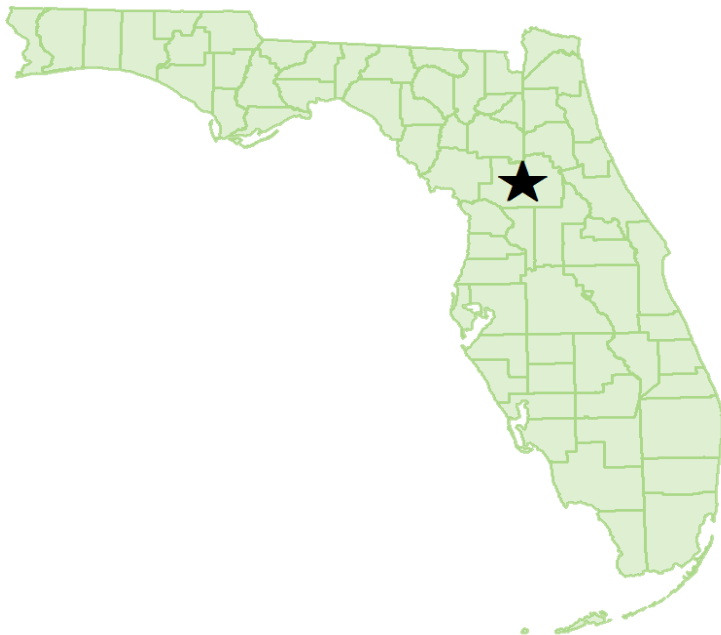


Monthly Market Detail - March 2021

Manufactured Homes

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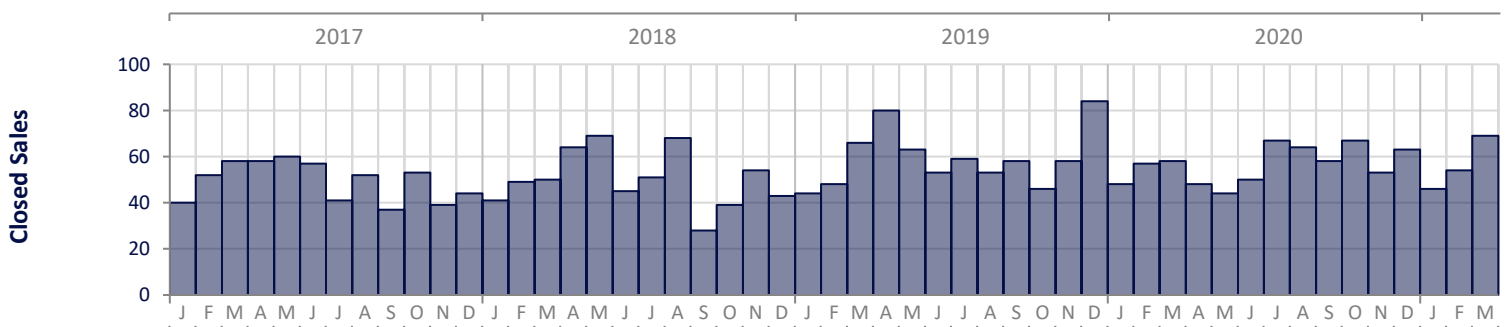
Summary Statistics	March 2021	March 2020	Percent Change Year-over-Year
Closed Sales	69	58	19.0%
Paid in Cash	45	39	15.4%
Median Sale Price	\$107,000	\$73,500	45.6%
Average Sale Price	\$112,033	\$89,414	25.3%
Dollar Volume	\$7.7 Million	\$5.2 Million	49.1%
Median Percent of Original List Price Received	96.5%	90.9%	6.2%
Median Time to Contract	28 Days	42 Days	-33.3%
Median Time to Sale	69 Days	86 Days	-19.8%
New Pending Sales	90	60	50.0%
New Listings	82	73	12.3%
Pending Inventory	118	66	78.8%
Inventory (Active Listings)	92	188	-51.1%
Months Supply of Inventory	1.6	3.1	-48.4%

Closed Sales

The number of sales transactions which closed during the month

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

Month	Closed Sales	Percent Change Year-over-Year
Year-to-Date	169	3.7%
March 2021	69	19.0%
February 2021	54	-5.3%
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%



Monthly Market Detail - March 2021

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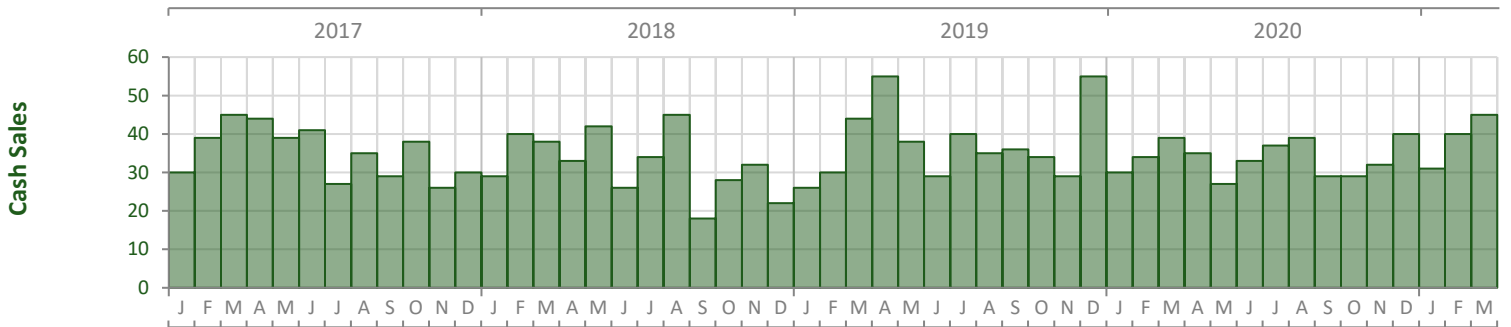


Cash Sales

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	116	12.6%
March 2021	45	15.4%
February 2021	40	17.6%
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%

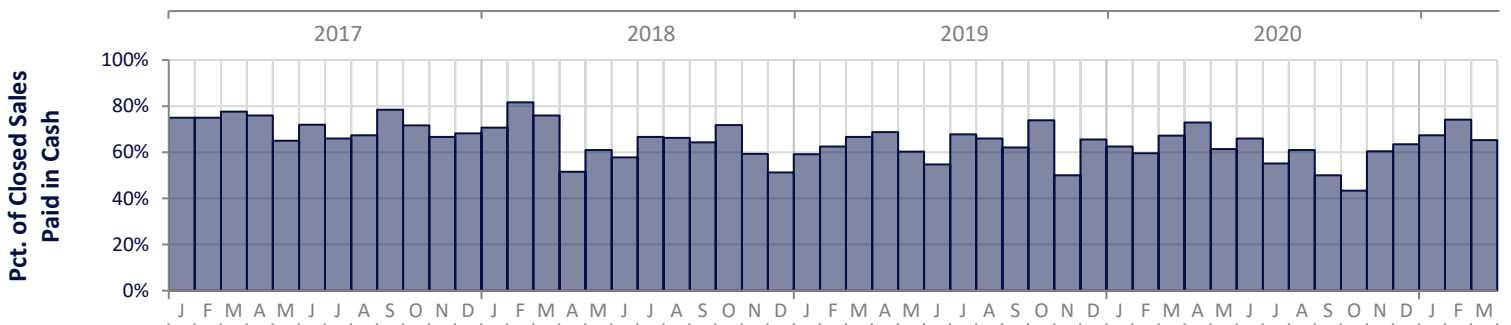


Cash Sales as a Percentage of Closed Sales

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	68.6%	8.5%
March 2021	65.2%	-3.0%
February 2021	74.1%	24.3%
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%



Monthly Market Detail - March 2021

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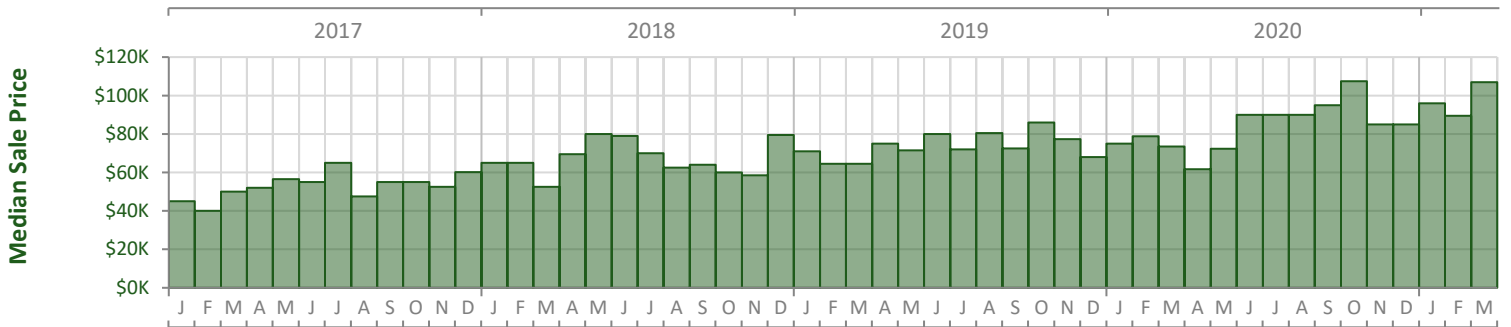


Median Sale Price

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	\$97,000	29.3%
March 2021	\$107,000	45.6%
February 2021	\$89,500	13.7%
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%

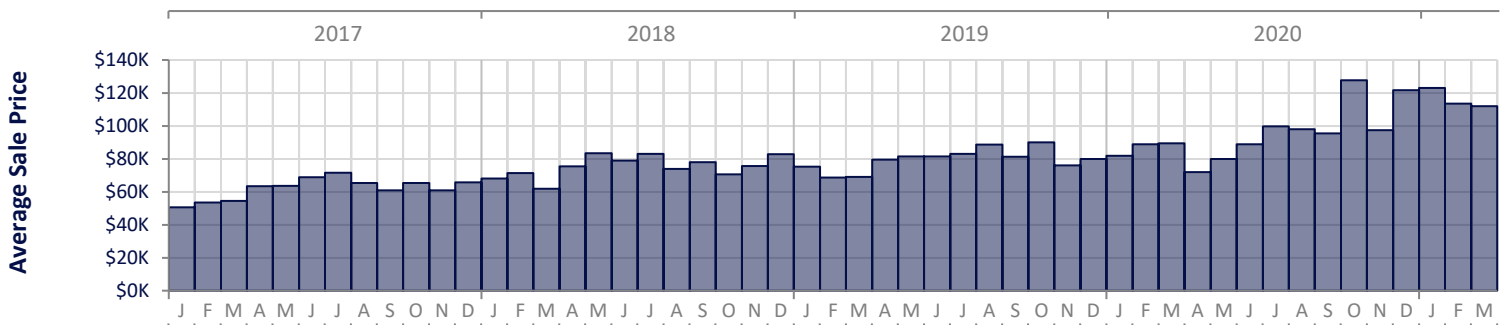


Average Sale Price

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	\$115,476	32.7%
March 2021	\$112,033	25.3%
February 2021	\$113,487	27.9%
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%



Monthly Market Detail - March 2021

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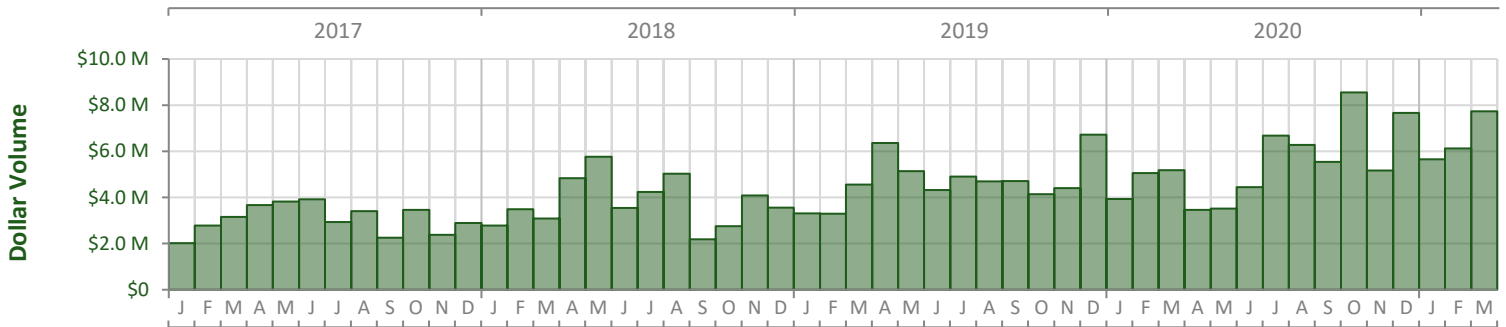
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Dollar Volume

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	\$19.5 Million	37.6%
March 2021	\$7.7 Million	49.1%
February 2021	\$6.1 Million	21.1%
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%

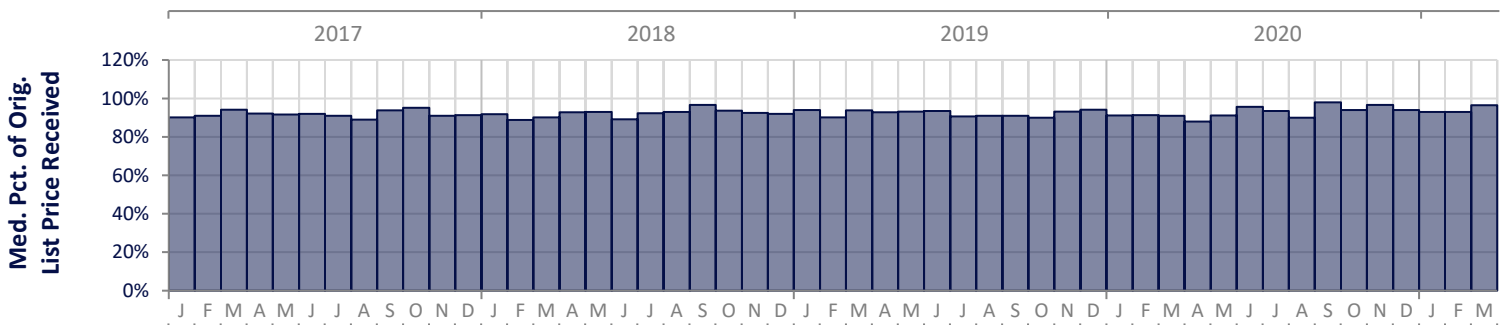


Median Percent of Original List Price Received

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	94.9%	4.1%
March 2021	96.5%	6.2%
February 2021	93.0%	1.9%
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%



