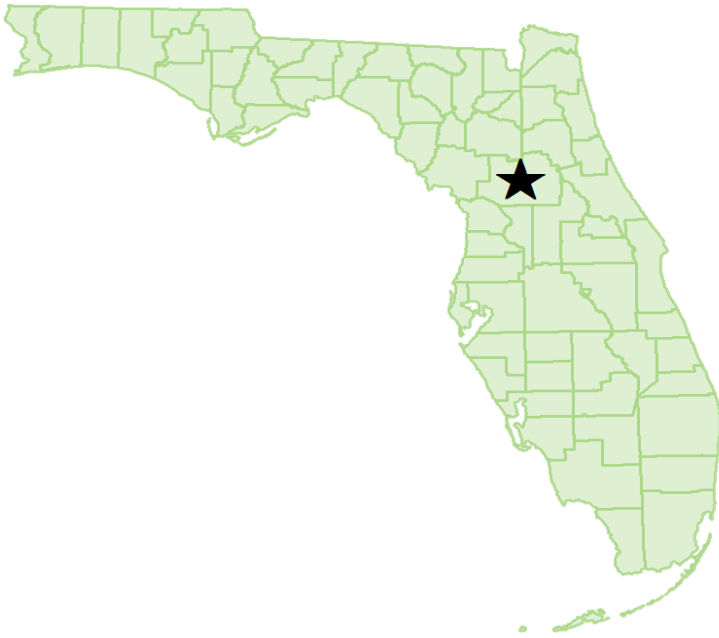


Monthly Market Detail - January 2021

Manufactured Homes

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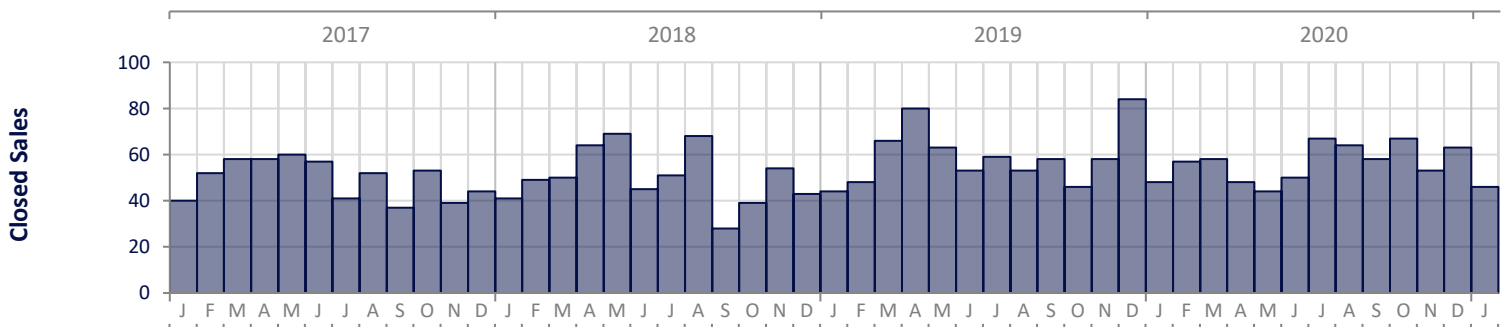
Summary Statistics	January 2021	January 2020	Percent Change Year-over-Year
Closed Sales	46	48	-4.2%
Paid in Cash	31	30	3.3%
Median Sale Price	\$96,000	\$75,000	28.0%
Average Sale Price	\$122,976	\$81,954	50.1%
Dollar Volume	\$5.7 Million	\$3.9 Million	43.8%
Median Percent of Original List Price Received	93.0%	91.1%	2.1%
Median Time to Contract	23 Days	49 Days	-53.1%
Median Time to Sale	76 Days	98 Days	-22.4%
New Pending Sales	72	78	-7.7%
New Listings	58	79	-26.6%
Pending Inventory	93	90	3.3%
Inventory (Active Listings)	124	185	-33.0%
Months Supply of Inventory	2.2	3.1	-29.0%

Closed Sales

The number of sales transactions which closed during the month

Economists' note: Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Month	Closed Sales	Percent Change Year-over-Year
Year-to-Date	46	-4.2%
January 2021	46	-4.2%
December 2020	63	-25.0%
November 2020	53	-8.6%
October 2020	67	45.7%
September 2020	58	0.0%
August 2020	64	20.8%
July 2020	67	13.6%
June 2020	50	-5.7%
May 2020	44	-30.2%
April 2020	48	-40.0%
March 2020	58	-12.1%
February 2020	57	18.8%
January 2020	48	9.1%



Monthly Market Detail - January 2021

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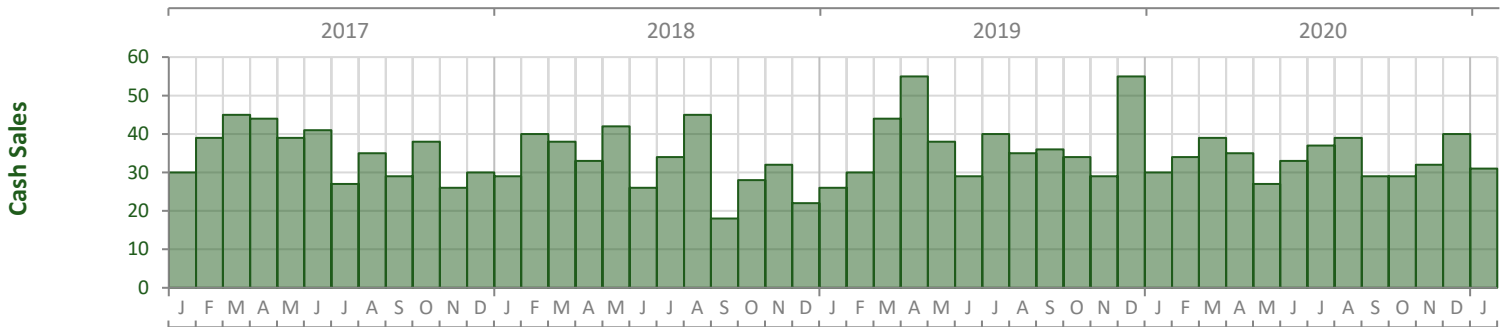


Cash Sales

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	31	3.3%
January 2021	31	3.3%
December 2020	40	-27.3%
November 2020	32	10.3%
October 2020	29	-14.7%
September 2020	29	-19.4%
August 2020	39	11.4%
July 2020	37	-7.5%
June 2020	33	13.8%
May 2020	27	-28.9%
April 2020	35	-36.4%
March 2020	39	-11.4%
February 2020	34	13.3%
January 2020	30	15.4%

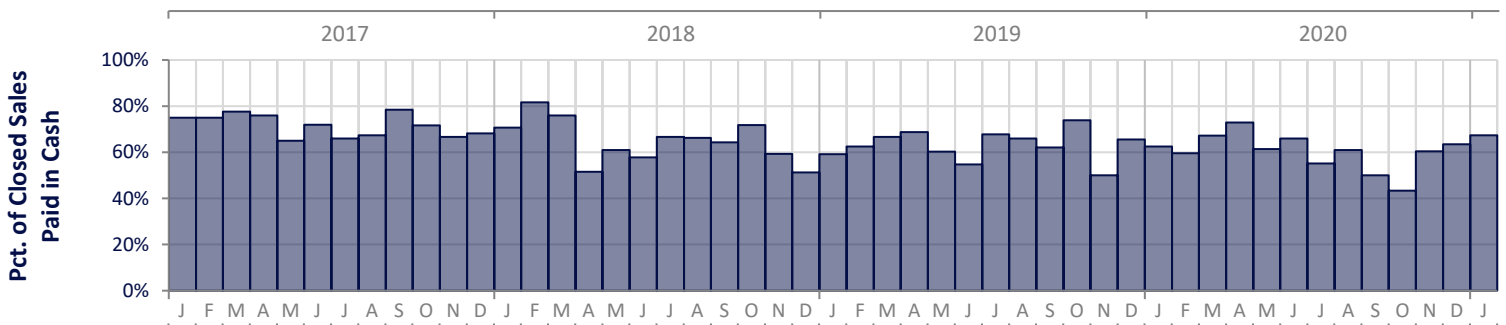


Cash Sales as a Percentage of Closed Sales

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	67.4%	7.8%
January 2021	67.4%	7.8%
December 2020	63.5%	-3.1%
November 2020	60.4%	20.8%
October 2020	43.3%	-41.4%
September 2020	50.0%	-19.5%
August 2020	60.9%	-7.7%
July 2020	55.2%	-18.6%
June 2020	66.0%	20.7%
May 2020	61.4%	1.8%
April 2020	72.9%	6.0%
March 2020	67.2%	0.7%
February 2020	59.6%	-4.6%
January 2020	62.5%	5.8%



Monthly Market Detail - January 2021

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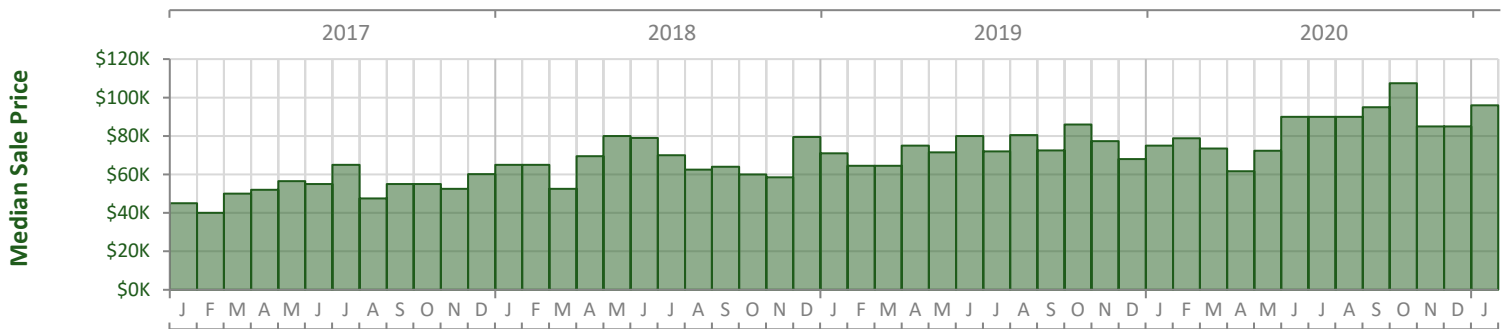


Median Sale Price

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	\$96,000	28.0%
January 2021	\$96,000	28.0%
December 2020	\$85,000	25.0%
November 2020	\$85,000	10.0%
October 2020	\$107,500	25.0%
September 2020	\$94,950	31.0%
August 2020	\$89,950	11.7%
July 2020	\$90,000	25.0%
June 2020	\$90,000	12.5%
May 2020	\$72,250	1.0%
April 2020	\$61,650	-17.8%
March 2020	\$73,500	14.0%
February 2020	\$78,750	22.1%
January 2020	\$75,000	5.6%

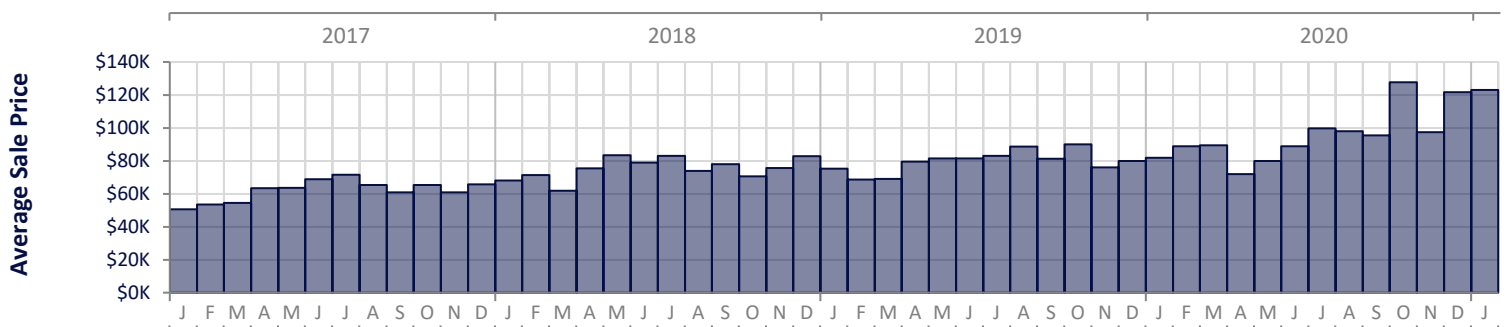


Average Sale Price

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	\$122,976	50.1%
January 2021	\$122,976	50.1%
December 2020	\$121,668	52.2%
November 2020	\$97,474	28.3%
October 2020	\$127,734	41.9%
September 2020	\$95,514	17.6%
August 2020	\$97,989	10.5%
July 2020	\$99,785	20.1%
June 2020	\$88,787	9.0%
May 2020	\$79,915	-2.0%
April 2020	\$72,005	-9.4%
March 2020	\$89,414	29.4%
February 2020	\$88,760	29.3%
January 2020	\$81,954	9.0%



Monthly Market Detail - January 2021

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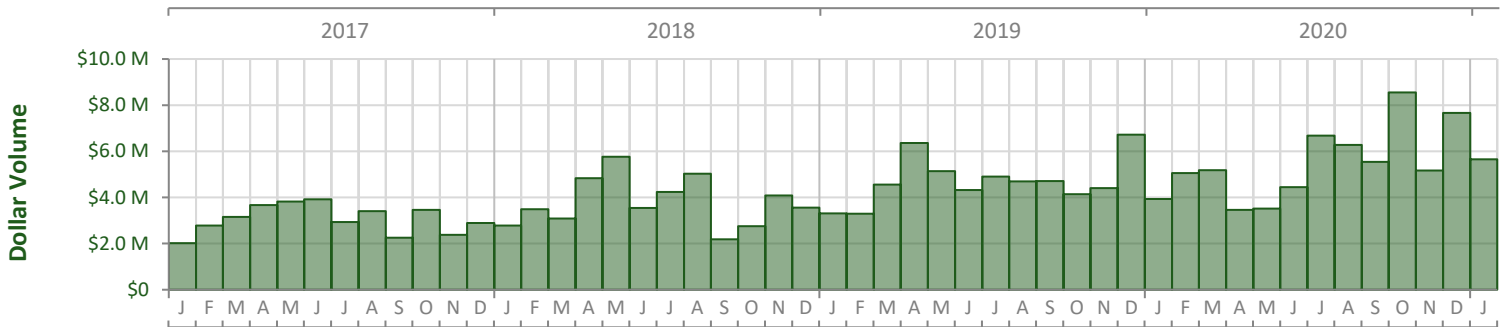


Dollar Volume

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	\$5.7 Million	43.8%
January 2021	\$5.7 Million	43.8%
December 2020	\$7.7 Million	14.2%
November 2020	\$5.2 Million	17.2%
October 2020	\$8.6 Million	106.7%
September 2020	\$5.5 Million	17.6%
August 2020	\$6.3 Million	33.4%
July 2020	\$6.7 Million	36.4%
June 2020	\$4.4 Million	2.8%
May 2020	\$3.5 Million	-31.5%
April 2020	\$3.5 Million	-45.6%
March 2020	\$5.2 Million	13.8%
February 2020	\$5.1 Million	53.5%
January 2020	\$3.9 Million	18.9%

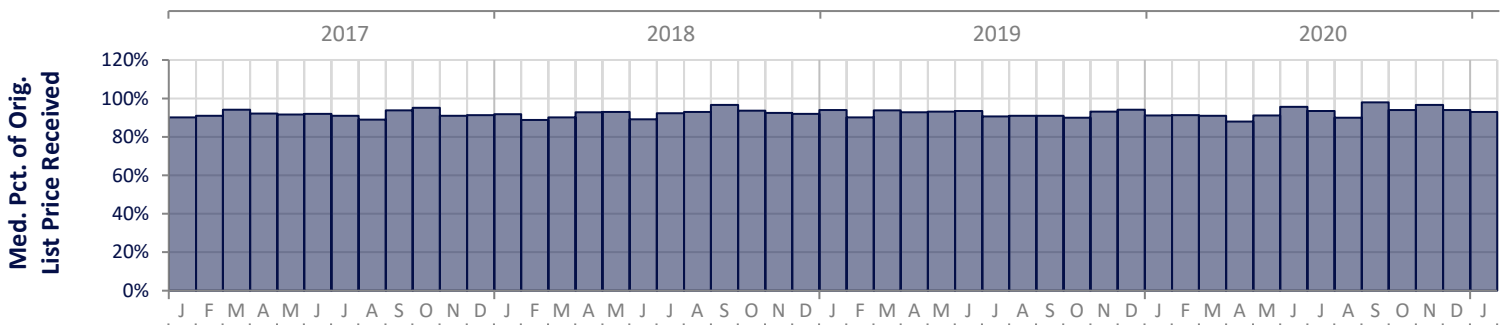


Median Percent of Original List Price Received

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	93.0%	2.1%
January 2021	93.0%	2.1%
December 2020	94.0%	-0.1%
November 2020	96.7%	3.8%
October 2020	93.9%	4.3%
September 2020	97.9%	7.7%
August 2020	89.9%	-1.2%
July 2020	93.5%	3.2%
June 2020	95.6%	2.4%
May 2020	91.1%	-2.3%
April 2020	87.9%	-5.3%
March 2020	90.9%	-3.1%
February 2020	91.3%	1.3%
January 2020	91.1%	-3.1%



