8.0%

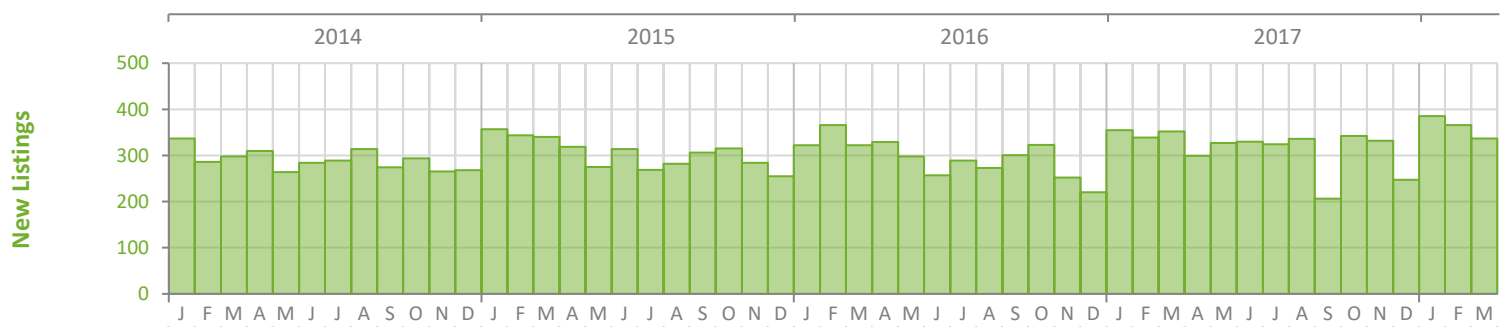


## New Listings

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>1,088</b>	<b>4.0%</b>
<b>March 2018</b>	<b>337</b>	<b>-4.3%</b>
February 2018	366	8.0%
January 2018	385	8.5%
December 2017	247	12.3%
November 2017	332	31.7%
October 2017	342	5.9%
September 2017	206	-31.6%
August 2017	336	23.1%
July 2017	324	12.1%
June 2017	330	28.4%
May 2017	327	9.7%
April 2017	299	-9.1%
March 2017	352	9.3%

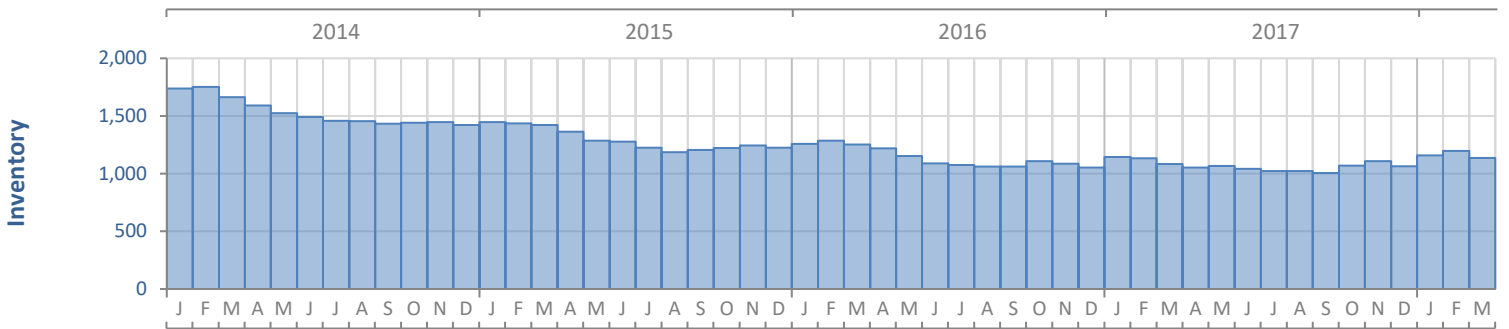


## Inventory (Active Listings)

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>1,164</b>	<b>3.8%</b>
<b>March 2018</b>	<b>1,137</b>	<b>5.0%</b>
February 2018	1,196	5.5%
January 2018	1,158	1.1%
December 2017	1,064	1.0%
November 2017	1,107	1.8%
October 2017	1,069	-3.6%
September 2017	1,005	-5.4%
August 2017	1,022	-3.7%
July 2017	1,023	-4.9%
June 2017	1,043	-4.1%
May 2017	1,068	-7.3%
April 2017	1,054	-13.5%
March 2017	1,083	-13.6%

