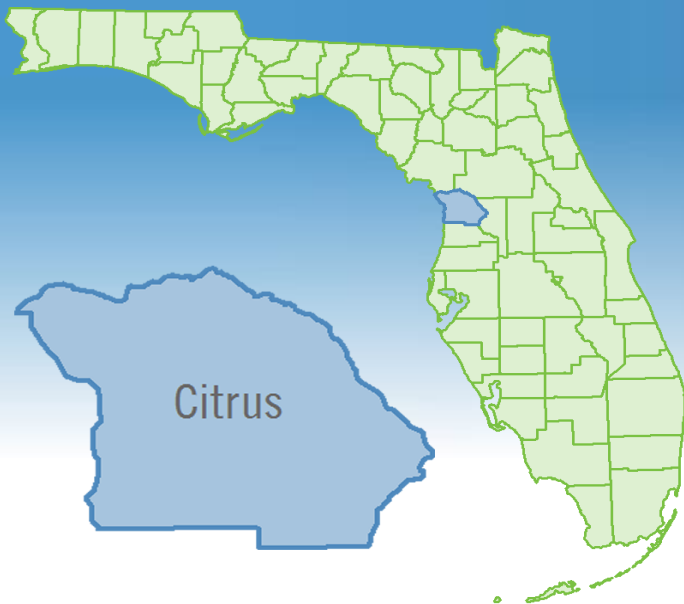


# Monthly Market Detail - March 2017

## Townhouses and Condos

### Citrus County



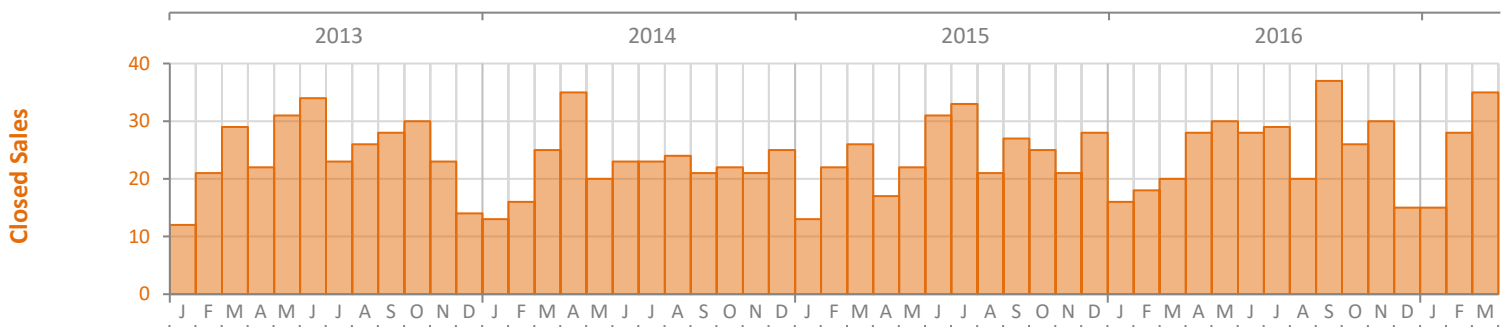
Summary Statistics	March 2017	March 2016	Percent Change Year-over-Year
Closed Sales	35	20	75.0%
Paid in Cash	14	10	40.0%
Median Sale Price	\$105,000	\$78,950	33.0%
Average Sale Price	\$119,296	\$119,696	-0.3%
Dollar Volume	\$3.7 Million	\$1.8 Million	110.5%
Median Percent of Original List Price Received	94.2%	92.6%	1.7%
Median Time to Contract	24 Days	44 Days	-45.5%
Median Time to Sale	59 Days	119 Days	-50.4%
New Pending Sales	22	34	-35.3%
New Listings	35	30	16.7%
Pending Inventory	28	35	-20.0%
Inventory (Active Listings)	55	102	-46.1%
Months Supply of Inventory	5.6	4.5	24.4%

## 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>57</b>	<b>0.0%</b>
<b>March 2017</b>	<b>35</b>	<b>75.0%</b>
February 2017	28	55.6%
January 2017	15	-6.3%
December 2016	15	-46.4%
November 2016	30	42.9%
October 2016	26	4.0%
September 2016	37	37.0%
August 2016	20	-4.8%
July 2016	29	-12.1%
June 2016	28	-9.7%
May 2016	30	36.4%
April 2016	28	64.7%
March 2016	20	-23.1%