Monthly Market Detail - January 2021

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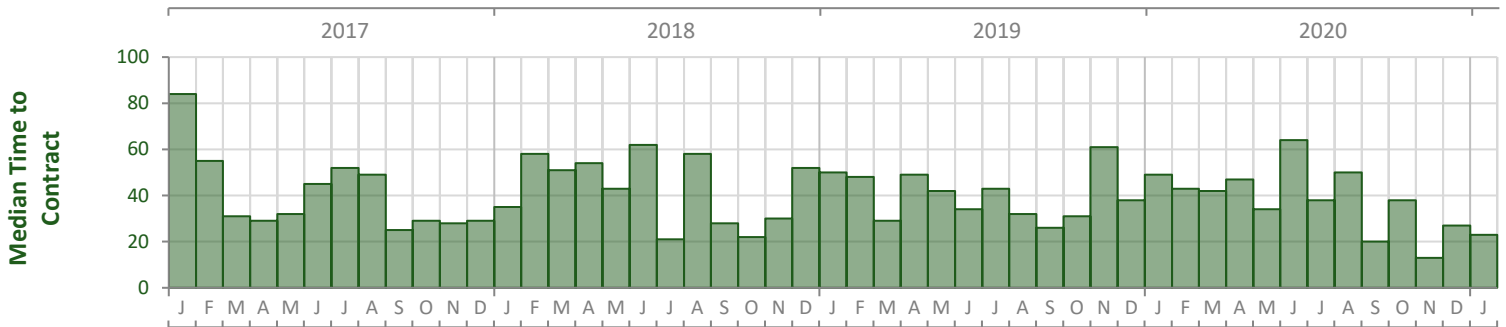


Median Time to Contract

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	23 Days	-53.1%
January 2021	23 Days	-53.1%
December 2020	27 Days	-28.9%
November 2020	13 Days	-78.7%
October 2020	38 Days	22.6%
September 2020	20 Days	-23.1%
August 2020	50 Days	56.3%
July 2020	38 Days	-11.6%
June 2020	64 Days	88.2%
May 2020	34 Days	-19.0%
April 2020	47 Days	-4.1%
March 2020	42 Days	44.8%
February 2020	43 Days	-10.4%
January 2020	49 Days	-2.0%

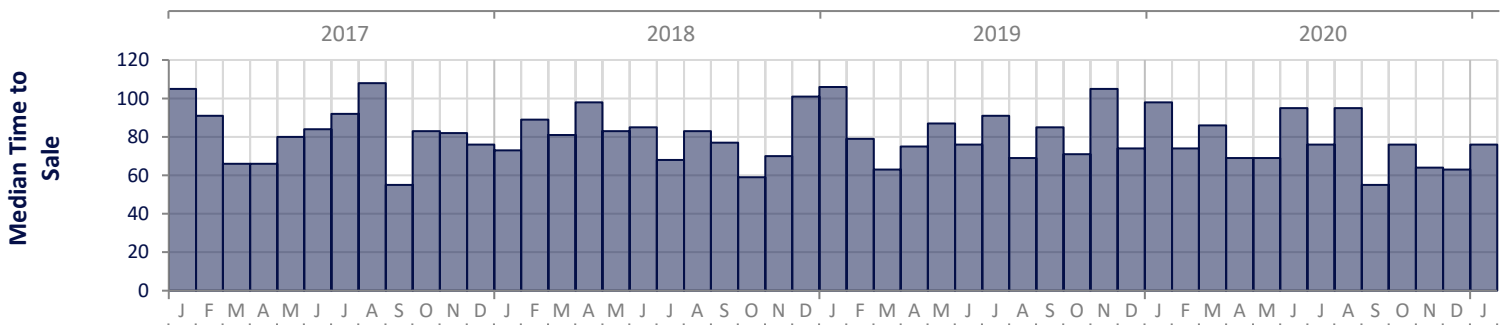


Median Time to Sale

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
Year-to-Date	76 Days	-22.4%
January 2021	76 Days	-22.4%
December 2020	63 Days	-14.9%
November 2020	64 Days	-39.0%
October 2020	76 Days	7.0%
September 2020	55 Days	-35.3%
August 2020	95 Days	37.7%
July 2020	76 Days	-16.5%
June 2020	95 Days	25.0%
May 2020	69 Days	-20.7%
April 2020	69 Days	-8.0%
March 2020	86 Days	36.5%
February 2020	74 Days	-6.3%
January 2020	98 Days	-7.5%



Monthly Market Detail - January 2021

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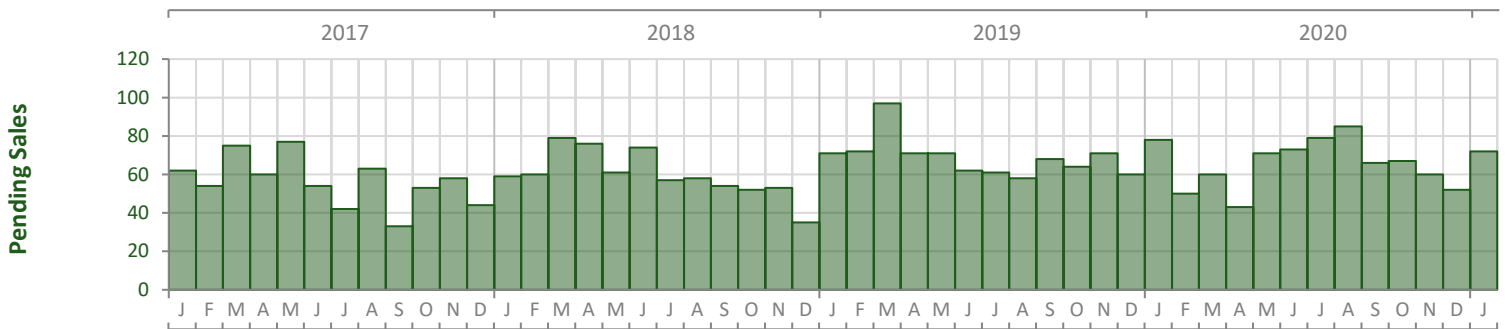


New Pending Sales

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	72	-7.7%
January 2021	72	-7.7%
December 2020	52	-13.3%
November 2020	60	-15.5%
October 2020	67	4.7%
September 2020	66	-2.9%
August 2020	85	46.6%
July 2020	79	29.5%
June 2020	73	17.7%
May 2020	71	0.0%
April 2020	43	-39.4%
March 2020	60	-38.1%
February 2020	50	-30.6%
January 2020	78	9.9%

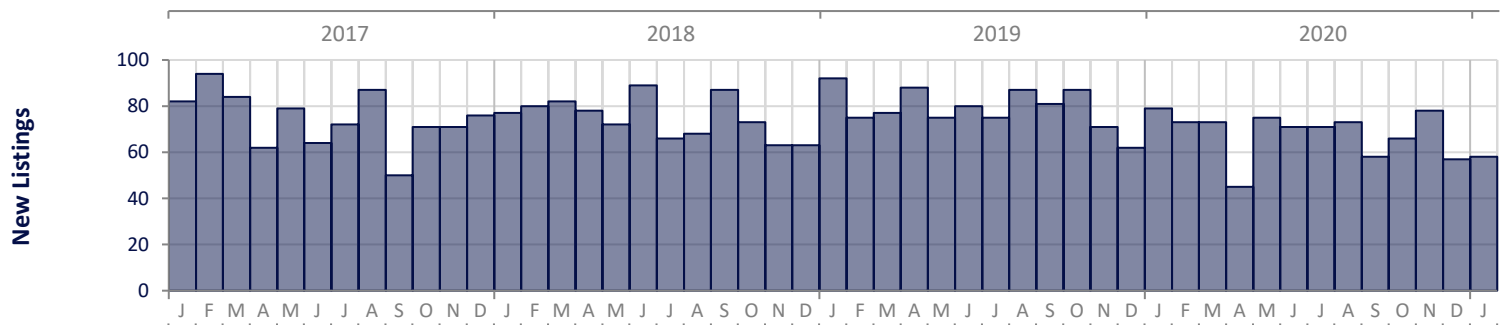


New Listings

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	58	-26.6%
January 2021	58	-26.6%
December 2020	57	-8.1%
November 2020	78	9.9%
October 2020	66	-24.1%
September 2020	58	-28.4%
August 2020	73	-16.1%
July 2020	71	-5.3%
June 2020	71	-11.3%
May 2020	75	0.0%
April 2020	45	-48.9%
March 2020	73	-5.2%
February 2020	73	-2.7%
January 2020	79	-14.1%



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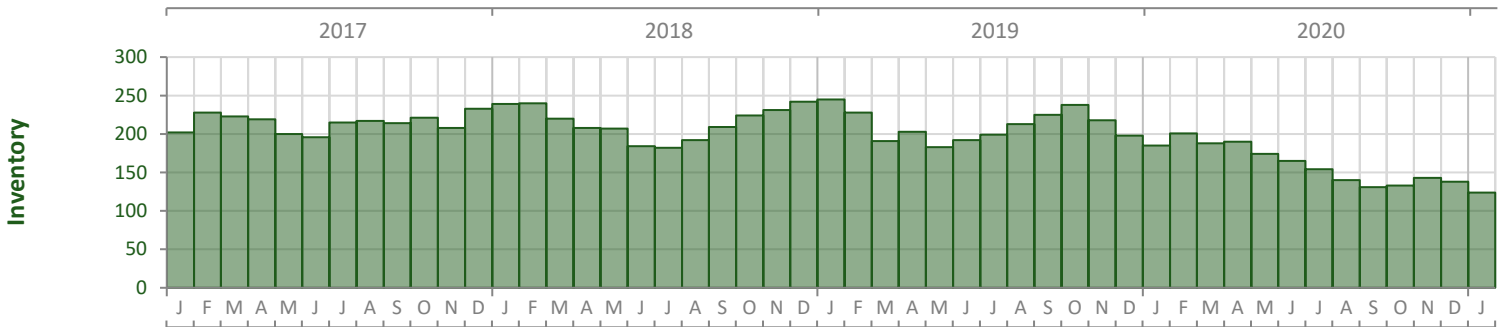


Inventory (Active Listings)

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)	124	-33.0%
January 2021	124	-33.0%
December 2020	138	-30.3%
November 2020	143	-34.4%
October 2020	133	-44.1%
September 2020	131	-41.8%
August 2020	140	-34.3%
July 2020	154	-22.6%
June 2020	165	-14.1%
May 2020	174	-4.9%
April 2020	190	-6.4%
March 2020	188	-1.6%
February 2020	201	-11.8%
January 2020	185	-24.5%

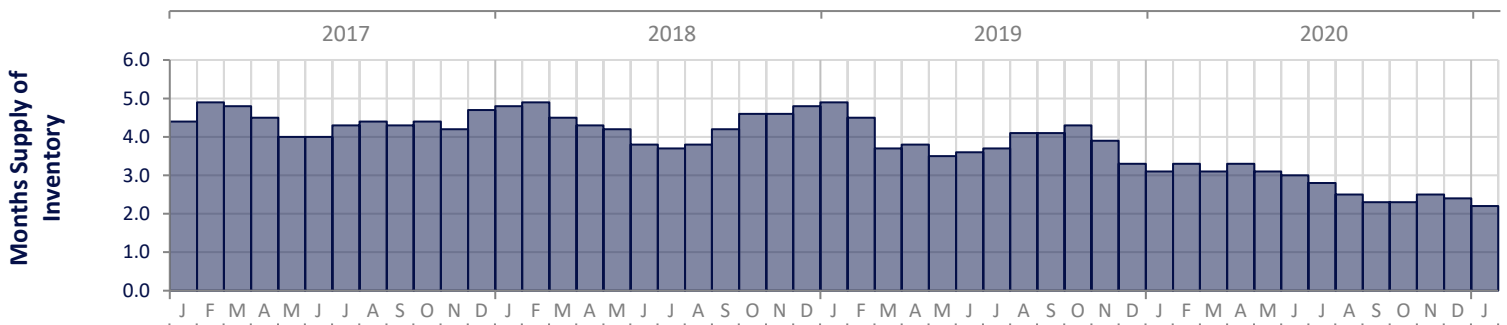


Months Supply of Inventory

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)	2.0	-35.5%
January 2021	2.2	-29.0%
December 2020	2.4	-27.3%
November 2020	2.5	-35.9%
October 2020	2.3	-46.5%
September 2020	2.3	-43.9%
August 2020	2.5	-39.0%
July 2020	2.8	-24.3%
June 2020	3.0	-16.7%
May 2020	3.1	-11.4%
April 2020	3.3	-13.2%
March 2020	3.1	-16.2%
February 2020	3.3	-26.7%
January 2020	3.1	-36.7%



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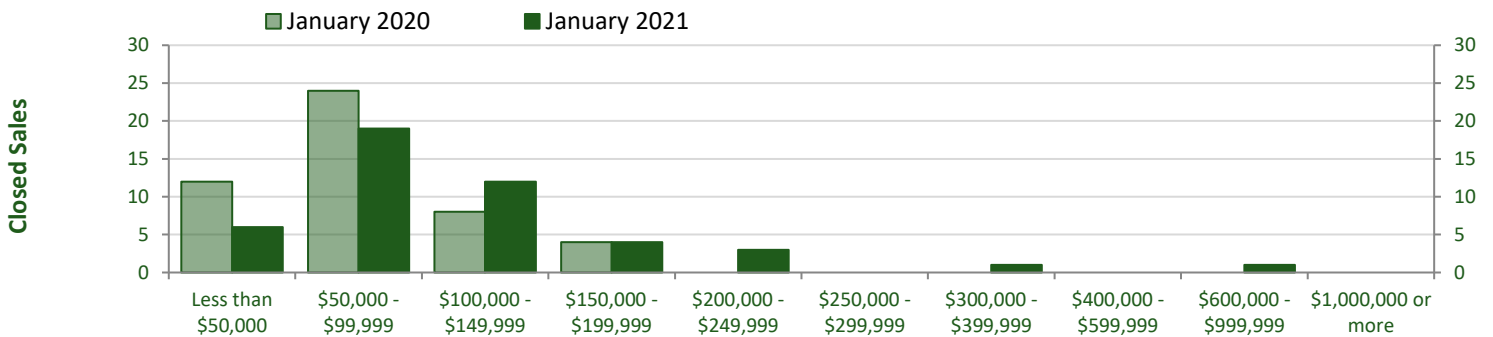


Closed Sales by Sale Price

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	-50.0%
\$50,000 - \$99,999	19	-20.8%
\$100,000 - \$149,999	12	50.0%
\$150,000 - \$199,999	4	0.0%
\$200,000 - \$249,999	3	N/A
\$250,000 - \$299,999	0	N/A
\$300,000 - \$399,999	1	N/A
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	1	N/A
\$1,000,000 or more	0	N/A

