

# Local Market Update for August 2012

A Research Tool Provided by Florida REALTORS®

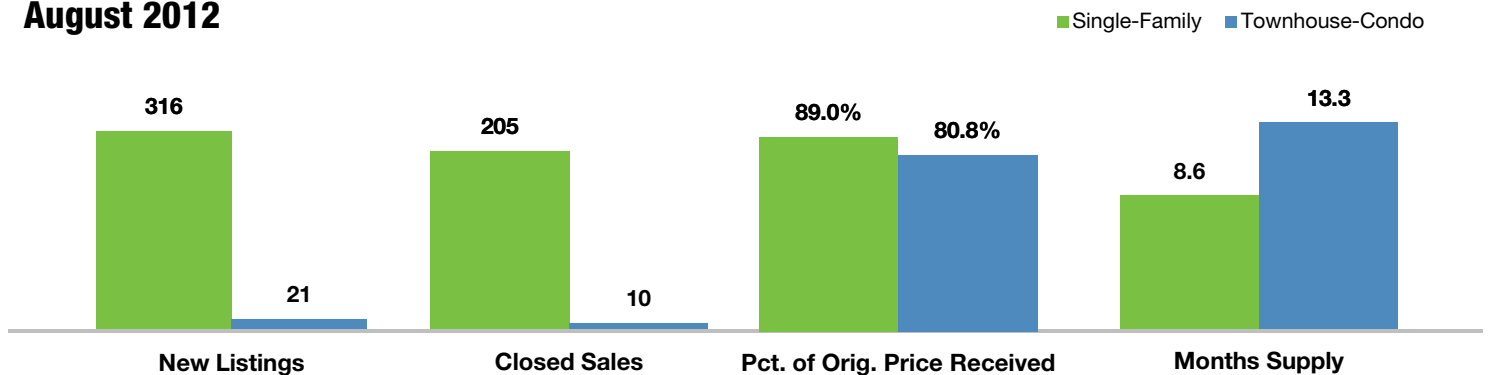


## Citrus County

| Key Metrics                              | Single-Family |                  |                | Townhouse-Condo |                 |                |
|--|---------------|------------------|----------------|-----------------|-----------------|----------------|
|  | 8-2011        | 8-2012           | Percent Change | 8-2011          | 8-2012          | Percent Change |
| New Listings                             | 311           | <b>316</b>       | + 1.6%         | 18              | <b>21</b>       | + 16.7%        |
| Pending Sales                            | 128           | <b>255</b>       | + 99.2%        | 7               | <b>16</b>       | + 128.6%       |
| Closed Sales                             | 149           | <b>205</b>       | + 37.6%        | 15              | <b>10</b>       | - 33.3%        |
| Days on Market Until Sale                | 127           | <b>131</b>       | + 3.1%         | 163             | <b>140</b>      | - 14.1%        |
| Median Sales Price*                      | \$96,000      | <b>\$106,000</b> | + 10.4%        | \$56,000        | <b>\$49,995</b> | - 10.7%        |
| Average Sales Price*                     | \$113,418     | <b>\$143,835</b> | + 26.8%        | \$64,822        | <b>\$64,049</b> | - 1.2%         |
| Percent of Original List Price Received* | 83.4%         | <b>89.0%</b>     | + 6.7%         | 81.8%           | <b>80.8%</b>    | - 1.2%         |
| Inventory of Homes for Sale              | 2,091         | <b>1,553</b>     | - 25.7%        | 211             | <b>196</b>      | - 7.1%         |
| Months Supply of Inventory               | 14.3          | <b>8.6</b>       | - 39.9%        | 15.8            | <b>13.3</b>     | - 15.8%        |