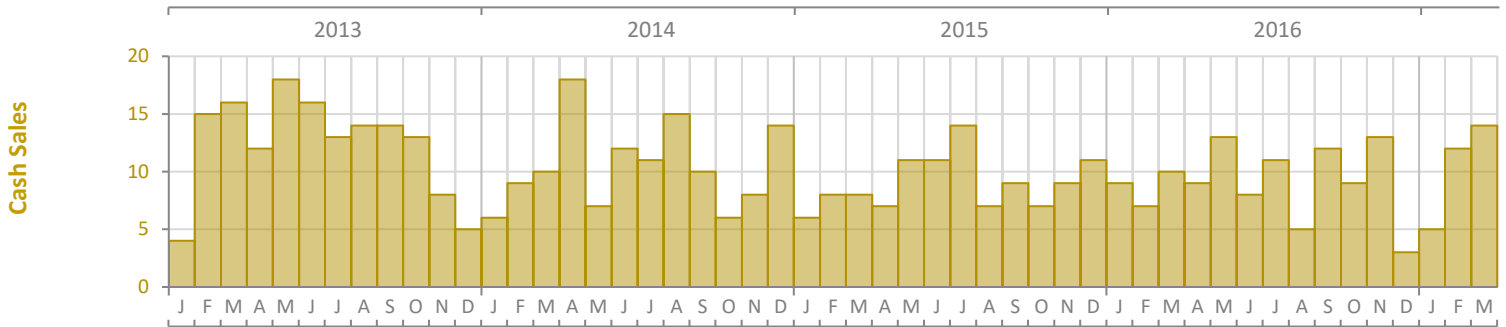


## Cash Sales

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>41</b>	<b>-6.8%</b>
<b>March 2017</b>	<b>14</b>	<b>40.0%</b>
February 2017	12	71.4%
January 2017	5	-44.4%
December 2016	3	-72.7%
November 2016	13	44.4%
October 2016	9	28.6%
September 2016	12	33.3%
August 2016	5	-28.6%
July 2016	11	-21.4%
June 2016	8	-27.3%
May 2016	13	18.2%
April 2016	9	28.6%
March 2016	10	25.0%

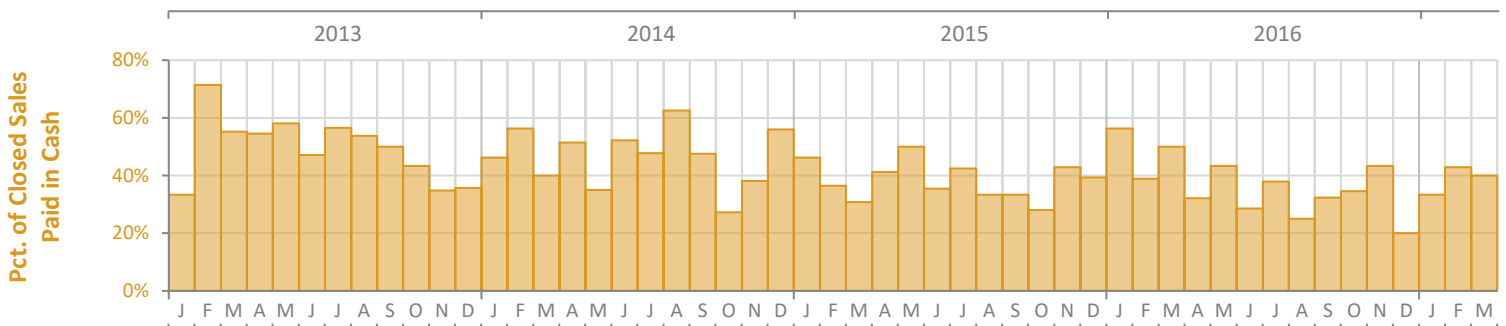


## Cash Sales as a Percentage of Closed Sales

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>71.9%</b>	<b>-6.9%</b>
<b>March 2017</b>	<b>40.0%</b>	<b>-20.0%</b>
February 2017	42.9%	10.3%
January 2017	33.3%	-40.9%
December 2016	20.0%	-49.1%
November 2016	43.3%	0.9%
October 2016	34.6%	23.6%
September 2016	32.4%	-2.7%
August 2016	25.0%	-24.9%
July 2016	37.9%	-10.6%
June 2016	28.6%	-19.4%
May 2016	43.3%	-13.4%
April 2016	32.1%	-22.1%
March 2016	50.0%	62.3%