Monthly Market Detail - March 2021

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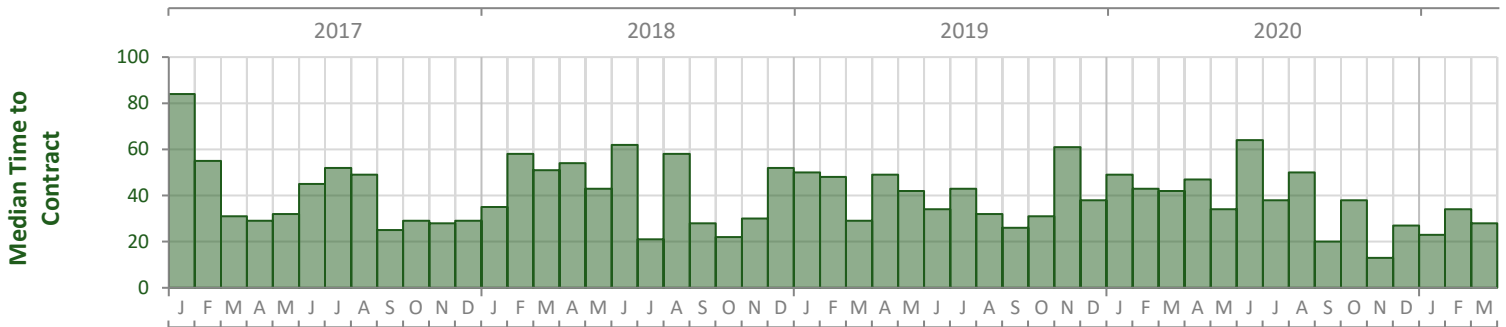


Median Time to Contract

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	29 Days	-32.6%
March 2021	28 Days	-33.3%
February 2021	34 Days	-20.9%
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%

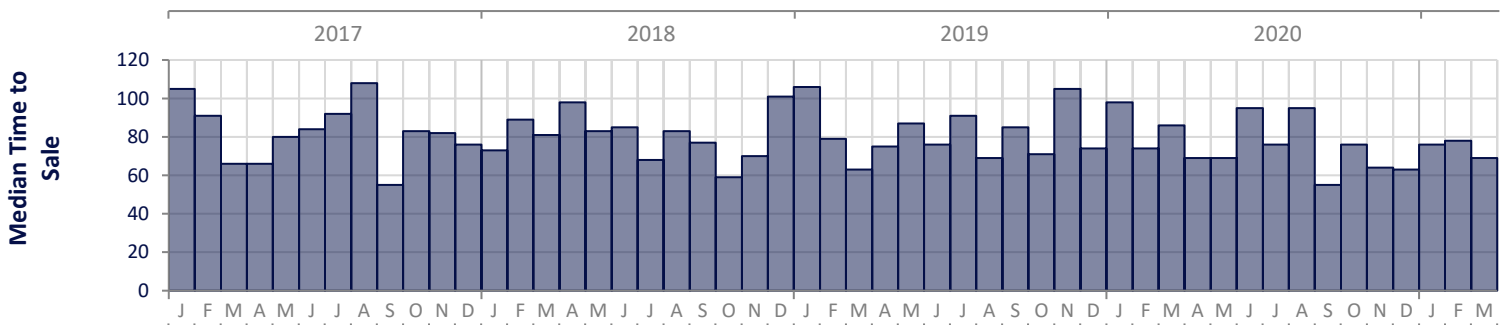


Median Time to Sale

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	-11.6%
March 2021	69 Days	-19.8%
February 2021	78 Days	5.4%
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%



Monthly Market Detail - March 2021

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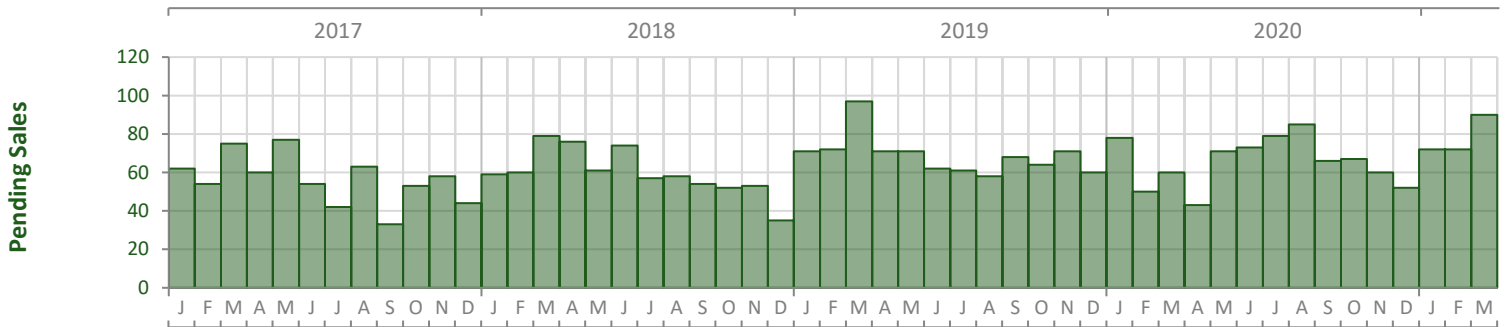


New Pending Sales

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	234	24.5%
March 2021	90	50.0%
February 2021	72	44.0%
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%

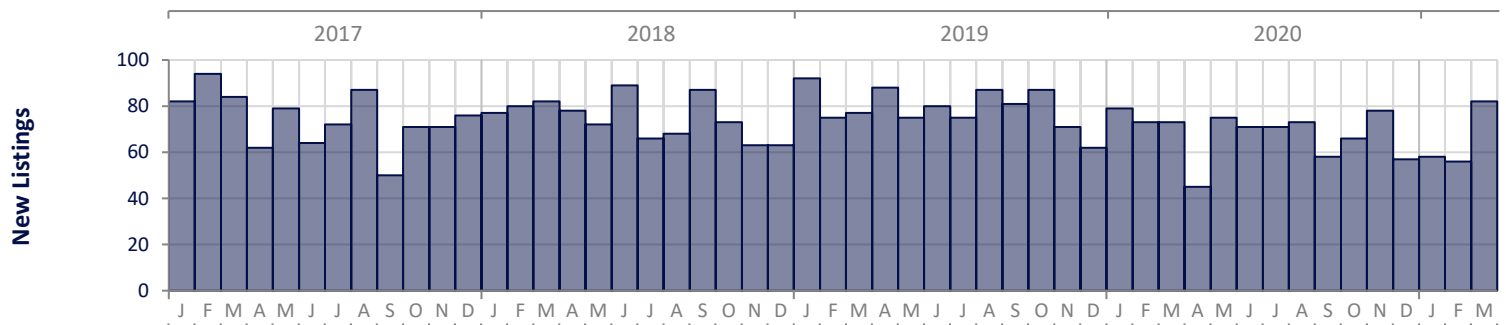


New Listings

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	196	-12.9%
March 2021	82	12.3%
February 2021	56	-23.3%
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%



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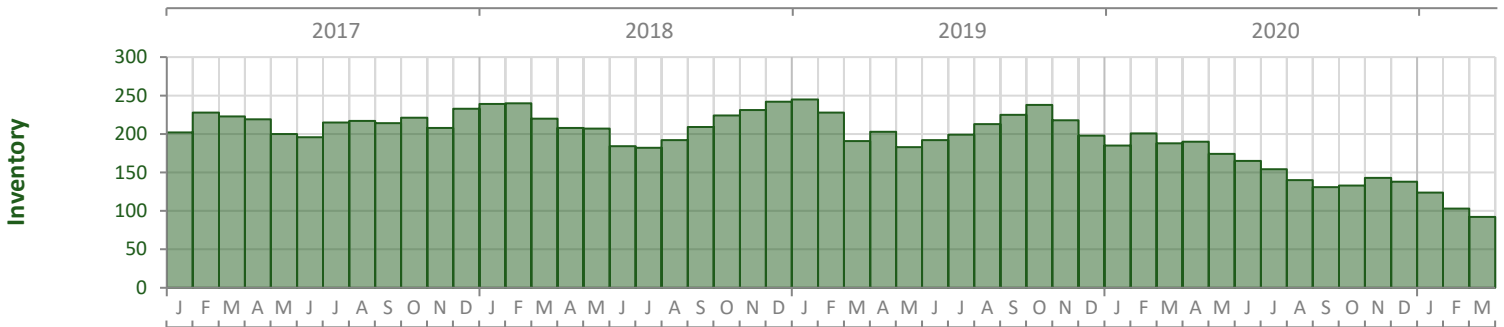


Inventory (Active Listings)

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)	106	-44.5%
March 2021	92	-51.1%
February 2021	103	-48.8%
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%

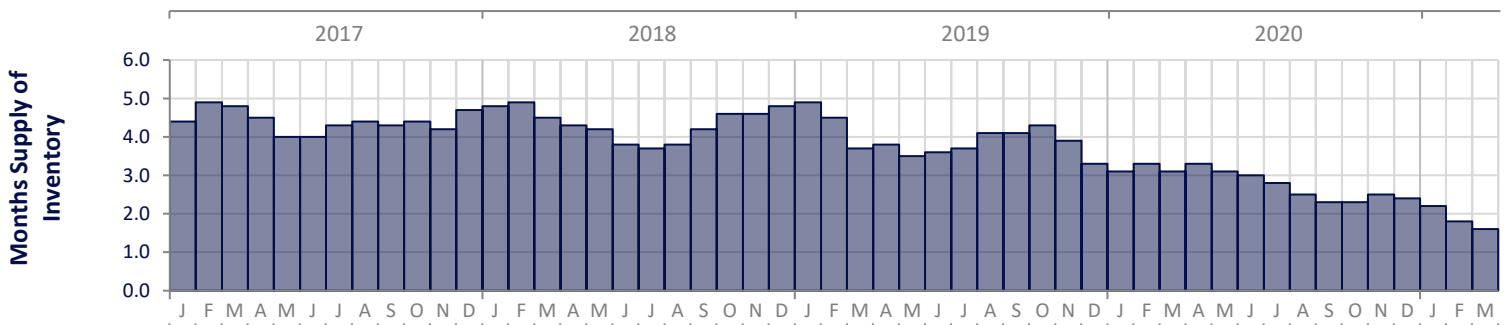


Months Supply of Inventory

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	-37.5%
March 2021	1.6	-48.4%
February 2021	1.8	-45.5%
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%



Monthly Market Detail - March 2021

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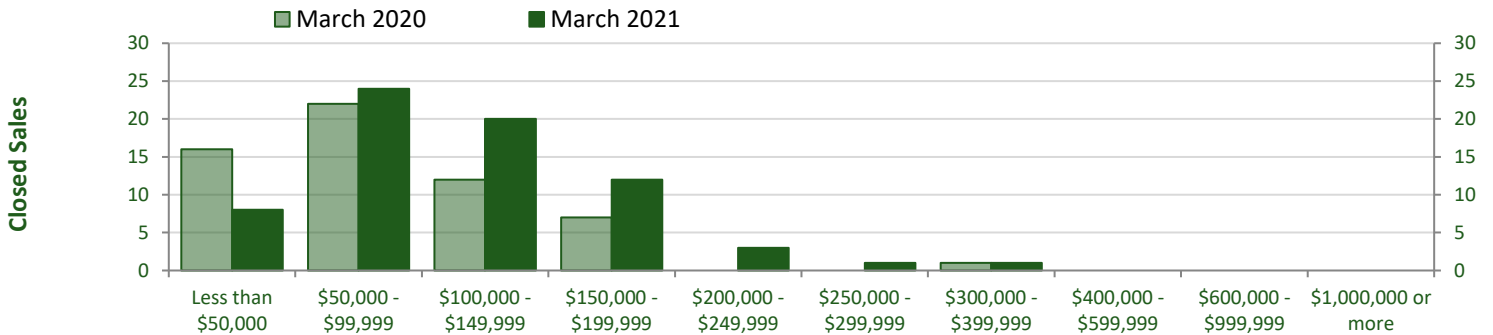


Closed Sales by Sale Price

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	8	-50.0%
\$50,000 - \$99,999	24	9.1%
\$100,000 - \$149,999	20	66.7%
\$150,000 - \$199,999	12	71.4%
\$200,000 - \$249,999	3	N/A
\$250,000 - \$299,999	1	N/A
\$300,000 - \$399,999	1	0.0%
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

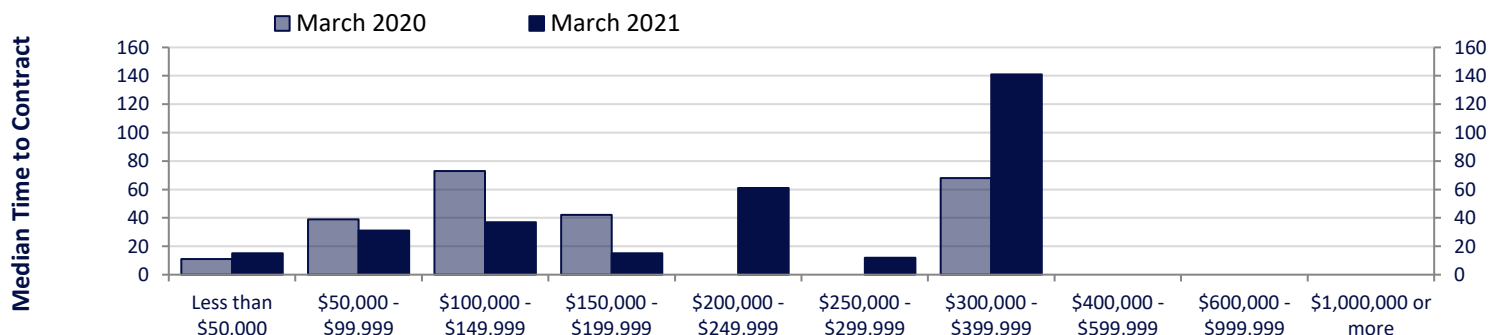


Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the month

Economists' note: Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$50,000	15 Days	36.4%
\$50,000 - \$99,999	31 Days	-20.5%
\$100,000 - \$149,999	37 Days	-49.3%
\$150,000 - \$199,999	15 Days	-64.3%
\$200,000 - \$249,999	61 Days	N/A
\$250,000 - \$299,999	12 Days	N/A
\$300,000 - \$399,999	141 Days	107.4%
\$400,000 - \$599,999	(No Sales)	N/A
\$600,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	(No Sales)	N/A



