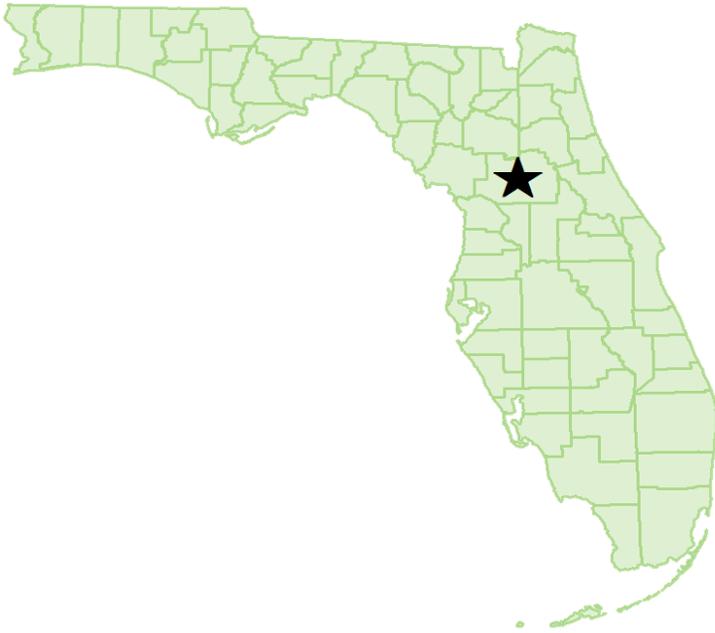


# Monthly Market Detail - December 2025

## Single-Family Homes

### Ocala/Marion County Association of REALTORS®

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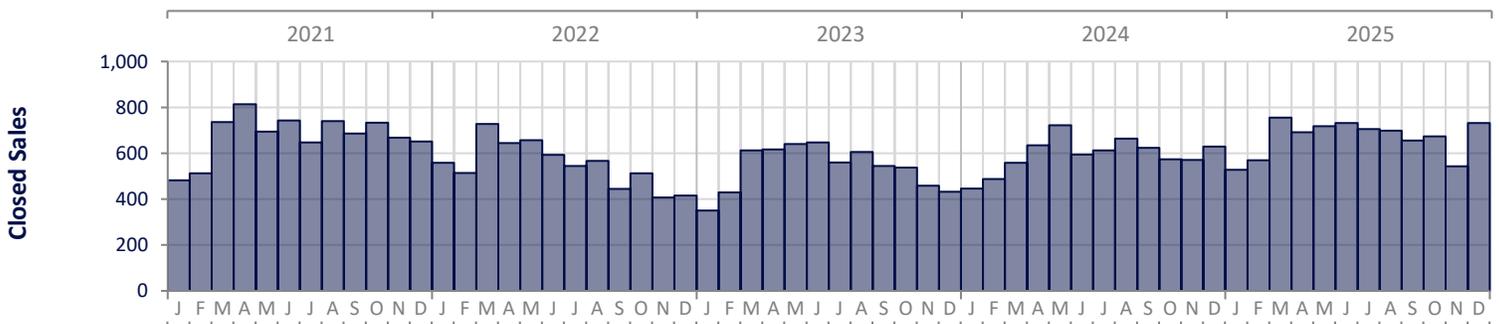
Summary Statistics	December 2025	December 2024	Percent Change Year-over-Year
Closed Sales	732	629	16.4%
Paid in Cash	223	212	5.2%
Median Sale Price	\$299,995	\$299,990	0.0%
Average Sale Price	\$363,026	\$343,090	5.8%
Dollar Volume	\$265.7 Million	\$215.8 Million	23.1%
Median Percent of Original List Price Received	94.9%	95.6%	-0.7%
Median Time to Contract	76 Days	65 Days	16.9%
Median Time to Sale	112 Days	107 Days	4.7%
New Pending Sales	559	569	-1.8%
New Listings	684	822	-16.8%
Pending Inventory	644	719	-10.4%
Inventory (Active Listings)	3,377	3,162	6.8%
Months Supply of Inventory	5.1	5.3	-3.8%

## 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
Year-to-Date	8,002	12.4%
<b>December 2025</b>	<b>732</b>	<b>16.4%</b>
November 2025	543	-4.9%
October 2025	673	17.2%
September 2025	655	5.0%
August 2025	699	5.3%
July 2025	705	15.0%
June 2025	732	23.2%
May 2025	718	-0.6%
April 2025	692	9.1%
March 2025	755	35.1%
February 2025	570	17.0%
January 2025	528	18.4%
December 2024	629	45.6%



# Monthly Market Detail - December 2025

## Single-Family Homes

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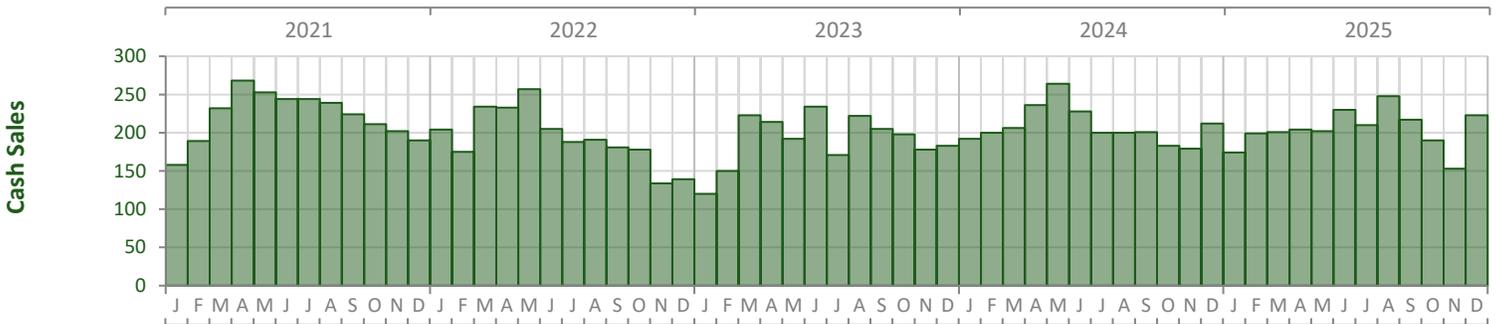


## Cash Sales

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
Year-to-Date	2,451	-2.0%
<b>December 2025</b>	<b>223</b>	<b>5.2%</b>
November 2025	153	-14.5%
October 2025	190	3.8%
September 2025	217	8.0%
August 2025	248	24.0%
July 2025	210	5.0%
June 2025	230	0.9%
May 2025	202	-23.5%
April 2025	204	-13.6%
March 2025	201	-2.4%
February 2025	199	-0.5%
January 2025	174	-9.4%
December 2024	212	15.8%

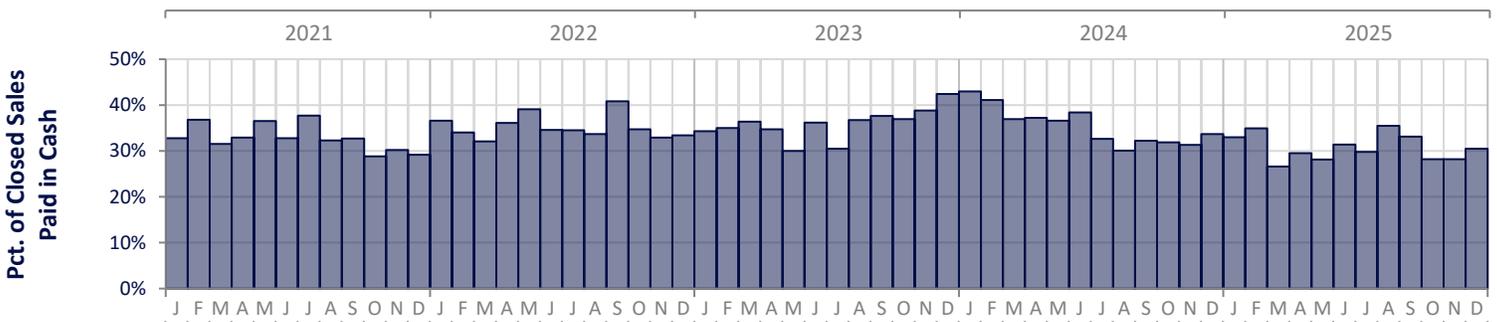


## Cash Sales as a Percentage of Closed Sales

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
Year-to-Date	30.6%	-12.8%
<b>December 2025</b>	<b>30.5%</b>	<b>-9.5%</b>
November 2025	28.2%	-9.9%
October 2025	28.2%	-11.6%
September 2025	33.1%	2.8%
August 2025	35.5%	17.9%
July 2025	29.8%	-8.6%
June 2025	31.4%	-18.2%
May 2025	28.1%	-23.2%
April 2025	29.5%	-20.7%
March 2025	26.6%	-27.9%
February 2025	34.9%	-15.1%
January 2025	33.0%	-23.3%
December 2024	33.7%	-20.5%



# Monthly Market Detail - December 2025

## Single-Family Homes

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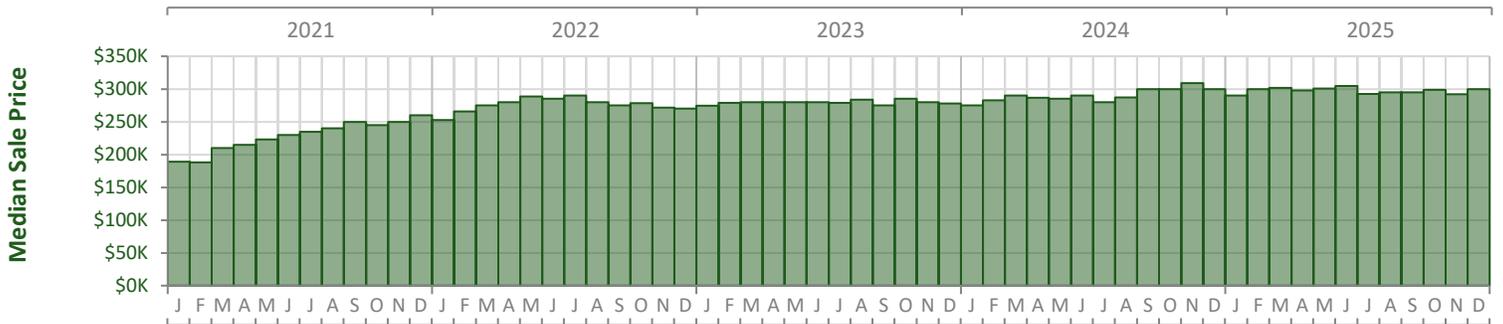


## Median Sale Price

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
Year-to-Date	\$298,990	3.1%
<b>December 2025</b>	<b>\$299,995</b>	<b>0.0%</b>
November 2025	\$291,990	-5.5%
October 2025	\$298,990	-0.3%
September 2025	\$295,000	-1.7%
August 2025	\$295,000	2.8%
July 2025	\$292,445	4.4%
June 2025	\$304,620	5.0%
May 2025	\$300,995	5.6%
April 2025	\$297,995	4.0%
March 2025	\$301,500	4.0%
February 2025	\$299,945	6.0%
January 2025	\$290,000	5.5%
December 2024	\$299,990	7.9%

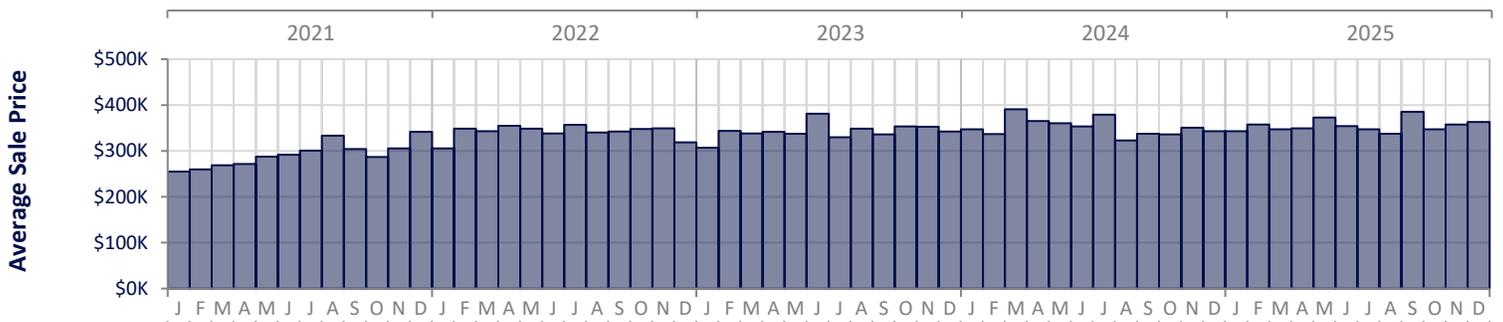


## Average Sale Price

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
Year-to-Date	\$355,185	0.9%
<b>December 2025</b>	<b>\$363,026</b>	<b>5.8%</b>
November 2025	\$357,334	2.0%
October 2025	\$347,249	3.4%
September 2025	\$385,501	14.2%
August 2025	\$337,292	4.5%
July 2025	\$347,073	-8.4%
June 2025	\$354,290	0.2%
May 2025	\$373,025	3.5%
April 2025	\$349,073	-4.4%
March 2025	\$347,068	-11.2%
February 2025	\$357,575	6.1%
January 2025	\$343,142	-1.2%
December 2024	\$343,090	0.2%