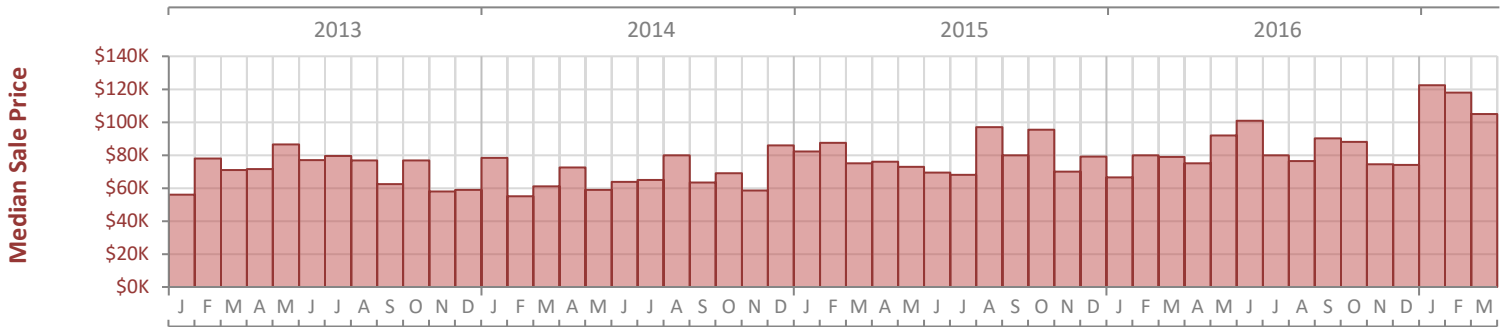


## Median Sale Price

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>\$113,250</b>	<b>51.2%</b>
<b>March 2017</b>	<b>\$105,000</b>	<b>33.0%</b>
February 2017	\$118,000	47.7%
January 2017	\$122,500	84.2%
December 2016	\$74,000	-6.6%
November 2016	\$74,500	6.4%
October 2016	\$88,000	-7.9%
September 2016	\$90,250	12.8%
August 2016	\$76,500	-21.1%
July 2016	\$80,000	17.6%
June 2016	\$100,950	45.3%
May 2016	\$92,000	26.0%
April 2016	\$75,000	-1.3%
March 2016	\$78,950	5.3%

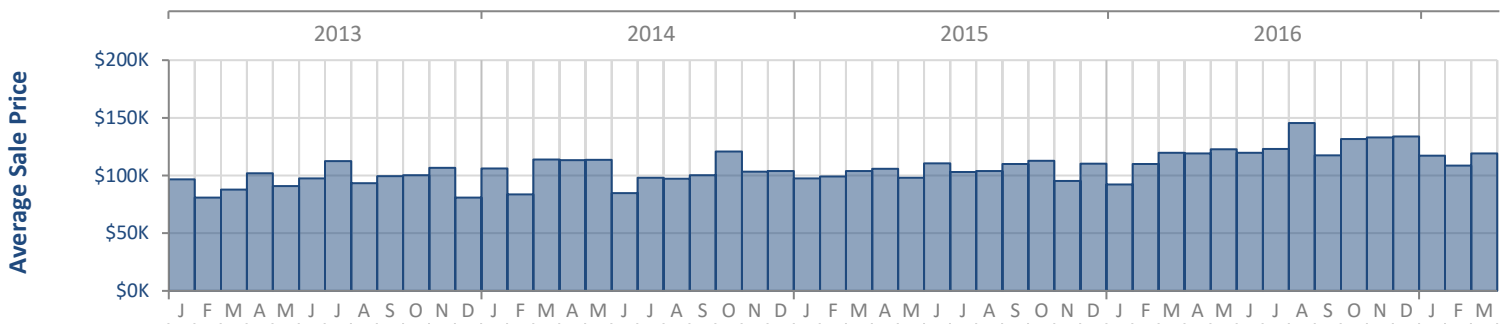


## Average Sale Price

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
<b>Year-to-Date</b>	<b>\$115,541</b>	<b>27.8%</b>
<b>March 2017</b>	<b>\$119,296</b>	<b>-0.3%</b>
February 2017	\$108,599	-1.4%
January 2017	\$117,285	27.1%
December 2016	\$133,773	21.3%
November 2016	\$133,042	39.7%
October 2016	\$131,569	16.6%
September 2016	\$117,507	6.9%
August 2016	\$145,610	40.2%
July 2016	\$123,175	19.5%
June 2016	\$119,630	8.3%
May 2016	\$122,804	25.3%
April 2016	\$119,259	12.7%
March 2016	\$119,696	15.1%

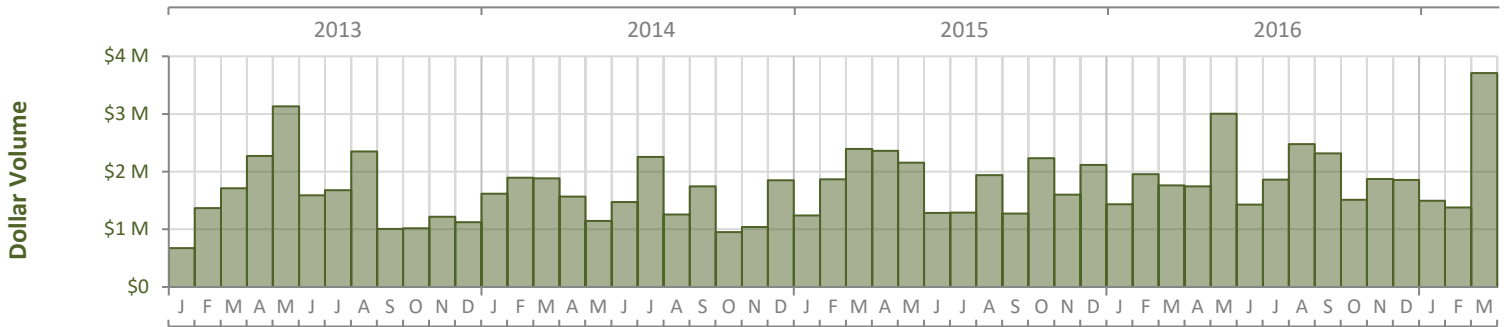


## Dollar Volume

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>\$6.6 Million</b>	<b>27.8%</b>
<b>March 2017</b>	<b>\$3.7 Million</b>	<b>110.5%</b>
February 2017	\$1.4 Million	-29.4%
January 2017	\$1.5 Million	4.2%
December 2016	\$1.9 Million	-12.4%
November 2016	\$1.9 Million	17.3%
October 2016	\$1.5 Million	-32.2%
September 2016	\$2.3 Million	82.3%
August 2016	\$2.5 Million	27.8%
July 2016	\$1.9 Million	44.3%
June 2016	\$1.4 Million	11.5%
May 2016	\$3.0 Million	39.3%
April 2016	\$1.7 Million	-26.2%
March 2016	\$1.8 Million	-26.3%