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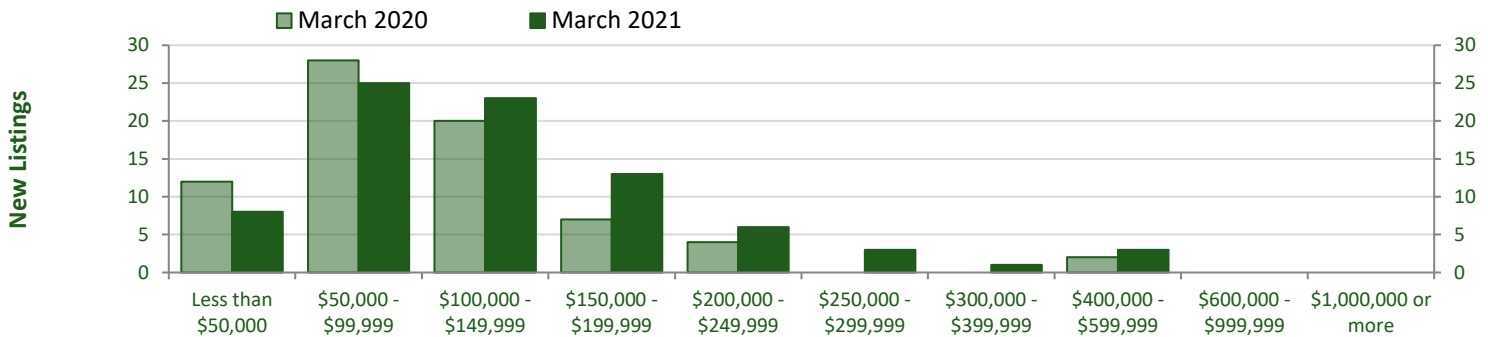


New Listings by Initial Listing Price

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	8	-33.3%
\$50,000 - \$99,999	25	-10.7%
\$100,000 - \$149,999	23	15.0%
\$150,000 - \$199,999	13	85.7%
\$200,000 - \$249,999	6	50.0%
\$250,000 - \$299,999	3	N/A
\$300,000 - \$399,999	1	N/A
\$400,000 - \$599,999	3	50.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

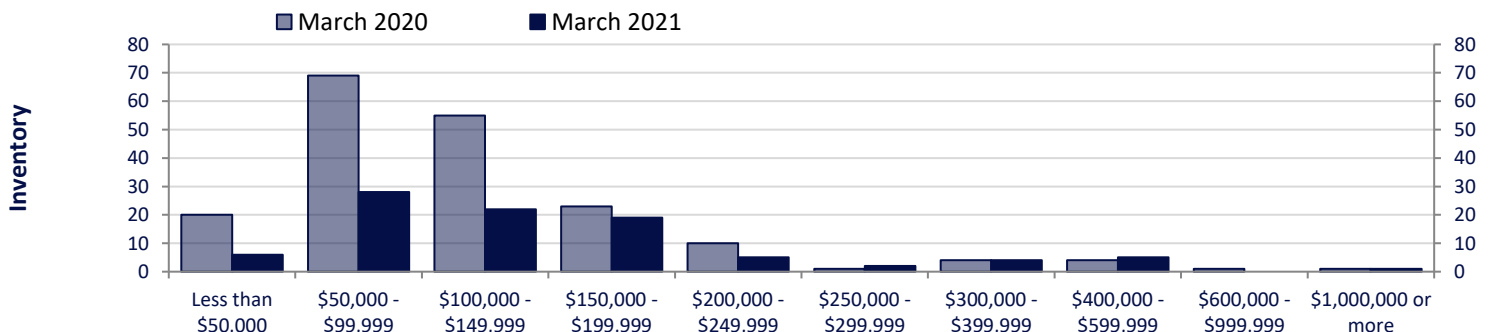


Inventory by Current Listing Price

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	6	-70.0%
\$50,000 - \$99,999	28	-59.4%
\$100,000 - \$149,999	22	-60.0%
\$150,000 - \$199,999	19	-17.4%
\$200,000 - \$249,999	5	-50.0%
\$250,000 - \$299,999	2	100.0%
\$300,000 - \$399,999	4	0.0%
\$400,000 - \$599,999	5	25.0%
\$600,000 - \$999,999	0	-100.0%
\$1,000,000 or more	1	0.0%

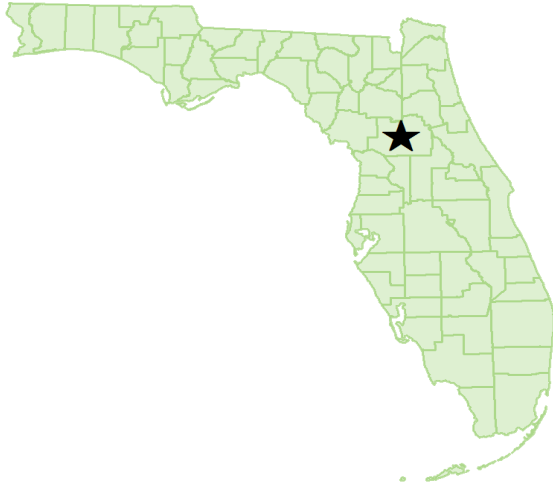


Monthly Distressed Market - March 2021

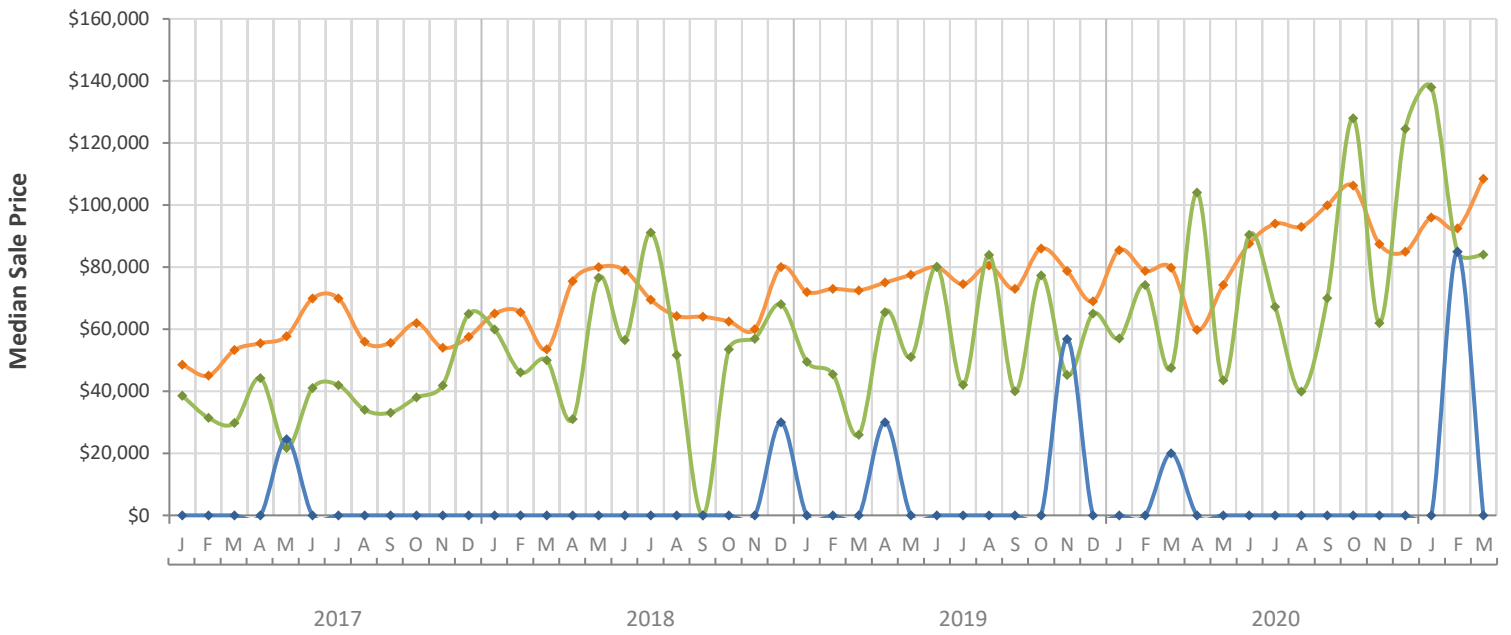
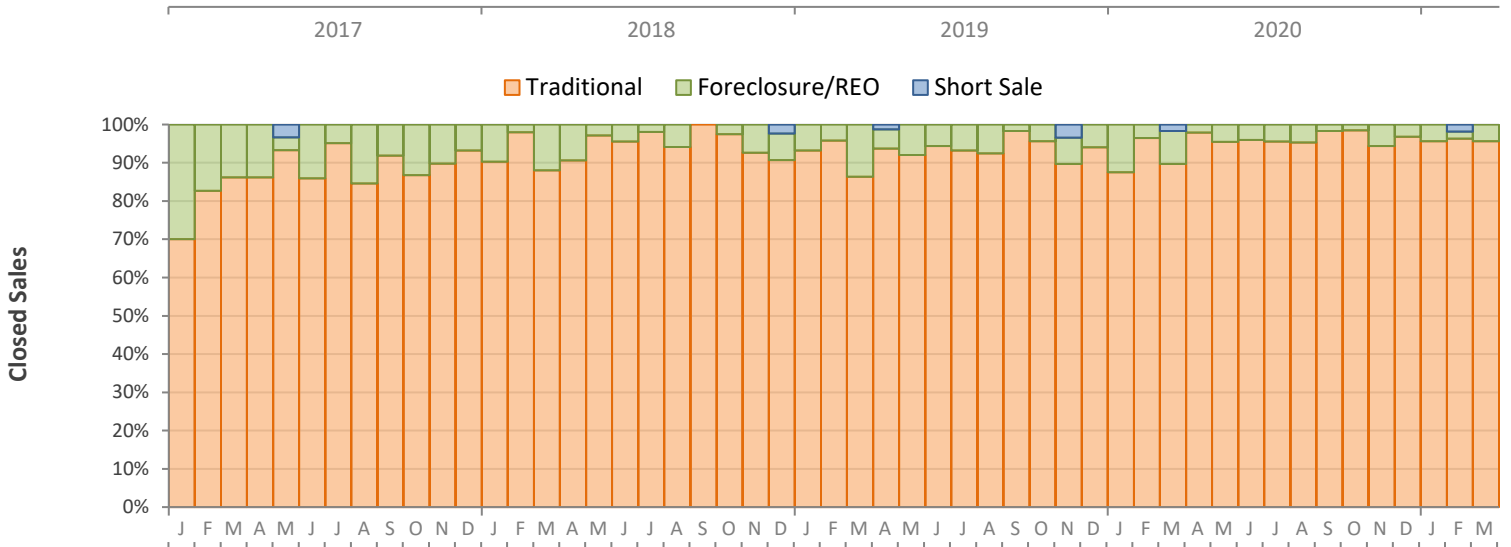
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		March 2021	March 2020	Percent Change Year-over-Year
Traditional	Closed Sales	66	52	26.9%
	Median Sale Price	\$108,500	\$79,750	36.1%
Foreclosure/REO	Closed Sales	3	5	-40.0%
	Median Sale Price	\$84,000	\$47,500	76.8%
Short Sale	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$20,000	N/A

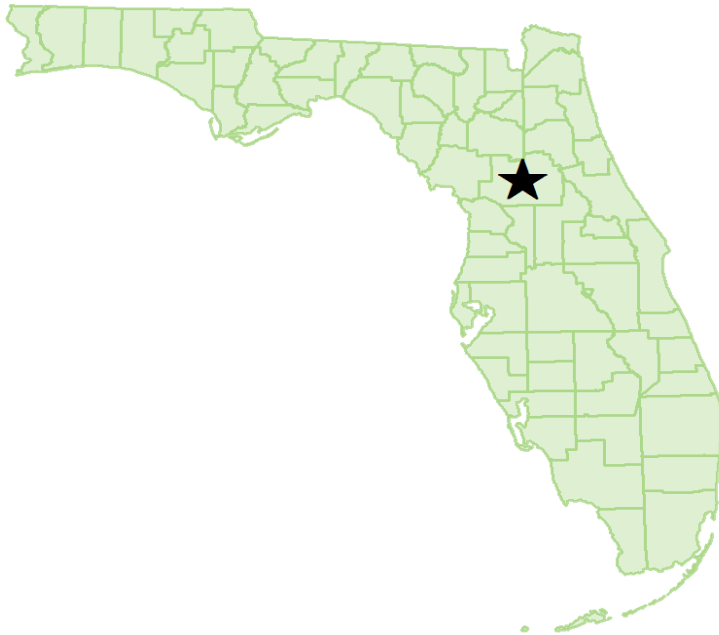


Monthly Market Detail - March 2021

Single Family Homes

Ocala/Marion County Association of REALTORS®

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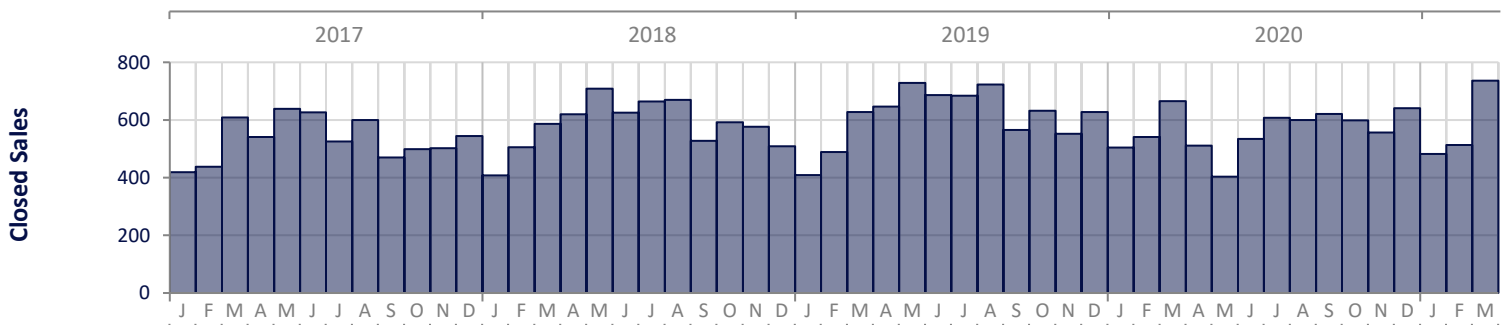
Summary Statistics	March 2021	March 2020	Percent Change Year-over-Year
Closed Sales	736	665	10.7%
Paid in Cash	232	172	34.9%
Median Sale Price	\$209,761	\$182,000	15.3%
Average Sale Price	\$268,564	\$232,549	15.5%
Dollar Volume	\$197.7 Million	\$154.6 Million	27.8%
Median Percent of Original List Price Received	98.3%	97.3%	1.0%
Median Time to Contract	25 Days	58 Days	-56.9%
Median Time to Sale	75 Days	110 Days	-31.8%
New Pending Sales	895	568	57.6%
New Listings	771	666	15.8%
Pending Inventory	1,538	914	68.3%
Inventory (Active Listings)	742	1,930	-61.6%
Months Supply of Inventory	1.3	3.1	-58.1%