# Monthly Market Detail - December 2025

## Single-Family Homes

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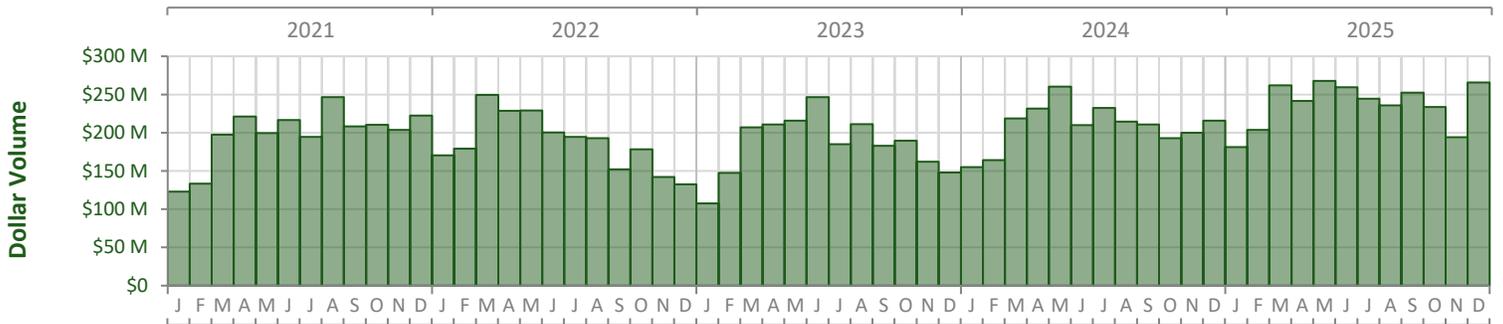


## Dollar Volume

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
Year-to-Date	\$2.8 Billion	13.5%
<b>December 2025</b>	<b>\$265.7 Million</b>	<b>23.1%</b>
November 2025	\$194.0 Million	-3.0%
October 2025	\$233.7 Million	21.3%
September 2025	\$252.5 Million	19.9%
August 2025	\$235.8 Million	10.0%
July 2025	\$244.7 Million	5.3%
June 2025	\$259.3 Million	23.5%
May 2025	\$267.8 Million	3.0%
April 2025	\$241.6 Million	4.3%
March 2025	\$262.0 Million	19.9%
February 2025	\$203.8 Million	24.2%
January 2025	\$181.2 Million	17.0%
December 2024	\$215.8 Million	45.9%

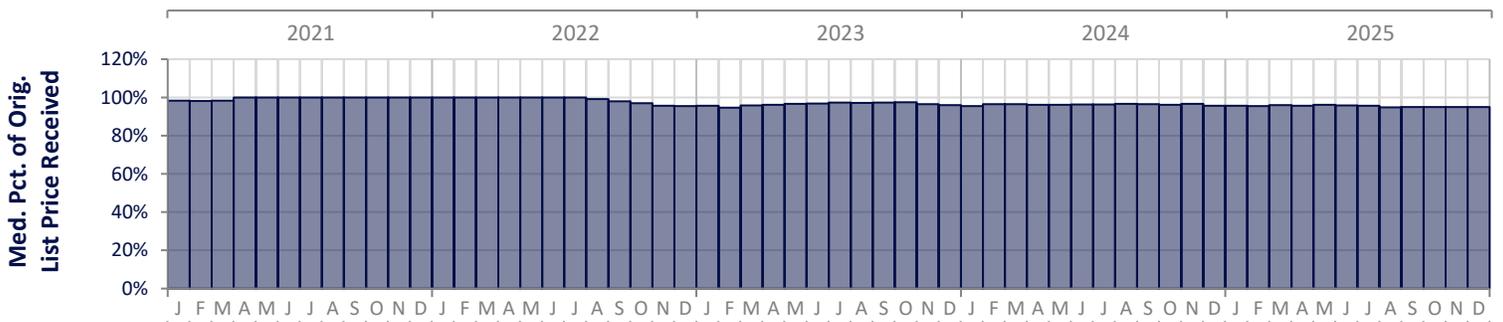


## Median Percent of Original List Price Received

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
Year-to-Date	95.4%	-0.8%
<b>December 2025</b>	<b>94.9%</b>	<b>-0.7%</b>
November 2025	95.0%	-1.8%
October 2025	95.0%	-1.2%
September 2025	94.9%	-1.7%
August 2025	94.8%	-2.0%
July 2025	95.6%	-0.7%
June 2025	95.8%	-0.5%
May 2025	96.1%	0.0%
April 2025	95.6%	-0.5%
March 2025	95.9%	-0.5%
February 2025	95.4%	-1.1%
January 2025	95.6%	0.2%
December 2024	95.6%	-0.4%



# Monthly Market Detail - December 2025

## Single-Family Homes

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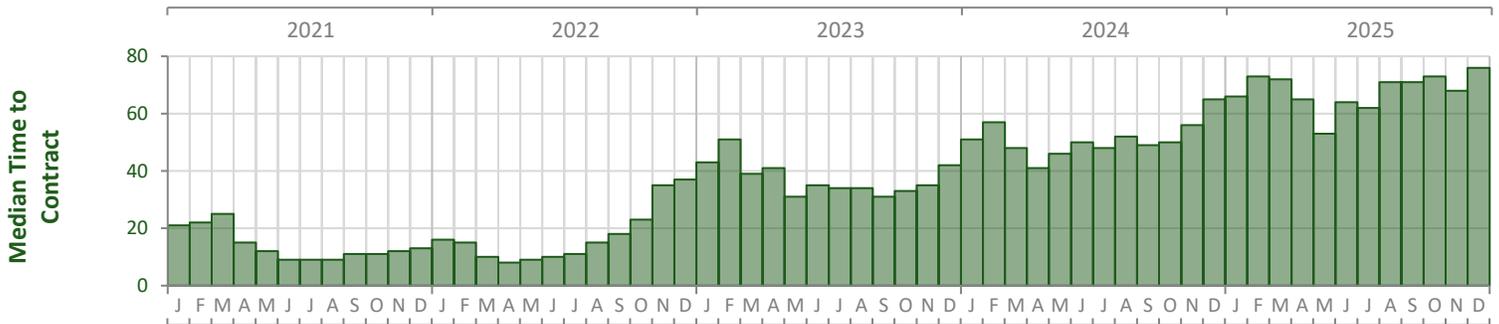


## Median Time to Contract

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
Year-to-Date	72 Days	33.3%
<b>December 2025</b>	<b>76 Days</b>	<b>16.9%</b>
November 2025	68 Days	21.4%
October 2025	73 Days	46.0%
September 2025	71 Days	44.9%
August 2025	71 Days	36.5%
July 2025	62 Days	29.2%
June 2025	64 Days	28.0%
May 2025	53 Days	15.2%
April 2025	65 Days	58.5%
March 2025	72 Days	50.0%
February 2025	73 Days	28.1%
January 2025	66 Days	29.4%
December 2024	65 Days	54.8%

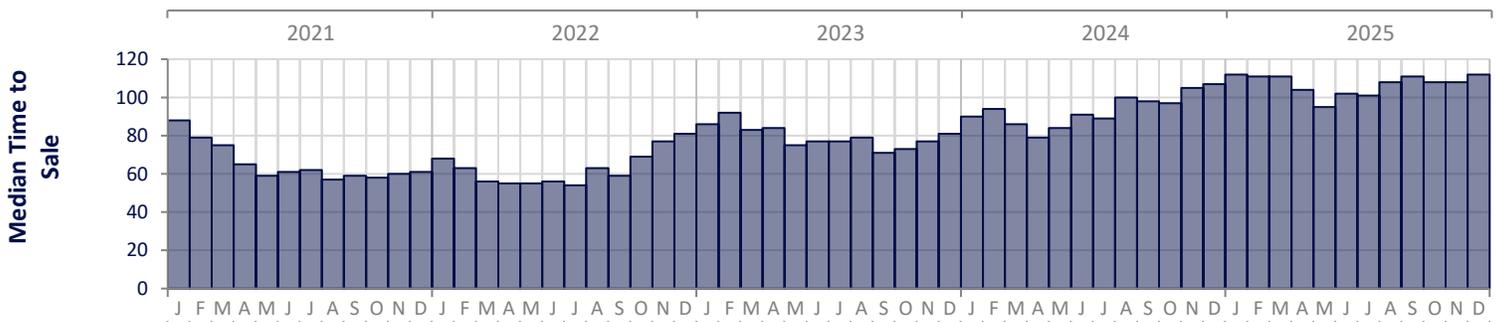


## Median Time to Sale

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
Year-to-Date	111 Days	14.4%
<b>December 2025</b>	<b>112 Days</b>	<b>4.7%</b>
November 2025	108 Days	2.9%
October 2025	108 Days	11.3%
September 2025	111 Days	13.3%
August 2025	108 Days	8.0%
July 2025	101 Days	13.5%
June 2025	102 Days	12.1%
May 2025	95 Days	13.1%
April 2025	104 Days	31.6%
March 2025	111 Days	29.1%
February 2025	111 Days	18.1%
January 2025	112 Days	24.4%
December 2024	107 Days	32.1%



# Monthly Market Detail - December 2025

## Single-Family Homes

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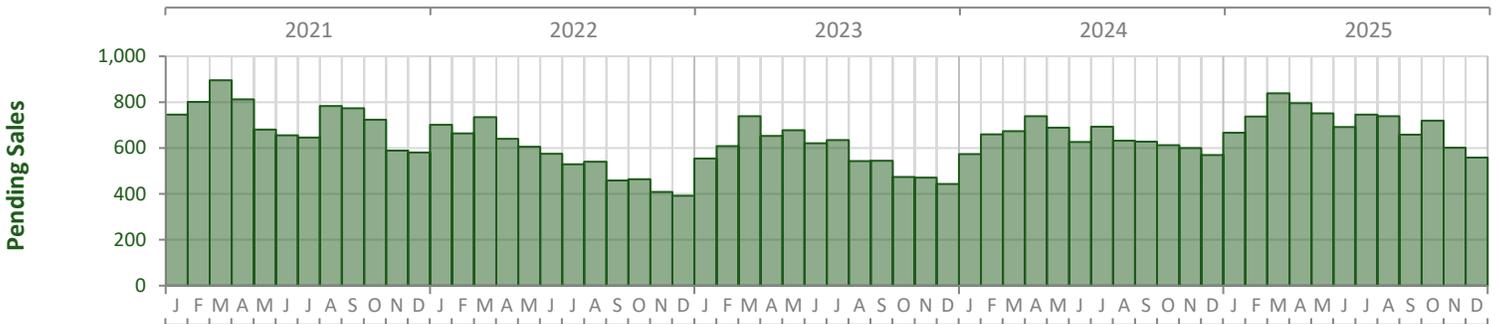


## New Pending Sales

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
Year-to-Date	8,503	10.5%
<b>December 2025</b>	<b>559</b>	<b>-1.8%</b>
November 2025	601	0.2%
October 2025	719	17.3%
September 2025	658	4.8%
August 2025	739	16.9%
July 2025	746	7.6%
June 2025	692	10.4%
May 2025	751	9.0%
April 2025	795	7.6%
March 2025	839	24.5%
February 2025	737	11.7%
January 2025	667	16.4%
December 2024	569	28.4%

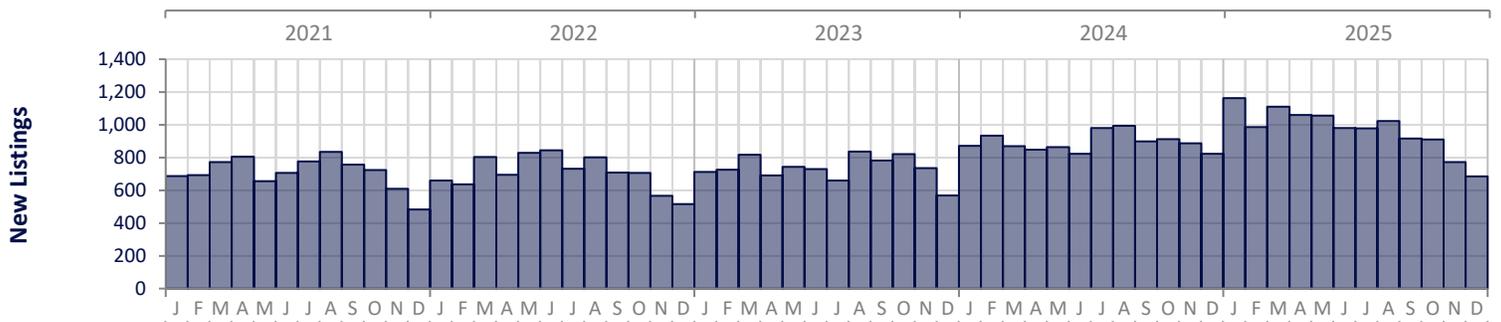


## New Listings

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
Year-to-Date	11,632	8.7%
<b>December 2025</b>	<b>684</b>	<b>-16.8%</b>
November 2025	771	-13.1%
October 2025	910	-0.1%
September 2025	915	1.9%
August 2025	1,022	2.8%
July 2025	978	-0.2%
June 2025	980	19.2%
May 2025	1,056	22.2%
April 2025	1,059	24.9%
March 2025	1,110	27.6%
February 2025	985	5.6%
January 2025	1,162	33.4%
December 2024	822	44.5%