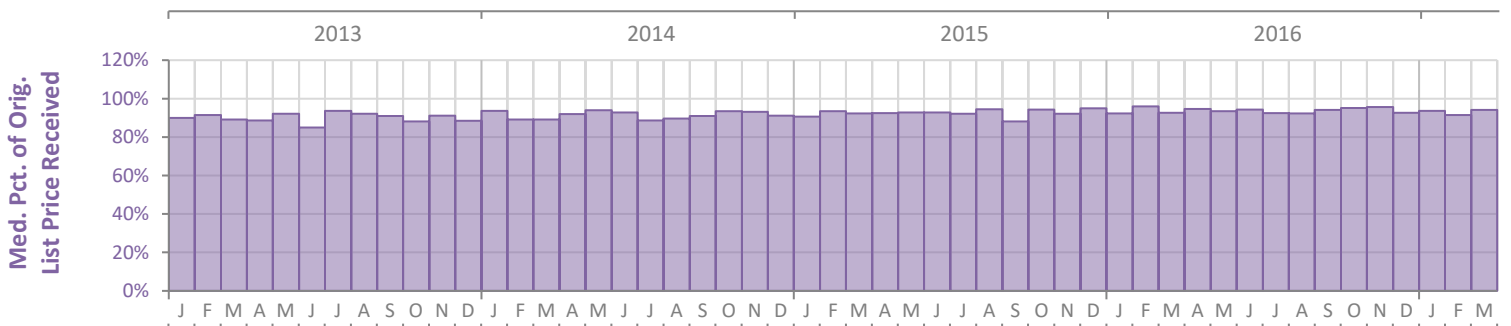


## Median Percent of Original List Price Received

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>94.1%</b>	<b>0.6%</b>
<b>March 2017</b>	<b>94.2%</b>	<b>1.7%</b>
February 2017	91.5%	-4.7%
January 2017	93.6%	1.4%
December 2016	92.6%	-2.5%
November 2016	95.6%	3.7%
October 2016	95.1%	0.8%
September 2016	94.2%	6.9%
August 2016	92.3%	-2.2%
July 2016	92.4%	0.2%
June 2016	94.3%	1.6%
May 2016	93.4%	0.6%
April 2016	94.7%	2.5%
March 2016	92.6%	0.3%

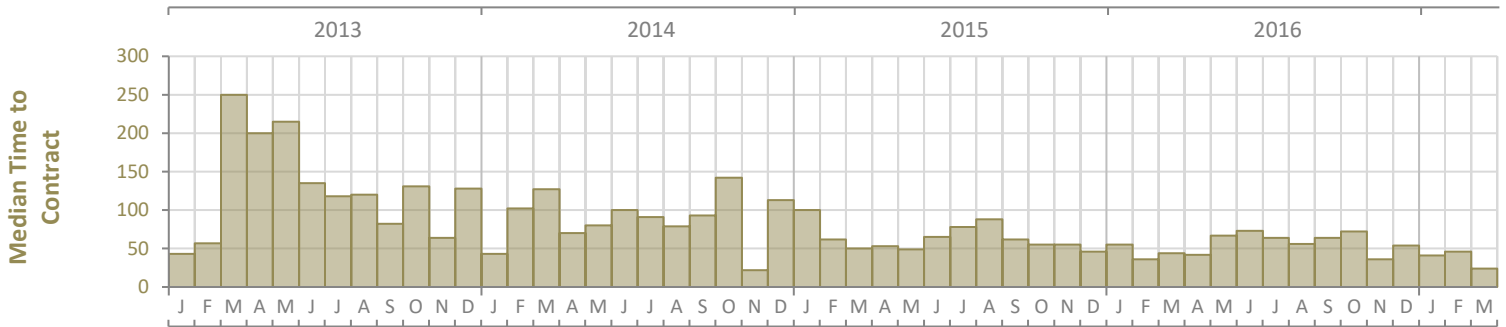


## Median Time to Contract

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>43 Days</b>	<b>13.2%</b>
<b>March 2017</b>	<b>24 Days</b>	<b>-45.5%</b>
February 2017	46 Days	27.8%
January 2017	41 Days	-25.5%
December 2016	54 Days	17.4%
November 2016	36 Days	-34.5%
October 2016	72 Days	30.9%
September 2016	64 Days	3.2%
August 2016	56 Days	-36.4%
July 2016	64 Days	-17.9%
June 2016	73 Days	12.3%
May 2016	67 Days	36.7%
April 2016	42 Days	-20.8%
March 2016	44 Days	-12.0%