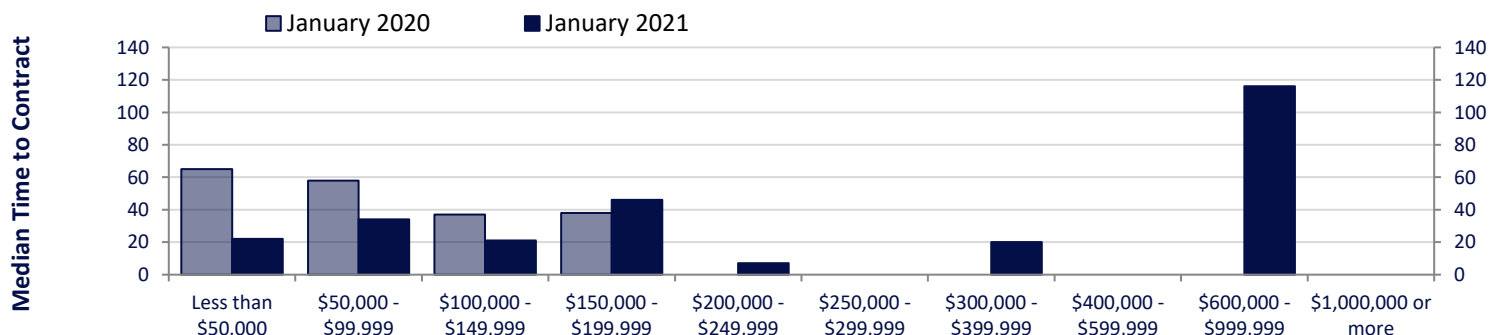


Median Time to Contract by Sale Price

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	22 Days	-66.2%
\$50,000 - \$99,999	34 Days	-41.4%
\$100,000 - \$149,999	21 Days	-43.2%
\$150,000 - \$199,999	46 Days	21.1%
\$200,000 - \$249,999	7 Days	N/A
\$250,000 - \$299,999	(No Sales)	N/A
\$300,000 - \$399,999	20 Days	N/A
\$400,000 - \$599,999	(No Sales)	N/A
\$600,000 - \$999,999	116 Days	N/A
\$1,000,000 or more	(No Sales)	N/A



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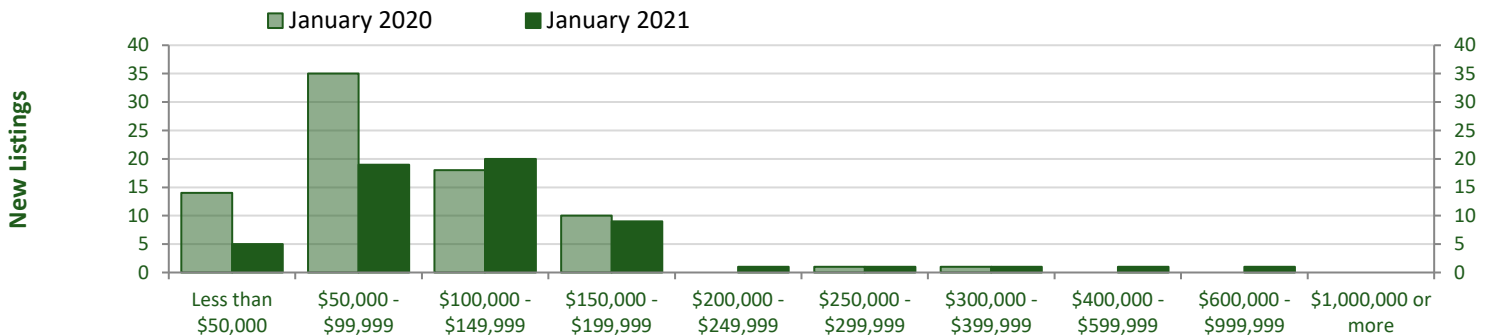


New Listings by Initial Listing Price

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	5	-64.3%
\$50,000 - \$99,999	19	-45.7%
\$100,000 - \$149,999	20	11.1%
\$150,000 - \$199,999	9	-10.0%
\$200,000 - \$249,999	1	N/A
\$250,000 - \$299,999	1	0.0%
\$300,000 - \$399,999	1	0.0%
\$400,000 - \$599,999	1	N/A
\$600,000 - \$999,999	1	N/A
\$1,000,000 or more	0	N/A

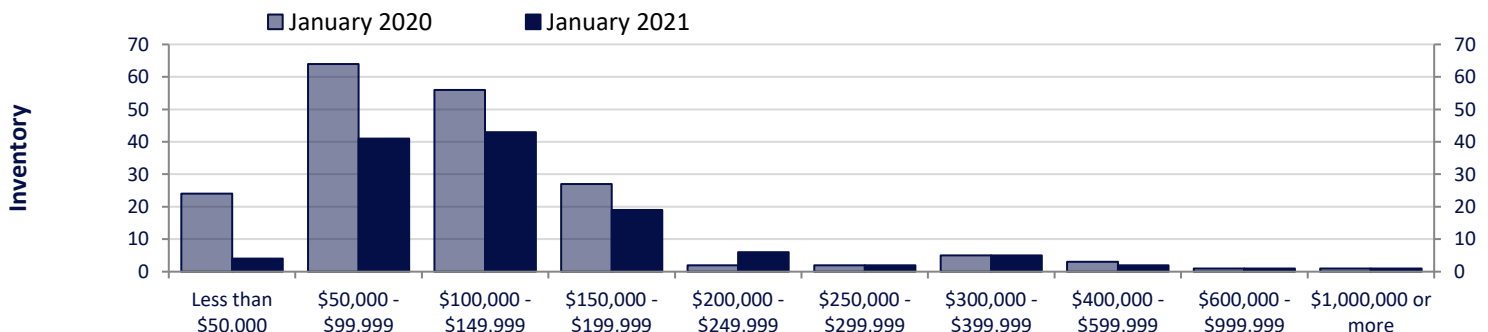


Inventory by Current Listing Price

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	4	-83.3%
\$50,000 - \$99,999	41	-35.9%
\$100,000 - \$149,999	43	-23.2%
\$150,000 - \$199,999	19	-29.6%
\$200,000 - \$249,999	6	200.0%
\$250,000 - \$299,999	2	0.0%
\$300,000 - \$399,999	5	0.0%
\$400,000 - \$599,999	2	-33.3%
\$600,000 - \$999,999	1	0.0%
\$1,000,000 or more	1	0.0%

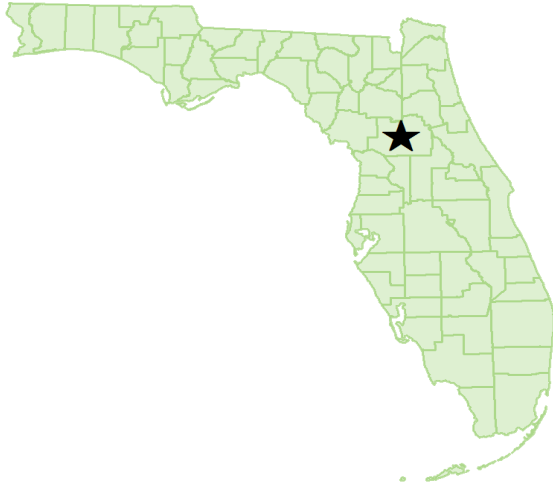


Monthly Distressed Market - January 2021

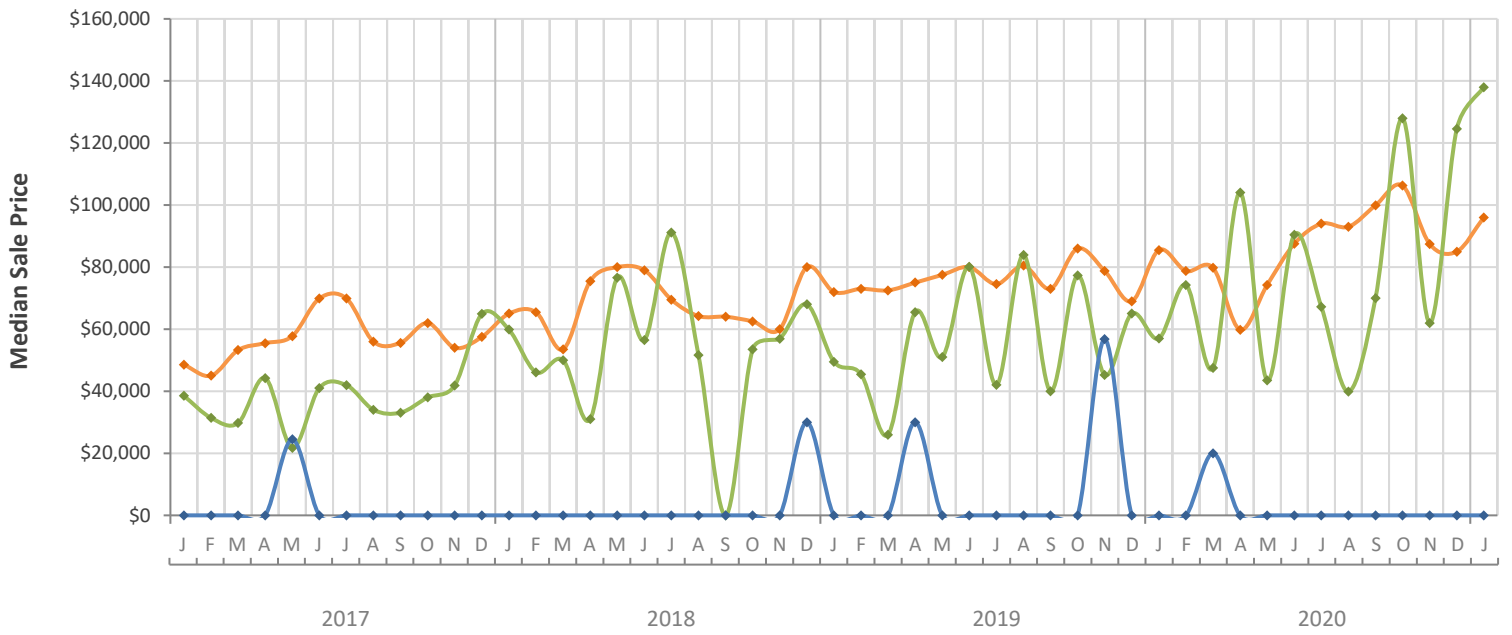
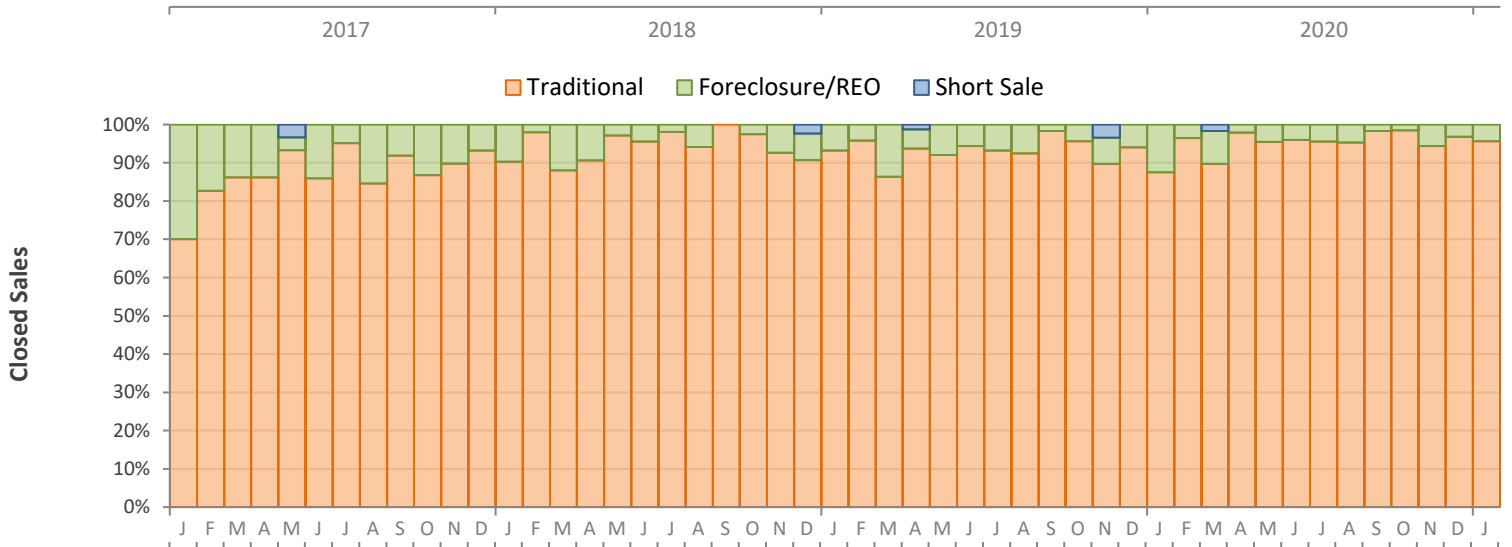
Manufactured Homes

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



		January 2021	January 2020	Percent Change Year-over-Year
Traditional	Closed Sales	44	42	4.8%
	Median Sale Price	\$96,000	\$85,500	12.3%
Foreclosure/REO	Closed Sales	2	6	-66.7%
	Median Sale Price	\$138,000	\$56,998	142.1%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

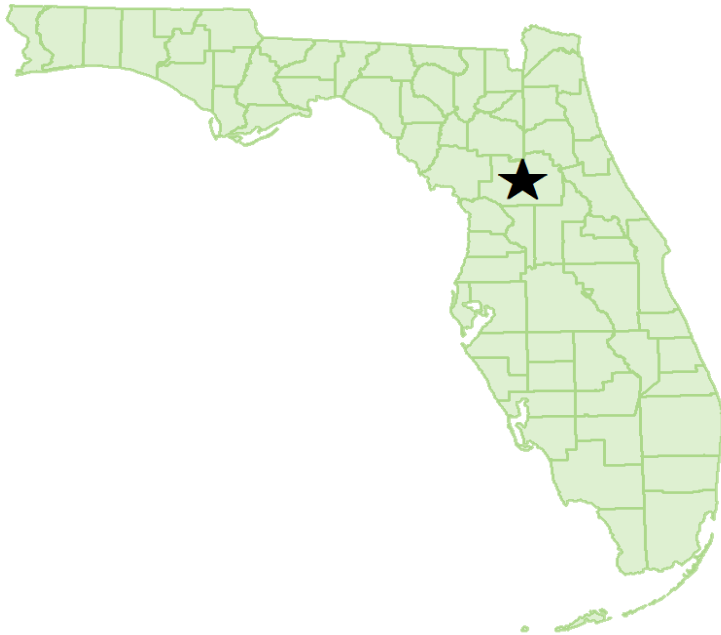


Monthly Market Detail - January 2021

Single Family Homes

Ocala/Marion County Association of REALTORS®

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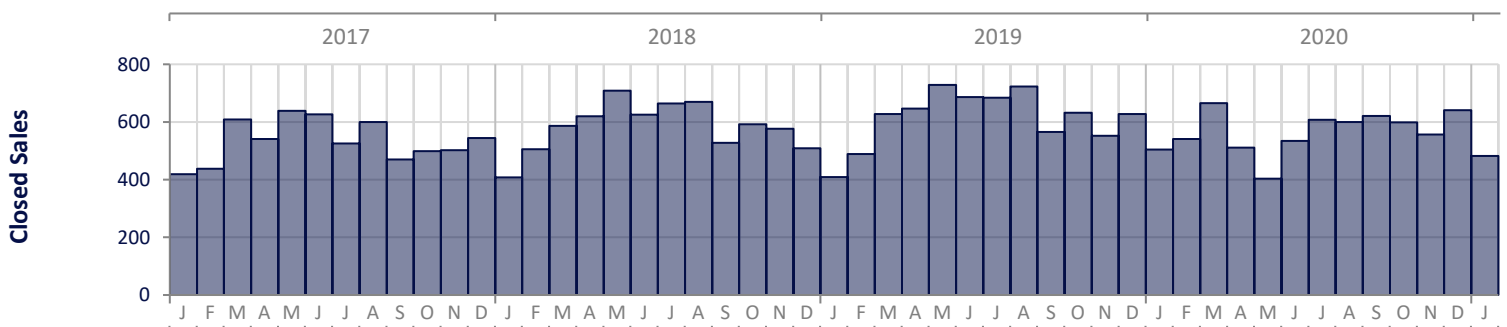
Summary Statistics	January 2021	January 2020	Percent Change Year-over-Year
Closed Sales	482	504	-4.4%
Paid in Cash	158	160	-1.3%
Median Sale Price	\$189,000	\$175,000	8.0%
Average Sale Price	\$255,044	\$207,722	22.8%
Dollar Volume	\$122.9 Million	\$104.7 Million	17.4%
Median Percent of Original List Price Received	98.3%	96.2%	2.2%
Median Time to Contract	21 Days	55 Days	-61.8%
Median Time to Sale	88 Days	102 Days	-13.7%
New Pending Sales	745	719	3.6%
New Listings	686	902	-23.9%
Pending Inventory	1,236	1,012	22.1%
Inventory (Active Listings)	1,046	2,279	-54.1%
Months Supply of Inventory	1.9	3.7	-48.6%