# Monthly Market Detail - December 2025

## Single-Family Homes

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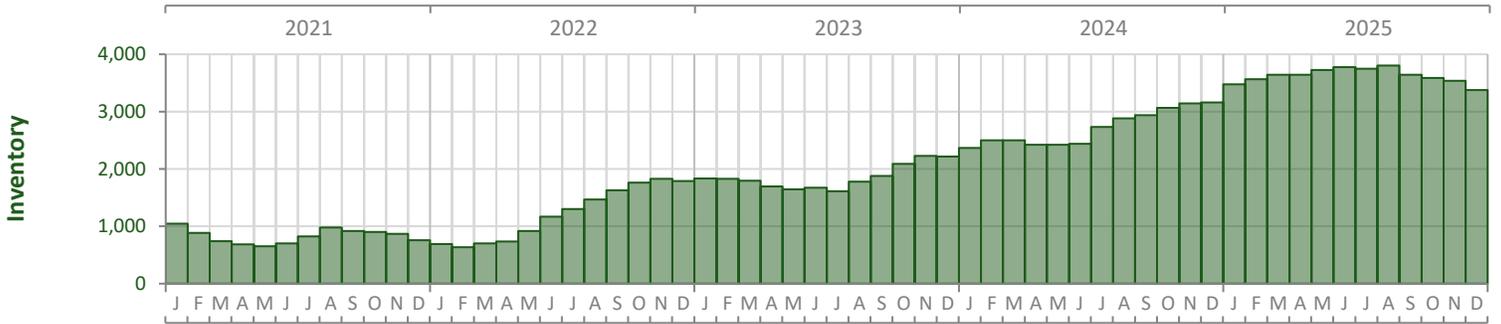


## Inventory (Active Listings)

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
YTD (Monthly Avg)	3,627	33.7%
<b>December 2025</b>	<b>3,377</b>	<b>6.8%</b>
November 2025	3,538	12.6%
October 2025	3,588	17.0%
September 2025	3,642	23.9%
August 2025	3,806	32.2%
July 2025	3,750	37.2%
June 2025	3,774	54.9%
May 2025	3,727	53.9%
April 2025	3,644	50.3%
March 2025	3,640	45.6%
February 2025	3,565	42.8%
January 2025	3,477	47.0%
December 2024	3,162	42.7%

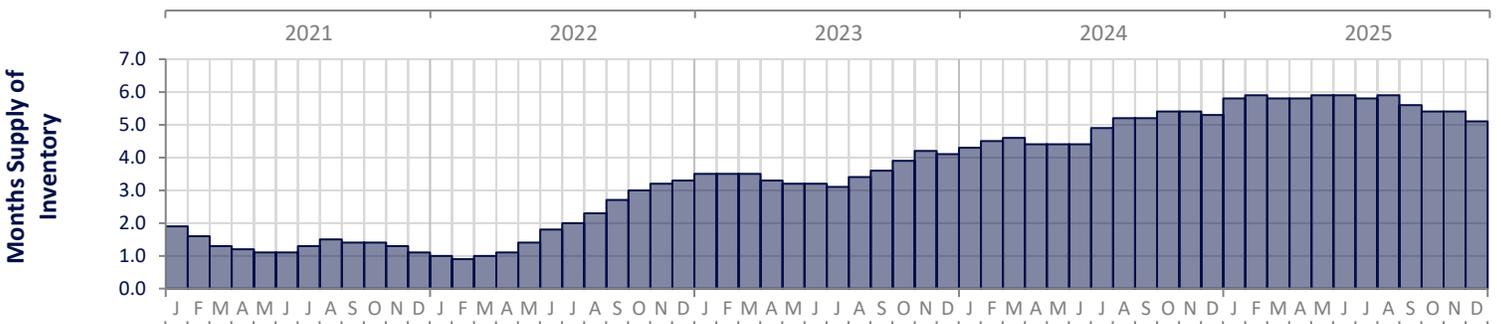


## Months Supply of Inventory

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
YTD (Monthly Avg)	5.7	18.8%
<b>December 2025</b>	<b>5.1</b>	<b>-3.8%</b>
November 2025	5.4	0.0%
October 2025	5.4	0.0%
September 2025	5.6	7.7%
August 2025	5.9	13.5%
July 2025	5.8	18.4%
June 2025	5.9	34.1%
May 2025	5.9	34.1%
April 2025	5.8	31.8%
March 2025	5.8	26.1%
February 2025	5.9	31.1%
January 2025	5.8	34.9%
December 2024	5.3	29.3%



# Monthly Market Detail - December 2025

## Single-Family Homes

### Ocala/Marion County Association of REALTORS®

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## 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	0	-100.0%
\$50,000 - \$99,999	3	0.0%
\$100,000 - \$149,999	17	6.3%
\$150,000 - \$199,999	48	45.5%
\$200,000 - \$249,999	144	27.4%
\$250,000 - \$299,999	154	2.0%
\$300,000 - \$399,999	223	14.9%
\$400,000 - \$599,999	91	8.3%
\$600,000 - \$999,999	37	76.2%
\$1,000,000 or more	15	50.0%



## 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	(No Sales)	N/A
\$50,000 - \$99,999	89 Days	790.0%
\$100,000 - \$149,999	91 Days	225.0%
\$150,000 - \$199,999	83 Days	72.9%
\$200,000 - \$249,999	64 Days	48.8%
\$250,000 - \$299,999	79 Days	17.9%
\$300,000 - \$399,999	79 Days	-8.1%
\$400,000 - \$599,999	60 Days	22.4%
\$600,000 - \$999,999	115 Days	23.7%
\$1,000,000 or more	37 Days	-61.1%



# Monthly Market Detail - December 2025

## Single-Family Homes

### Ocala/Marion County Association of REALTORS®

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## 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	2	N/A
\$50,000 - \$99,999	1	0.0%
\$100,000 - \$149,999	6	-57.1%
\$150,000 - \$199,999	39	8.3%
\$200,000 - \$249,999	113	1.8%
\$250,000 - \$299,999	135	-25.4%
\$300,000 - \$399,999	207	-21.3%
\$400,000 - \$599,999	116	-16.5%
\$600,000 - \$999,999	30	-25.0%
\$1,000,000 or more	35	-5.4%



## 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	2	N/A
\$50,000 - \$99,999	5	-44.4%
\$100,000 - \$149,999	31	-3.1%
\$150,000 - \$199,999	190	52.0%
\$200,000 - \$249,999	501	18.7%
\$250,000 - \$299,999	726	14.7%
\$300,000 - \$399,999	917	-9.7%
\$400,000 - \$599,999	526	8.2%
\$600,000 - \$999,999	228	-2.1%
\$1,000,000 or more	251	21.3%



# Monthly Distressed Market - December 2025

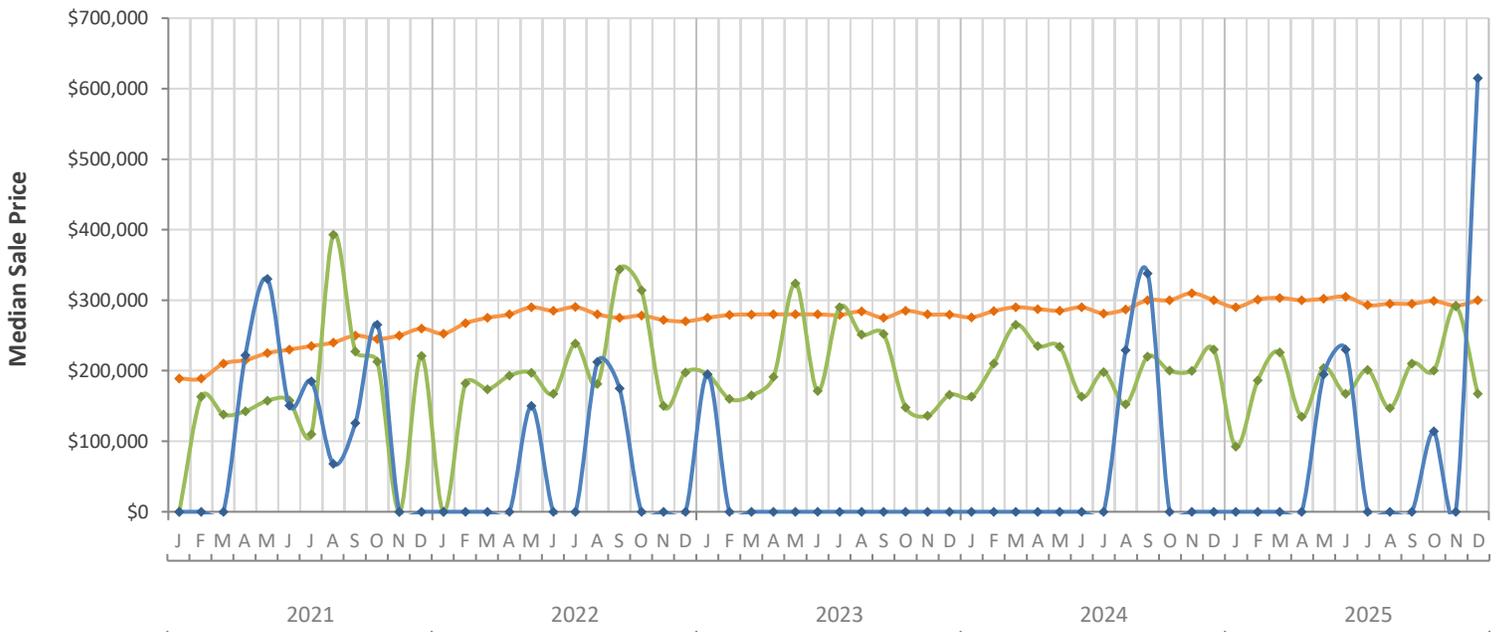
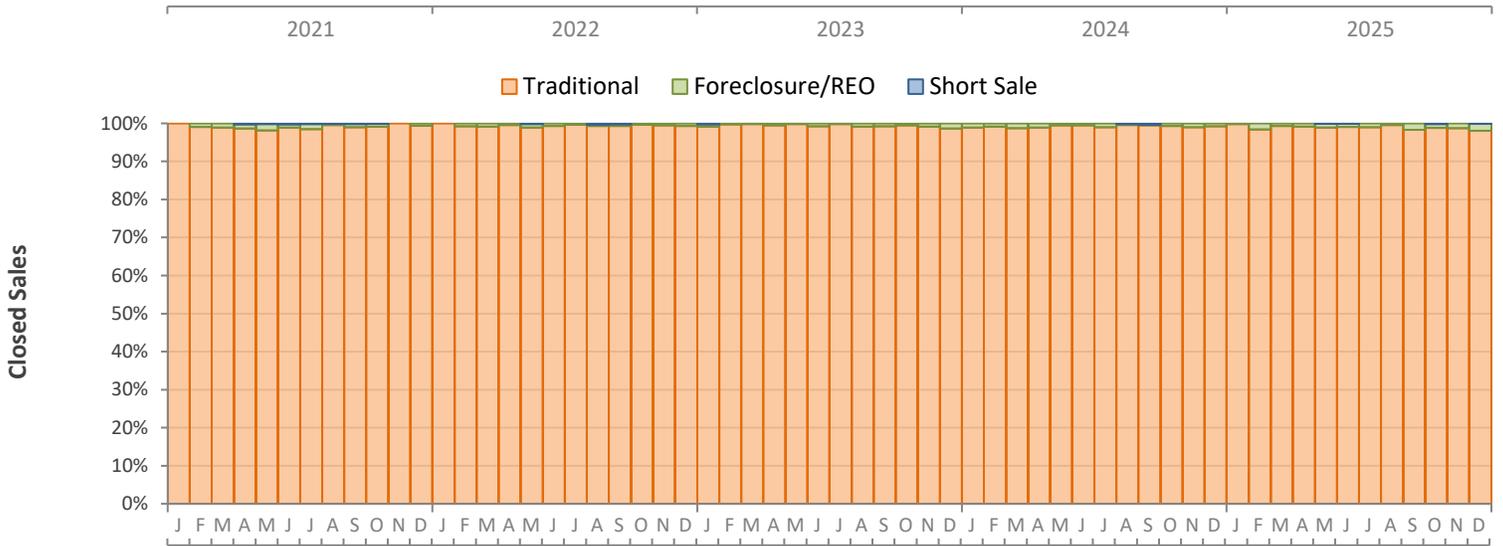
## Single-Family Homes

### Ocala/Marion County Association of REALTORS®

This report describes member activity for the association and is not confined to any specific geographic area.