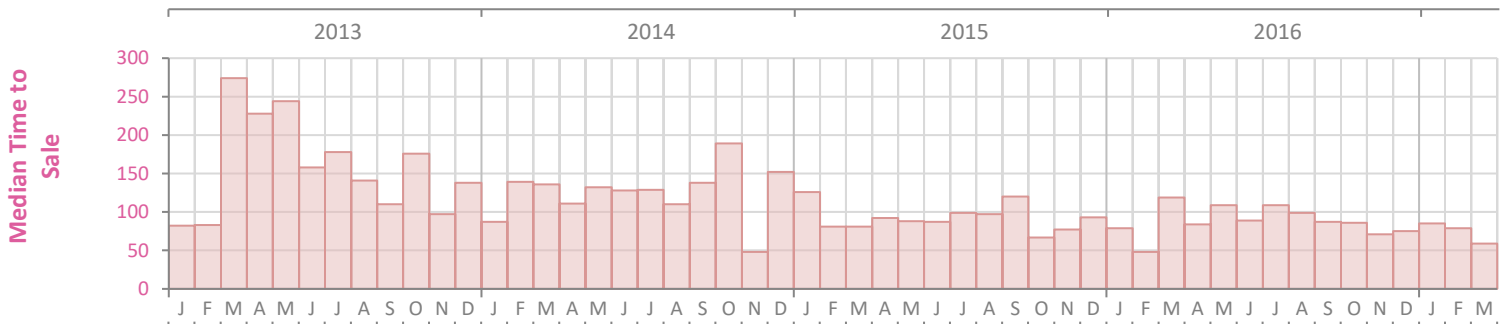


## Median Time to Sale

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>77 Days</b>	<b>-3.8%</b>
<b>March 2017</b>	<b>59 Days</b>	<b>-50.4%</b>
February 2017	79 Days	64.6%
January 2017	85 Days	7.6%
December 2016	75 Days	-19.4%
November 2016	71 Days	-7.8%
October 2016	86 Days	28.4%
September 2016	87 Days	-27.5%
August 2016	99 Days	2.1%
July 2016	109 Days	10.1%
June 2016	89 Days	2.3%
May 2016	109 Days	23.9%
April 2016	84 Days	-8.7%
March 2016	119 Days	46.9%

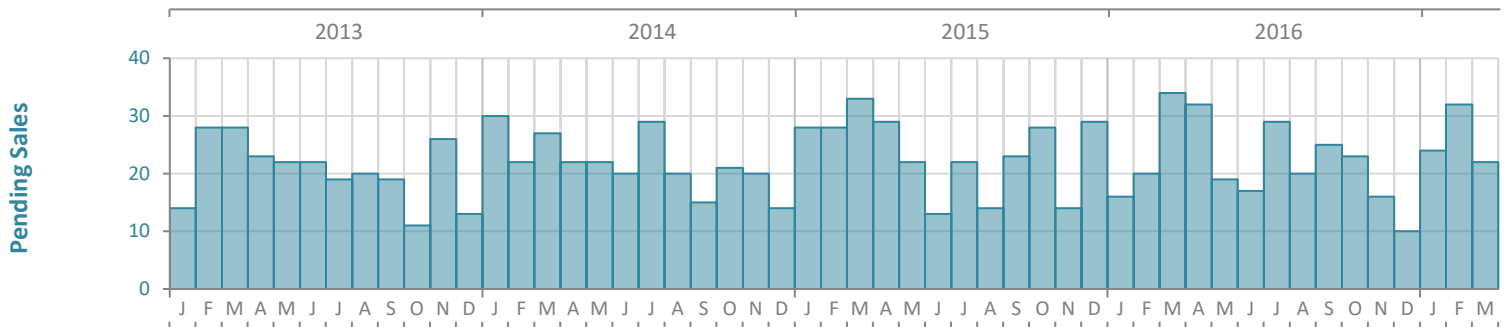


## New Pending Sales

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>78</b>	<b>11.4%</b>
<b>March 2017</b>	<b>22</b>	<b>-35.3%</b>
February 2017	32	60.0%
January 2017	24	50.0%
December 2016	10	-65.5%
November 2016	16	14.3%
October 2016	23	-17.9%
September 2016	25	8.7%
August 2016	20	42.9%
July 2016	29	31.8%
June 2016	17	30.8%
May 2016	19	-13.6%
April 2016	32	10.3%
March 2016	34	3.0%