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	1,731	1.2%
March 2021	736	10.7%
February 2021	513	-5.2%
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%



Monthly Market Detail - March 2021

Single Family Homes

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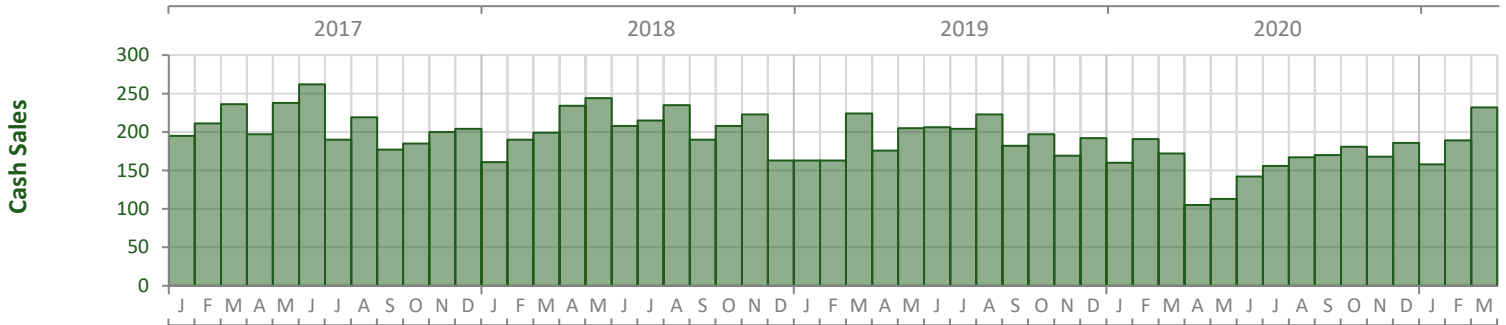


Cash Sales

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	579	10.7%
March 2021	232	34.9%
February 2021	189	-1.0%
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%

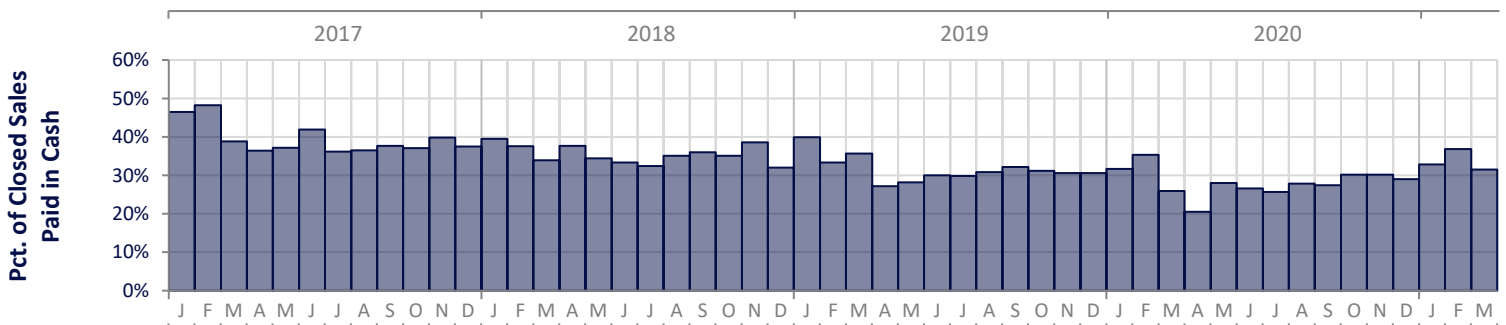


Cash Sales as a Percentage of Closed Sales

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	33.4%	9.2%
March 2021	31.5%	21.6%
February 2021	36.8%	4.2%
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%



Monthly Market Detail - March 2021

Single Family Homes

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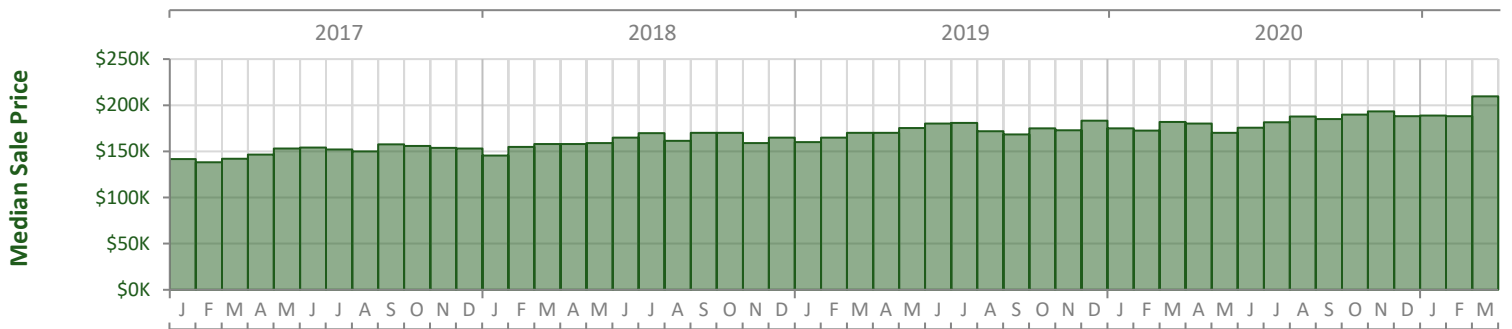


Median Sale Price

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	\$194,900	10.3%
March 2021	\$209,761	15.3%
February 2021	\$188,000	9.0%
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%

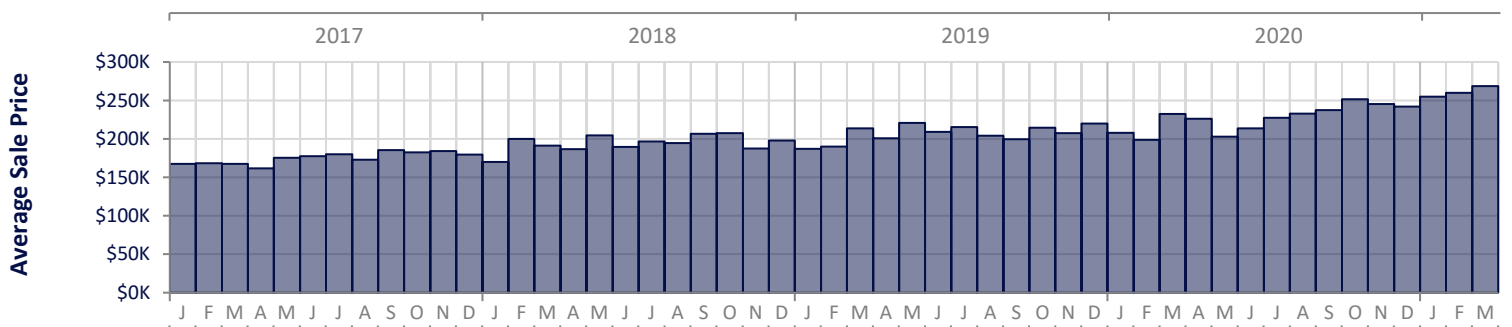


Average Sale Price

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	\$262,238	22.2%
March 2021	\$268,564	15.5%
February 2021	\$259,920	30.8%
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%



Monthly Market Detail - March 2021

Single Family Homes

Ocala/Marion County Association of REALTORS®



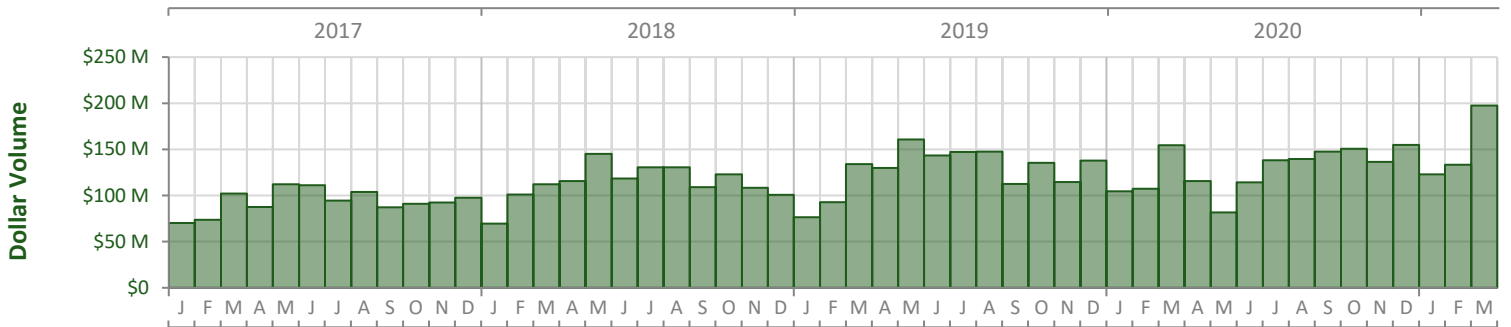
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Dollar Volume

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	\$453.9 Million	23.7%
March 2021	\$197.7 Million	27.8%
February 2021	\$133.3 Million	24.0%
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%

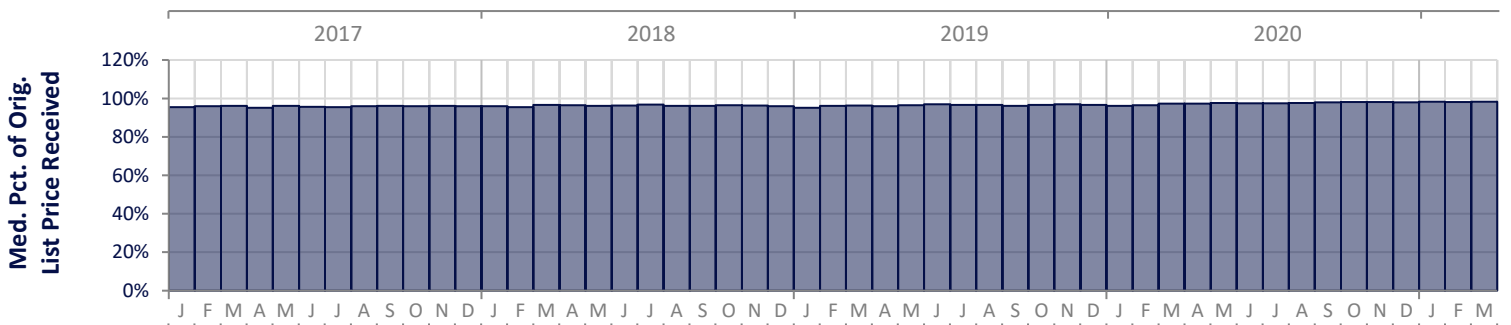


Median Percent of Original List Price Received

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%	1.7%
March 2021	98.3%	1.0%
February 2021	98.2%	1.9%
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%



Monthly Market Detail - March 2021

Single Family Homes

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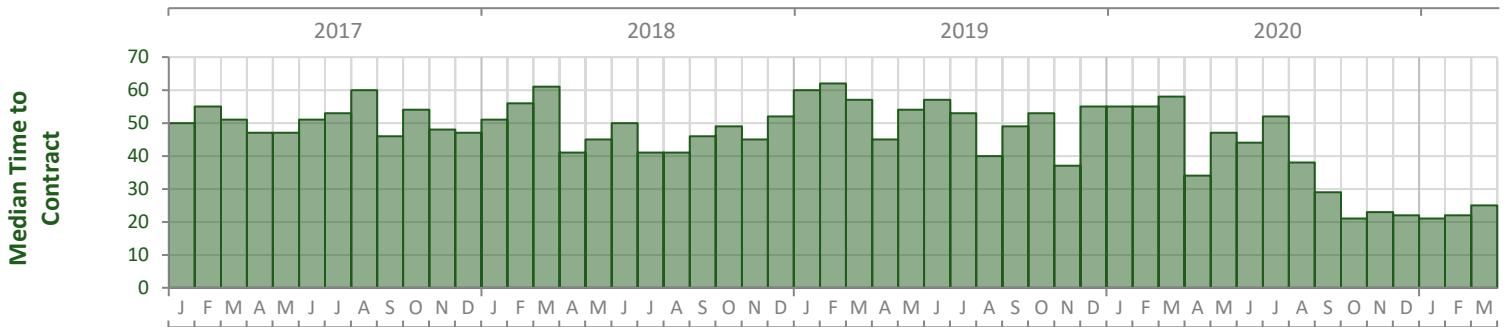


Median Time to Contract

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	24 Days	-57.1%
March 2021	25 Days	-56.9%
February 2021	22 Days	-60.0%
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%

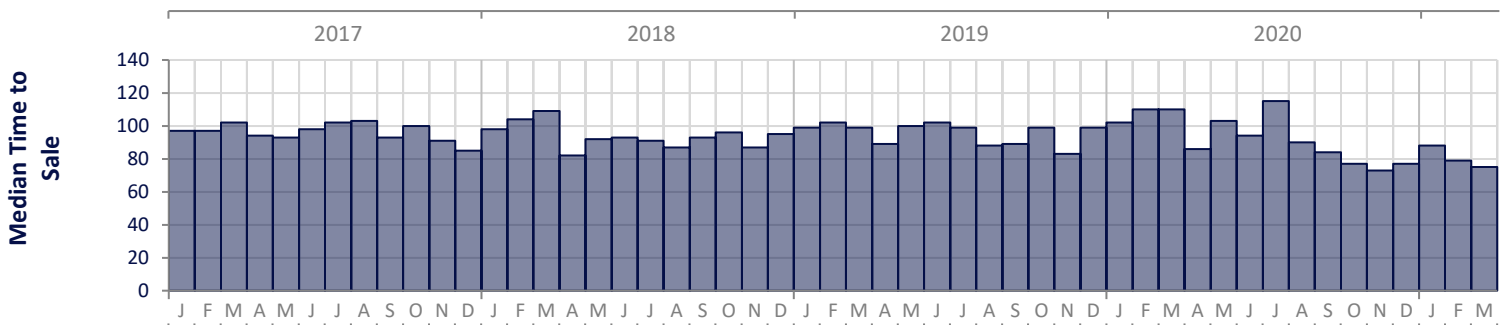


Median Time to Sale

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	81 Days	-24.3%
March 2021	75 Days	-31.8%
February 2021	79 Days	-28.2%
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%