		December 2025	December 2024	Percent Change Year-over-Year
Traditional	Closed Sales	718	624	15.1%
	Median Sale Price	\$300,000	\$299,990	0.0%
Foreclosure/REO	Closed Sales	13	5	160.0%
	Median Sale Price	\$167,250	\$230,000	-27.3%
Short Sale	Closed Sales	1	0	N/A
	Median Sale Price	\$615,000	(No Sales)	N/A

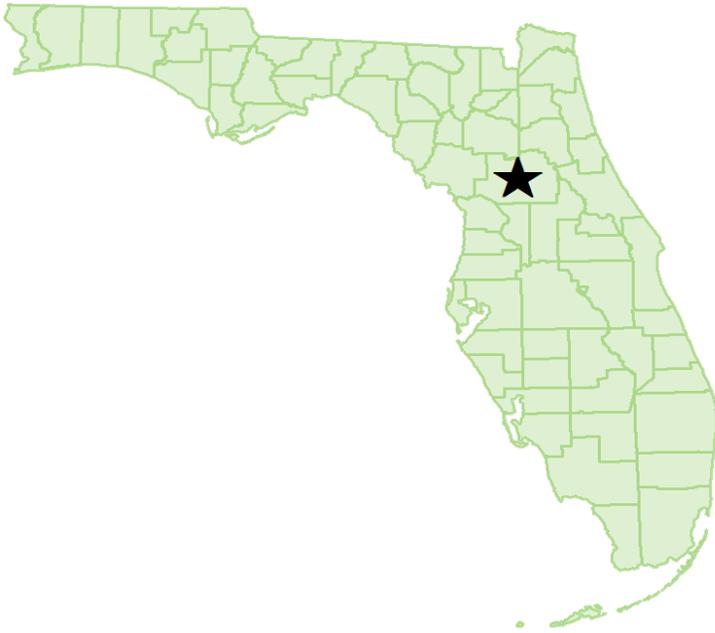


# Monthly Market Detail - December 2025

## Manufactured Homes

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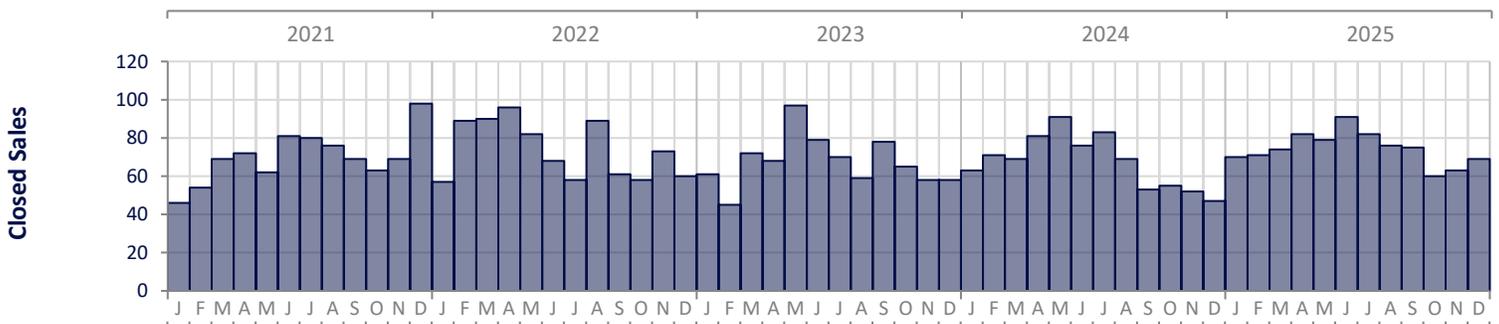
Summary Statistics	December 2025	December 2024	Percent Change Year-over-Year
Closed Sales	69	47	46.8%
Paid in Cash	37	20	85.0%
Median Sale Price	\$155,000	\$175,000	-11.4%
Average Sale Price	\$160,708	\$176,850	-9.1%
Dollar Volume	\$11.1 Million	\$8.3 Million	33.4%
Median Percent of Original List Price Received	89.6%	92.0%	-2.6%
Median Time to Contract	71 Days	71 Days	0.0%
Median Time to Sale	109 Days	106 Days	2.8%
New Pending Sales	64	68	-5.9%
New Listings	79	82	-3.7%
Pending Inventory	69	89	-22.5%
Inventory (Active Listings)	336	360	-6.7%
Months Supply of Inventory	4.5	5.3	-15.1%

## 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
Year-to-Date	892	10.1%
<b>December 2025</b>	<b>69</b>	<b>46.8%</b>
November 2025	63	21.2%
October 2025	60	9.1%
September 2025	75	41.5%
August 2025	76	10.1%
July 2025	82	-1.2%
June 2025	91	19.7%
May 2025	79	-13.2%
April 2025	82	1.2%
March 2025	74	7.2%
February 2025	71	0.0%
January 2025	70	11.1%
December 2024	47	-19.0%



# Monthly Market Detail - December 2025

## Manufactured Homes

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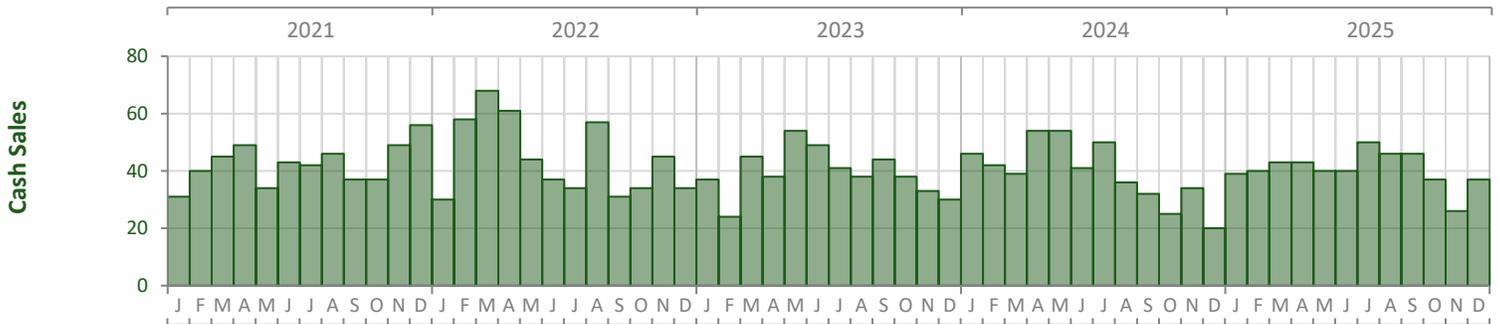


## Cash Sales

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
Year-to-Date	487	3.0%
<b>December 2025</b>	<b>37</b>	<b>85.0%</b>
November 2025	26	-23.5%
October 2025	37	48.0%
September 2025	46	43.8%
August 2025	46	27.8%
July 2025	50	0.0%
June 2025	40	-2.4%
May 2025	40	-25.9%
April 2025	43	-20.4%
March 2025	43	10.3%
February 2025	40	-4.8%
January 2025	39	-15.2%
December 2024	20	-33.3%

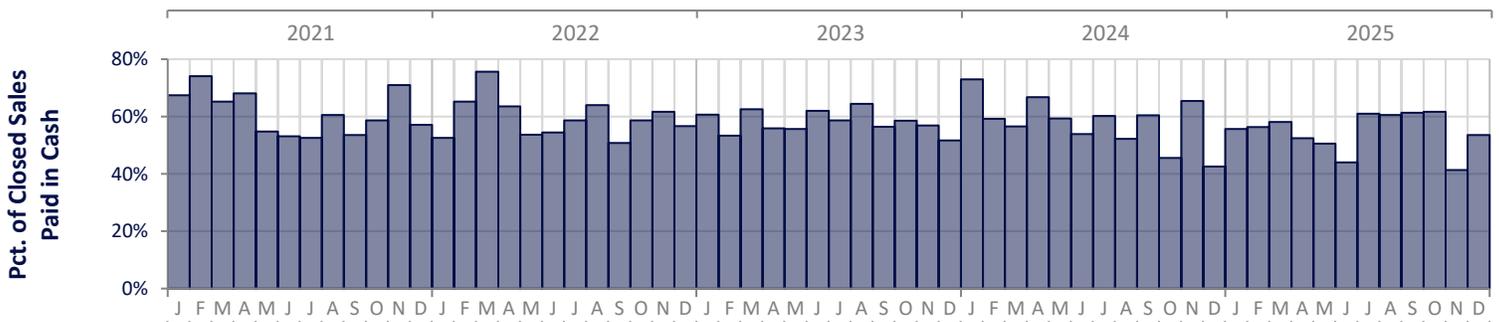


## Cash Sales as a Percentage of Closed Sales

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
Year-to-Date	54.6%	-6.5%
<b>December 2025</b>	<b>53.6%</b>	<b>25.8%</b>
November 2025	41.3%	-36.9%
October 2025	61.7%	35.6%
September 2025	61.3%	1.5%
August 2025	60.5%	15.9%
July 2025	61.0%	1.3%
June 2025	44.0%	-18.4%
May 2025	50.6%	-14.7%
April 2025	52.4%	-21.4%
March 2025	58.1%	2.8%
February 2025	56.3%	-4.9%
January 2025	55.7%	-23.7%
December 2024	42.6%	-17.6%



# Monthly Market Detail - December 2025

## Manufactured Homes

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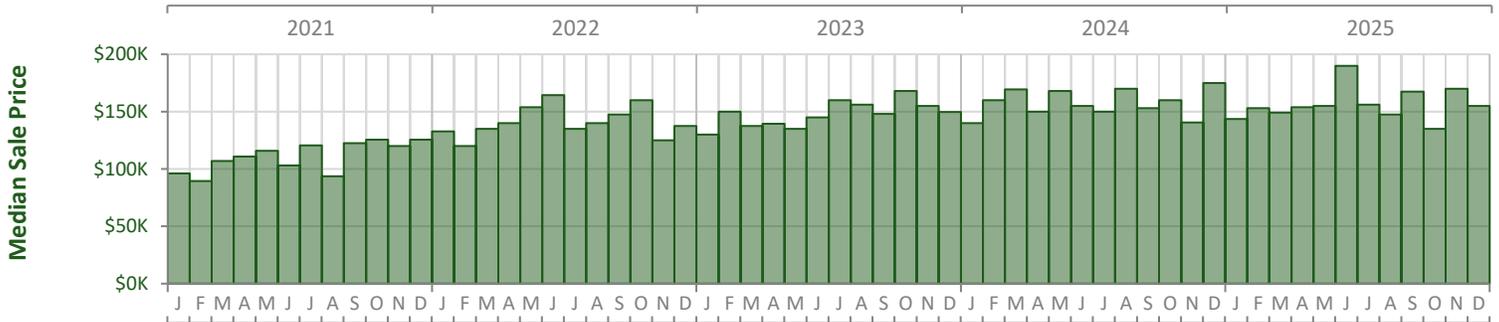


## Median Sale Price

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
Year-to-Date	\$157,000	1.3%
<b>December 2025</b>	<b>\$155,000</b>	<b>-11.4%</b>
November 2025	\$170,000	21.0%
October 2025	\$135,000	-15.6%
September 2025	\$167,450	9.4%
August 2025	\$147,450	-13.3%
July 2025	\$156,000	4.0%
June 2025	\$189,950	22.6%
May 2025	\$154,900	-7.8%
April 2025	\$153,750	2.6%
March 2025	\$149,250	-11.8%
February 2025	\$153,000	-4.4%
January 2025	\$143,450	2.5%
December 2024	\$175,000	17.0%

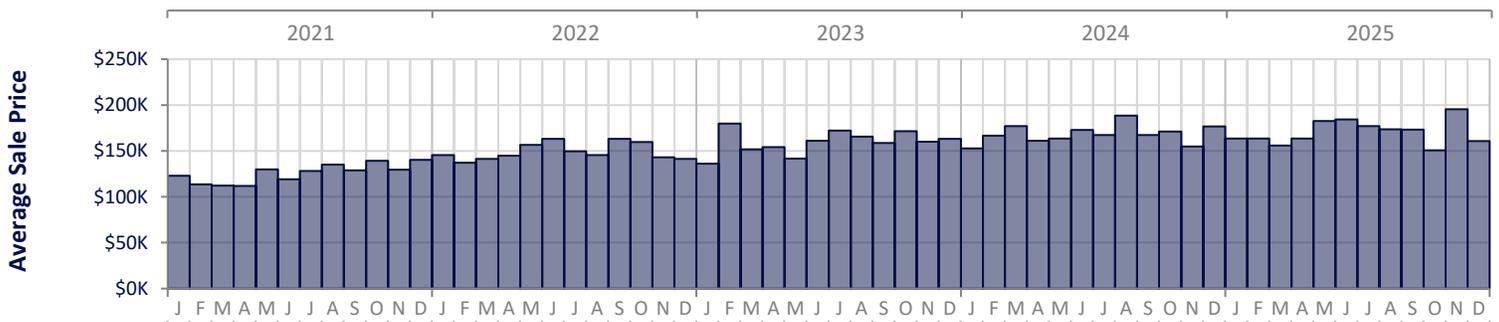


## Average Sale Price

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
Year-to-Date	\$170,835	1.6%
<b>December 2025</b>	<b>\$160,708</b>	<b>-9.1%</b>
November 2025	\$195,281	26.1%
October 2025	\$150,810	-11.9%
September 2025	\$173,363	3.6%
August 2025	\$173,445	-7.9%
July 2025	\$177,208	6.0%
June 2025	\$184,484	6.6%
May 2025	\$182,743	11.8%
April 2025	\$163,560	1.6%
March 2025	\$155,823	-11.9%
February 2025	\$163,686	-1.8%
January 2025	\$163,439	7.1%
December 2024	\$176,850	8.3%



# Monthly Market Detail - December 2025

## Manufactured Homes

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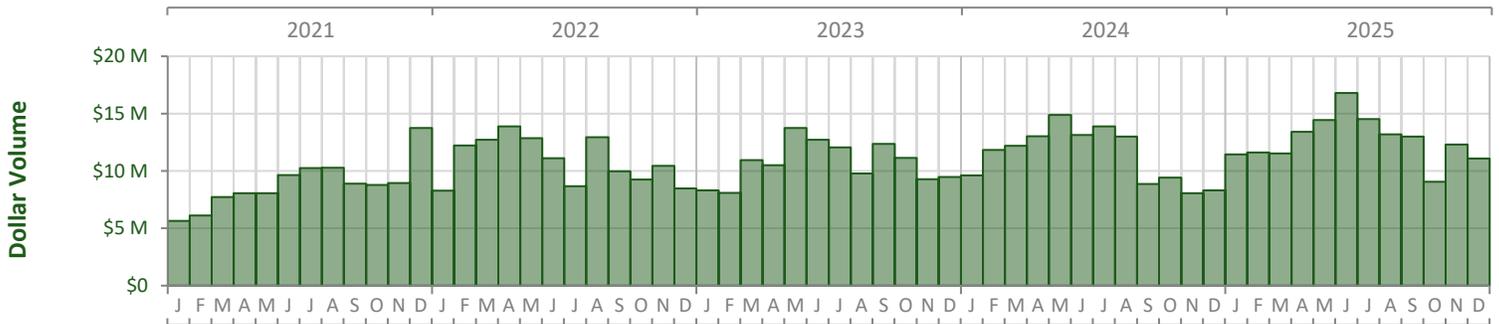