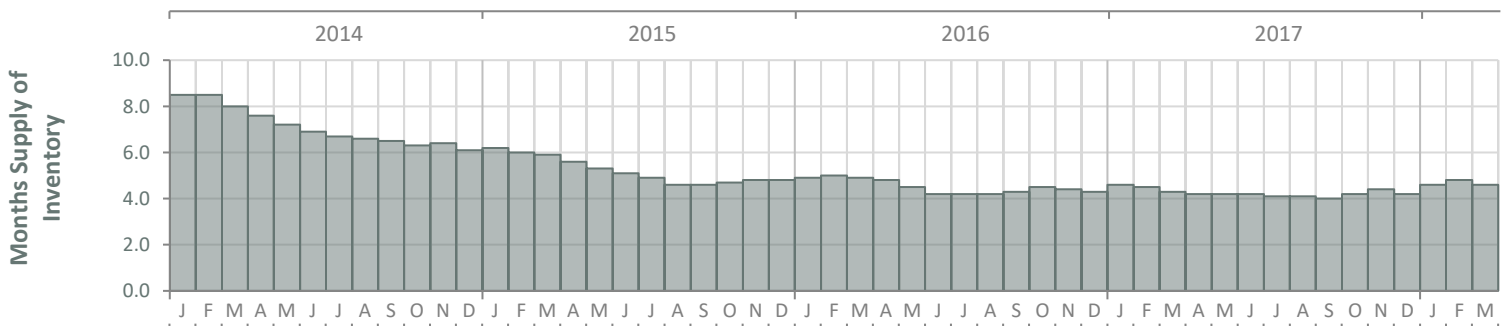


## Months Supply of Inventory

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>4.7</b>	<b>4.4%</b>
<b>March 2018</b>	<b>4.6</b>	<b>7.0%</b>
February 2018	4.8	6.7%
January 2018	4.6	0.0%
December 2017	4.2	-2.3%
November 2017	4.4	0.0%
October 2017	4.2	-6.7%
September 2017	4.0	-7.0%
August 2017	4.1	-2.4%
July 2017	4.1	-2.4%
June 2017	4.2	0.0%
May 2017	4.2	-6.7%
April 2017	4.2	-12.5%
March 2017	4.3	-12.2%

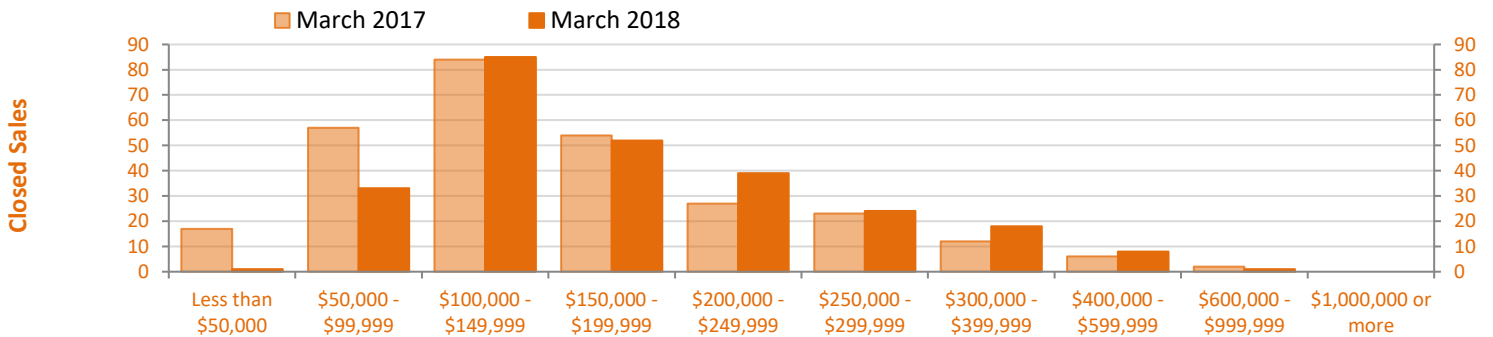


## Closed Sales by Sale Price

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	1	-94.1%
\$50,000 - \$99,999	33	-42.1%
\$100,000 - \$149,999	85	1.2%
\$150,000 - \$199,999	52	-3.7%
\$200,000 - \$249,999	39	44.4%
\$250,000 - \$299,999	24	4.3%
\$300,000 - \$399,999	18	50.0%
\$400,000 - \$599,999	8	33.3%
\$600,000 - \$999,999	1	-50.0%
\$1,000,000 or more	0	N/A

