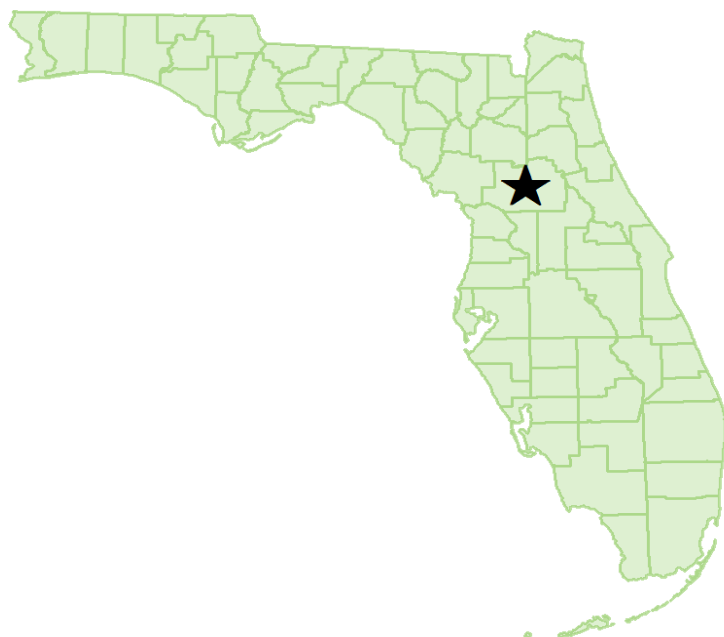


Ocala/Marion County Association of REALTORS®

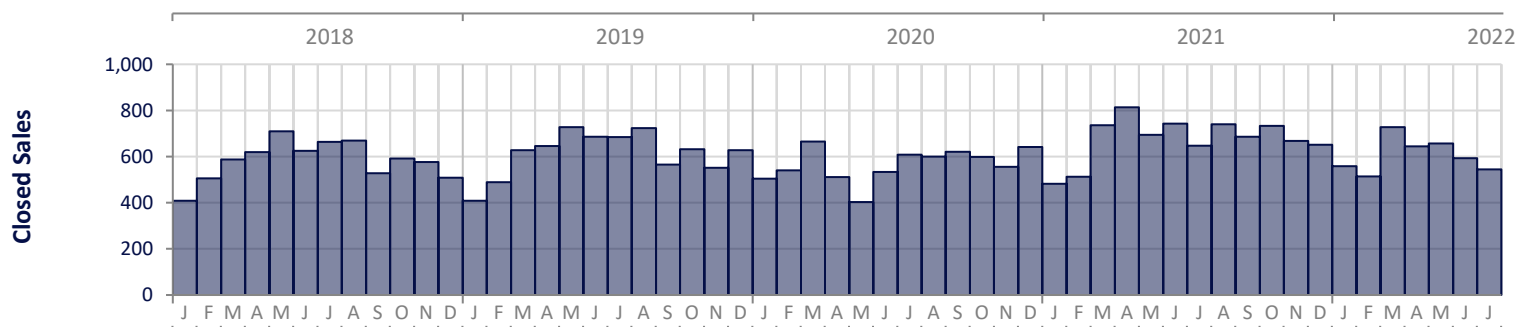
The logo for the Ocala/Marion County Association of Realtors. It features a stylized horse head in profile, facing right, with a green outline. A green swoosh line starts from the bottom left, goes under the horse's neck, and then curves up to form the horse's mane. Below the horse head, the text "OCALA/MARION COUNTY" is written in a large, dark blue, sans-serif font. Underneath that, "ASSOCIATION OF REALTORS®" is written in a smaller, green, sans-serif font.

Summary Statistics	July 2022	July 2021	Percent Change Year-over-Year
Closed Sales	545	647	-15.8%
Paid in Cash	188	244	-23.0%
Median Sale Price	\$290,250	\$234,900	23.6%
Average Sale Price	\$357,194	\$300,568	18.8%
Dollar Volume	\$194.7 Million	\$194.5 Million	0.1%
Median Percent of Original List Price Received	100.0%	100.0%	0.0%
Median Time to Contract	11 Days	9 Days	22.2%
Median Time to Sale	54 Days	62 Days	-12.9%
New Pending Sales	529	646	-18.1%
New Listings	732	775	-5.5%
Pending Inventory	834	1,192	-30.0%
Inventory (Active Listings)	1,303	825	57.9%
Months Supply of Inventory	2.0	1.3	53.8%