## Dollar Volume

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
Year-to-Date	\$152.4 Million	11.9%
<b>December 2025</b>	<b>\$11.1 Million</b>	<b>33.4%</b>
November 2025	\$12.3 Million	52.8%
October 2025	\$9.0 Million	-3.9%
September 2025	\$13.0 Million	46.6%
August 2025	\$13.2 Million	1.4%
July 2025	\$14.5 Million	4.7%
June 2025	\$16.8 Million	27.7%
May 2025	\$14.4 Million	-2.9%
April 2025	\$13.4 Million	2.9%
March 2025	\$11.5 Million	-5.5%
February 2025	\$11.6 Million	-1.8%
January 2025	\$11.4 Million	19.0%
December 2024	\$8.3 Million	-12.3%

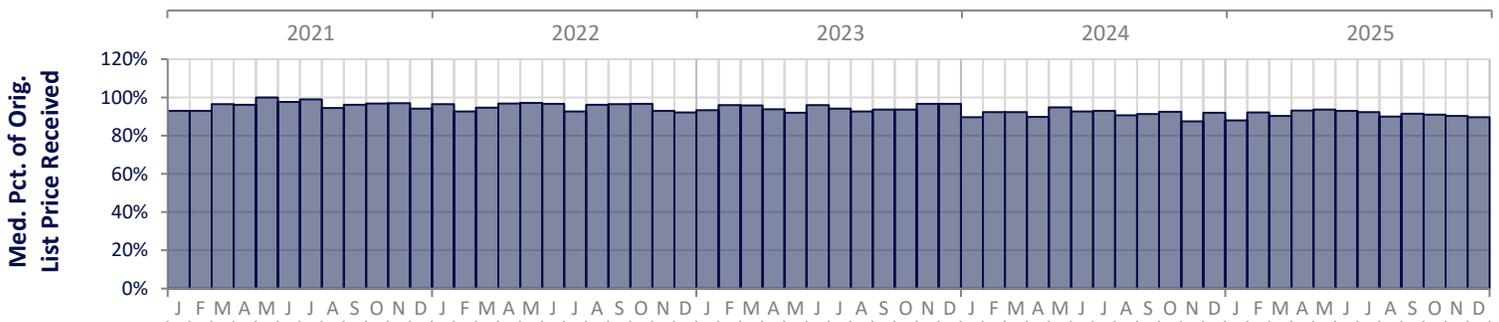


## Median Percent of Original List Price Received

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
Year-to-Date	91.7%	-0.4%
<b>December 2025</b>	<b>89.6%</b>	<b>-2.6%</b>
November 2025	90.3%	3.3%
October 2025	90.9%	-1.7%
September 2025	91.5%	0.2%
August 2025	90.0%	-0.8%
July 2025	92.3%	-0.8%
June 2025	93.0%	0.4%
May 2025	93.6%	-1.3%
April 2025	93.1%	3.7%
March 2025	90.3%	-2.2%
February 2025	92.2%	-0.1%
January 2025	87.9%	-2.0%
December 2024	92.0%	-4.9%



# Monthly Market Detail - December 2025

## Manufactured Homes

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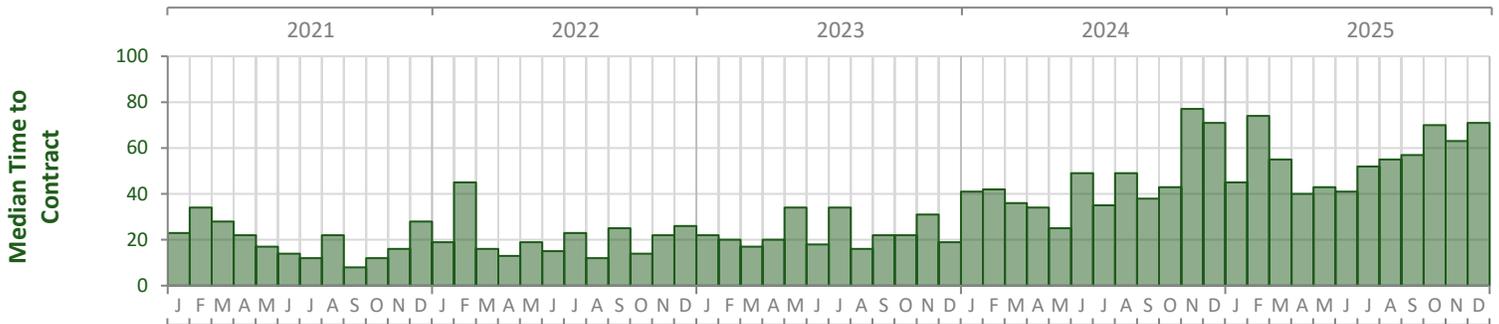


## Median Time to Contract

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
Year-to-Date	57 Days	35.7%
<b>December 2025</b>	<b>71 Days</b>	<b>0.0%</b>
November 2025	63 Days	-18.2%
October 2025	70 Days	62.8%
September 2025	57 Days	50.0%
August 2025	55 Days	12.2%
July 2025	52 Days	48.6%
June 2025	41 Days	-16.3%
May 2025	43 Days	72.0%
April 2025	40 Days	17.6%
March 2025	55 Days	52.8%
February 2025	74 Days	76.2%
January 2025	45 Days	9.8%
December 2024	71 Days	273.7%



## 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
Year-to-Date	91 Days	13.8%
<b>December 2025</b>	<b>109 Days</b>	<b>2.8%</b>
November 2025	95 Days	-15.9%
October 2025	113 Days	50.7%
September 2025	98 Days	24.1%
August 2025	96 Days	21.5%
July 2025	87 Days	26.1%
June 2025	74 Days	-7.5%
May 2025	82 Days	20.6%
April 2025	75 Days	-5.1%
March 2025	86 Days	19.4%
February 2025	108 Days	40.3%
January 2025	83 Days	6.4%
December 2024	106 Days	96.3%



# Monthly Market Detail - December 2025

## Manufactured Homes

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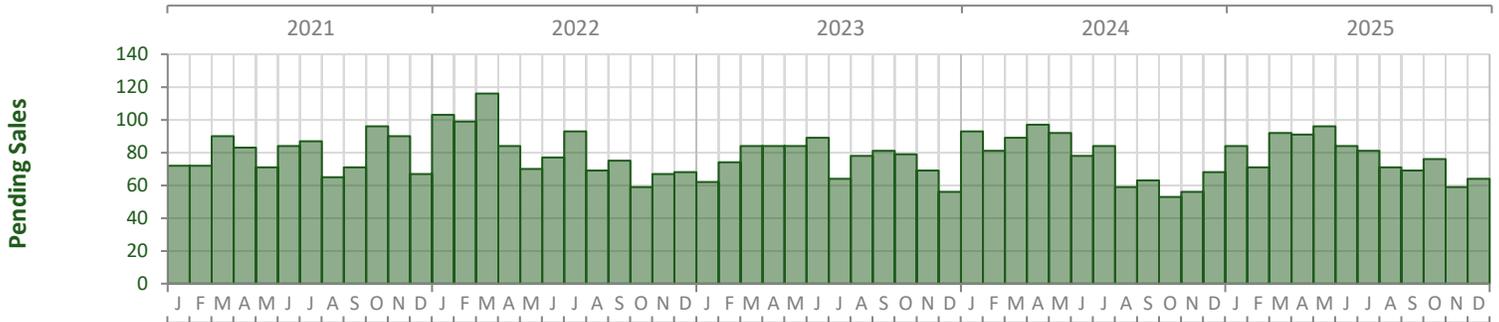


## New Pending Sales

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
Year-to-Date	938	2.7%
<b>December 2025</b>	<b>64</b>	<b>-5.9%</b>
November 2025	59	5.4%
October 2025	76	43.4%
September 2025	69	9.5%
August 2025	71	20.3%
July 2025	81	-3.6%
June 2025	84	7.7%
May 2025	96	4.3%
April 2025	91	-6.2%
March 2025	92	3.4%
February 2025	71	-12.3%
January 2025	84	-9.7%
December 2024	68	21.4%



## 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
Year-to-Date	1,276	3.2%
<b>December 2025</b>	<b>79</b>	<b>-3.7%</b>
November 2025	84	-10.6%
October 2025	118	2.6%
September 2025	99	11.2%
August 2025	120	25.0%
July 2025	94	-25.4%
June 2025	99	-16.1%
May 2025	133	34.3%
April 2025	112	10.9%
March 2025	116	0.9%
February 2025	110	14.6%
January 2025	112	5.7%
December 2024	82	-8.9%



# Monthly Market Detail - December 2025

## Manufactured Homes

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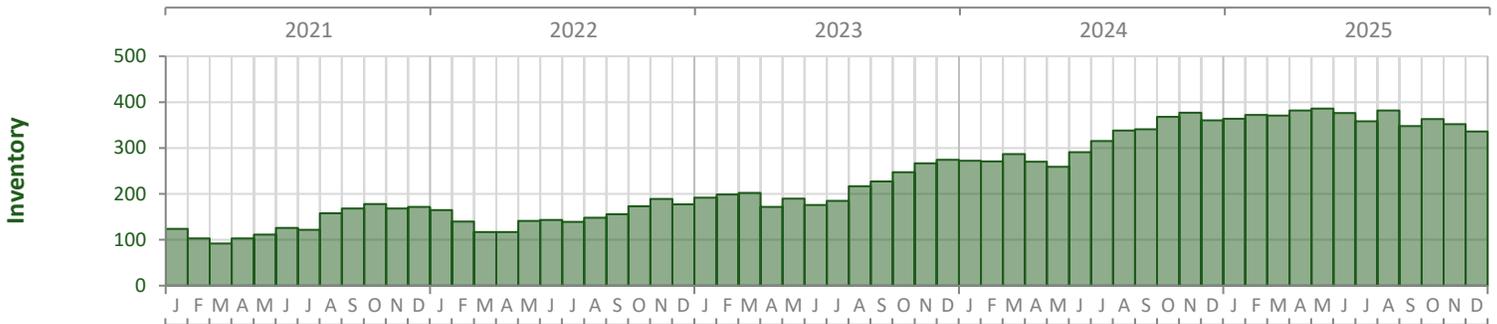


## Inventory (Active Listings)

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
YTD (Monthly Avg)	366	17.1%
<b>December 2025</b>	<b>336</b>	<b>-6.7%</b>
November 2025	352	-6.6%
October 2025	363	-1.4%
September 2025	348	2.1%
August 2025	382	13.0%
July 2025	358	13.7%
June 2025	376	29.2%
May 2025	386	49.0%
April 2025	382	41.5%
March 2025	371	29.3%
February 2025	372	37.3%
January 2025	364	33.8%
December 2024	360	31.4%



## 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
YTD (Monthly Avg)	5.3	17.8%
<b>December 2025</b>	<b>4.5</b>	<b>-15.1%</b>
November 2025	4.9	-10.9%
October 2025	5.1	-3.8%
September 2025	4.9	0.0%
August 2025	5.5	17.0%
July 2025	5.2	18.2%
June 2025	5.5	31.0%
May 2025	5.7	54.1%
April 2025	5.6	47.4%
March 2025	5.4	31.7%
February 2025	5.5	41.0%
January 2025	5.3	32.5%
December 2024	5.3	29.3%



# Monthly Market Detail - December 2025

## Manufactured Homes

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## 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	6	500.0%
\$50,000 - \$99,999	14	180.0%
\$100,000 - \$149,999	13	8.3%
\$150,000 - \$199,999	17	54.5%
\$200,000 - \$249,999	8	0.0%
\$250,000 - \$299,999	4	-55.6%
\$300,000 - \$399,999	6	500.0%
\$400,000 - \$599,999	1	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	45 Days	-85.0%
\$50,000 - \$99,999	43 Days	0.0%
\$100,000 - \$149,999	91 Days	122.0%
\$150,000 - \$199,999	46 Days	-61.0%
\$200,000 - \$249,999	94 Days	67.9%
\$250,000 - \$299,999	144 Days	63.6%
\$300,000 - \$399,999	89 Days	368.4%
\$400,000 - \$599,999	0 Days	N/A
\$600,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	(No Sales)	N/A



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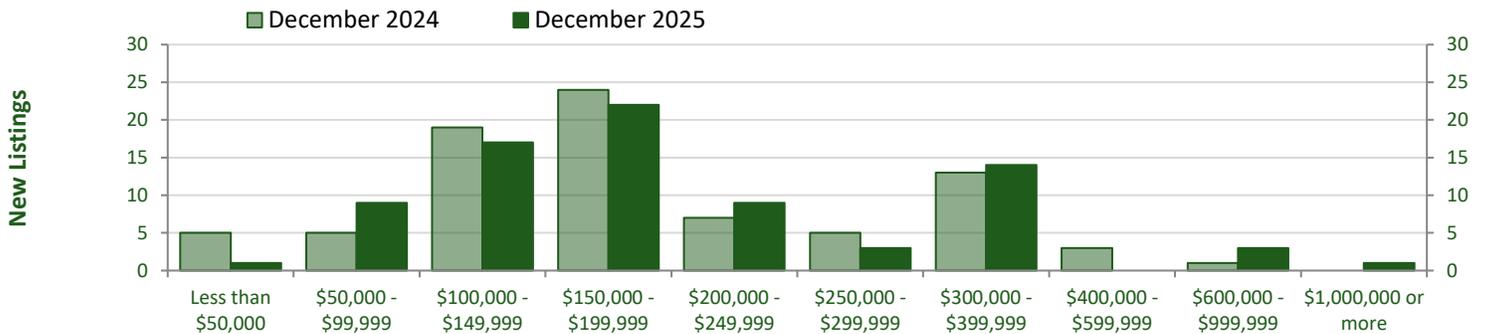