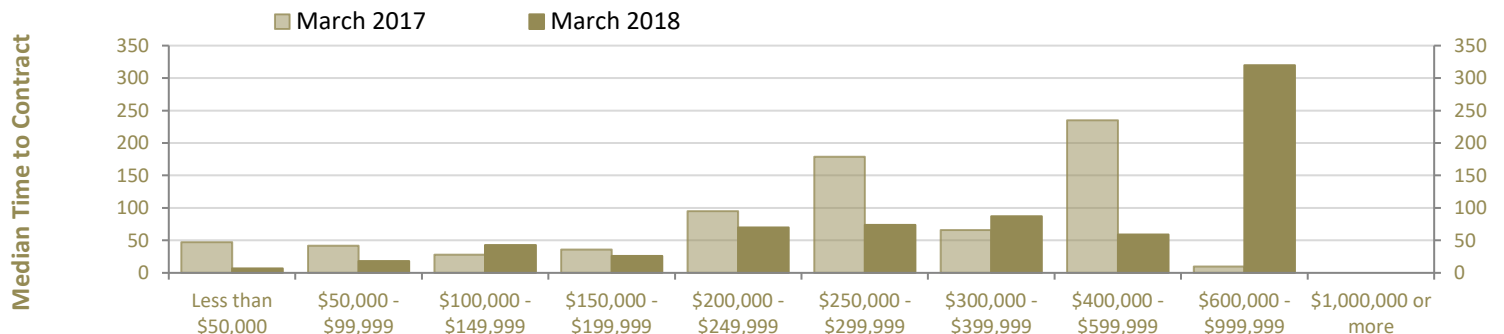


## Median Time to Contract by Sale Price

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	7 Days	-85.1%
\$50,000 - \$99,999	18 Days	-57.1%
\$100,000 - \$149,999	43 Days	53.6%
\$150,000 - \$199,999	26 Days	-27.8%
\$200,000 - \$249,999	70 Days	-26.3%
\$250,000 - \$299,999	74 Days	-58.7%
\$300,000 - \$399,999	87 Days	31.8%
\$400,000 - \$599,999	59 Days	-74.9%
\$600,000 - \$999,999	320 Days	3100.0%
\$1,000,000 or more	(No Sales)	N/A