Monthly Market Detail - March 2021

Single Family Homes

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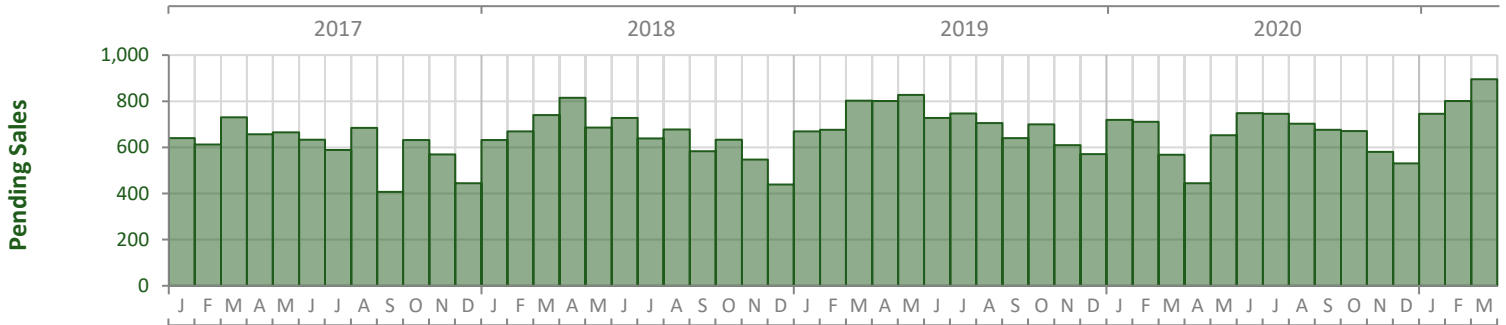


New Pending Sales

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	2,441	22.2%
March 2021	895	57.6%
February 2021	801	12.7%
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%

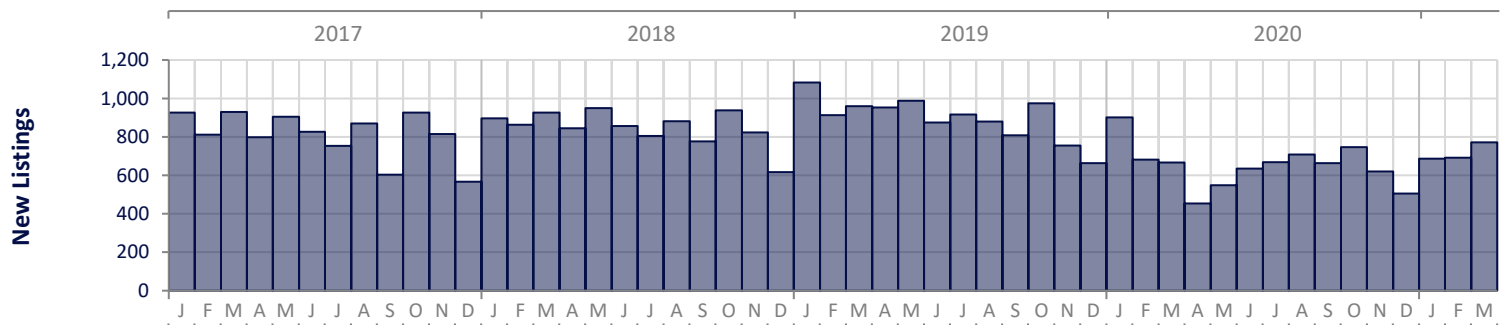


New Listings

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	2,149	-4.5%
March 2021	771	15.8%
February 2021	692	1.5%
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%



Monthly Market Detail - March 2021

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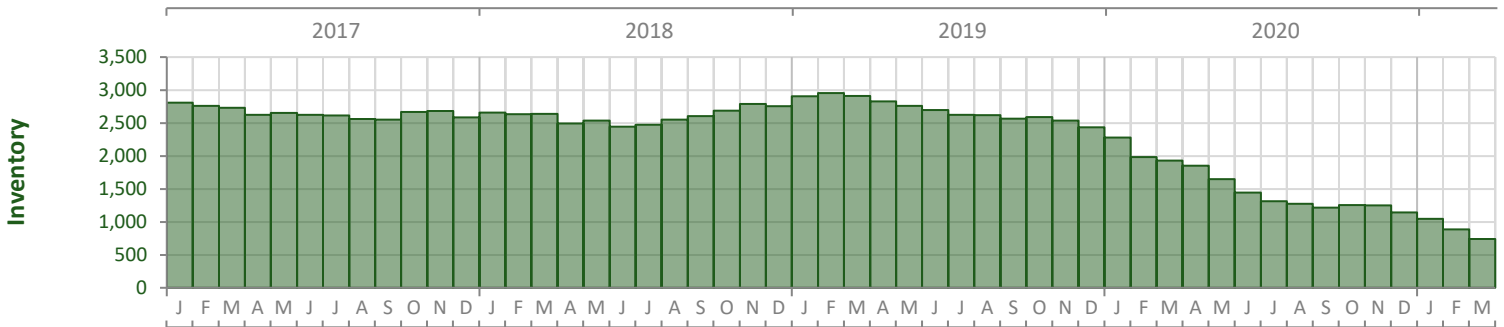


Inventory (Active Listings)

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)	891	-56.8%
March 2021	742	-61.6%
February 2021	884	-55.4%
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%

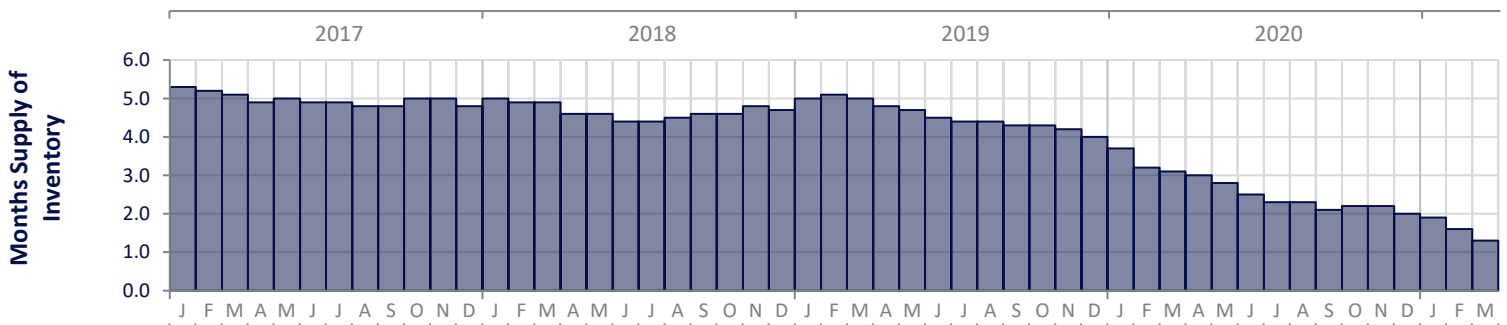


Months Supply of Inventory

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	-39.4%
March 2021	1.3	-58.1%
February 2021	1.6	-50.0%
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%



Monthly Market Detail - March 2021

Single Family Homes

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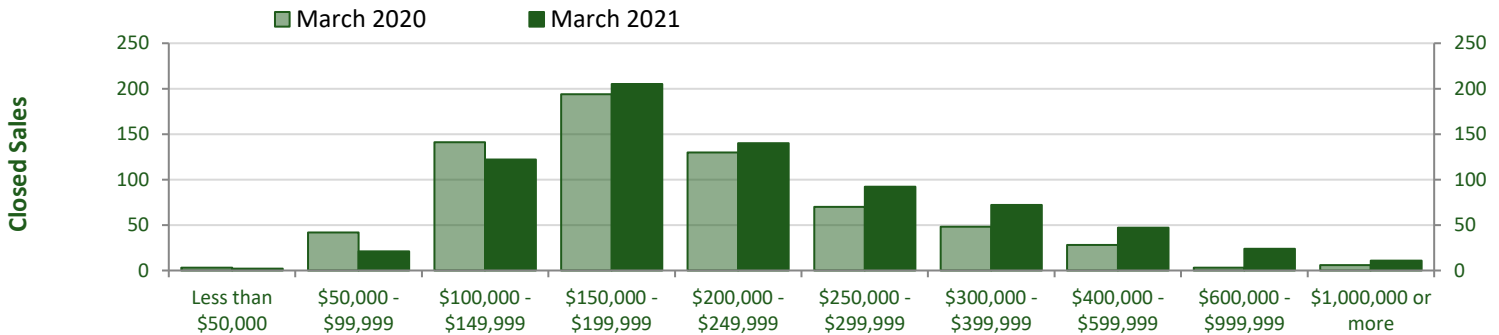
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Closed Sales by Sale Price

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	2	-33.3%
\$50,000 - \$99,999	21	-50.0%
\$100,000 - \$149,999	122	-13.5%
\$150,000 - \$199,999	205	5.7%
\$200,000 - \$249,999	140	7.7%
\$250,000 - \$299,999	92	31.4%
\$300,000 - \$399,999	72	50.0%
\$400,000 - \$599,999	47	67.9%
\$600,000 - \$999,999	24	700.0%
\$1,000,000 or more	11	83.3%

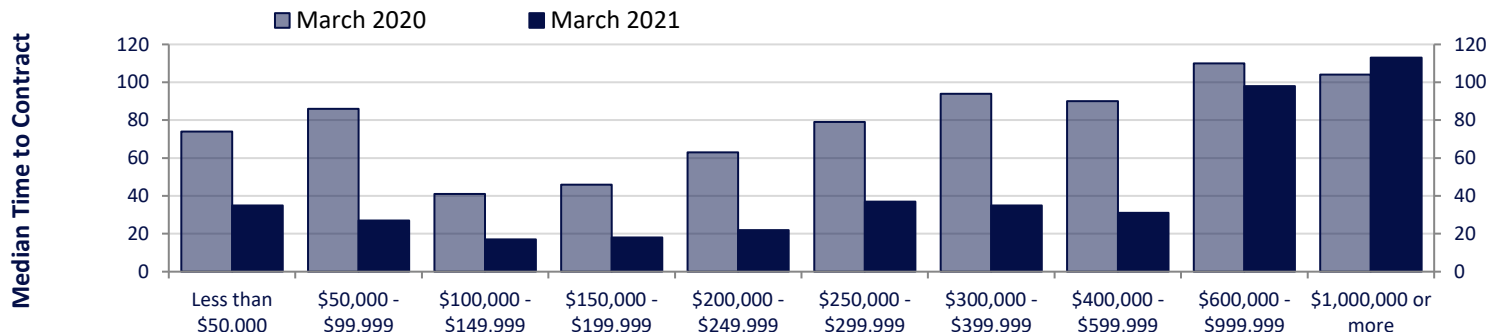


Median Time to Contract by Sale Price

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	35 Days	-52.7%
\$50,000 - \$99,999	27 Days	-68.6%
\$100,000 - \$149,999	17 Days	-58.5%
\$150,000 - \$199,999	18 Days	-60.9%
\$200,000 - \$249,999	22 Days	-65.1%
\$250,000 - \$299,999	37 Days	-53.2%
\$300,000 - \$399,999	35 Days	-62.8%
\$400,000 - \$599,999	31 Days	-65.6%
\$600,000 - \$999,999	98 Days	-10.9%
\$1,000,000 or more	113 Days	8.7%



Monthly Market Detail - March 2021

Single Family Homes

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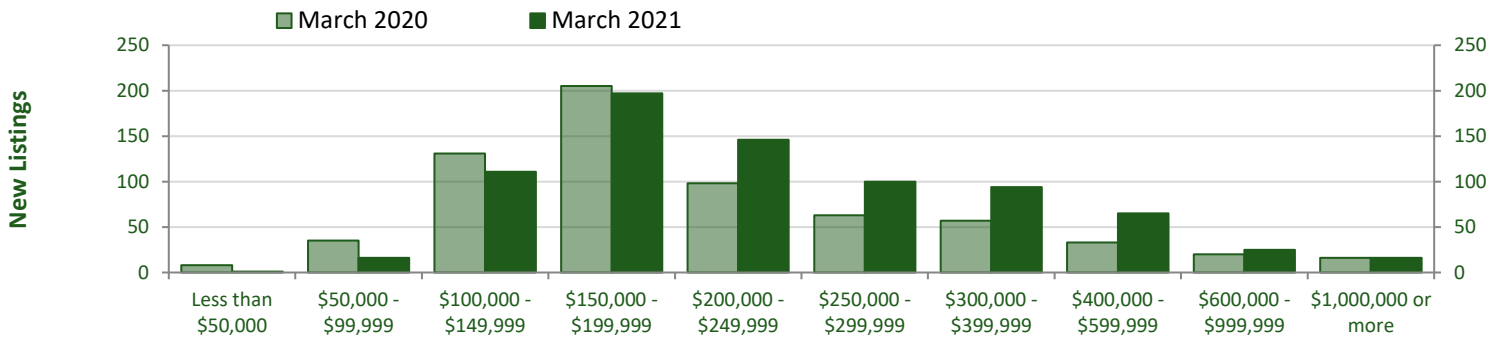
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New Listings by Initial Listing Price

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	1	-87.5%
\$50,000 - \$99,999	16	-54.3%
\$100,000 - \$149,999	111	-15.3%
\$150,000 - \$199,999	197	-3.9%
\$200,000 - \$249,999	146	49.0%
\$250,000 - \$299,999	100	58.7%
\$300,000 - \$399,999	94	64.9%
\$400,000 - \$599,999	65	97.0%
\$600,000 - \$999,999	25	25.0%
\$1,000,000 or more	16	0.0%