## New Listings by Initial Listing Price

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	-80.0%
\$50,000 - \$99,999	9	80.0%
\$100,000 - \$149,999	17	-10.5%
\$150,000 - \$199,999	22	-8.3%
\$200,000 - \$249,999	9	28.6%
\$250,000 - \$299,999	3	-40.0%
\$300,000 - \$399,999	14	7.7%
\$400,000 - \$599,999	0	-100.0%
\$600,000 - \$999,999	3	200.0%
\$1,000,000 or more	1	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	2	-66.7%
\$50,000 - \$99,999	33	3.1%
\$100,000 - \$149,999	66	-13.2%
\$150,000 - \$199,999	80	-20.0%
\$200,000 - \$249,999	56	-1.8%
\$250,000 - \$299,999	37	48.0%
\$300,000 - \$399,999	39	11.4%
\$400,000 - \$599,999	15	-34.8%
\$600,000 - \$999,999	6	100.0%
\$1,000,000 or more	2	-33.3%

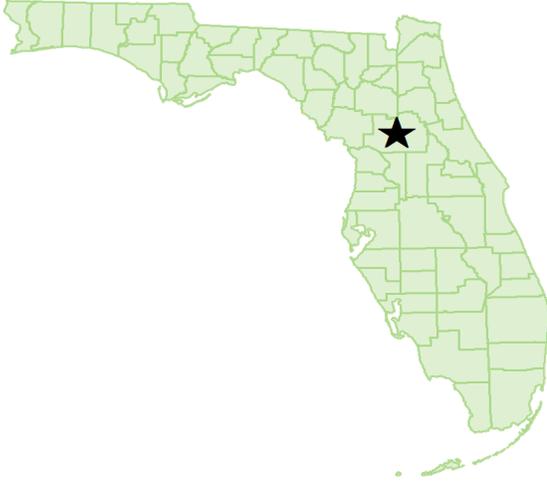


# Monthly Distressed Market - December 2025

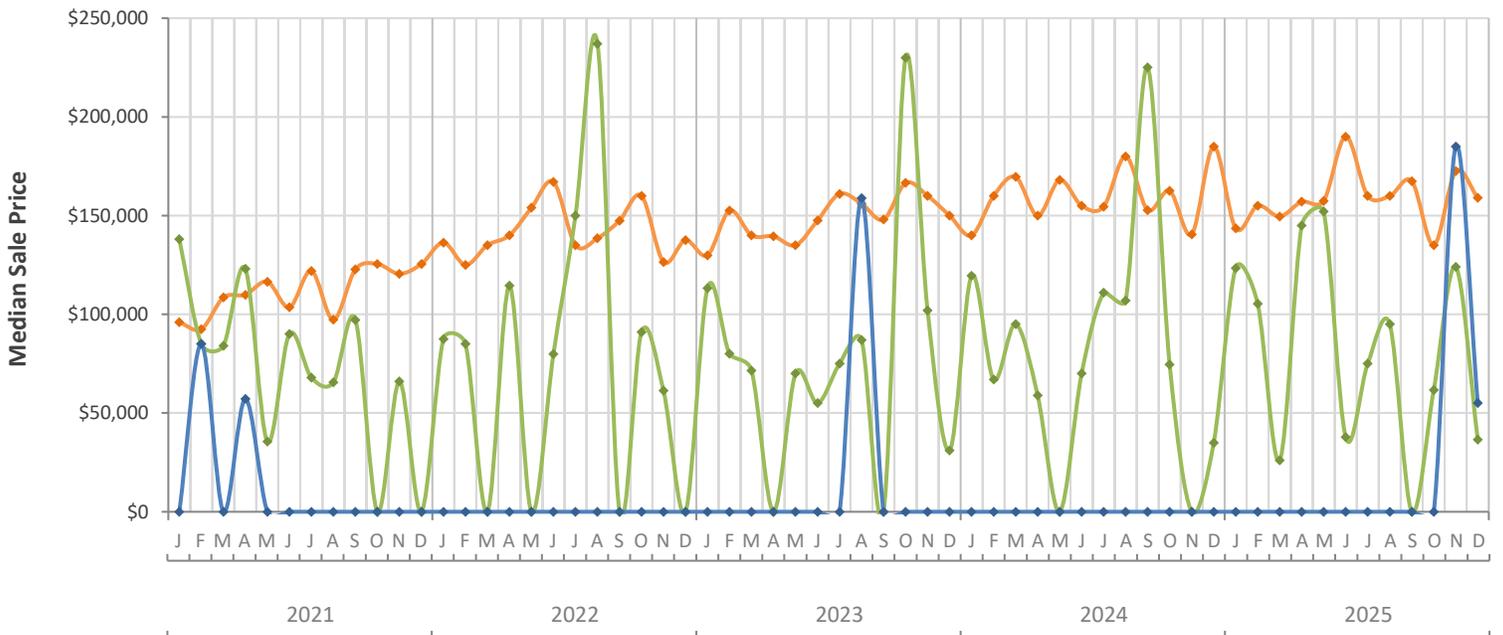
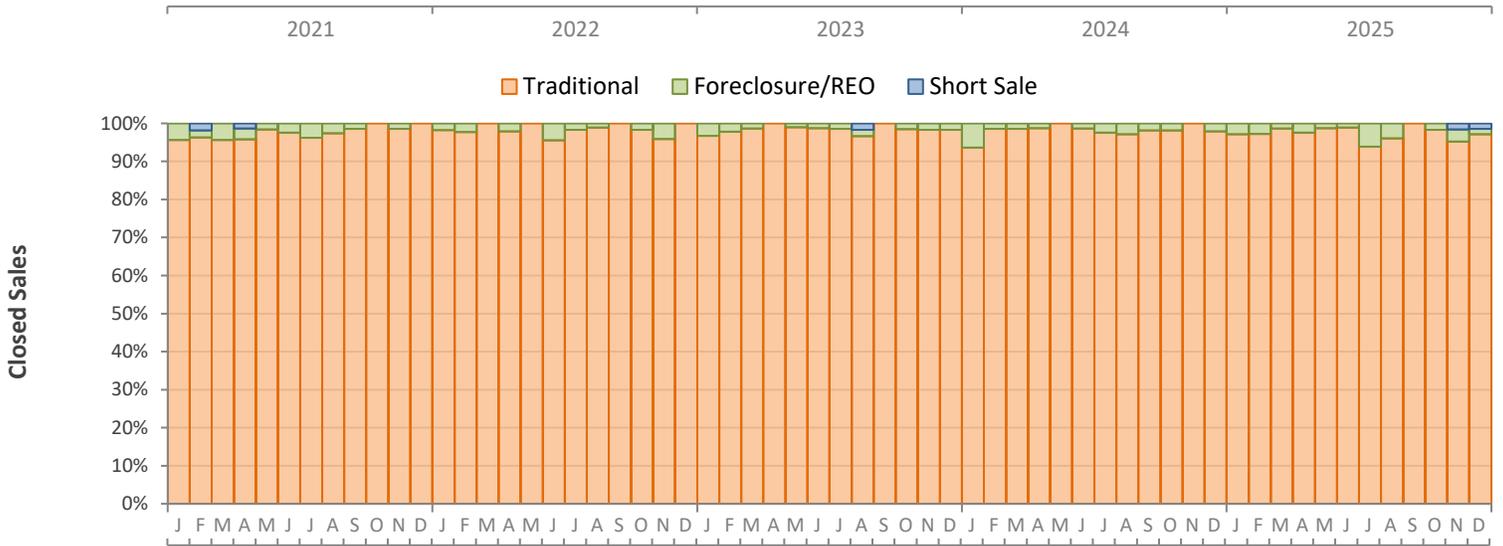
## Manufactured Homes

### Ocala/Marion County Association of REALTORS®

This report describes member activity for the association and is not confined to any specific geographic area.



		December 2025	December 2024	Percent Change Year-over-Year
Traditional	Closed Sales	67	46	45.7%
	Median Sale Price	\$159,000	\$185,000	-14.1%
Foreclosure/REO	Closed Sales	1	1	0.0%
	Median Sale Price	\$36,500	\$34,900	4.6%
Short Sale	Closed Sales	1	0	N/A
	Median Sale Price	\$55,000	(No Sales)	N/A

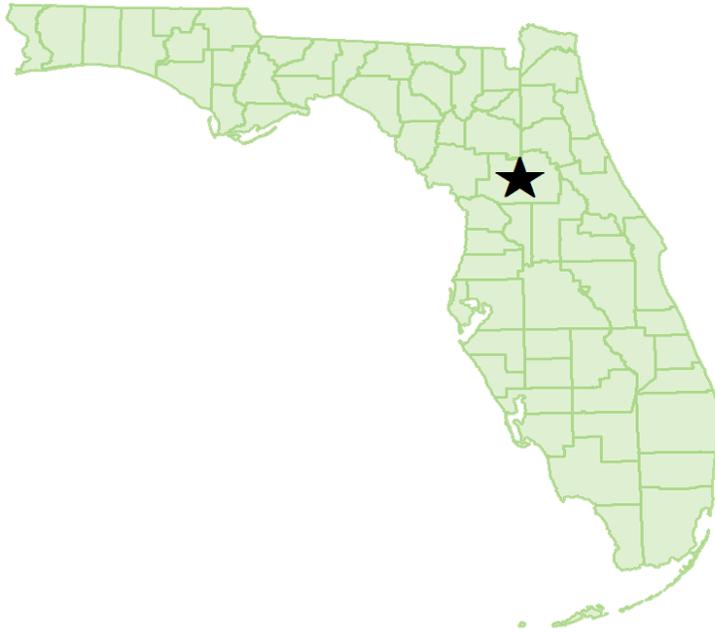


# Monthly Market Detail - December 2025

## Townhouses and Condos

### Ocala/Marion County Association of REALTORS®

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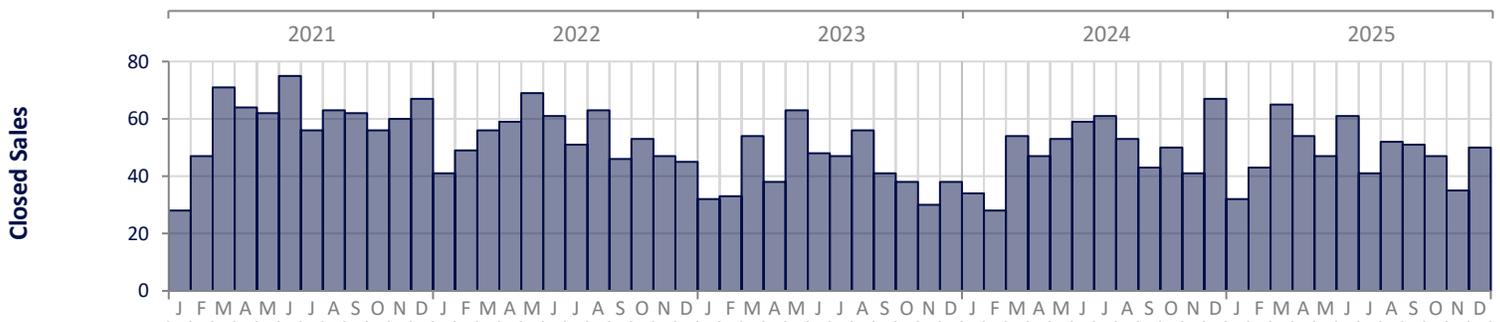
Summary Statistics	December 2025	December 2024	Percent Change Year-over-Year
Closed Sales	50	67	-25.4%
Paid in Cash	28	29	-3.4%
Median Sale Price	\$200,000	\$229,990	-13.0%
Average Sale Price	\$201,427	\$234,044	-13.9%
Dollar Volume	\$10.1 Million	\$15.7 Million	-35.8%
Median Percent of Original List Price Received	91.3%	91.6%	-0.3%
Median Time to Contract	104 Days	73 Days	42.5%
Median Time to Sale	136 Days	113 Days	20.4%
New Pending Sales	40	44	-9.1%
New Listings	59	50	18.0%
Pending Inventory	45	50	-10.0%
Inventory (Active Listings)	329	261	26.1%
Months Supply of Inventory	6.8	5.3	28.3%

## 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
Year-to-Date	578	-2.0%
<b>December 2025</b>	<b>50</b>	<b>-25.4%</b>
November 2025	35	-14.6%
October 2025	47	-6.0%
September 2025	51	18.6%
August 2025	52	-1.9%
July 2025	41	-32.8%
June 2025	61	3.4%
May 2025	47	-11.3%
April 2025	54	14.9%
March 2025	65	20.4%
February 2025	43	53.6%
January 2025	32	-5.9%
December 2024	67	76.3%



# Monthly Market Detail - December 2025

## Townhouses and Condos

### Ocala/Marion County Association of REALTORS®

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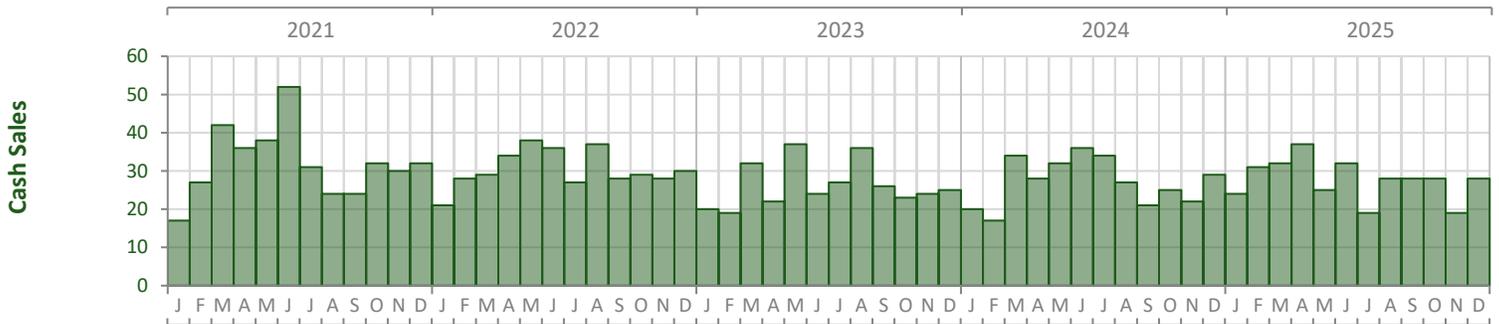