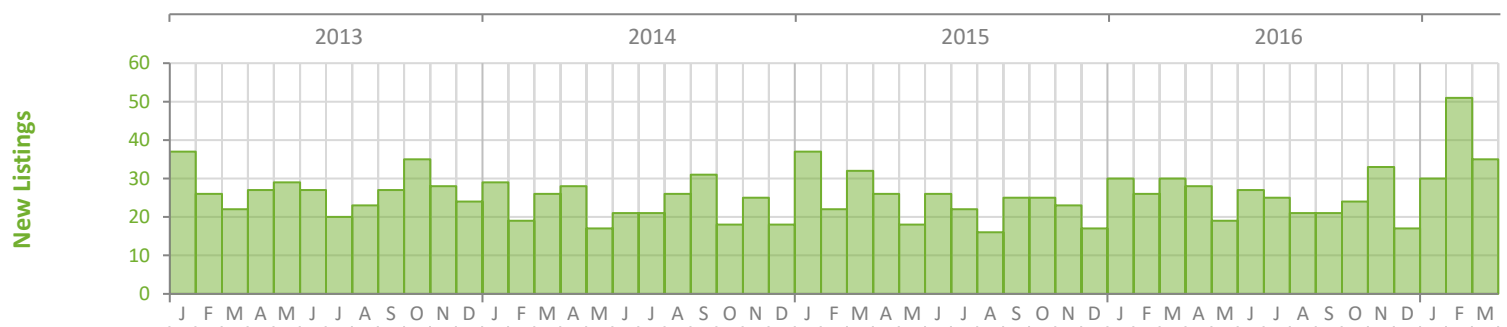


## New Listings

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>116</b>	<b>34.9%</b>
<b>March 2017</b>	<b>35</b>	<b>16.7%</b>
February 2017	51	96.2%
January 2017	30	0.0%
December 2016	17	0.0%
November 2016	33	43.5%
October 2016	24	-4.0%
September 2016	21	-16.0%
August 2016	21	31.3%
July 2016	25	13.6%
June 2016	27	3.8%
May 2016	19	5.6%
April 2016	28	7.7%
March 2016	30	-6.3%

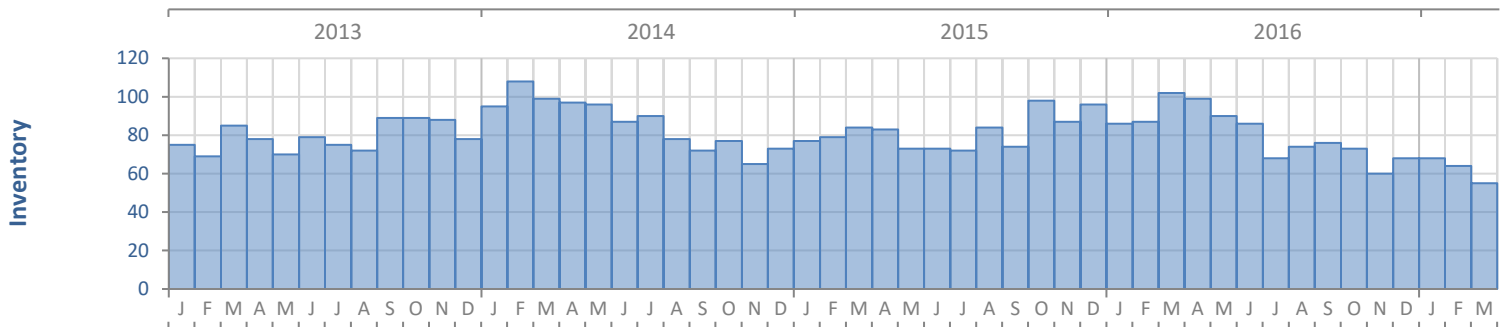


## Inventory (Active Listings)

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>108</b>	<b>8.0%</b>
<b>March 2017</b>	<b>55</b>	<b>-46.1%</b>
February 2017	64	-26.4%
January 2017	68	-20.9%
December 2016	68	-29.2%
November 2016	60	-31.0%
October 2016	73	-25.5%
September 2016	76	2.7%
August 2016	74	-11.9%
July 2016	68	-5.6%
June 2016	86	17.8%
May 2016	90	23.3%
April 2016	99	19.3%
March 2016	102	21.4%

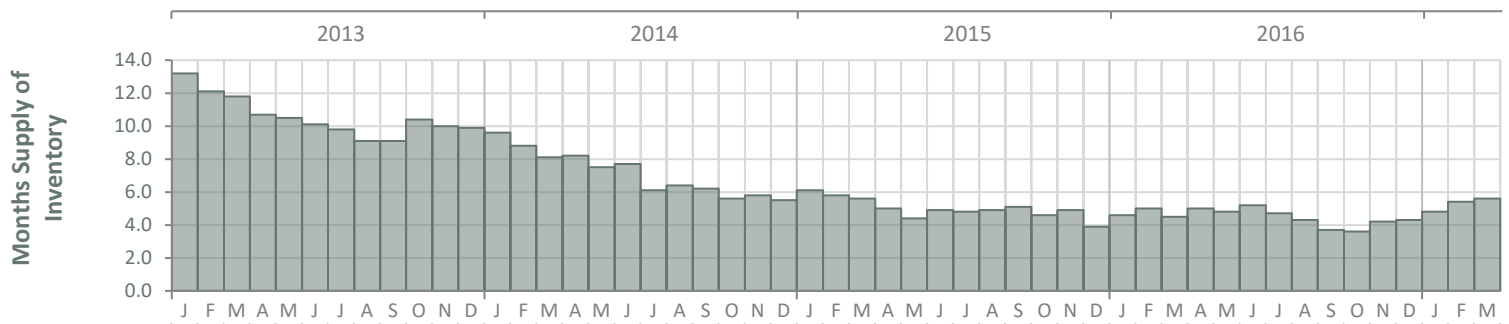


## Months Supply of Inventory

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
<b>YTD (Monthly Avg)</b>	<b>5.3</b>	<b>12.8%</b>
<b>March 2017</b>	<b>5.6</b>	<b>24.4%</b>
February 2017	5.4	8.0%
January 2017	4.8	4.3%
December 2016	4.3	10.3%
November 2016	4.2	-14.3%
October 2016	3.6	-21.7%
September 2016	3.7	-27.5%
August 2016	4.3	-12.2%
July 2016	4.7	-2.1%
June 2016	5.2	6.1%
May 2016	4.8	9.1%
April 2016	5.0	0.0%
March 2016	4.5	-19.6%