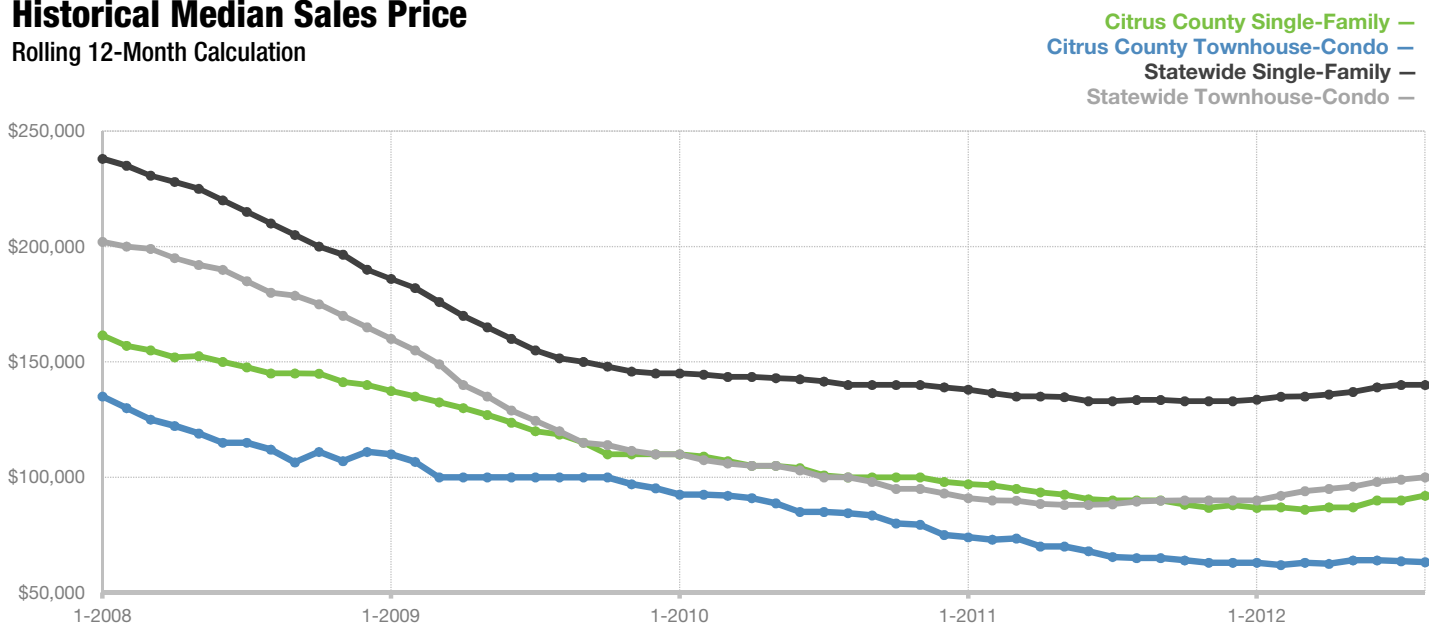
\* Does not account for seller concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

### August 2012



### Historical Median Sales Price

Rolling 12-Month Calculation



Note on the Historical Line Chart: If no activity occurred during a month, no data point is shown and the line extends to the next available data point. Data as of September 15, 2012 All data from the multiple listing services located in Florida. Provided by Florida REALTORS®. Powered by 10K Research and Marketing.

# Lender-Mediated Overview for August 2012

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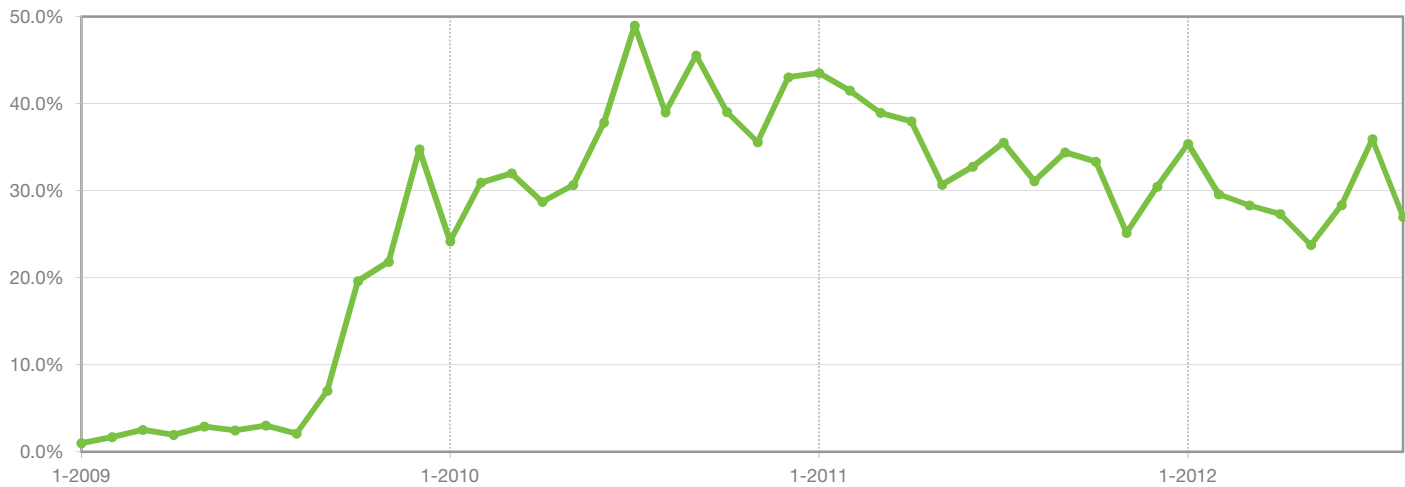