## Cash Sales

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
Year-to-Date	331	1.8%
<b>December 2025</b>	<b>28</b>	<b>-3.4%</b>
November 2025	19	-13.6%
October 2025	28	12.0%
September 2025	28	33.3%
August 2025	28	3.7%
July 2025	19	-44.1%
June 2025	32	-11.1%
May 2025	25	-21.9%
April 2025	37	32.1%
March 2025	32	-5.9%
February 2025	31	82.4%
January 2025	24	20.0%
December 2024	29	16.0%

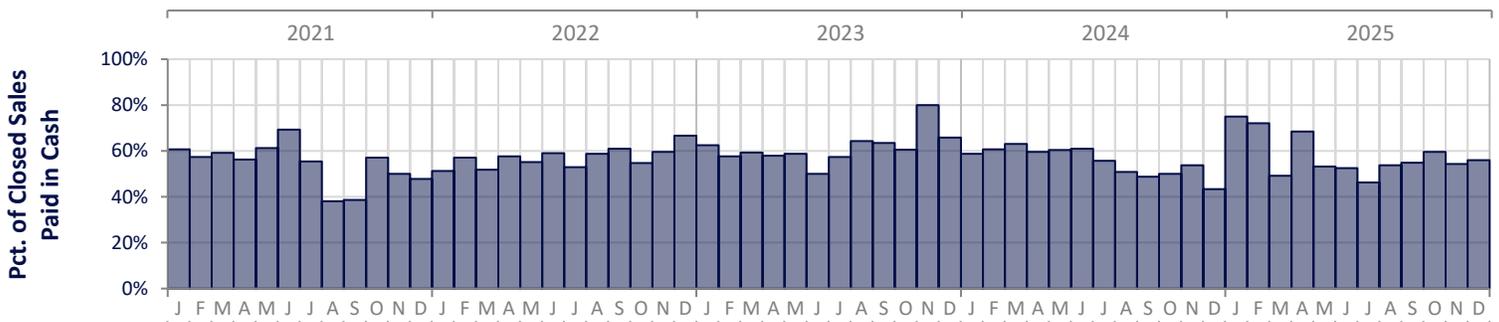


## Cash Sales as a Percentage of Closed Sales

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
Year-to-Date	57.3%	4.0%
<b>December 2025</b>	<b>56.0%</b>	<b>29.3%</b>
November 2025	54.3%	1.1%
October 2025	59.6%	19.2%
September 2025	54.9%	12.5%
August 2025	53.8%	5.7%
July 2025	46.3%	-16.9%
June 2025	52.5%	-13.9%
May 2025	53.2%	-11.9%
April 2025	68.5%	14.9%
March 2025	49.2%	-21.9%
February 2025	72.1%	18.8%
January 2025	75.0%	27.6%
December 2024	43.3%	-34.2%



# Monthly Market Detail - December 2025

## Townhouses and Condos

### Ocala/Marion County Association of REALTORS®

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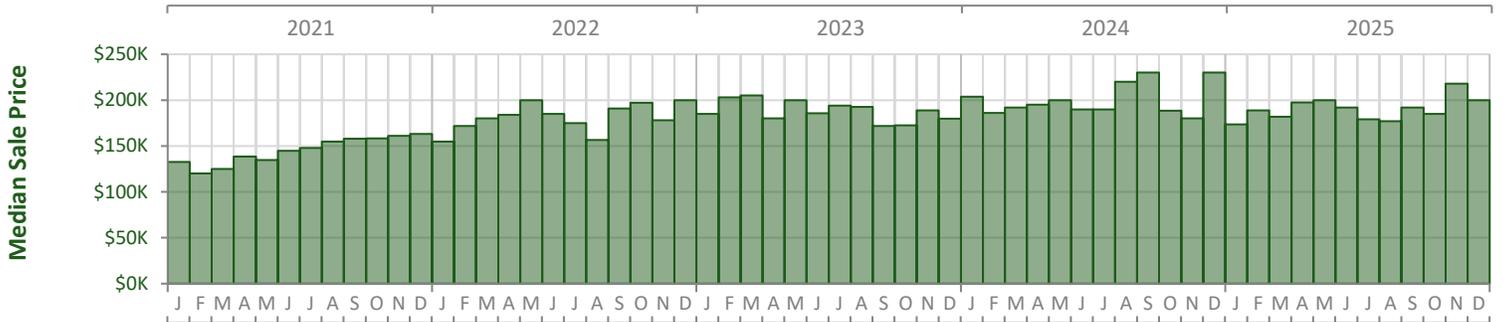


## Median Sale Price

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
Year-to-Date	\$192,000	-6.3%
<b>December 2025</b>	<b>\$200,000</b>	<b>-13.0%</b>
November 2025	\$218,000	21.1%
October 2025	\$185,000	-1.9%
September 2025	\$192,000	-16.5%
August 2025	\$177,000	-19.5%
July 2025	\$179,000	-5.8%
June 2025	\$192,000	1.1%
May 2025	\$200,000	0.1%
April 2025	\$197,500	1.3%
March 2025	\$182,000	-5.2%
February 2025	\$189,000	1.6%
January 2025	\$173,450	-14.9%
December 2024	\$229,990	28.0%

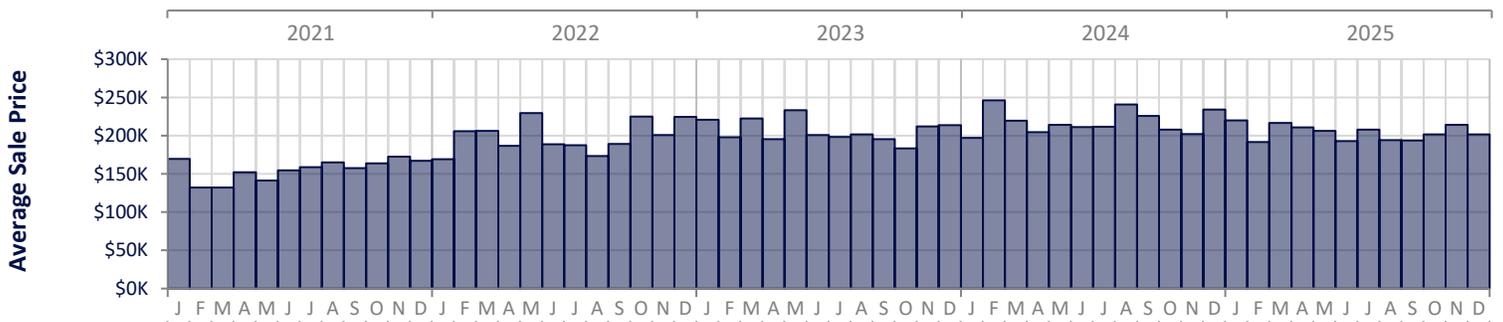


## Average Sale Price

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
Year-to-Date	\$203,685	-6.5%
<b>December 2025</b>	<b>\$201,427</b>	<b>-13.9%</b>
November 2025	\$213,924	5.8%
October 2025	\$201,642	-2.9%
September 2025	\$193,741	-14.2%
August 2025	\$193,989	-19.4%
July 2025	\$207,716	-1.9%
June 2025	\$193,077	-8.6%
May 2025	\$206,324	-3.7%
April 2025	\$210,682	3.1%
March 2025	\$216,776	-1.2%
February 2025	\$191,530	-22.1%
January 2025	\$219,743	11.6%
December 2024	\$234,044	9.6%



# Monthly Market Detail - December 2025

## Townhouses and Condos

### Ocala/Marion County Association of REALTORS®

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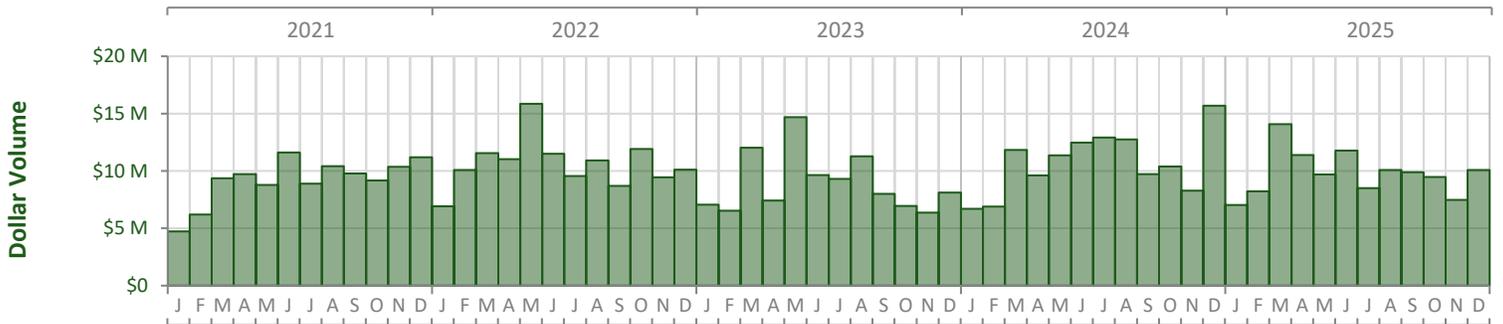


## Dollar Volume

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
Year-to-Date	\$117.7 Million	-8.4%
<b>December 2025</b>	<b>\$10.1 Million</b>	<b>-35.8%</b>
November 2025	\$7.5 Million	-9.7%
October 2025	\$9.5 Million	-8.7%
September 2025	\$9.9 Million	1.7%
August 2025	\$10.1 Million	-20.9%
July 2025	\$8.5 Million	-34.1%
June 2025	\$11.8 Million	-5.5%
May 2025	\$9.7 Million	-14.6%
April 2025	\$11.4 Million	18.5%
March 2025	\$14.1 Million	19.0%
February 2025	\$8.2 Million	19.6%
January 2025	\$7.0 Million	5.0%
December 2024	\$15.7 Million	93.2%

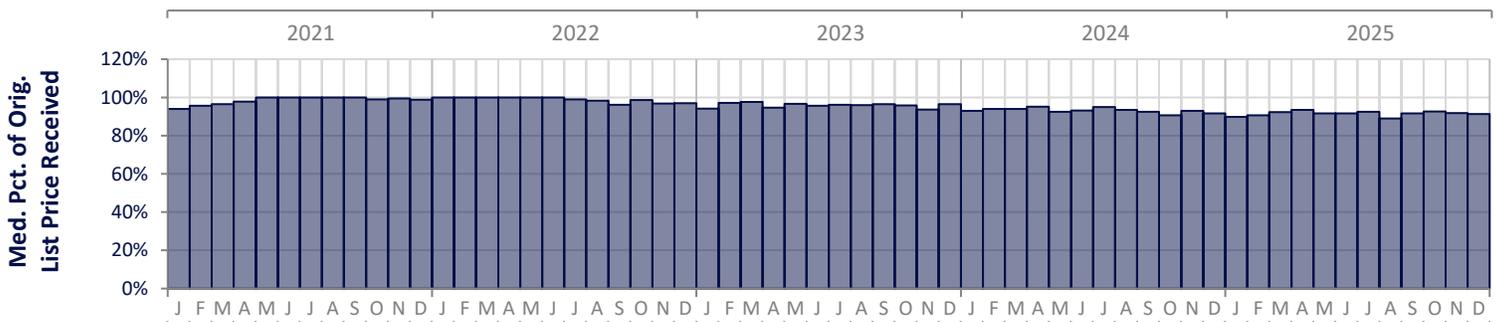


## Median Percent of Original List Price Received

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
Year-to-Date	91.6%	-1.5%
<b>December 2025</b>	<b>91.3%</b>	<b>-0.3%</b>
November 2025	91.8%	-1.3%
October 2025	92.7%	2.2%
September 2025	91.7%	-0.9%
August 2025	88.9%	-4.8%
July 2025	92.4%	-2.6%
June 2025	91.6%	-1.6%
May 2025	91.6%	-0.9%
April 2025	93.4%	-1.9%
March 2025	92.3%	-1.8%
February 2025	90.7%	-3.5%
January 2025	89.8%	-3.3%
December 2024	91.6%	-5.0%



# Monthly Market Detail - December 2025

## Townhouses and Condos

### Ocala/Marion County Association of REALTORS®

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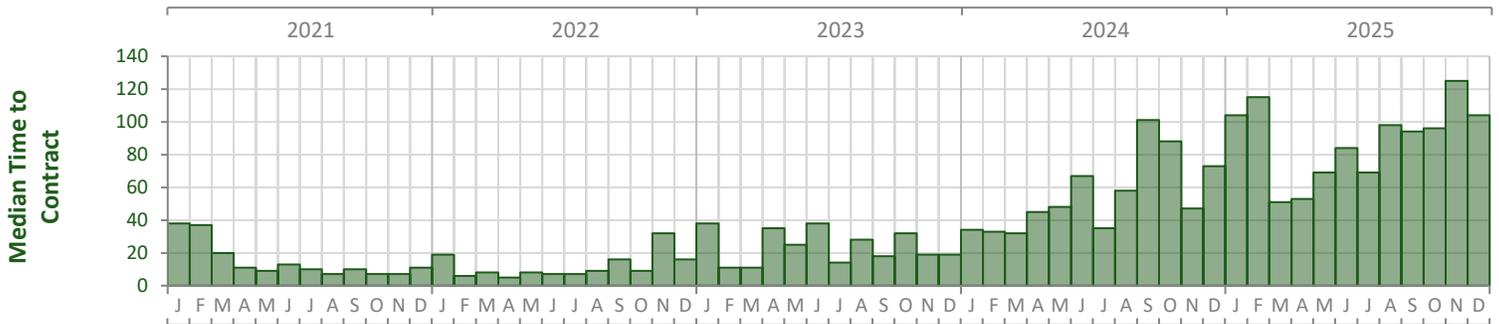