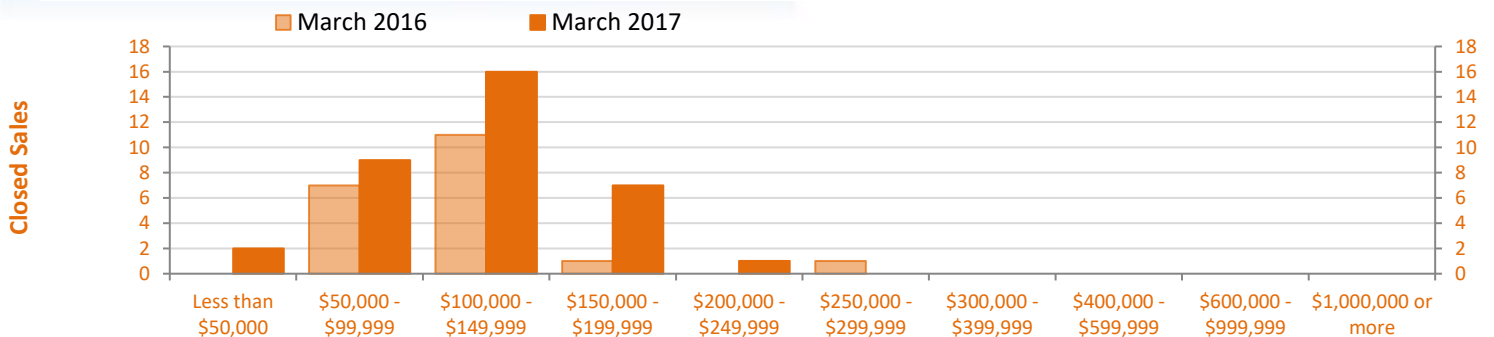


## Closed Sales by Sale Price

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	2	N/A
\$50,000 - \$99,999	9	28.6%
\$100,000 - \$149,999	16	45.5%
\$150,000 - \$199,999	7	600.0%
\$200,000 - \$249,999	1	N/A
\$250,000 - \$299,999	0	-100.0%
\$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

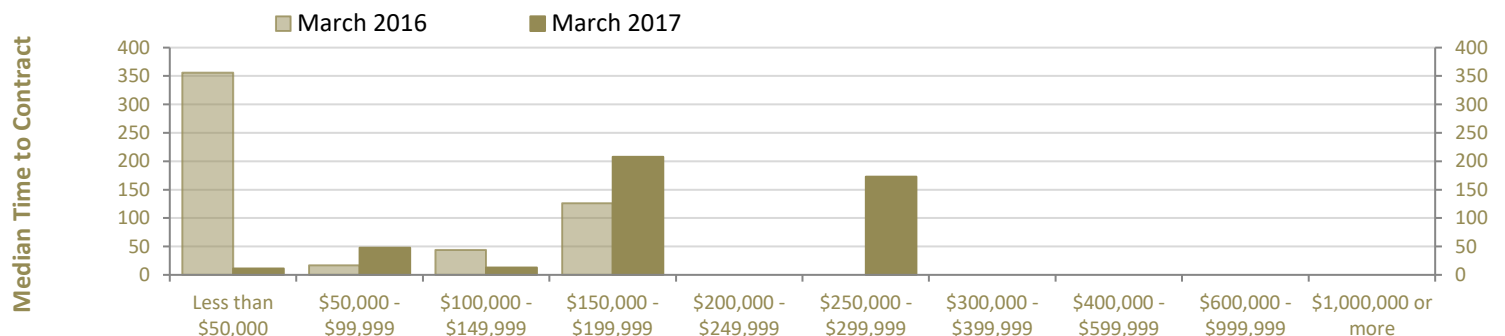


## Median Time to Contract by Sale Price

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	11 Days	-96.9%
\$50,000 - \$99,999	48 Days	182.4%
\$100,000 - \$149,999	13 Days	-70.5%
\$150,000 - \$199,999	208 Days	65.1%
\$200,000 - \$249,999	0 Days	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