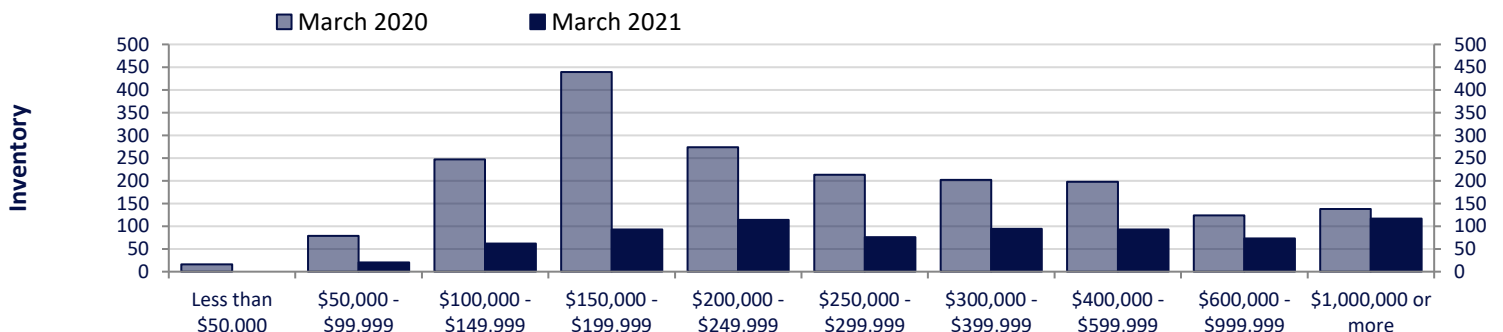


Inventory by Current Listing Price

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

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

Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	-100.0%
\$50,000 - \$99,999	20	-74.7%
\$100,000 - \$149,999	62	-74.9%
\$150,000 - \$199,999	93	-78.8%
\$200,000 - \$249,999	114	-58.4%
\$250,000 - \$299,999	76	-64.3%
\$300,000 - \$399,999	94	-53.5%
\$400,000 - \$599,999	93	-53.0%
\$600,000 - \$999,999	73	-41.1%
\$1,000,000 or more	117	-15.2%

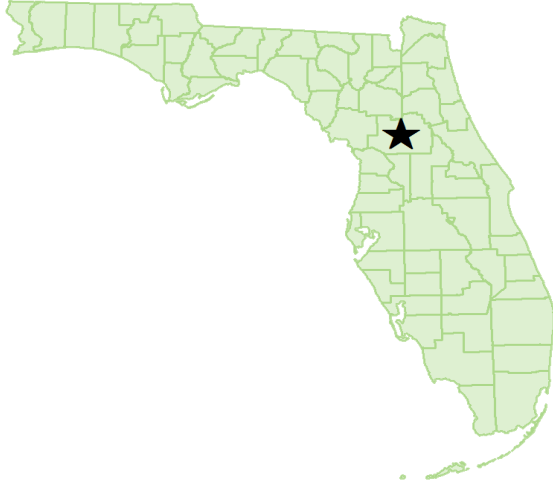


Monthly Distressed Market - March 2021

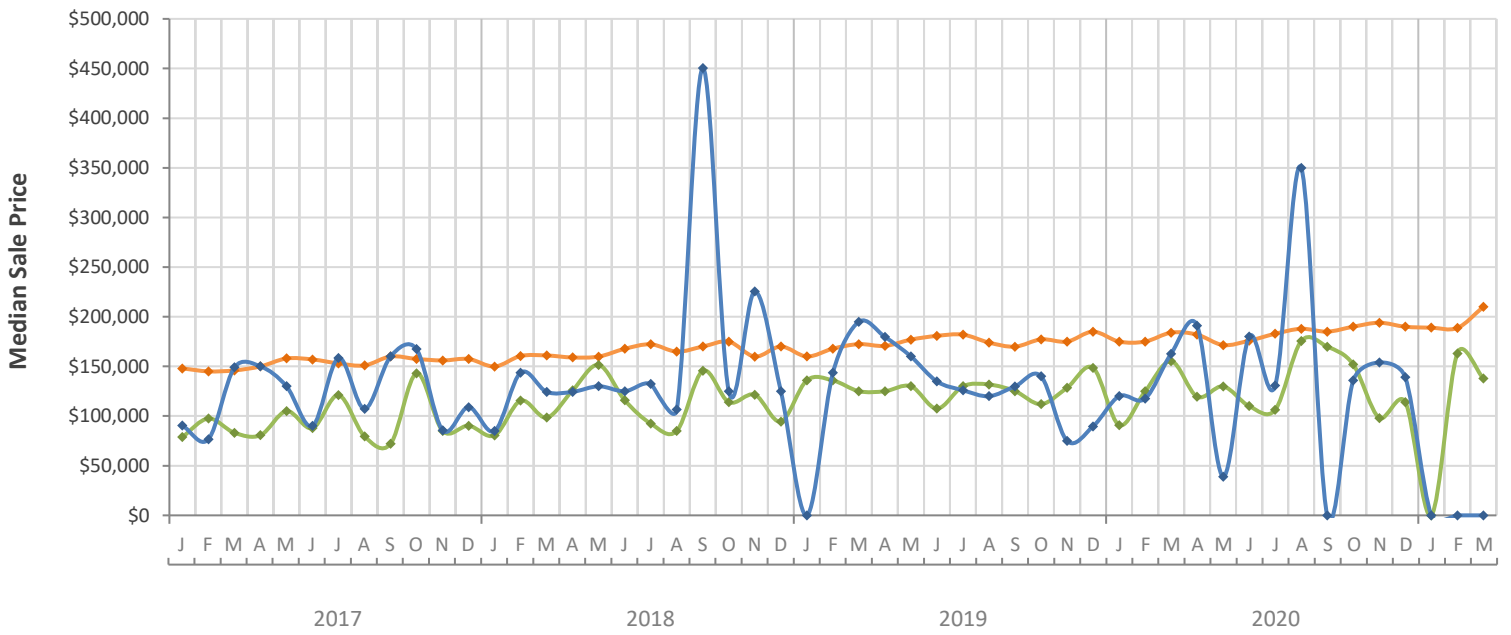
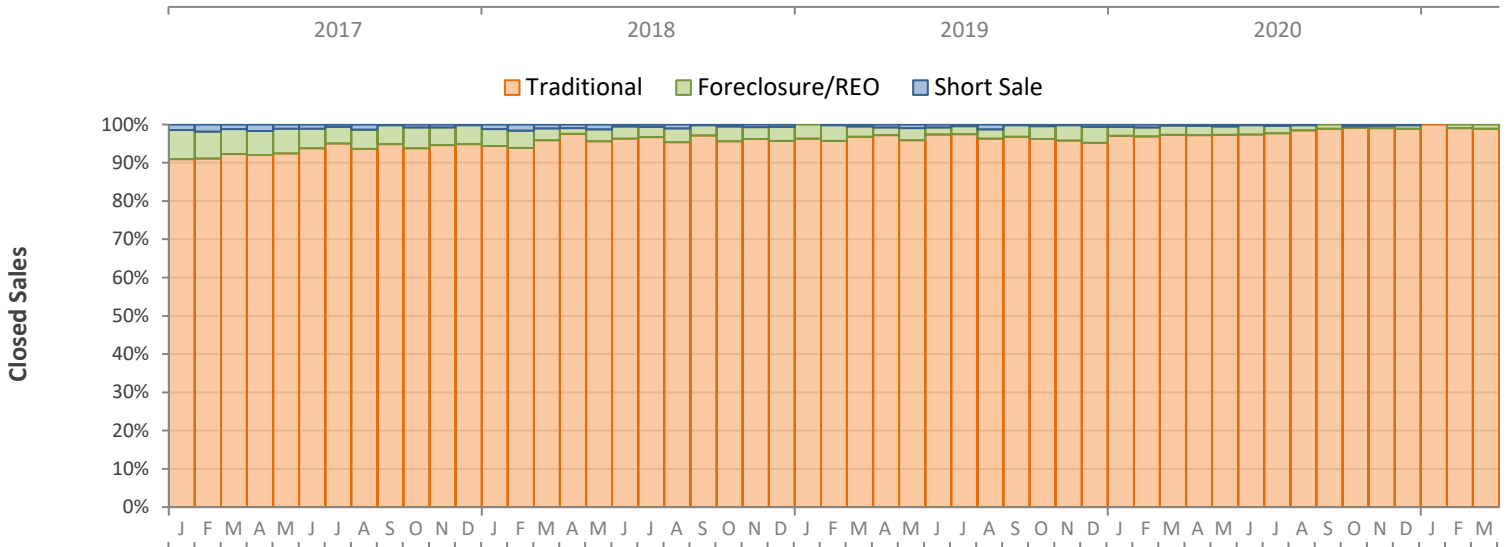
Single Family Homes

Ocala/Marion County Association of REALTORS®

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		March 2021	March 2020	Percent Change Year-over-Year
Traditional	Closed Sales	728	647	12.5%
	Median Sale Price	\$210,000	\$184,000	14.1%
Foreclosure/REO	Closed Sales	8	16	-50.0%
	Median Sale Price	\$137,750	\$155,250	-11.3%
Short Sale	Closed Sales	0	2	-100.0%
	Median Sale Price	(No Sales)	\$162,750	N/A

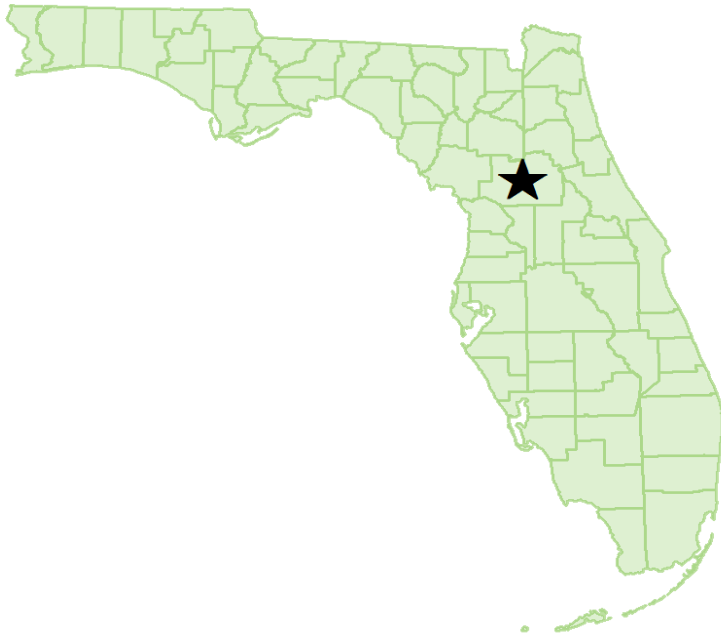


Monthly Market Detail - March 2021

Townhouses and Condos

Ocala/Marion County Association of REALTORS®

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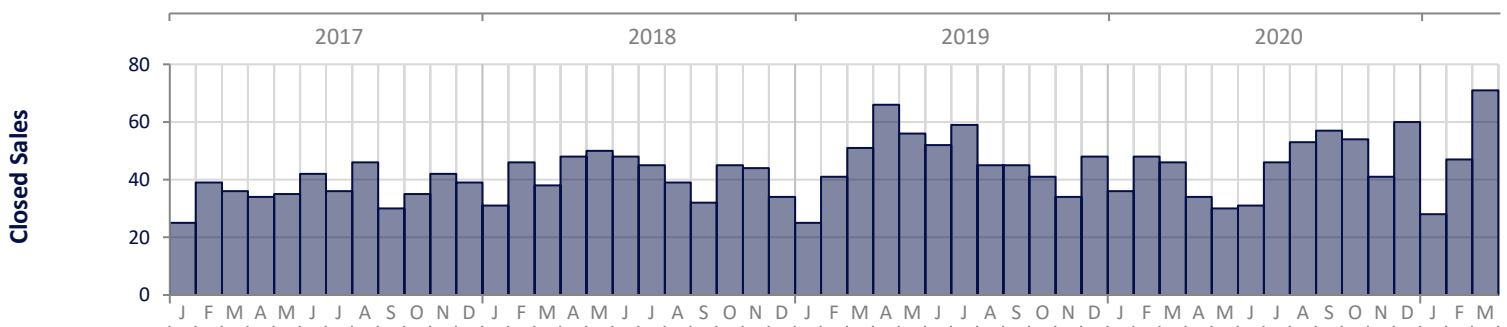
Summary Statistics	March 2021	March 2020	Percent Change Year-over-Year
Closed Sales	71	46	54.3%
Paid in Cash	42	29	44.8%
Median Sale Price	\$125,000	\$124,000	0.8%
Average Sale Price	\$132,051	\$124,667	5.9%
Dollar Volume	\$9.4 Million	\$5.7 Million	63.5%
Median Percent of Original List Price Received	96.5%	96.1%	0.4%
Median Time to Contract	20 Days	28 Days	-28.6%
Median Time to Sale	62 Days	63 Days	-1.6%
New Pending Sales	76	35	117.1%
New Listings	66	47	40.4%
Pending Inventory	89	46	93.5%
Inventory (Active Listings)	62	124	-50.0%
Months Supply of Inventory	1.3	2.6	-50.0%

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	146	12.3%
March 2021	71	54.3%
February 2021	47	-2.1%
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%



Monthly Market Detail - March 2021

Townhouses and Condos

Ocala/Marion County Association of REALTORS®

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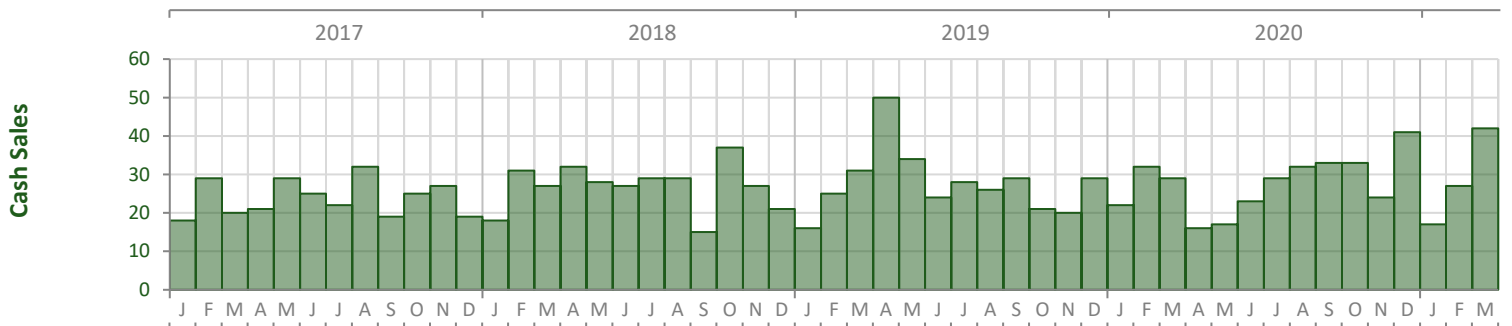


Cash Sales

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	86	3.6%
March 2021	42	44.8%
February 2021	27	-15.6%
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%