## Median Time to Contract

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
Year-to-Date	89 Days	50.8%
<b>December 2025</b>	<b>104 Days</b>	<b>42.5%</b>
November 2025	125 Days	166.0%
October 2025	96 Days	9.1%
September 2025	94 Days	-6.9%
August 2025	98 Days	69.0%
July 2025	69 Days	97.1%
June 2025	84 Days	25.4%
May 2025	69 Days	43.8%
April 2025	53 Days	17.8%
March 2025	51 Days	59.4%
February 2025	115 Days	248.5%
January 2025	104 Days	205.9%
December 2024	73 Days	284.2%



## 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
Year-to-Date	122 Days	28.4%
<b>December 2025</b>	<b>136 Days</b>	<b>20.4%</b>
November 2025	161 Days	85.1%
October 2025	131 Days	12.9%
September 2025	123 Days	-6.8%
August 2025	125 Days	27.6%
July 2025	100 Days	40.8%
June 2025	119 Days	28.0%
May 2025	111 Days	29.1%
April 2025	86 Days	16.2%
March 2025	81 Days	19.1%
February 2025	144 Days	92.0%
January 2025	144 Days	108.7%
December 2024	113 Days	117.3%



# Monthly Market Detail - December 2025

## Townhouses and Condos

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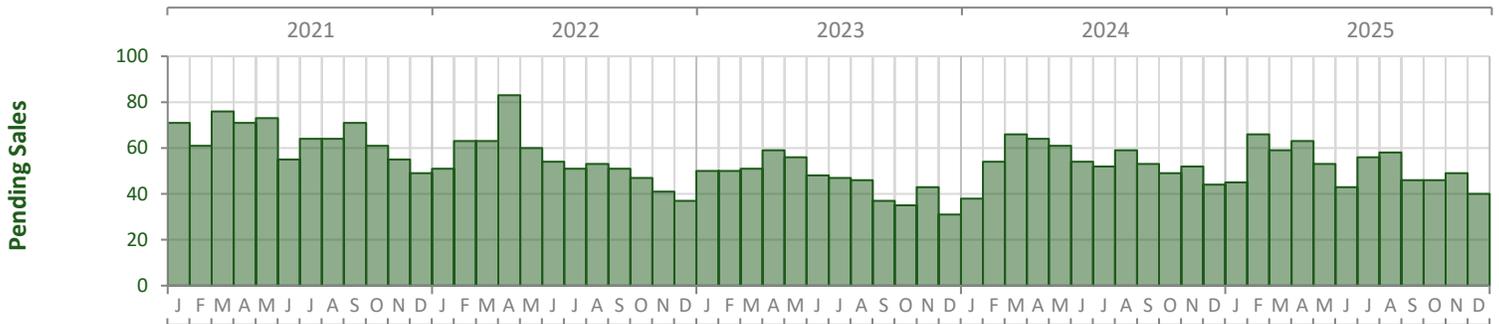


## New Pending Sales

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
Year-to-Date	624	-3.4%
<b>December 2025</b>	<b>40</b>	<b>-9.1%</b>
November 2025	49	-5.8%
October 2025	46	-6.1%
September 2025	46	-13.2%
August 2025	58	-1.7%
July 2025	56	7.7%
June 2025	43	-20.4%
May 2025	53	-13.1%
April 2025	63	-1.6%
March 2025	59	-10.6%
February 2025	66	22.2%
January 2025	45	18.4%
December 2024	44	41.9%

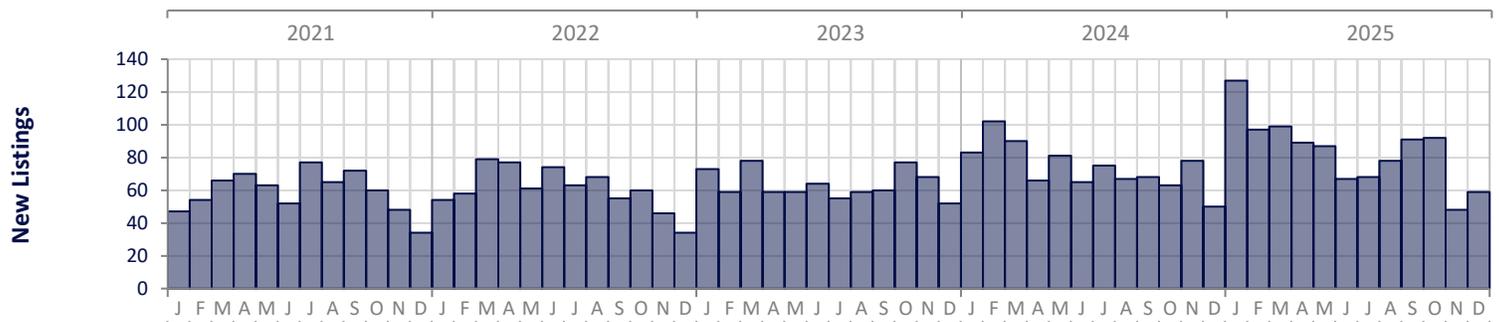


## New Listings

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
Year-to-Date	1,002	12.8%
<b>December 2025</b>	<b>59</b>	<b>18.0%</b>
November 2025	48	-38.5%
October 2025	92	46.0%
September 2025	91	33.8%
August 2025	78	16.4%
July 2025	68	-9.3%
June 2025	67	3.1%
May 2025	87	7.4%
April 2025	89	34.8%
March 2025	99	10.0%
February 2025	97	-4.9%
January 2025	127	53.0%
December 2024	50	-3.8%



# Monthly Market Detail - December 2025

## Townhouses and Condos

### Ocala/Marion County Association of REALTORS®

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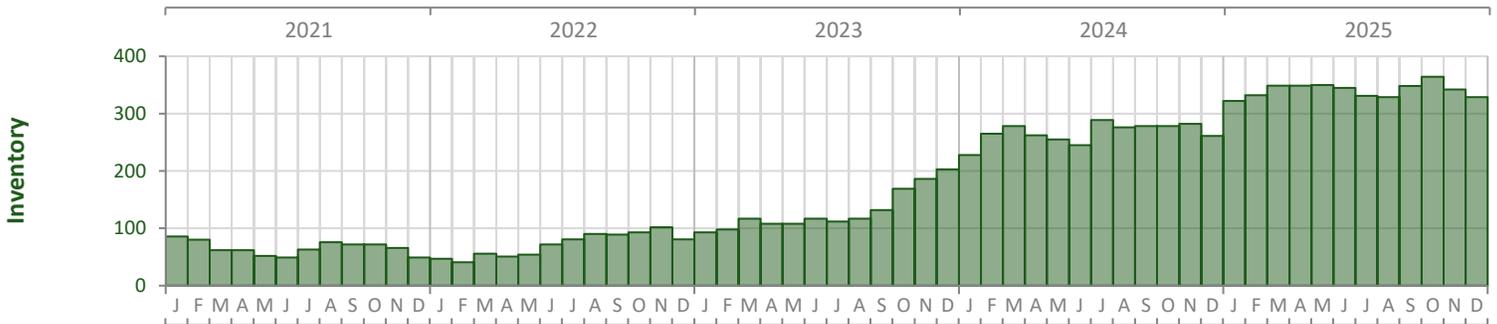


## Inventory (Active Listings)

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
YTD (Monthly Avg)	341	27.9%
<b>December 2025</b>	<b>329</b>	<b>26.1%</b>
November 2025	342	21.3%
October 2025	364	30.9%
September 2025	348	25.2%
August 2025	329	19.2%
July 2025	331	14.5%
June 2025	345	40.8%
May 2025	350	37.3%
April 2025	349	33.2%
March 2025	349	25.5%
February 2025	332	25.3%
January 2025	322	41.2%
December 2024	261	28.6%



## 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
YTD (Monthly Avg)	6.8	13.3%
<b>December 2025</b>	<b>6.8</b>	<b>28.3%</b>
November 2025	6.9	15.0%
October 2025	7.3	19.7%
September 2025	6.9	11.3%
August 2025	6.6	6.5%
July 2025	6.7	4.7%
June 2025	6.7	19.6%
May 2025	6.8	13.3%
April 2025	6.7	11.7%
March 2025	6.8	4.6%
February 2025	6.6	6.5%
January 2025	6.6	24.5%
December 2024	5.3	12.8%



# Monthly Market Detail - December 2025

## Townhouses and Condos

### Ocala/Marion County Association of REALTORS®

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## 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	0	N/A
\$50,000 - \$99,999	3	N/A
\$100,000 - \$149,999	8	-38.5%
\$150,000 - \$199,999	13	62.5%
\$200,000 - \$249,999	18	-33.3%
\$250,000 - \$299,999	4	-60.0%
\$300,000 - \$399,999	2	-66.7%
\$400,000 - \$599,999	2	100.0%
\$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	(No Sales)	N/A
\$50,000 - \$99,999	137 Days	N/A
\$100,000 - \$149,999	153 Days	155.0%
\$150,000 - \$199,999	53 Days	-23.2%
\$200,000 - \$249,999	131 Days	50.6%
\$250,000 - \$299,999	97 Days	-29.7%
\$300,000 - \$399,999	90 Days	4.7%
\$400,000 - \$599,999	70 Days	1066.7%
\$600,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	(No Sales)	N/A



# Monthly Market Detail - December 2025

## Townhouses and Condos

### Ocala/Marion County Association of REALTORS®

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## 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	0	N/A
\$50,000 - \$99,999	1	0.0%
\$100,000 - \$149,999	13	8.3%
\$150,000 - \$199,999	18	50.0%
\$200,000 - \$249,999	19	137.5%
\$250,000 - \$299,999	6	-45.5%
\$300,000 - \$399,999	1	-75.0%
\$400,000 - \$599,999	0	-100.0%
\$600,000 - \$999,999	1	N/A
\$1,000,000 or more	0	N/A

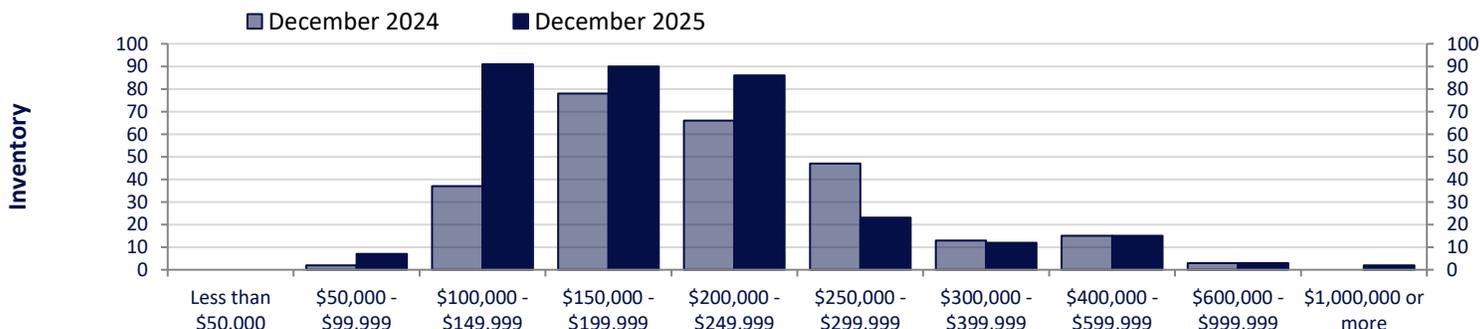


## Inventory by Current Listing Price

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	N/A
\$50,000 - \$99,999	7	250.0%
\$100,000 - \$149,999	91	145.9%
\$150,000 - \$199,999	90	15.4%
\$200,000 - \$249,999	86	30.3%
\$250,000 - \$299,999	23	-51.1%
\$300,000 - \$399,999	12	-7.7%
\$400,000 - \$599,999	15	0.0%
\$600,000 - \$999,999	3	0.0%
\$1,000,000 or more	2	N/A

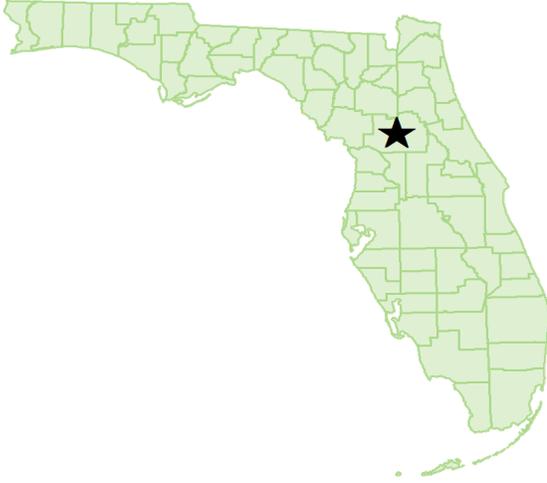


# Monthly Distressed Market - December 2025

## Townhouses and Condos

### Ocala/Marion County Association of REALTORS®

This report describes member activity for the association and is not confined to any specific geographic area.



		December 2025	December 2024	Percent Change Year-over-Year
Traditional	Closed Sales	50	67	-25.4%
	Median Sale Price	\$200,000	\$229,990	-13.0%
Foreclosure/REO	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