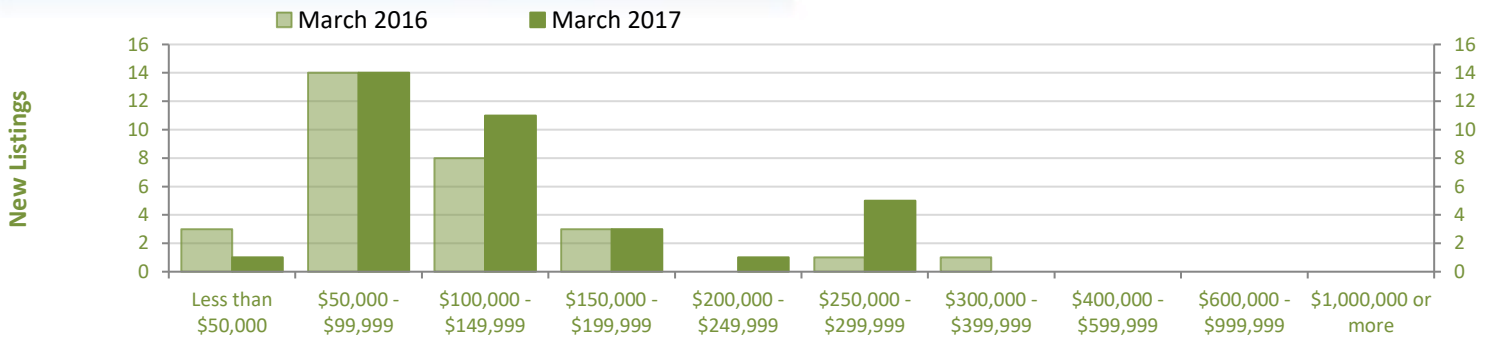


## New Listings by Initial Listing Price

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	-66.7%
\$50,000 - \$99,999	14	0.0%
\$100,000 - \$149,999	11	37.5%
\$150,000 - \$199,999	3	0.0%
\$200,000 - \$249,999	1	N/A
\$250,000 - \$299,999	5	400.0%
\$300,000 - \$399,999	0	-100.0%
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

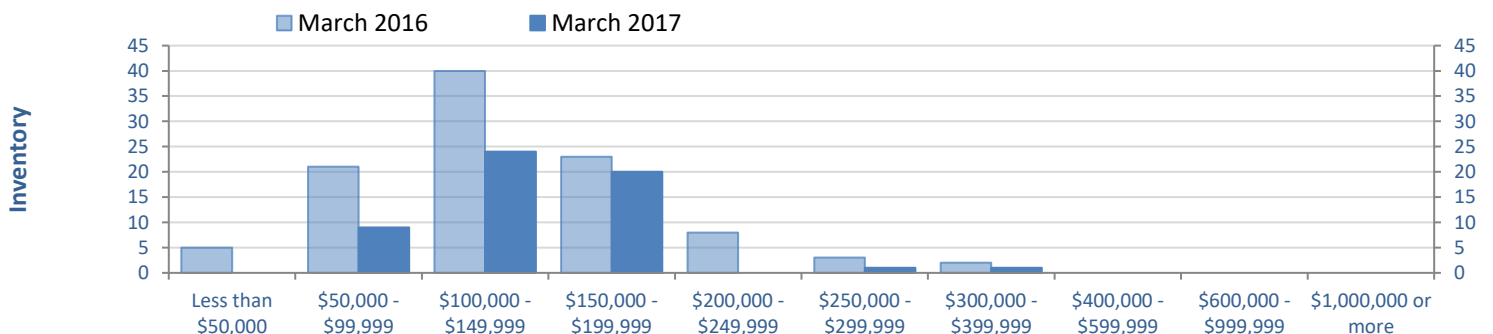


## Inventory by Current Listing Price

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.

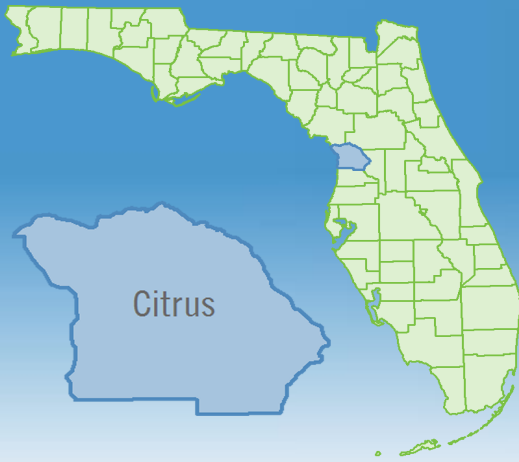
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	-100.0%
\$50,000 - \$99,999	9	-57.1%
\$100,000 - \$149,999	24	-40.0%
\$150,000 - \$199,999	20	-13.0%
\$200,000 - \$249,999	0	-100.0%
\$250,000 - \$299,999	1	-66.7%
\$300,000 - \$399,999	1	-50.0%
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A



# Monthly Distressed Market - March 2017

## Townhouses and Condos

### Citrus County



		March 2017	March 2016	Percent Change Year-over-Year
Traditional	Closed Sales	32	16	100.0%
	Median Sale Price	\$110,000	\$78,950	39.3%
Foreclosure/REO	Closed Sales	1	2	-50.0%
	Median Sale Price	\$91,250	(No Sales)	N/A
Short Sale	Closed Sales	2	2	0.0%
	Median Sale Price	(No Sales)	(No Sales)	N/A