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	482	-4.4%
January 2021	482	-4.4%
December 2020	641	2.1%
November 2020	556	0.7%
October 2020	599	-5.2%
September 2020	621	9.9%
August 2020	600	-17.0%
July 2020	608	-11.1%
June 2020	534	-22.2%
May 2020	403	-44.6%
April 2020	511	-20.9%
March 2020	665	5.9%
February 2020	541	10.6%
January 2020	504	23.2%



Monthly Market Detail - January 2021

Single Family Homes

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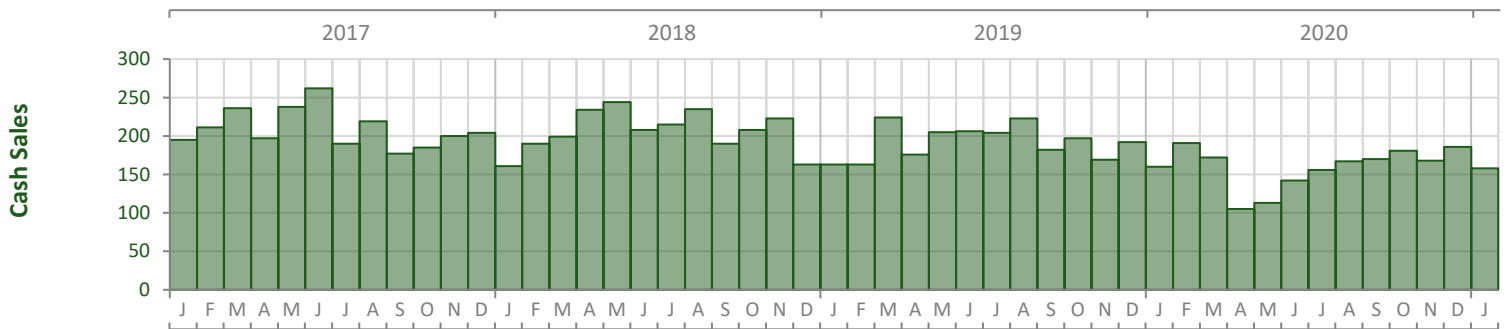


Cash Sales

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	158	-1.3%
January 2021	158	-1.3%
December 2020	186	-3.1%
November 2020	168	-0.6%
October 2020	181	-8.1%
September 2020	170	-6.6%
August 2020	167	-25.1%
July 2020	156	-23.5%
June 2020	142	-31.1%
May 2020	113	-44.9%
April 2020	105	-40.3%
March 2020	172	-23.2%
February 2020	191	17.2%
January 2020	160	-1.8%

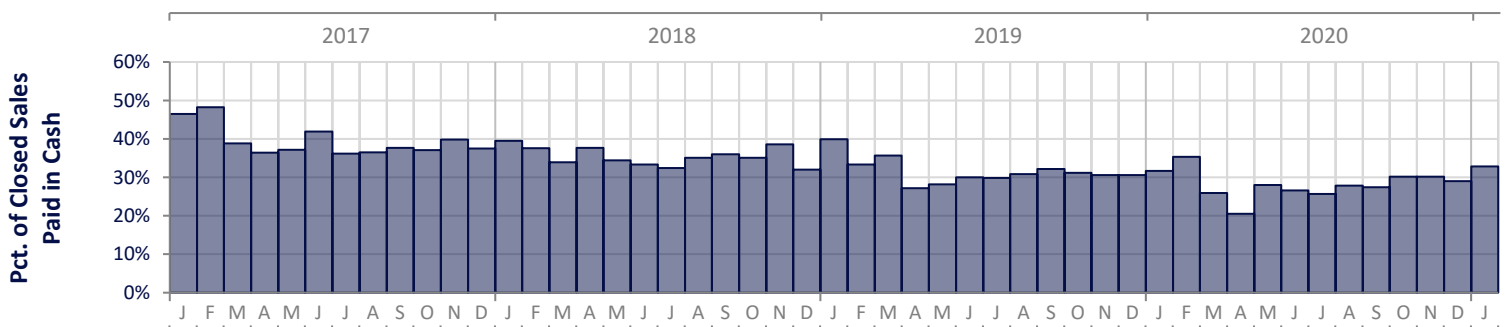


Cash Sales as a Percentage of Closed Sales

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	32.8%	3.5%
January 2021	32.8%	3.5%
December 2020	29.0%	-5.2%
November 2020	30.2%	-1.3%
October 2020	30.2%	-3.2%
September 2020	27.4%	-14.9%
August 2020	27.8%	-9.7%
July 2020	25.7%	-13.8%
June 2020	26.6%	-11.3%
May 2020	28.0%	-0.7%
April 2020	20.5%	-24.6%
March 2020	25.9%	-27.5%
February 2020	35.3%	6.0%
January 2020	31.7%	-20.6%



Monthly Market Detail - January 2021

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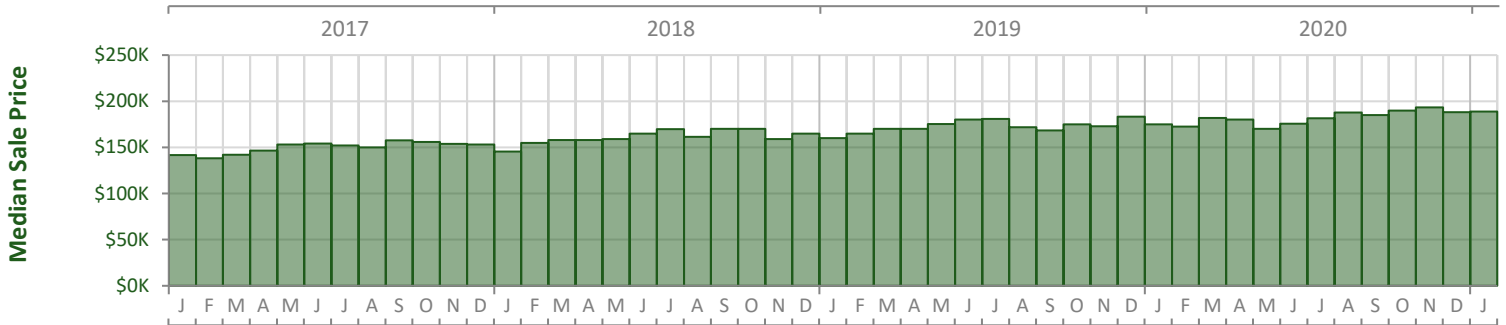


Median Sale Price

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	\$189,000	8.0%
January 2021	\$189,000	8.0%
December 2020	\$188,000	2.5%
November 2020	\$193,400	12.0%
October 2020	\$190,000	8.6%
September 2020	\$185,000	9.8%
August 2020	\$187,800	9.2%
July 2020	\$181,500	0.3%
June 2020	\$175,673	-2.4%
May 2020	\$170,000	-3.0%
April 2020	\$180,000	5.9%
March 2020	\$182,000	7.1%
February 2020	\$172,500	4.5%
January 2020	\$175,000	9.4%

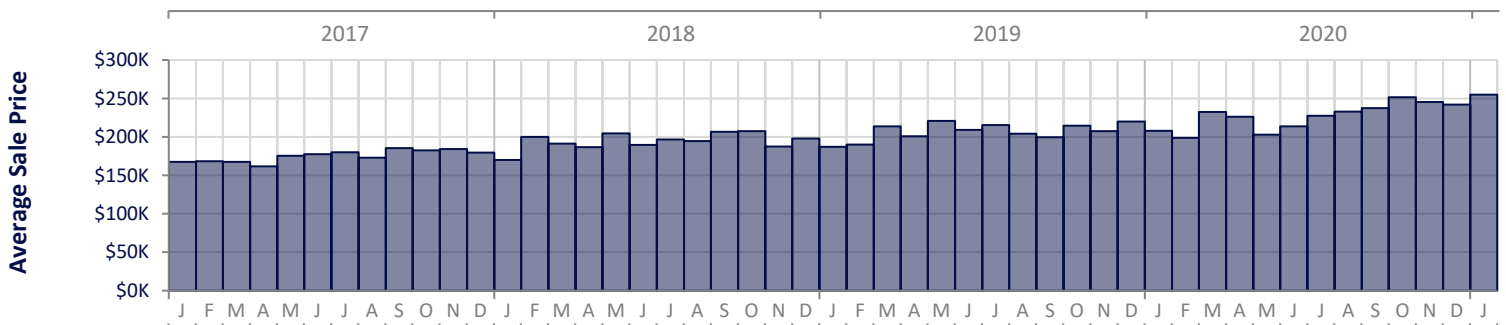


Average Sale Price

The average sale price reported for the month (i.e. total sales in dollars divided by the number of sales)

Economists' note: Usually, we prefer Median Sale Price over Average Sale Price as a summary statistic for home prices. However, Average Sale Price does have its uses—particularly when it is analyzed alongside the Median Sale Price. For one, the relative difference between the two statistics can provide some insight into the market for higher-end homes in an area.

Month	Average Sale Price	Percent Change Year-over-Year
Year-to-Date	\$255,044	22.8%
January 2021	\$255,044	22.8%
December 2020	\$241,833	10.1%
November 2020	\$245,450	18.2%
October 2020	\$251,749	17.3%
September 2020	\$237,422	19.0%
August 2020	\$232,900	14.2%
July 2020	\$227,225	5.5%
June 2020	\$213,891	2.4%
May 2020	\$202,783	-8.1%
April 2020	\$226,204	12.7%
March 2020	\$232,549	8.9%
February 2020	\$198,688	4.7%
January 2020	\$207,722	11.1%



Monthly Market Detail - January 2021

Single Family Homes

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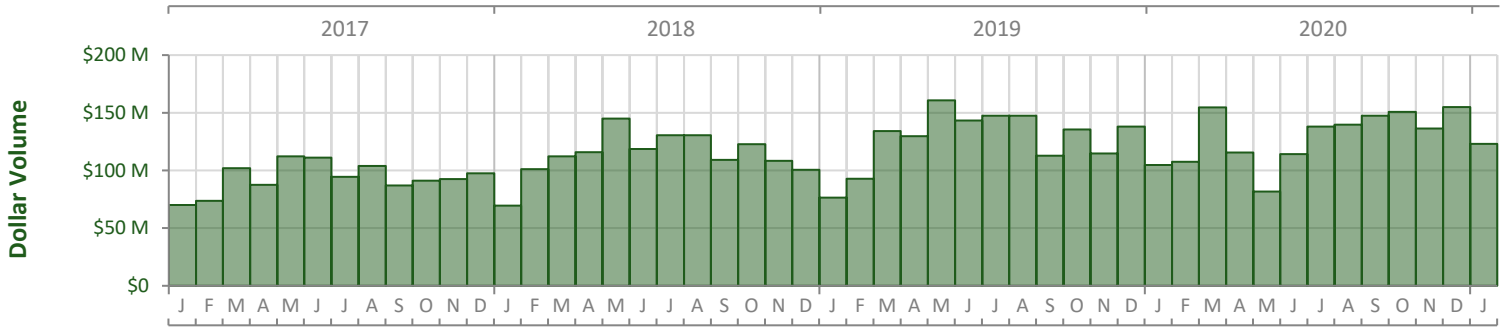


Dollar Volume

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	\$122.9 Million	17.4%
January 2021	\$122.9 Million	17.4%
December 2020	\$155.0 Million	12.3%
November 2020	\$136.5 Million	19.1%
October 2020	\$150.8 Million	11.2%
September 2020	\$147.4 Million	30.8%
August 2020	\$139.7 Million	-5.2%
July 2020	\$138.2 Million	-6.2%
June 2020	\$114.2 Million	-20.3%
May 2020	\$81.7 Million	-49.1%
April 2020	\$115.6 Million	-10.9%
March 2020	\$154.6 Million	15.3%
February 2020	\$107.5 Million	15.8%
January 2020	\$104.7 Million	37.0%

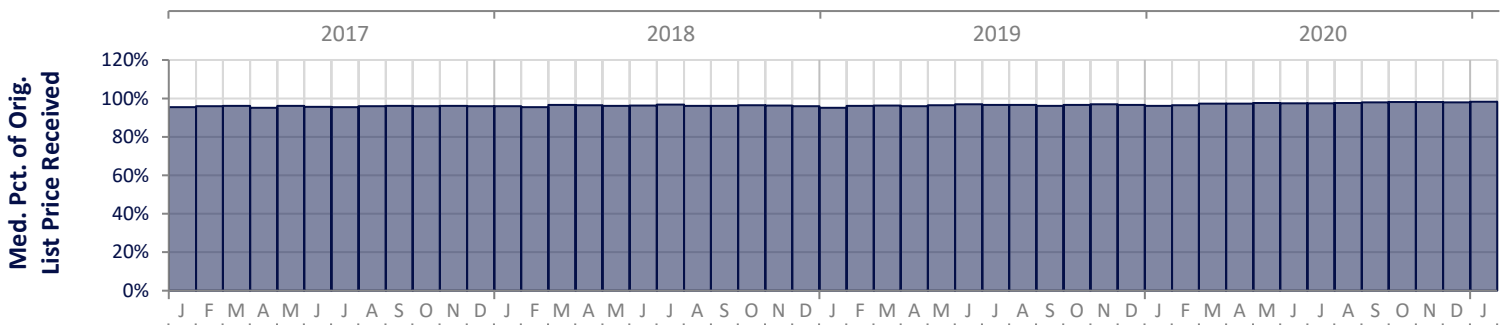


Median Percent of Original List Price Received

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	98.3%	2.2%
January 2021	98.3%	2.2%
December 2020	98.0%	1.3%
November 2020	98.1%	1.1%
October 2020	98.2%	1.7%
September 2020	98.0%	1.9%
August 2020	97.7%	1.0%
July 2020	97.4%	0.7%
June 2020	97.4%	0.4%
May 2020	97.6%	1.1%
April 2020	97.3%	1.4%
March 2020	97.3%	1.0%
February 2020	96.4%	0.2%
January 2020	96.2%	1.1%



Monthly Market Detail - January 2021

Single Family Homes

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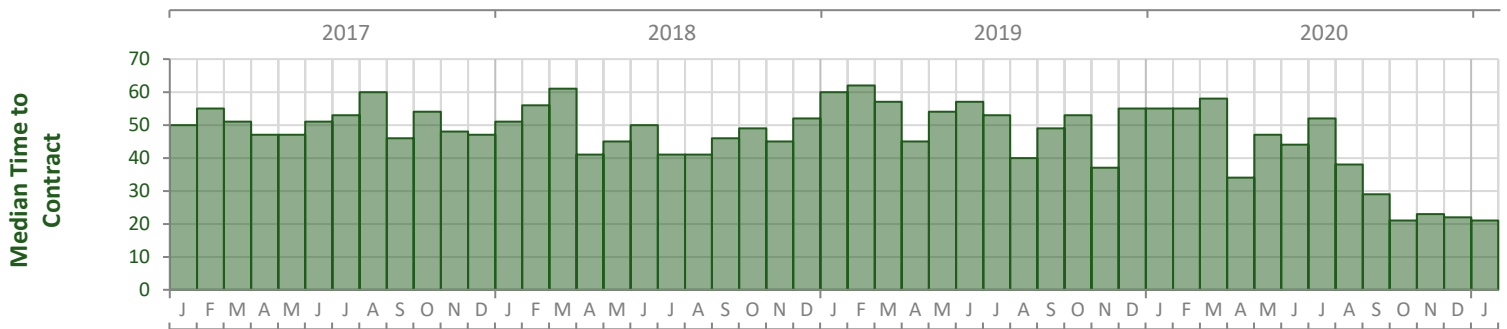


Median Time to Contract

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	21 Days	-61.8%
January 2021	21 Days	-61.8%
December 2020	22 Days	-60.0%
November 2020	23 Days	-37.8%
October 2020	21 Days	-60.4%
September 2020	29 Days	-40.8%
August 2020	38 Days	-5.0%
July 2020	52 Days	-1.9%
June 2020	44 Days	-22.8%
May 2020	47 Days	-13.0%
April 2020	34 Days	-24.4%
March 2020	58 Days	1.8%
February 2020	55 Days	-11.3%
January 2020	55 Days	-8.3%