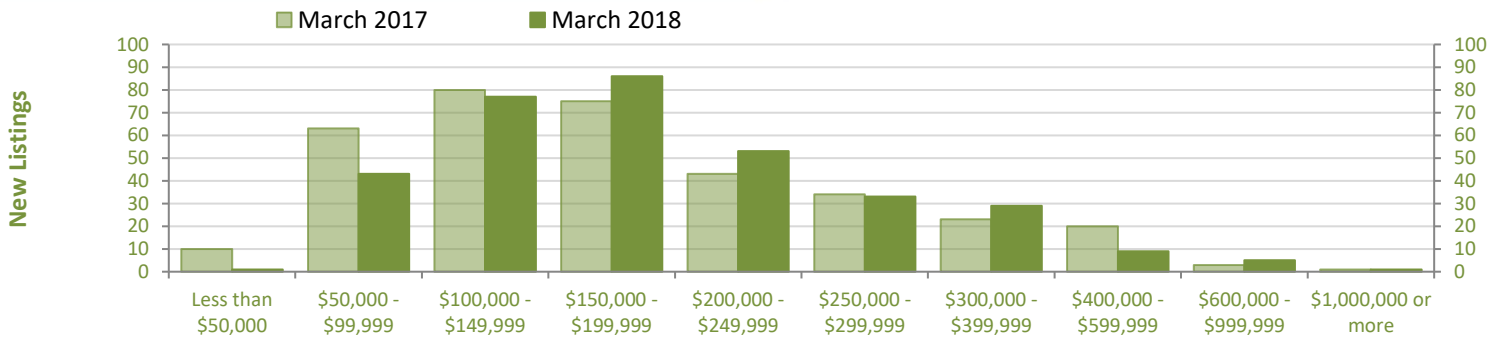


## New Listings by Initial Listing Price

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	1	-90.0%
\$50,000 - \$99,999	43	-31.7%
\$100,000 - \$149,999	77	-3.8%
\$150,000 - \$199,999	86	14.7%
\$200,000 - \$249,999	53	23.3%
\$250,000 - \$299,999	33	-2.9%
\$300,000 - \$399,999	29	26.1%
\$400,000 - \$599,999	9	-55.0%
\$600,000 - \$999,999	5	66.7%
\$1,000,000 or more	1	0.0%

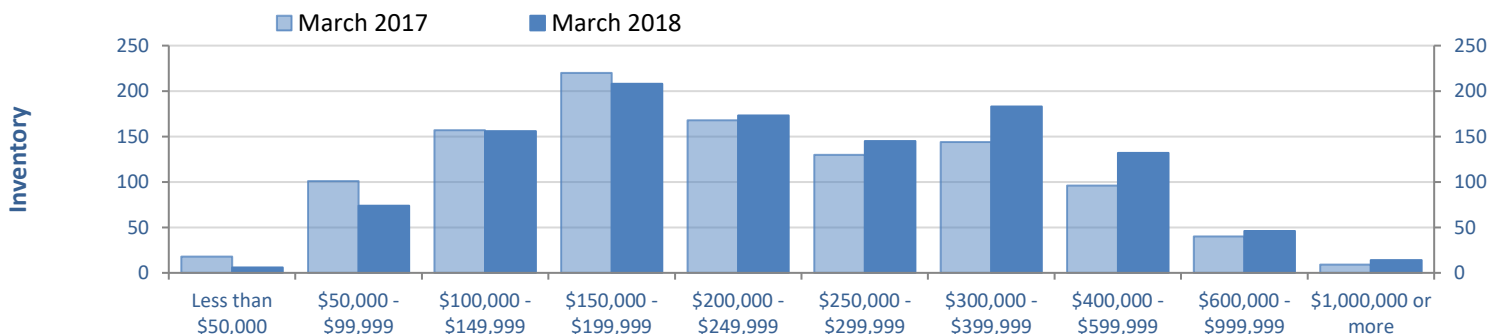


## Inventory by Current Listing Price

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.

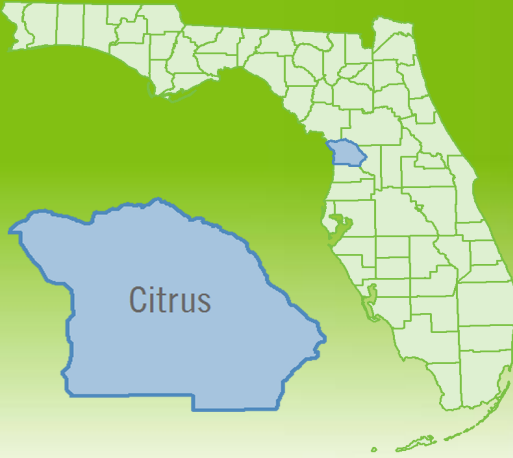
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	6	-66.7%
\$50,000 - \$99,999	74	-26.7%
\$100,000 - \$149,999	156	-0.6%
\$150,000 - \$199,999	208	-5.5%
\$200,000 - \$249,999	173	3.0%
\$250,000 - \$299,999	145	11.5%
\$300,000 - \$399,999	183	27.1%
\$400,000 - \$599,999	132	37.5%
\$600,000 - \$999,999	46	15.0%
\$1,000,000 or more	14	55.6%



# Monthly Distressed Market - March 2018

## Single Family Homes

### Citrus County



		March 2018	March 2017	Percent Change Year-over-Year
Traditional	Closed Sales	249	250	-0.4%
	Median Sale Price	\$165,000	\$145,000	13.8%
Foreclosure/REO	Closed Sales	11	32	-65.6%
	Median Sale Price	\$106,020	\$75,000	41.4%
Short Sale	Closed Sales	1	0	N/A
	Median Sale Price	\$68,750	(No Sales)	N/A