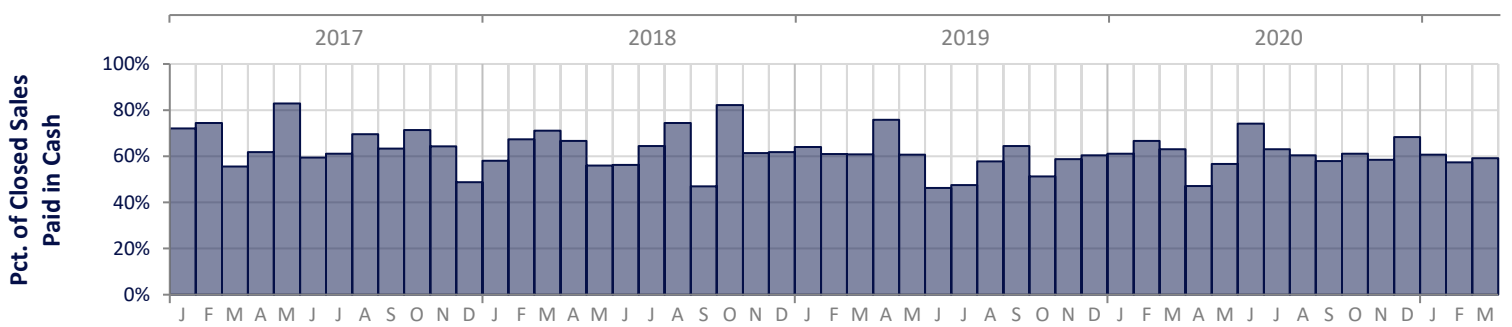


Cash Sales as a Percentage of Closed Sales

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	58.9%	-7.7%
March 2021	59.2%	-6.0%
February 2021	57.4%	-13.9%
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%



Monthly Market Detail - March 2021

Townhouses and Condos

Ocala/Marion County Association of REALTORS®



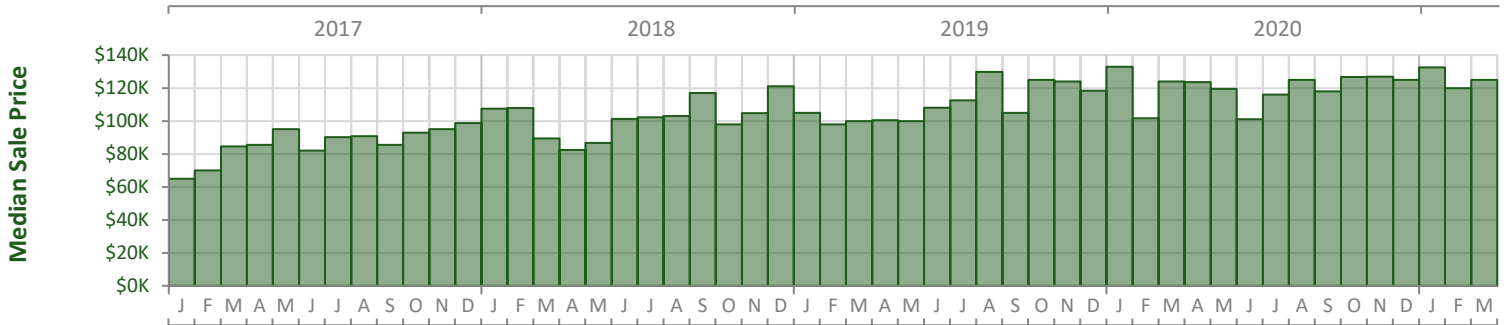
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Median Sale Price

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	\$125,000	6.4%
March 2021	\$125,000	0.8%
February 2021	\$120,000	17.9%
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%

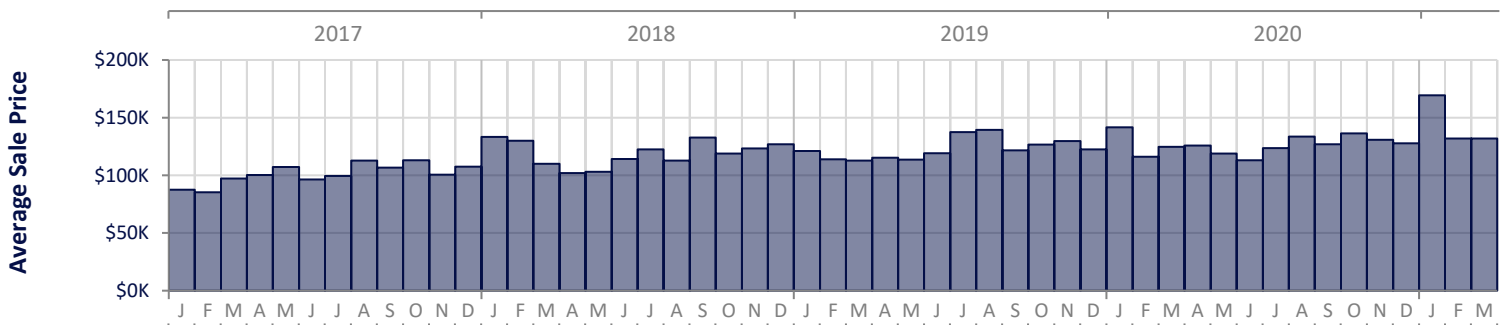


Average Sale Price

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	\$139,207	10.3%
March 2021	\$132,051	5.9%
February 2021	\$132,008	13.6%
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%



Monthly Market Detail - March 2021

Townhouses and Condos

Ocala/Marion County Association of REALTORS®



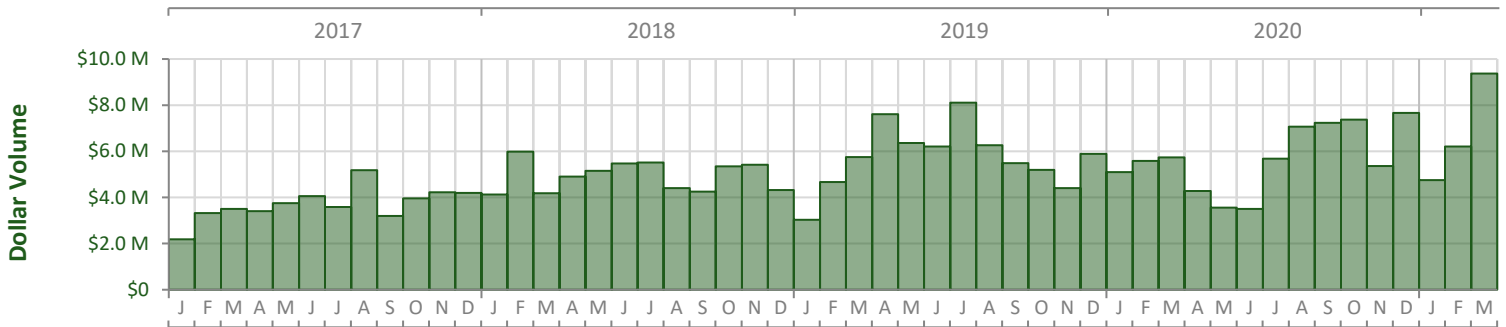
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Dollar Volume

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	\$20.3 Million	23.9%
March 2021	\$9.4 Million	63.5%
February 2021	\$6.2 Million	11.2%
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%

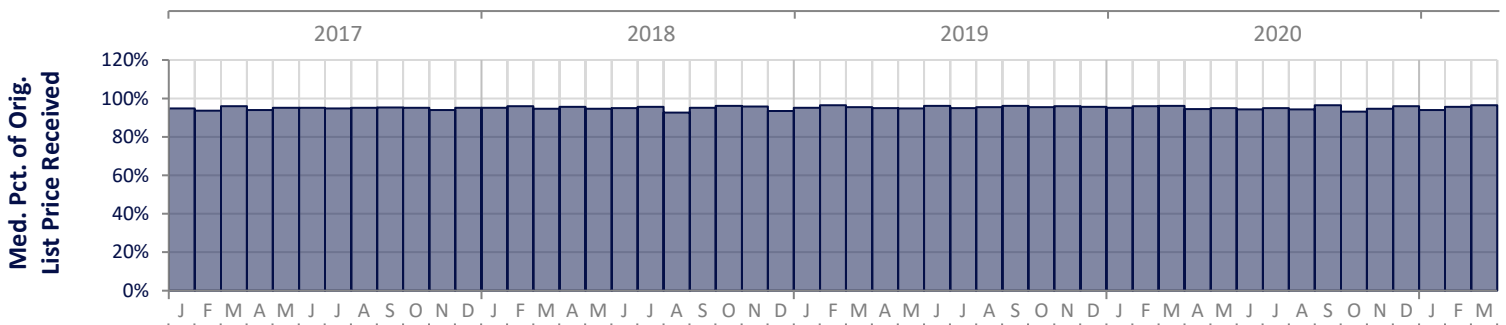


Median Percent of Original List Price Received

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	95.7%	-0.2%
March 2021	96.5%	0.4%
February 2021	95.7%	-0.2%
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%



Monthly Market Detail - March 2021

Townhouses and Condos

Ocala/Marion County Association of REALTORS®

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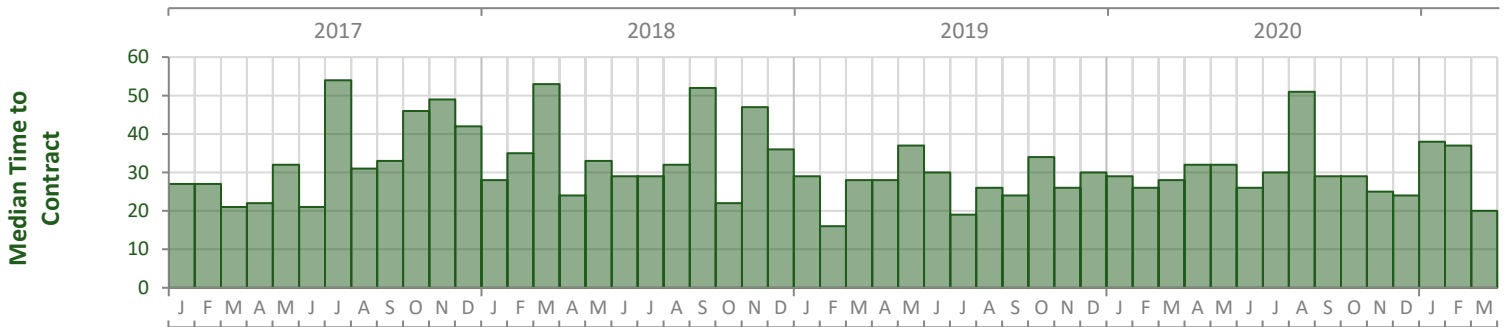


Median Time to Contract

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	30 Days	11.1%
March 2021	20 Days	-28.6%
February 2021	37 Days	42.3%
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%

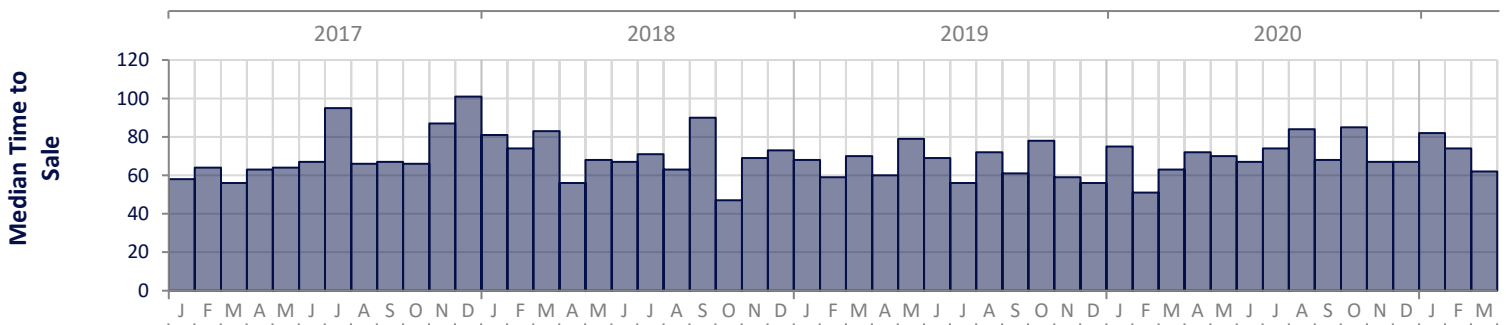


Median Time to Sale

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	73 Days	14.1%
March 2021	62 Days	-1.6%
February 2021	74 Days	45.1%
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%



Monthly Market Detail - March 2021

Townhouses and Condos

Ocala/Marion County Association of REALTORS®

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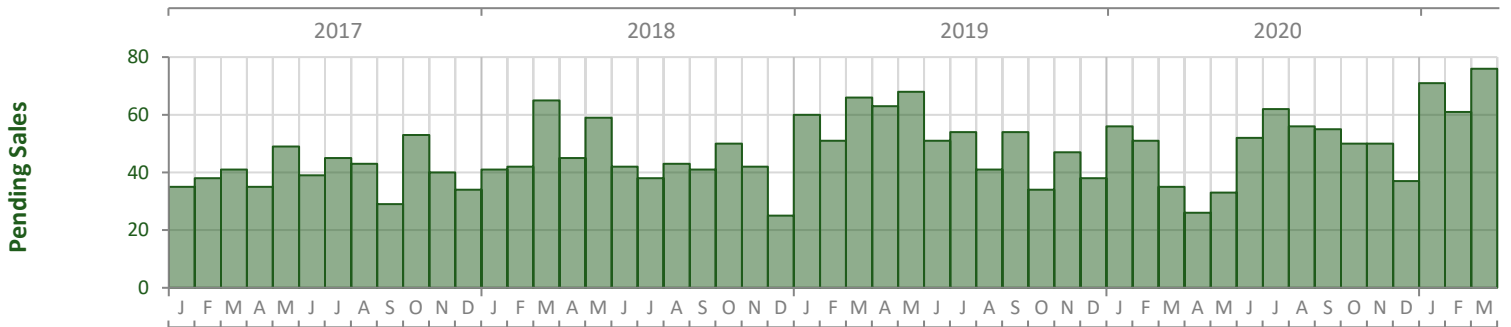


New Pending Sales

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	208	46.5%
March 2021	76	117.1%
February 2021	61	19.6%
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%