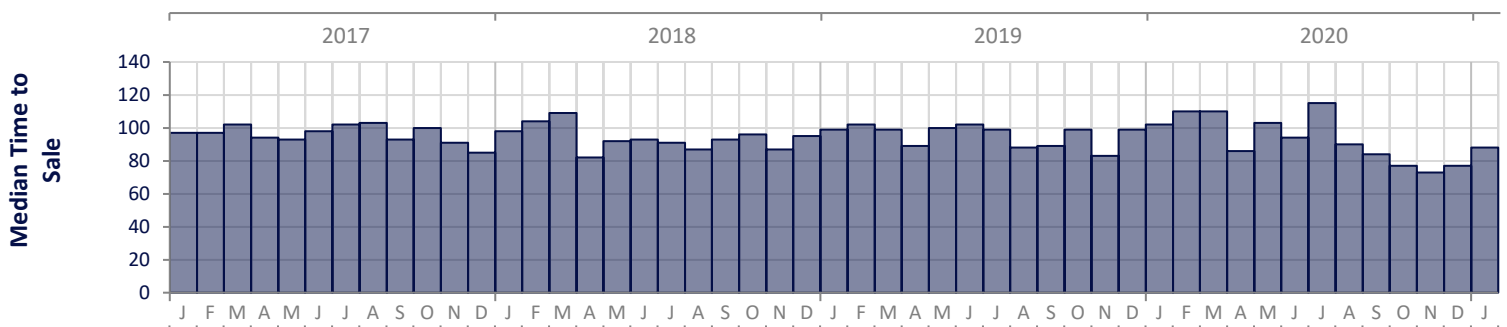


Median Time to Sale

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	88 Days	-13.7%
January 2021	88 Days	-13.7%
December 2020	77 Days	-22.2%
November 2020	73 Days	-12.0%
October 2020	77 Days	-22.2%
September 2020	84 Days	-5.6%
August 2020	90 Days	2.3%
July 2020	115 Days	16.2%
June 2020	94 Days	-7.8%
May 2020	103 Days	3.0%
April 2020	86 Days	-3.4%
March 2020	110 Days	11.1%
February 2020	110 Days	7.8%
January 2020	102 Days	3.0%



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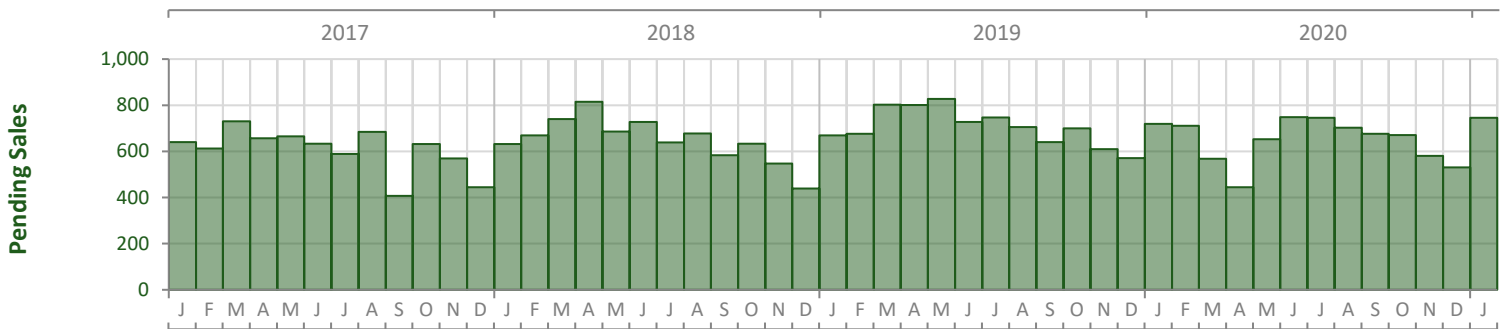


New Pending Sales

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	745	3.6%
January 2021	745	3.6%
December 2020	530	-7.2%
November 2020	581	-4.6%
October 2020	671	-4.1%
September 2020	676	5.6%
August 2020	703	-0.3%
July 2020	746	-0.1%
June 2020	749	3.0%
May 2020	653	-21.1%
April 2020	445	-44.4%
March 2020	568	-29.2%
February 2020	711	5.2%
January 2020	719	7.3%

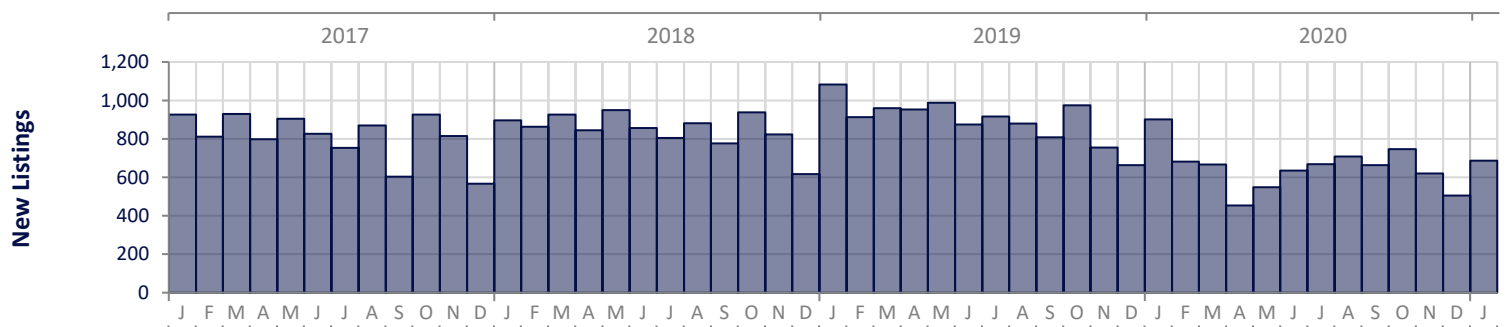


New Listings

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	686	-23.9%
January 2021	686	-23.9%
December 2020	506	-23.7%
November 2020	620	-17.9%
October 2020	747	-23.3%
September 2020	663	-17.9%
August 2020	709	-19.4%
July 2020	669	-27.0%
June 2020	635	-27.4%
May 2020	549	-44.4%
April 2020	454	-52.4%
March 2020	666	-30.6%
February 2020	682	-25.3%
January 2020	902	-16.6%



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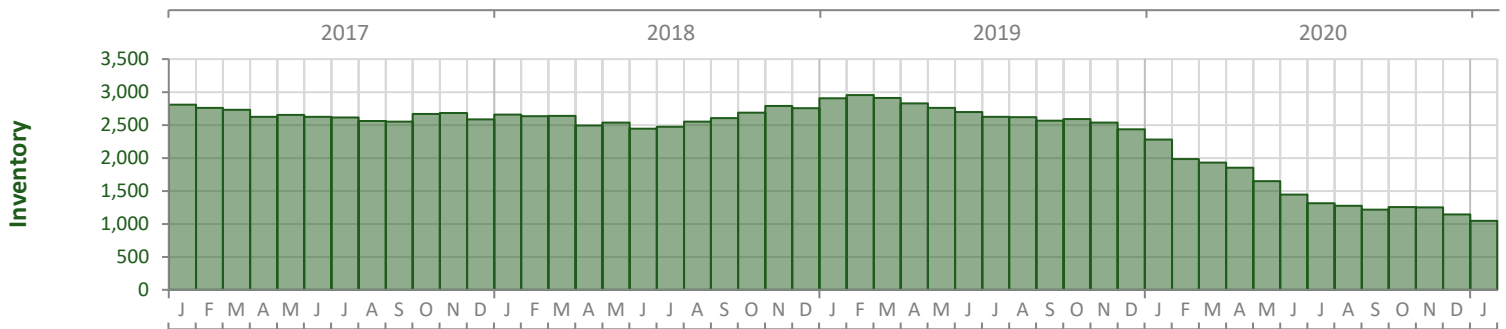


Inventory (Active Listings)

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)	1,046	-54.1%
January 2021	1,046	-54.1%
December 2020	1,142	-53.1%
November 2020	1,250	-50.7%
October 2020	1,256	-51.5%
September 2020	1,216	-52.6%
August 2020	1,276	-51.3%
July 2020	1,313	-50.0%
June 2020	1,444	-46.4%
May 2020	1,648	-40.3%
April 2020	1,853	-34.5%
March 2020	1,930	-33.7%
February 2020	1,981	-32.9%
January 2020	2,279	-21.5%

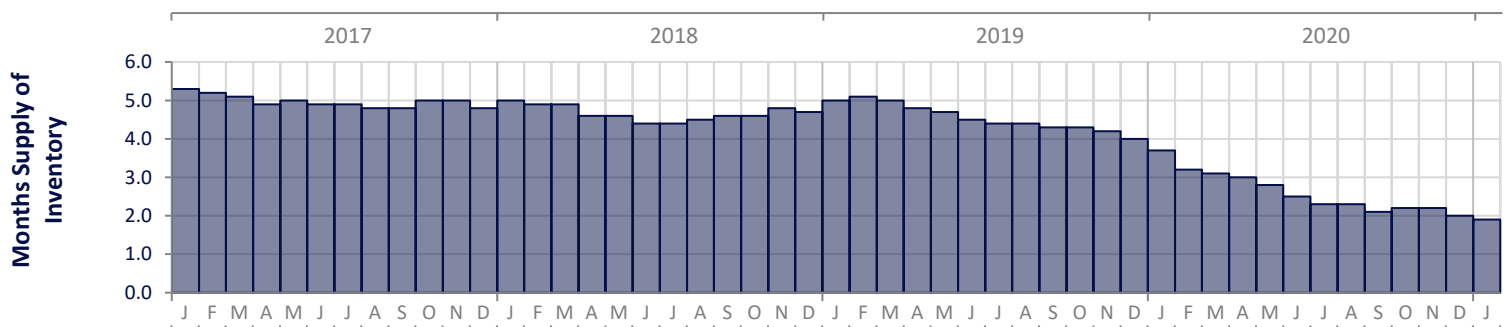


Months Supply of Inventory

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)	2.0	-45.9%
January 2021	1.9	-48.6%
December 2020	2.0	-50.0%
November 2020	2.2	-47.6%
October 2020	2.2	-48.8%
September 2020	2.1	-51.2%
August 2020	2.3	-47.7%
July 2020	2.3	-47.7%
June 2020	2.5	-44.4%
May 2020	2.8	-40.4%
April 2020	3.0	-37.5%
March 2020	3.1	-38.0%
February 2020	3.2	-37.3%
January 2020	3.7	-26.0%



Monthly Market Detail - January 2021

Single Family Homes

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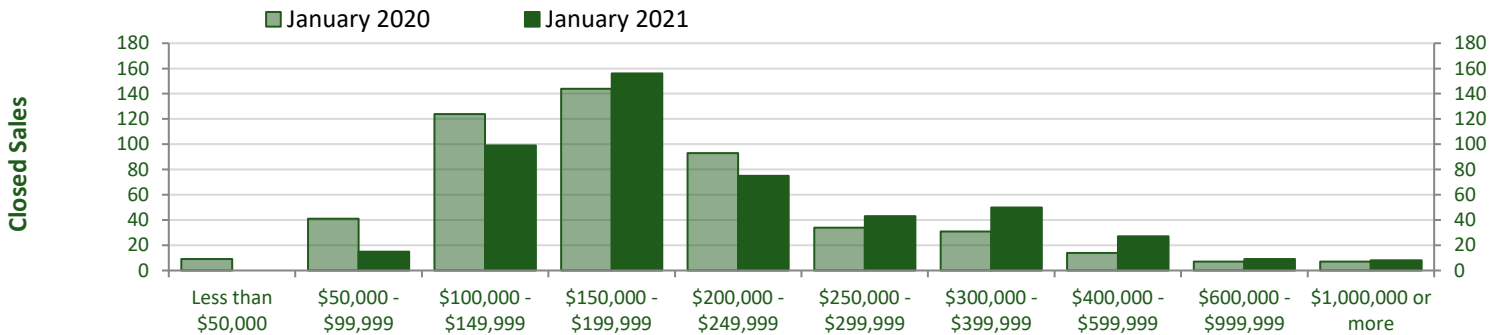
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Closed Sales by Sale Price

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	15	-63.4%
\$100,000 - \$149,999	99	-20.2%
\$150,000 - \$199,999	156	8.3%
\$200,000 - \$249,999	75	-19.4%
\$250,000 - \$299,999	43	26.5%
\$300,000 - \$399,999	50	61.3%
\$400,000 - \$599,999	27	92.9%
\$600,000 - \$999,999	9	28.6%
\$1,000,000 or more	8	14.3%

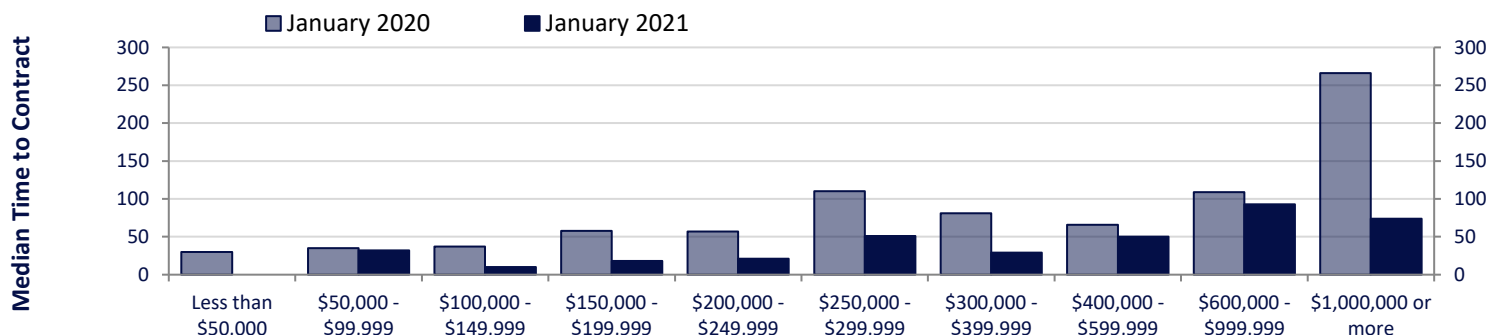


Median Time to Contract by Sale Price

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	32 Days	-8.6%
\$100,000 - \$149,999	10 Days	-73.0%
\$150,000 - \$199,999	18 Days	-69.0%
\$200,000 - \$249,999	21 Days	-63.2%
\$250,000 - \$299,999	51 Days	-53.6%
\$300,000 - \$399,999	29 Days	-64.2%
\$400,000 - \$599,999	50 Days	-24.2%
\$600,000 - \$999,999	93 Days	-14.7%
\$1,000,000 or more	74 Days	-72.2%



Monthly Market Detail - January 2021

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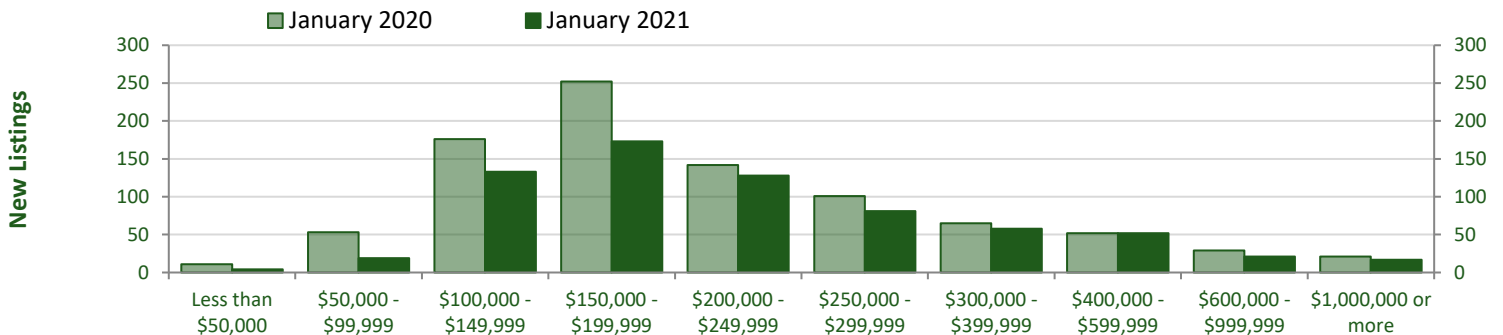
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New Listings by Initial Listing Price

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	4	-63.6%
\$50,000 - \$99,999	19	-64.2%
\$100,000 - \$149,999	133	-24.4%
\$150,000 - \$199,999	173	-31.3%
\$200,000 - \$249,999	128	-9.9%
\$250,000 - \$299,999	81	-19.8%
\$300,000 - \$399,999	58	-10.8%
\$400,000 - \$599,999	52	0.0%
\$600,000 - \$999,999	21	-27.6%
\$1,000,000 or more	17	-19.0%