## Citrus County

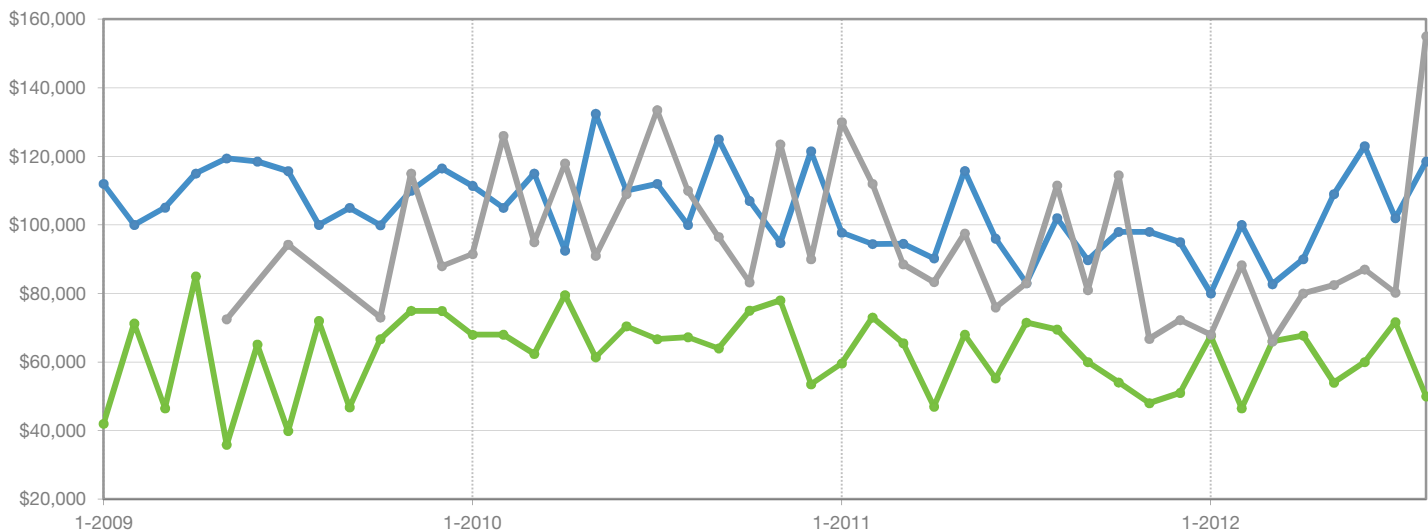
| Sale Type    | Closed Sales* |        |                | Median Sales Price** |                  |                |
|--------------|---------------|--------|----------------|----------------------|------------------|----------------|
|              | 8-2011        | 8-2012 | Percent Change | 8-2011               | 8-2012           | Percent Change |
| Traditional  | 113           | 157    | + 38.9%        | \$102,000            | <b>\$118,500</b> | + 16.2%        |
| Foreclosures | 41            | 41     | 0.0%           | \$69,500             | <b>\$50,000</b>  | - 28.1%        |
| Short Sales  | 10            | 17     | + 70.0%        | \$111,500            | <b>\$155,000</b> | + 39.0%        |

Note: Activity for one month can sometimes look extreme due to small sample size. Lender-mediated properties are those marked in an MLS as "Foreclosure" or "Short Sale" for single-family properties, townhomes and condominiums. \* The sum of Closed Sales for traditional, foreclosures and short sales may not be the same as the overall Closed Sales figure noted elsewhere as some lender-mediated homes are listed both as a foreclosure and short sale, or cannot be classified. \*\* Does not account for sale concessions and/or down payment assistance.

### Share of Closed Sales that were Lender-Mediated: 27.0%



### Historical Median Sales Price by Sale Type



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