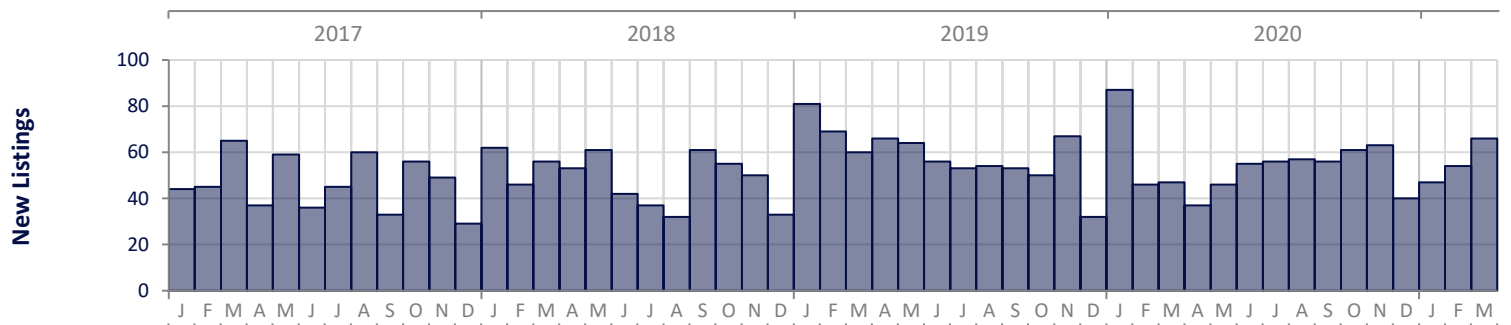


New Listings

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	167	-7.2%
March 2021	66	40.4%
February 2021	54	17.4%
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%



Monthly Market Detail - March 2021

Townhouses and Condos

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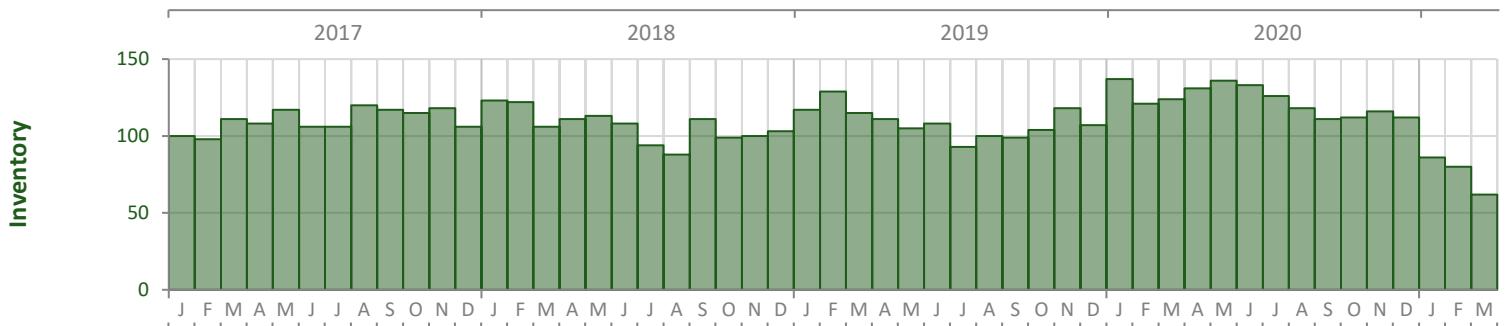


Inventory (Active Listings)

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)	76	-40.2%
March 2021	62	-50.0%
February 2021	80	-33.9%
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%

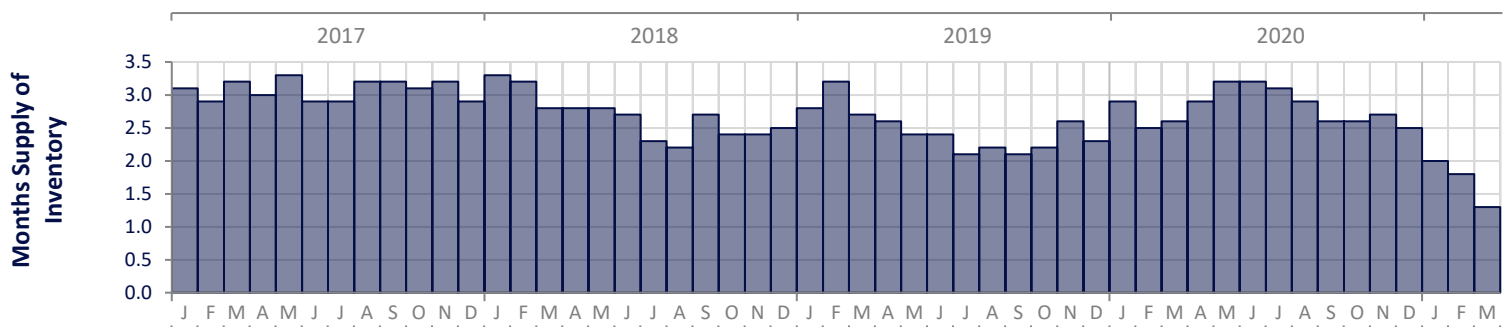


Months Supply of Inventory

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	-25.9%
March 2021	1.3	-50.0%
February 2021	1.8	-28.0%
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%



Monthly Market Detail - March 2021

Townhouses and Condos

Ocala/Marion County Association of REALTORS®

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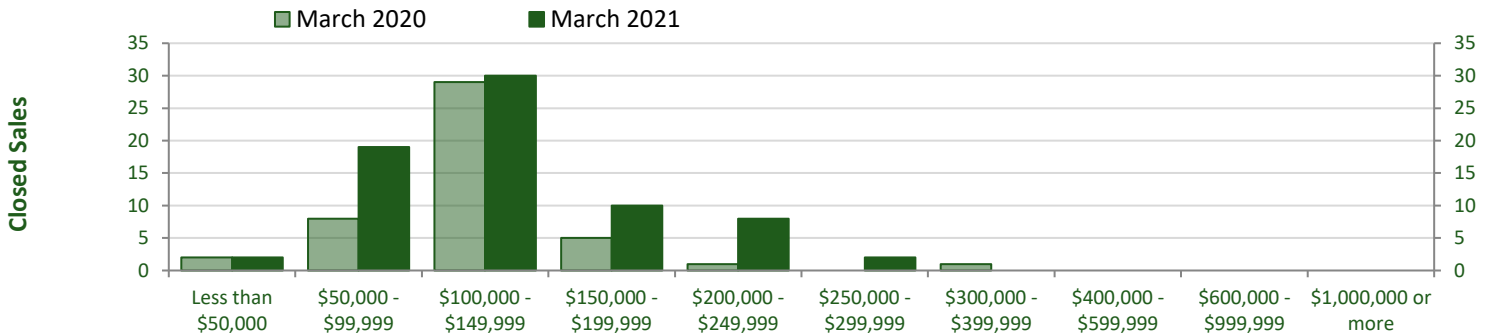


Closed Sales by Sale Price

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	2	0.0%
\$50,000 - \$99,999	19	137.5%
\$100,000 - \$149,999	30	3.4%
\$150,000 - \$199,999	10	100.0%
\$200,000 - \$249,999	8	700.0%
\$250,000 - \$299,999	2	N/A
\$300,000 - \$399,999	0	-100.0%
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

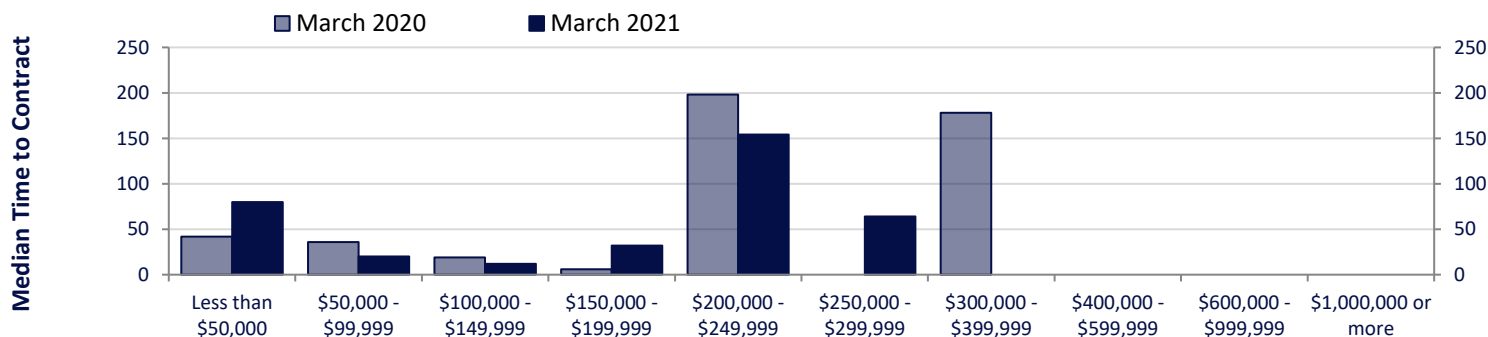


Median Time to Contract by Sale Price

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	80 Days	90.5%
\$50,000 - \$99,999	20 Days	-44.4%
\$100,000 - \$149,999	12 Days	-36.8%
\$150,000 - \$199,999	32 Days	433.3%
\$200,000 - \$249,999	154 Days	-22.2%
\$250,000 - \$299,999	64 Days	N/A
\$300,000 - \$399,999	(No Sales)	N/A
\$400,000 - \$599,999	(No Sales)	N/A
\$600,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	(No Sales)	N/A



Monthly Market Detail - March 2021

Townhouses and Condos

Ocala/Marion County Association of REALTORS®

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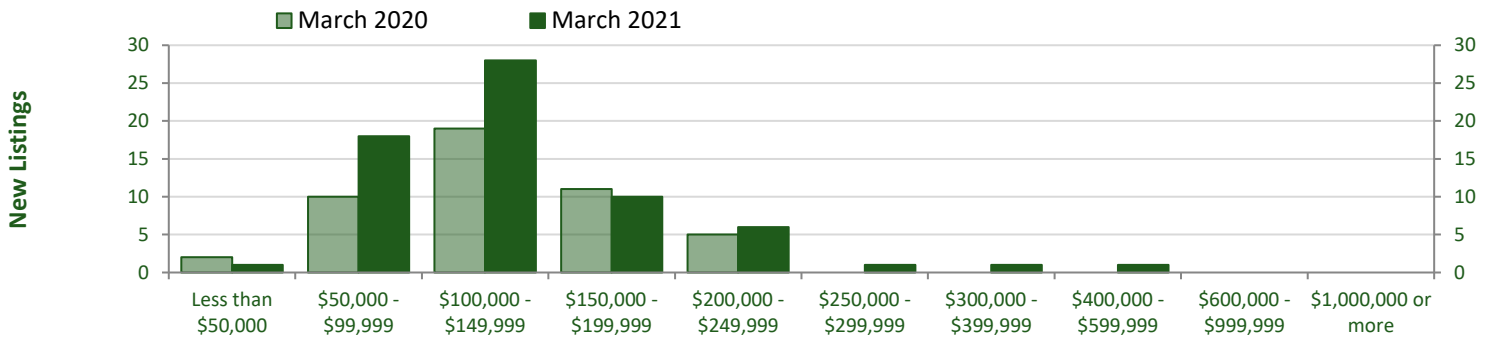


New Listings by Initial Listing Price

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	1	-50.0%
\$50,000 - \$99,999	18	80.0%
\$100,000 - \$149,999	28	47.4%
\$150,000 - \$199,999	10	-9.1%
\$200,000 - \$249,999	6	20.0%
\$250,000 - \$299,999	1	N/A
\$300,000 - \$399,999	1	N/A
\$400,000 - \$599,999	1	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

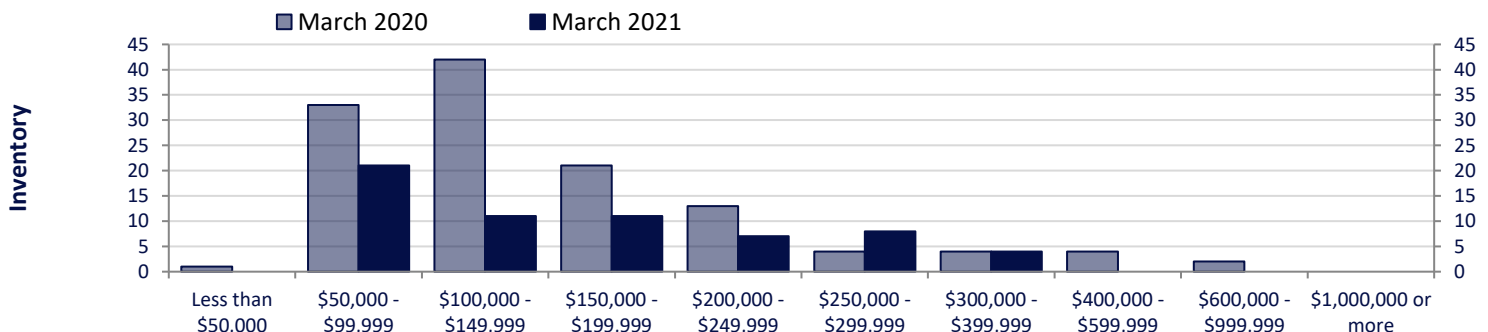


Inventory by Current Listing Price

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

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

Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	-100.0%
\$50,000 - \$99,999	21	-36.4%
\$100,000 - \$149,999	11	-73.8%
\$150,000 - \$199,999	11	-47.6%
\$200,000 - \$249,999	7	-46.2%
\$250,000 - \$299,999	8	100.0%
\$300,000 - \$399,999	4	0.0%
\$400,000 - \$599,999	0	-100.0%
\$600,000 - \$999,999	0	-100.0%
\$1,000,000 or more	0	N/A

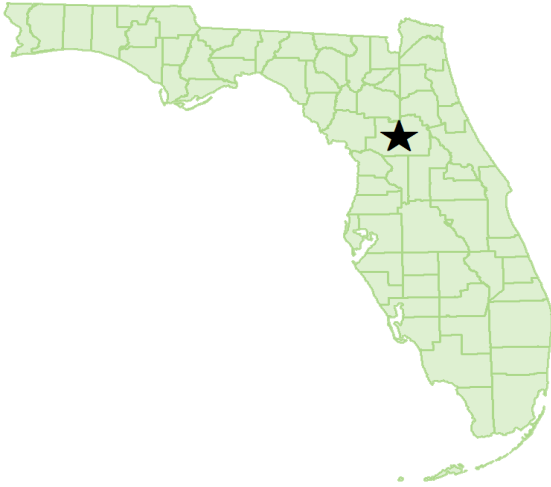


Monthly Distressed Market - March 2021

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.



		March 2021	March 2020	Percent Change Year-over-Year
Traditional	Closed Sales	70	46	52.2%
	Median Sale Price	\$124,950	\$124,000	0.8%
Foreclosure/REO	Closed Sales	1	0	N/A
	Median Sale Price	\$160,000	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