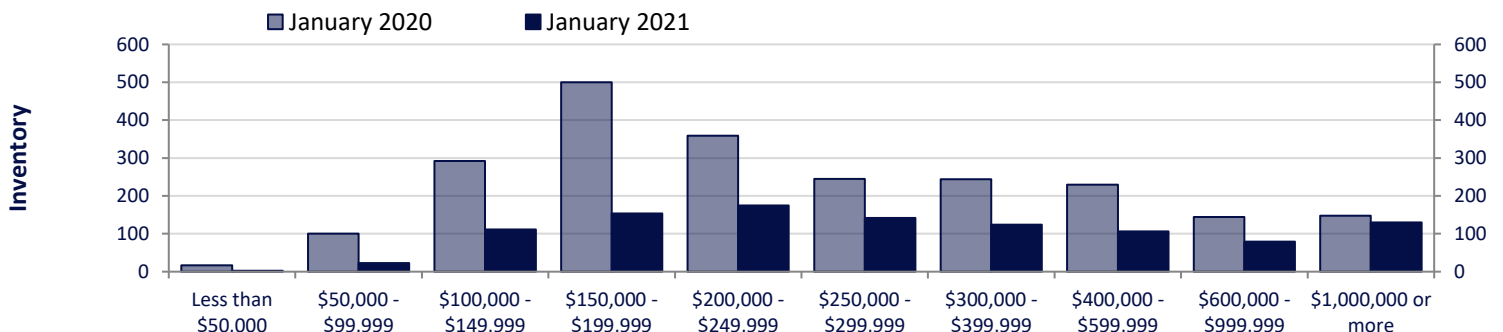


Inventory by Current Listing Price

The number of property listings active at the end of the month

Economists' note: There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	2	-88.2%
\$50,000 - \$99,999	23	-77.0%
\$100,000 - \$149,999	111	-62.0%
\$150,000 - \$199,999	154	-69.2%
\$200,000 - \$249,999	175	-51.3%
\$250,000 - \$299,999	142	-42.0%
\$300,000 - \$399,999	124	-49.2%
\$400,000 - \$599,999	106	-53.9%
\$600,000 - \$999,999	79	-45.1%
\$1,000,000 or more	130	-12.2%

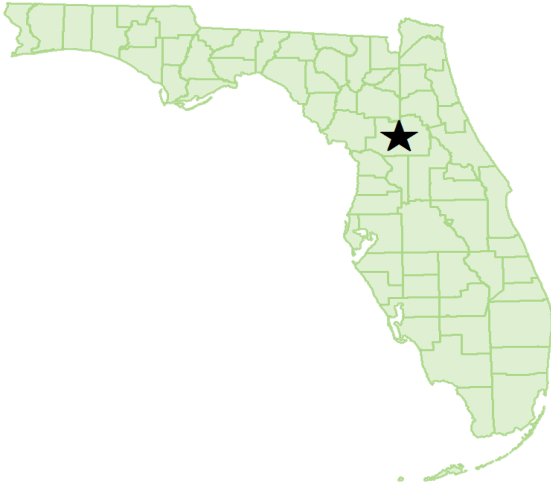


Monthly Distressed Market - January 2021

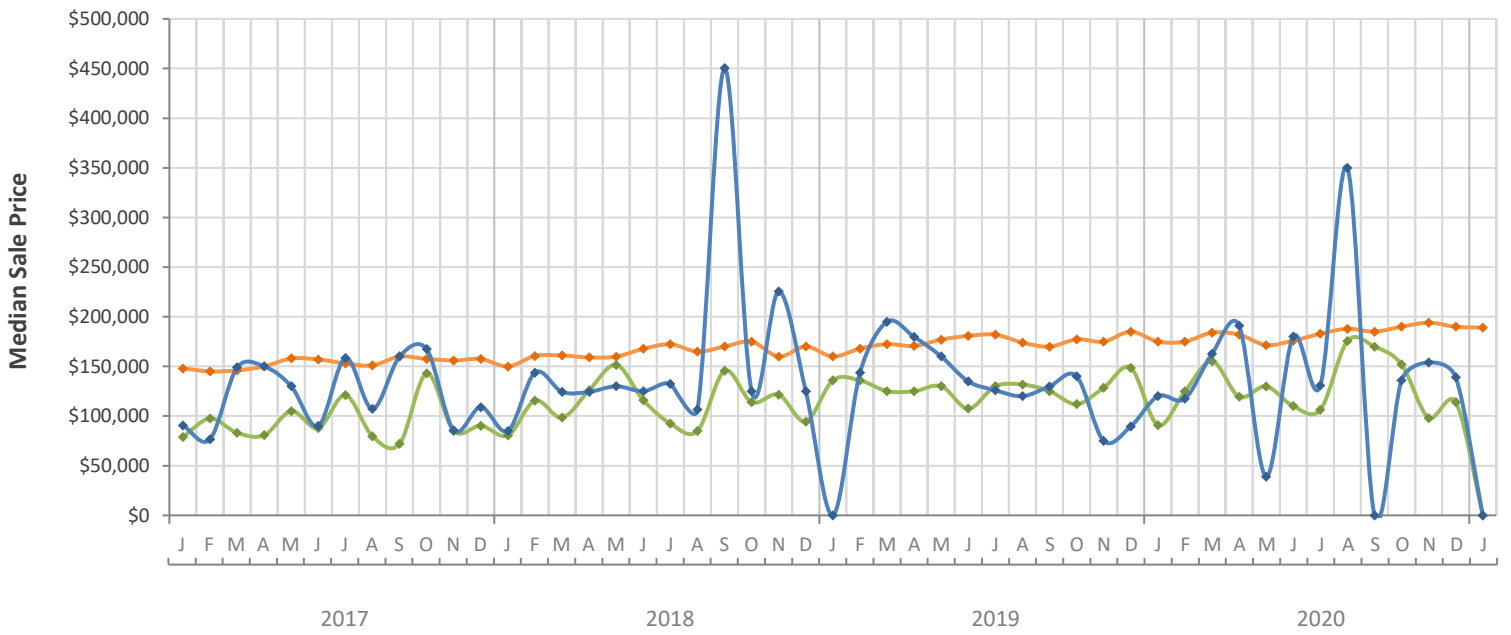
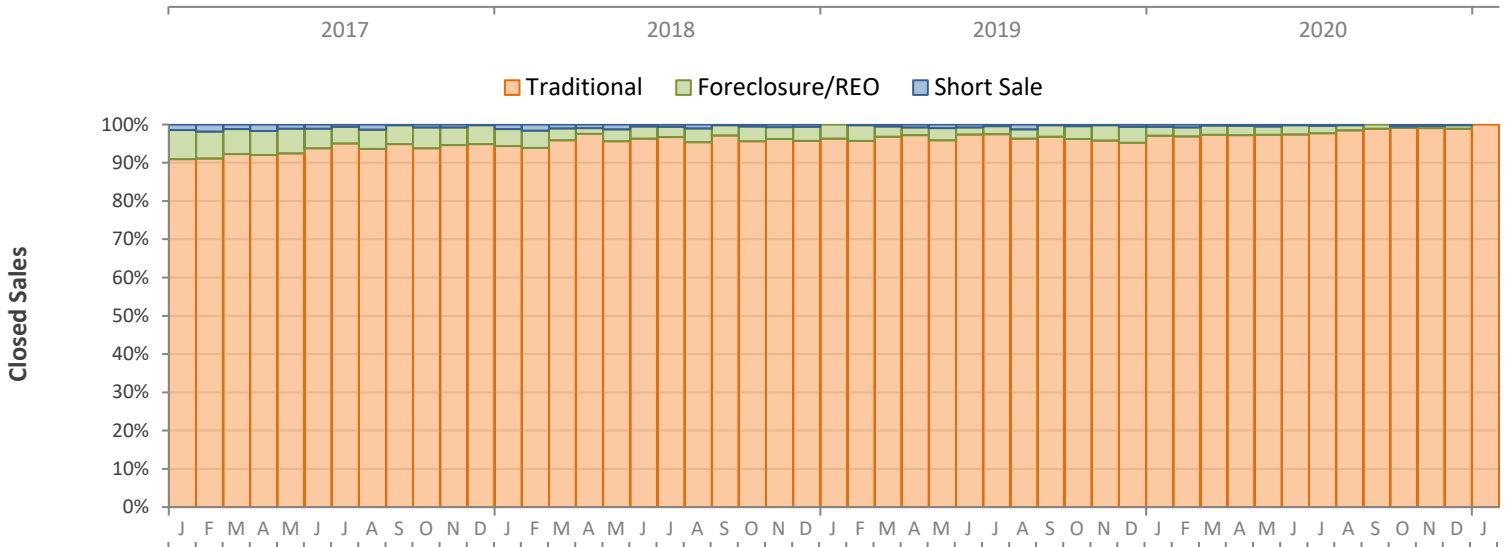
Single Family Homes

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		January 2021	January 2020	Percent Change Year-over-Year
Traditional	Closed Sales	482	489	-1.4%
	Median Sale Price	\$189,000	\$175,000	8.0%
Foreclosure/REO	Closed Sales	0	12	-100.0%
	Median Sale Price	(No Sales)	\$90,950	N/A
Short Sale	Closed Sales	0	3	-100.0%
	Median Sale Price	(No Sales)	\$120,000	N/A

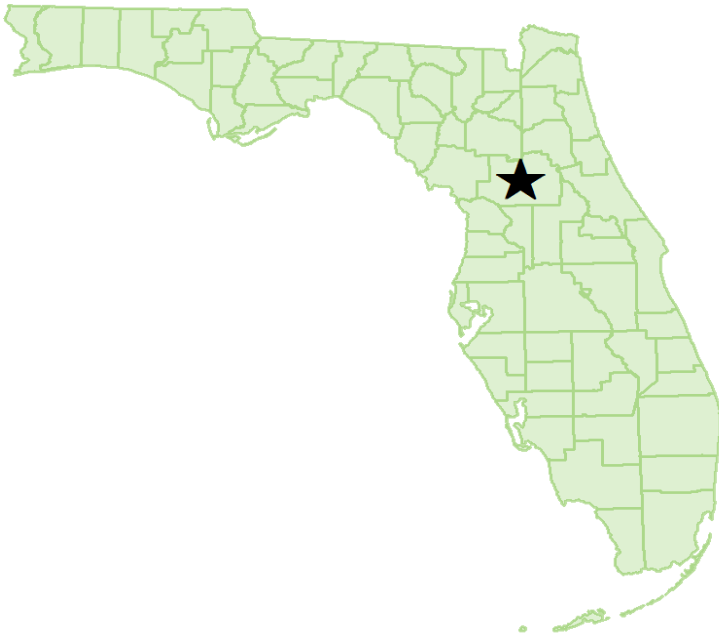


Monthly Market Detail - January 2021

Townhouses and Condos

Ocala/Marion County Association of REALTORS®

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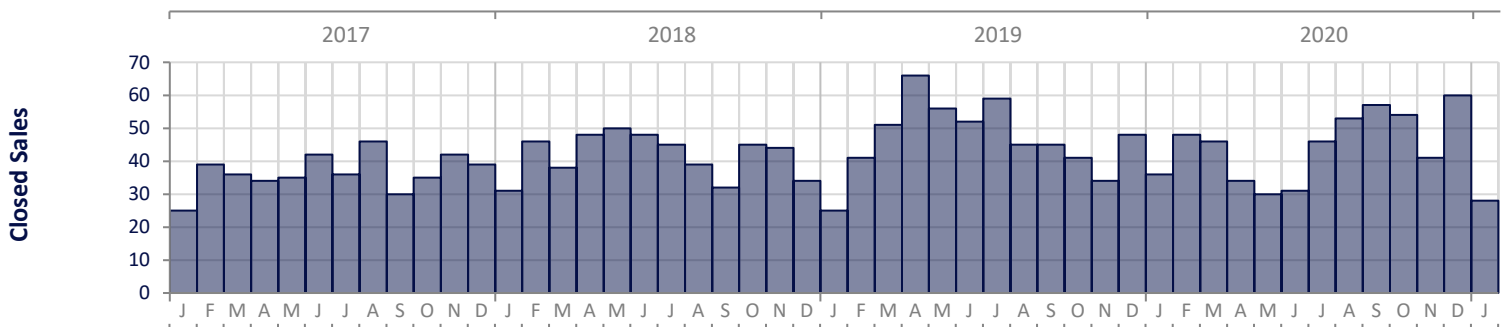
Summary Statistics	January 2021	January 2020	Percent Change Year-over-Year
Closed Sales	28	36	-22.2%
Paid in Cash	17	22	-22.7%
Median Sale Price	\$132,500	\$133,000	-0.4%
Average Sale Price	\$169,436	\$141,538	19.7%
Dollar Volume	\$4.7 Million	\$5.1 Million	-6.9%
Median Percent of Original List Price Received	94.0%	95.1%	-1.2%
Median Time to Contract	38 Days	29 Days	31.0%
Median Time to Sale	82 Days	75 Days	9.3%
New Pending Sales	71	56	26.8%
New Listings	47	87	-46.0%
Pending Inventory	80	61	31.1%
Inventory (Active Listings)	86	137	-37.2%
Months Supply of Inventory	2.0	2.9	-31.0%

Closed Sales

The number of sales transactions which closed during the month

Economists' note: Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Month	Closed Sales	Percent Change Year-over-Year
Year-to-Date	28	-22.2%
January 2021	28	-22.2%
December 2020	60	25.0%
November 2020	41	20.6%
October 2020	54	31.7%
September 2020	57	26.7%
August 2020	53	17.8%
July 2020	46	-22.0%
June 2020	31	-40.4%
May 2020	30	-46.4%
April 2020	34	-48.5%
March 2020	46	-9.8%
February 2020	48	17.1%
January 2020	36	44.0%



Monthly Market Detail - January 2021

Townhouses and Condos

Ocala/Marion County Association of REALTORS®

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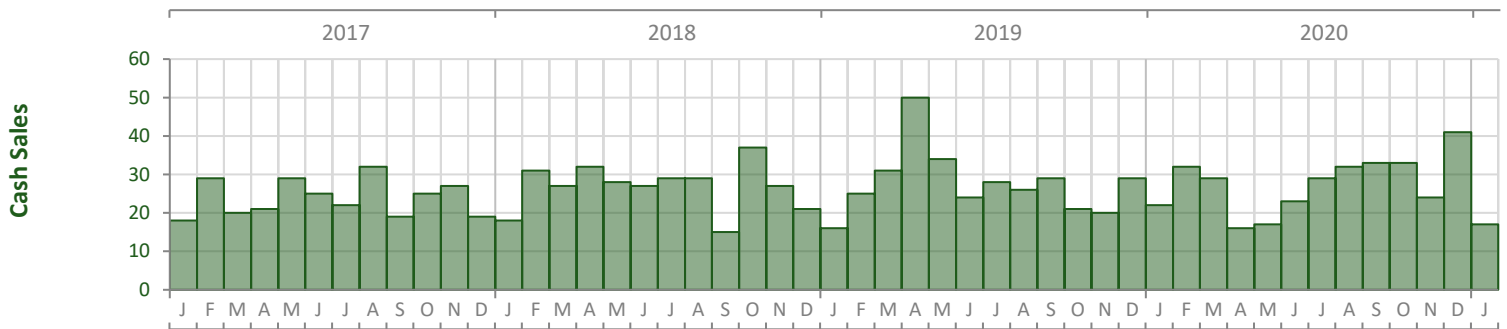


Cash Sales

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	17	-22.7%
January 2021	17	-22.7%
December 2020	41	41.4%
November 2020	24	20.0%
October 2020	33	57.1%
September 2020	33	13.8%
August 2020	32	23.1%
July 2020	29	3.6%
June 2020	23	-4.2%
May 2020	17	-50.0%
April 2020	16	-68.0%
March 2020	29	-6.5%
February 2020	32	28.0%
January 2020	22	37.5%

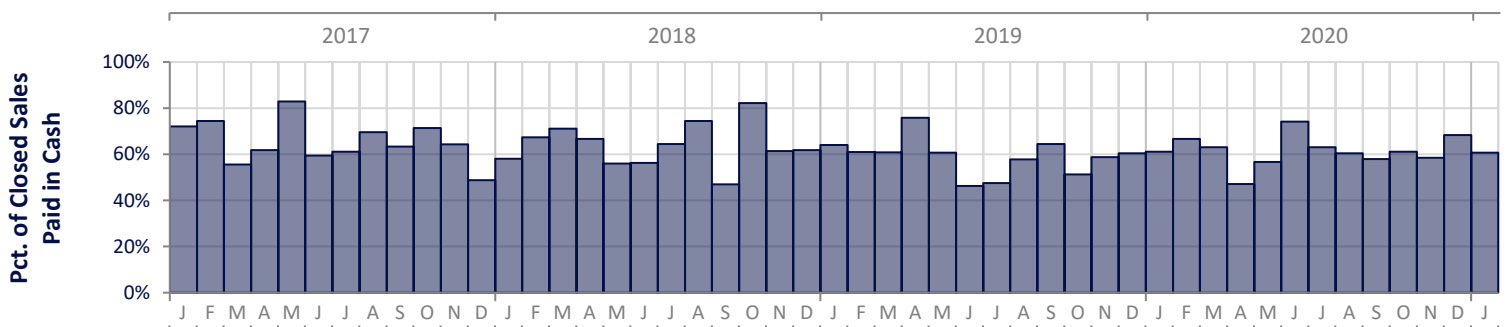


Cash Sales as a Percentage of Closed Sales

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	60.7%	-0.7%
January 2021	60.7%	-0.7%
December 2020	68.3%	13.1%
November 2020	58.5%	-0.5%
October 2020	61.1%	19.3%
September 2020	57.9%	-10.1%
August 2020	60.4%	4.5%
July 2020	63.0%	32.6%
June 2020	74.2%	60.6%
May 2020	56.7%	-6.6%
April 2020	47.1%	-37.9%
March 2020	63.0%	3.6%
February 2020	66.7%	9.3%
January 2020	61.1%	-4.5%



Monthly Market Detail - January 2021

Townhouses and Condos

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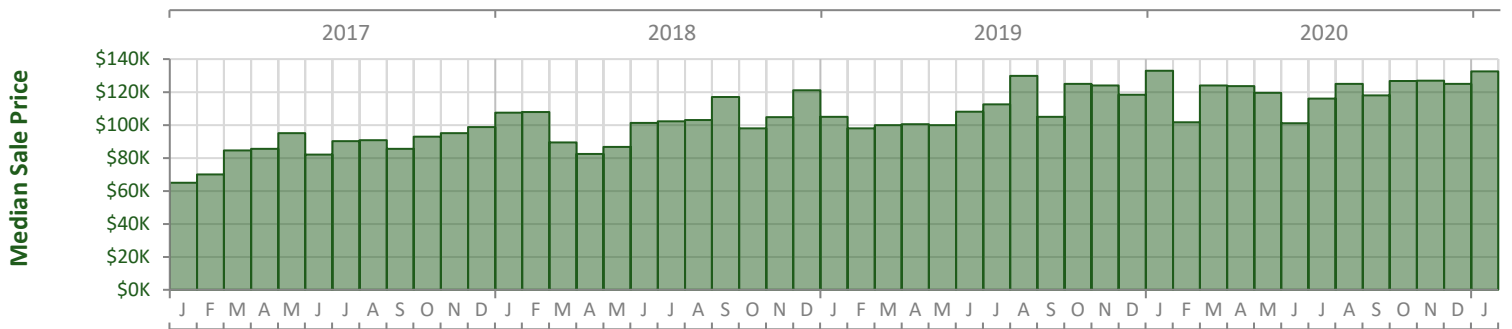


Median Sale Price

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	\$132,500	-0.4%
January 2021	\$132,500	-0.4%
December 2020	\$124,950	5.5%
November 2020	\$127,000	2.4%
October 2020	\$126,750	1.4%
September 2020	\$118,000	12.4%
August 2020	\$125,000	-3.8%
July 2020	\$116,000	3.1%
June 2020	\$101,000	-6.5%
May 2020	\$119,500	19.5%
April 2020	\$123,700	23.1%
March 2020	\$124,000	24.0%
February 2020	\$101,750	3.8%
January 2020	\$133,000	26.7%

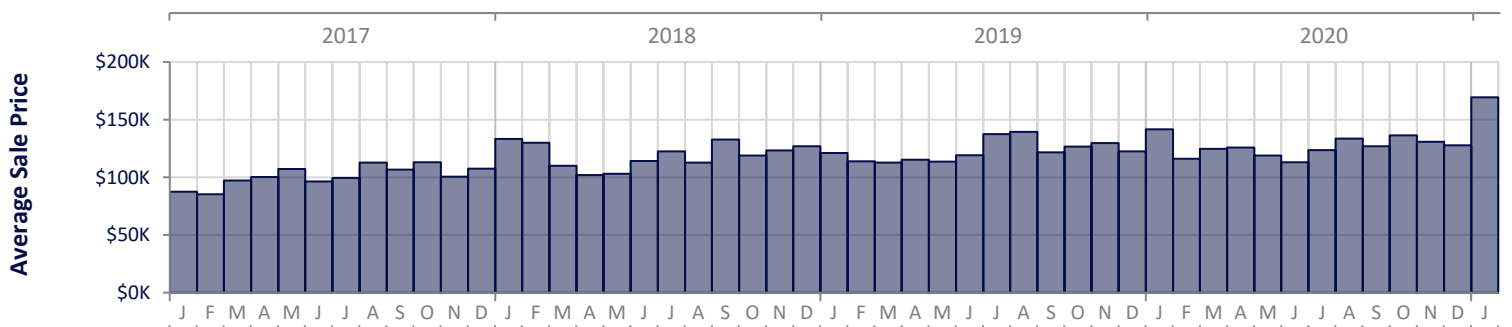


Average Sale Price

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	\$169,436	19.7%
January 2021	\$169,436	19.7%
December 2020	\$127,785	4.3%
November 2020	\$130,761	0.8%
October 2020	\$136,407	7.7%
September 2020	\$126,820	4.1%
August 2020	\$133,479	-4.2%
July 2020	\$123,562	-10.1%
June 2020	\$113,045	-5.2%
May 2020	\$118,760	4.5%
April 2020	\$125,904	9.3%
March 2020	\$124,667	10.5%
February 2020	\$116,240	2.0%
January 2020	\$141,538	16.9%



Monthly Market Detail - January 2021

Townhouses and Condos

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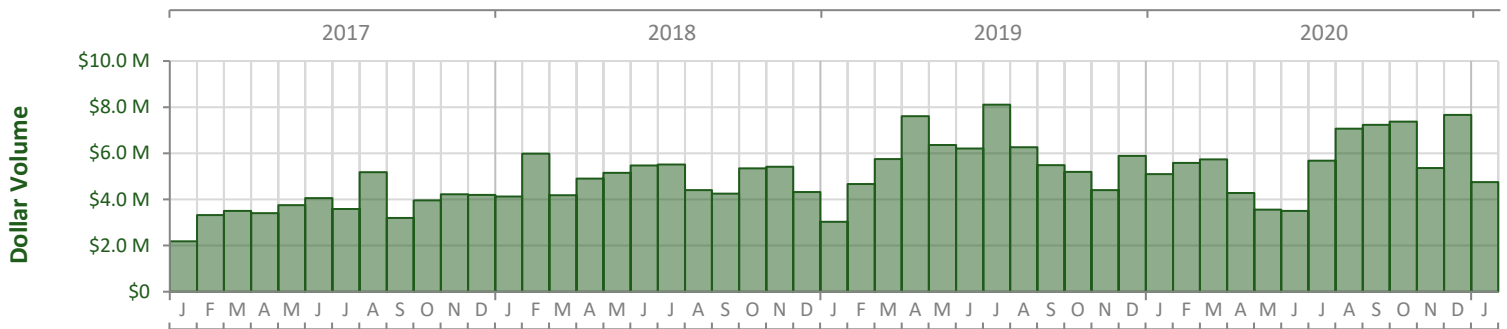


Dollar Volume

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	\$4.7 Million	-6.9%
January 2021	\$4.7 Million	-6.9%
December 2020	\$7.7 Million	30.4%
November 2020	\$5.4 Million	21.6%
October 2020	\$7.4 Million	41.9%
September 2020	\$7.2 Million	31.9%
August 2020	\$7.1 Million	12.8%
July 2020	\$5.7 Million	-29.9%
June 2020	\$3.5 Million	-43.5%
May 2020	\$3.6 Million	-44.0%
April 2020	\$4.3 Million	-43.7%
March 2020	\$5.7 Million	-0.3%
February 2020	\$5.6 Million	19.4%
January 2020	\$5.1 Million	68.3%

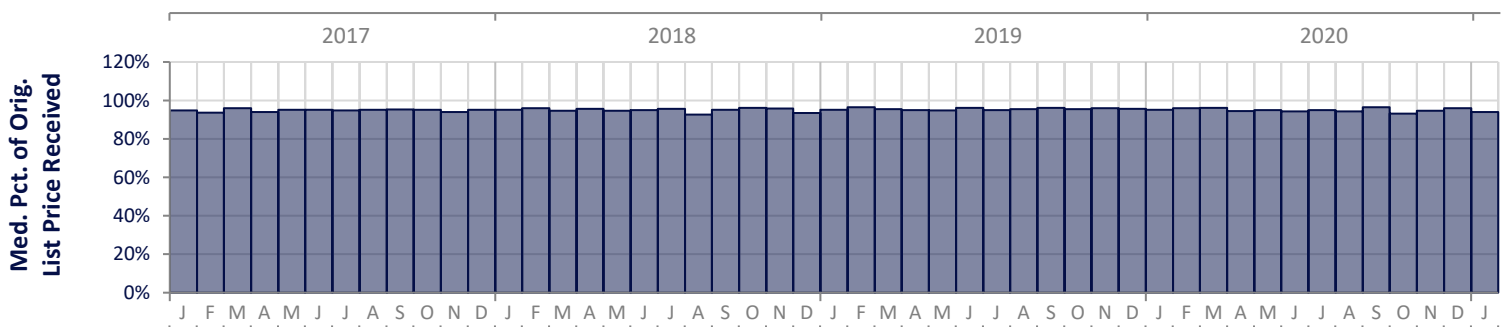


Median Percent of Original List Price Received

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	94.0%	-1.2%
January 2021	94.0%	-1.2%
December 2020	96.0%	0.3%
November 2020	94.7%	-1.4%
October 2020	93.1%	-2.5%
September 2020	96.5%	0.4%
August 2020	94.3%	-1.3%
July 2020	95.0%	0.1%
June 2020	94.3%	-1.9%
May 2020	95.0%	0.2%
April 2020	94.4%	-0.6%
March 2020	96.1%	0.6%
February 2020	95.9%	-0.6%
January 2020	95.1%	0.0%



Monthly Market Detail - January 2021

Townhouses and Condos

Ocala/Marion County Association of REALTORS®

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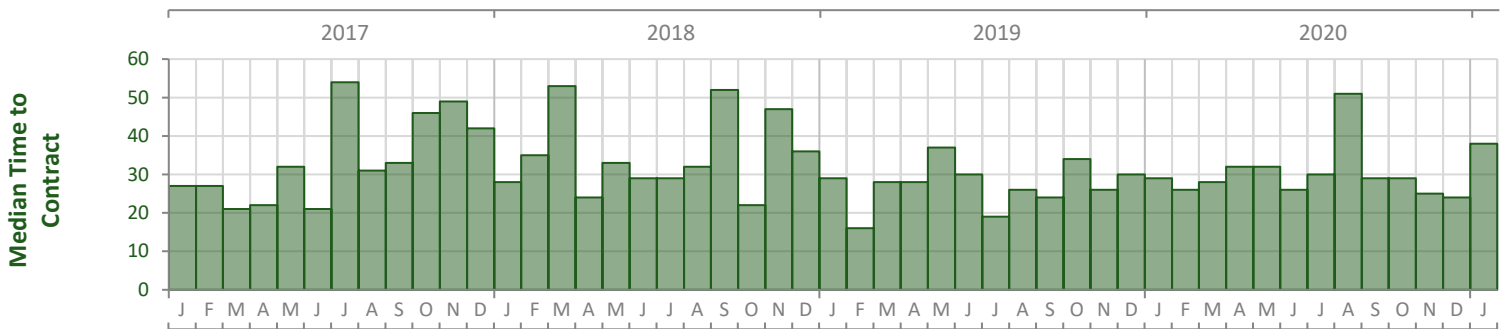


Median Time to Contract

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	38 Days	31.0%
January 2021	38 Days	31.0%
December 2020	24 Days	-20.0%
November 2020	25 Days	-3.8%
October 2020	29 Days	-14.7%
September 2020	29 Days	20.8%
August 2020	51 Days	96.2%
July 2020	30 Days	57.9%
June 2020	26 Days	-13.3%
May 2020	32 Days	-13.5%
April 2020	32 Days	14.3%
March 2020	28 Days	0.0%
February 2020	26 Days	62.5%
January 2020	29 Days	0.0%

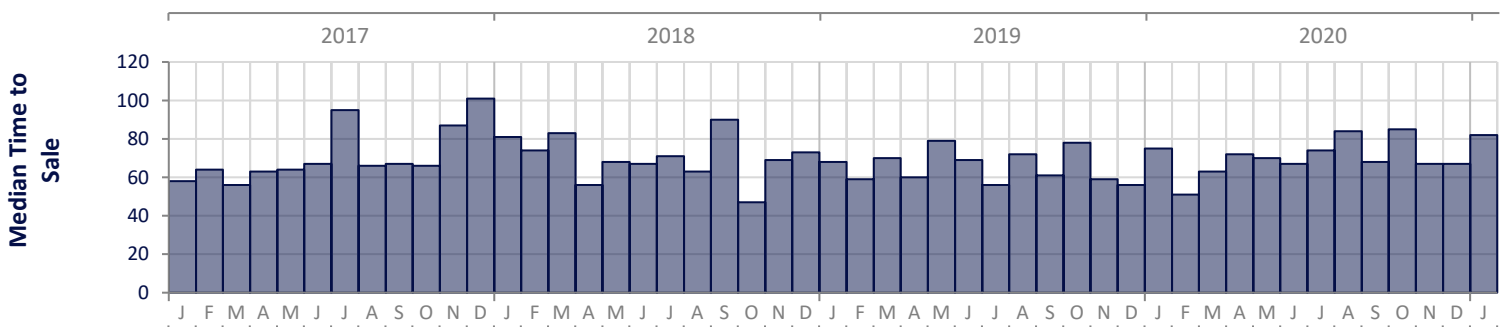


Median Time to Sale

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
Year-to-Date	82 Days	9.3%
January 2021	82 Days	9.3%
December 2020	67 Days	19.6%
November 2020	67 Days	13.6%
October 2020	85 Days	9.0%
September 2020	68 Days	11.5%
August 2020	84 Days	16.7%
July 2020	74 Days	32.1%
June 2020	67 Days	-2.9%
May 2020	70 Days	-11.4%
April 2020	72 Days	20.0%
March 2020	63 Days	-10.0%
February 2020	51 Days	-13.6%
January 2020	75 Days	10.3%



Monthly Market Detail - January 2021

Townhouses and Condos

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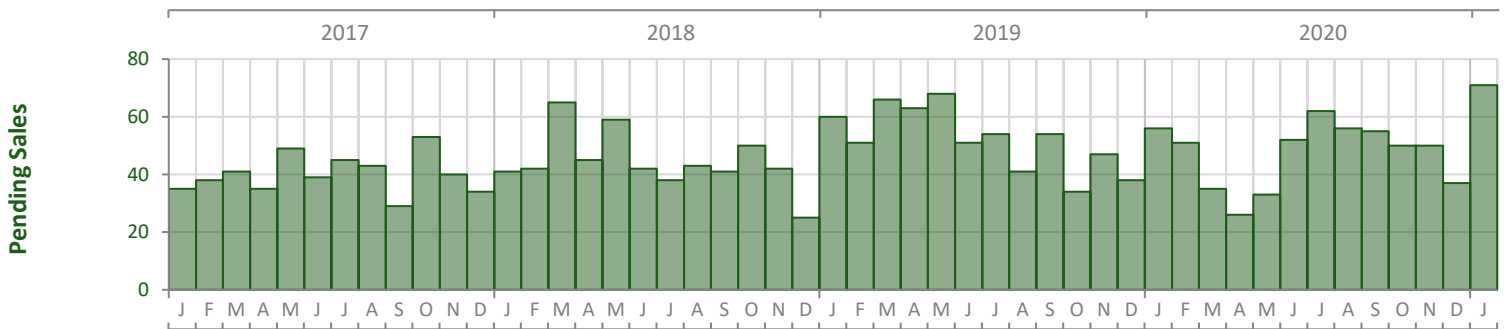


New Pending Sales

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	71	26.8%
January 2021	71	26.8%
December 2020	37	-2.6%
November 2020	50	6.4%
October 2020	50	47.1%
September 2020	55	1.9%
August 2020	56	36.6%
July 2020	62	14.8%
June 2020	52	2.0%
May 2020	33	-51.5%
April 2020	26	-58.7%
March 2020	35	-47.0%
February 2020	51	0.0%
January 2020	56	-6.7%

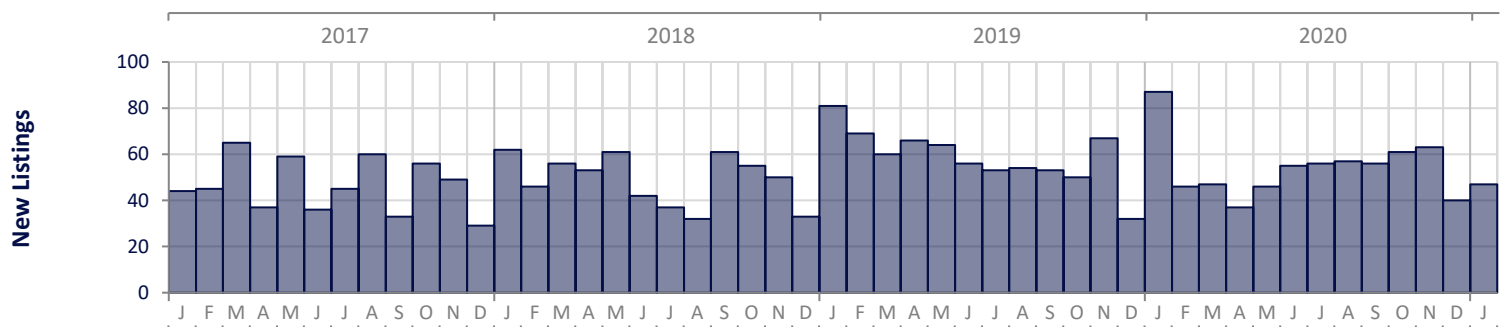


New Listings

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	47	-46.0%
January 2021	47	-46.0%
December 2020	40	25.0%
November 2020	63	-6.0%
October 2020	61	22.0%
September 2020	56	5.7%
August 2020	57	5.6%
July 2020	56	5.7%
June 2020	55	-1.8%
May 2020	46	-28.1%
April 2020	37	-43.9%
March 2020	47	-21.7%
February 2020	46	-33.3%
January 2020	87	7.4%



Monthly Market Detail - January 2021

Townhouses and Condos

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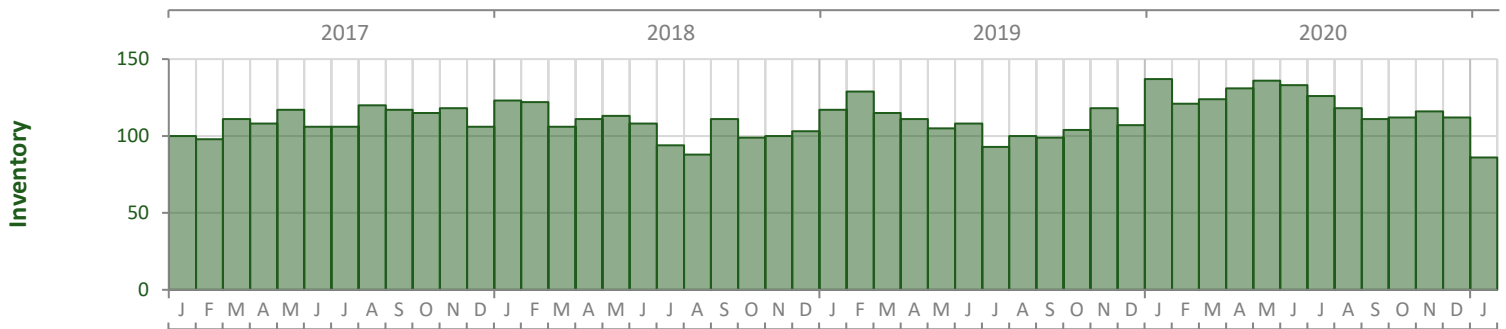


Inventory (Active Listings)

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)	86	-37.2%
January 2021	86	-37.2%
December 2020	112	4.7%
November 2020	116	-1.7%
October 2020	112	7.7%
September 2020	111	12.1%
August 2020	118	18.0%
July 2020	126	35.5%
June 2020	133	23.1%
May 2020	136	29.5%
April 2020	131	18.0%
March 2020	124	7.8%
February 2020	121	-6.2%
January 2020	137	17.1%

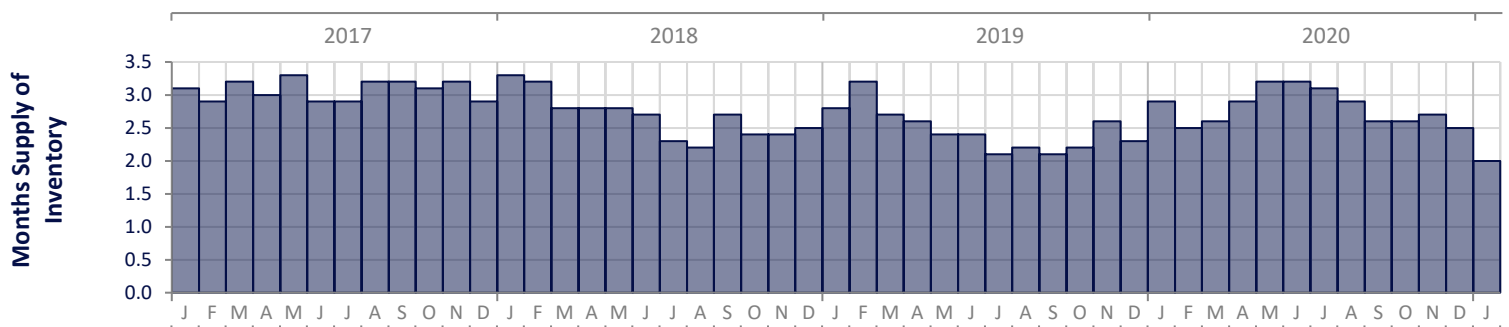


Months Supply of Inventory

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)	2.0	-31.0%
January 2021	2.0	-31.0%
December 2020	2.5	8.7%
November 2020	2.7	3.8%
October 2020	2.6	18.2%
September 2020	2.6	23.8%
August 2020	2.9	31.8%
July 2020	3.1	47.6%
June 2020	3.2	33.3%
May 2020	3.2	33.3%
April 2020	2.9	11.5%
March 2020	2.6	-3.7%
February 2020	2.5	-21.9%
January 2020	2.9	3.6%



Monthly Market Detail - January 2021

Townhouses and Condos

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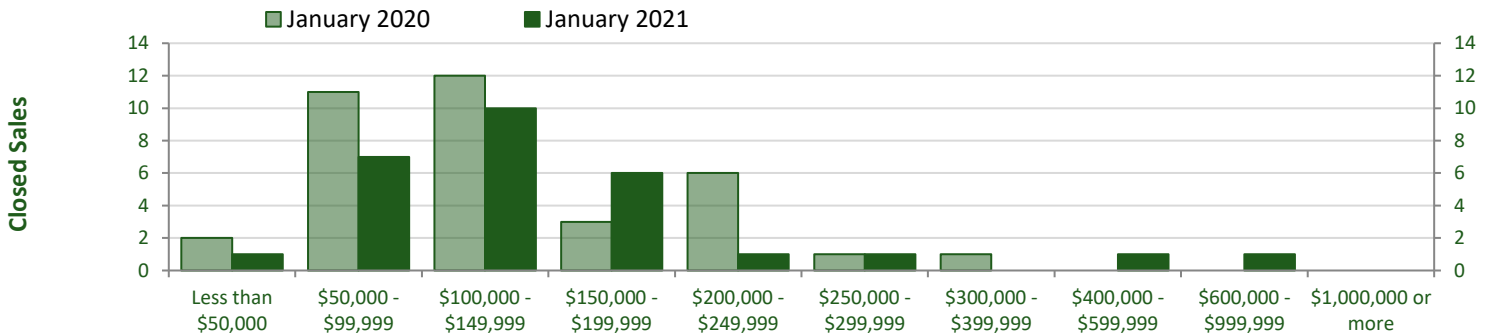


Closed Sales by Sale Price

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	1	-50.0%
\$50,000 - \$99,999	7	-36.4%
\$100,000 - \$149,999	10	-16.7%
\$150,000 - \$199,999	6	100.0%
\$200,000 - \$249,999	1	-83.3%
\$250,000 - \$299,999	1	0.0%
\$300,000 - \$399,999	0	-100.0%
\$400,000 - \$599,999	1	N/A
\$600,000 - \$999,999	1	N/A
\$1,000,000 or more	0	N/A

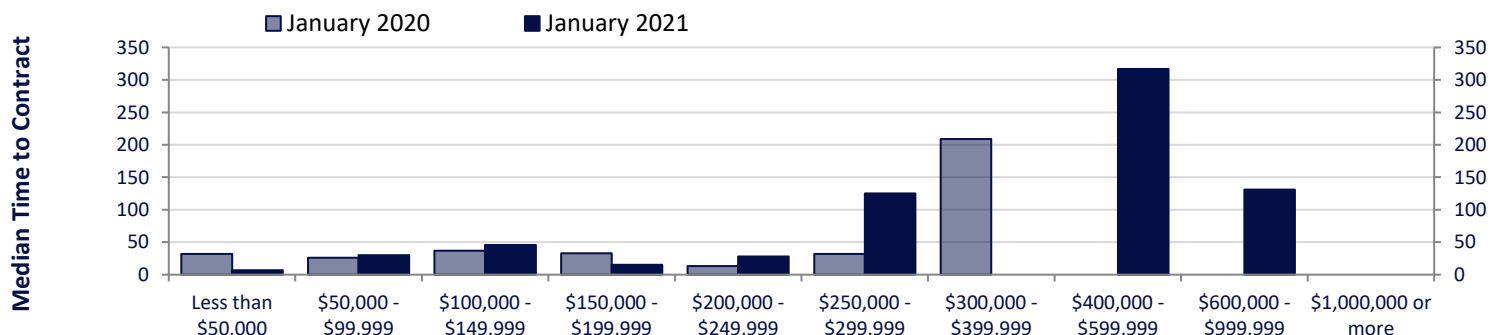


Median Time to Contract by Sale Price

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	7 Days	-78.1%
\$50,000 - \$99,999	30 Days	15.4%
\$100,000 - \$149,999	46 Days	24.3%
\$150,000 - \$199,999	15 Days	-54.5%
\$200,000 - \$249,999	28 Days	115.4%
\$250,000 - \$299,999	125 Days	290.6%
\$300,000 - \$399,999	(No Sales)	N/A
\$400,000 - \$599,999	317 Days	N/A
\$600,000 - \$999,999	131 Days	N/A
\$1,000,000 or more	(No Sales)	N/A



Monthly Market Detail - January 2021

Townhouses and Condos

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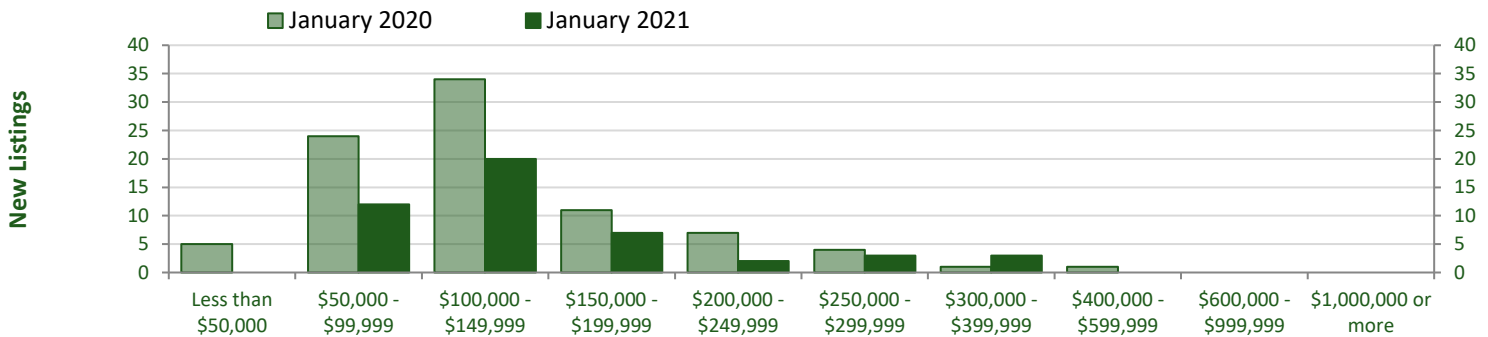


New Listings by Initial Listing Price

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	-100.0%
\$50,000 - \$99,999	12	-50.0%
\$100,000 - \$149,999	20	-41.2%
\$150,000 - \$199,999	7	-36.4%
\$200,000 - \$249,999	2	-71.4%
\$250,000 - \$299,999	3	-25.0%
\$300,000 - \$399,999	3	200.0%
\$400,000 - \$599,999	0	-100.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

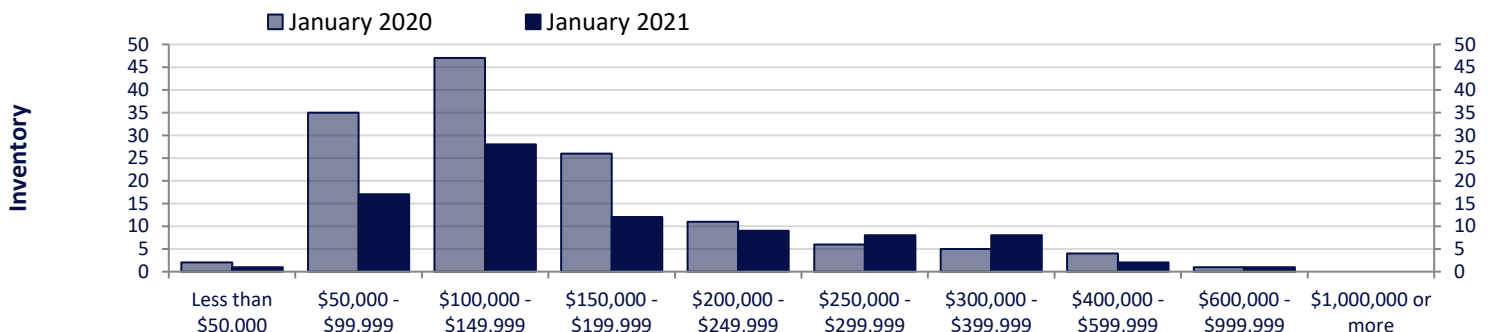


Inventory by Current Listing Price

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	1	-50.0%
\$50,000 - \$99,999	17	-51.4%
\$100,000 - \$149,999	28	-40.4%
\$150,000 - \$199,999	12	-53.8%
\$200,000 - \$249,999	9	-18.2%
\$250,000 - \$299,999	8	33.3%
\$300,000 - \$399,999	8	60.0%
\$400,000 - \$599,999	2	-50.0%
\$600,000 - \$999,999	1	0.0%
\$1,000,000 or more	0	N/A

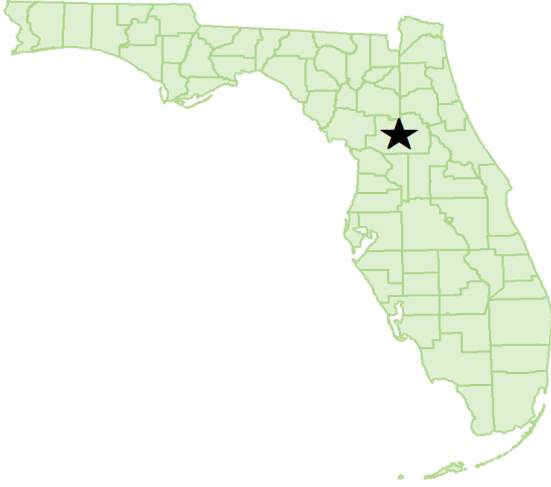


Monthly Distressed Market - January 2021

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.



		January 2021	January 2020	Percent Change Year-over-Year
Traditional	Closed Sales	28	36	-22.2%
	Median Sale Price	\$132,500	\$133,000	-0.4%
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