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	4,240	-8.4%
July 2022	545	-15.8%
June 2022	593	-20.2%
May 2022	657	-5.3%
April 2022	645	-20.8%
March 2022	728	-1.1%
February 2022	514	0.2%
January 2022	558	15.8%
December 2021	651	1.6%
November 2021	668	20.1%
October 2021	733	22.4%
September 2021	686	10.5%
August 2021	740	23.3%
July 2021	647	6.4%



Monthly Market Detail - July 2022

Single-Family Homes

Ocala/Marion County Association of REALTORS®

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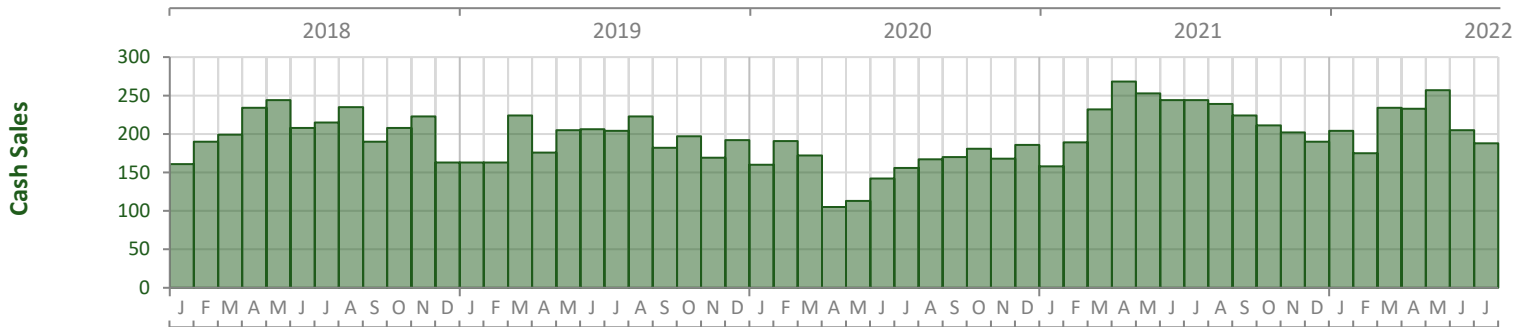


Cash Sales

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	1,496	-5.8%
July 2022	188	-23.0%
June 2022	205	-16.0%
May 2022	257	1.6%
April 2022	233	-13.1%
March 2022	234	0.9%
February 2022	175	-7.4%
January 2022	204	29.1%
December 2021	190	2.2%
November 2021	202	20.2%
October 2021	211	16.6%
September 2021	224	31.8%
August 2021	239	43.1%
July 2021	244	56.4%

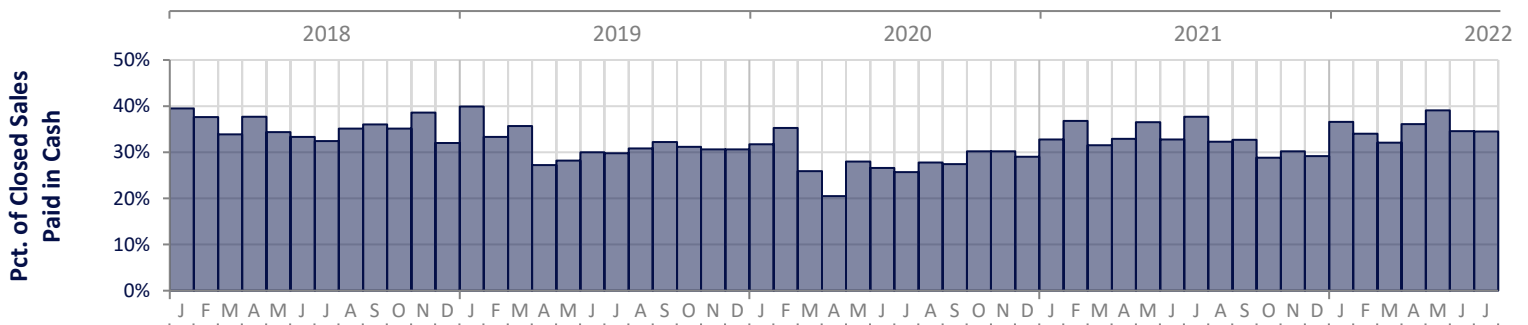


Cash Sales as a Percentage of Closed Sales

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	35.3%	2.9%
July 2022	34.5%	-8.5%
June 2022	34.6%	5.5%
May 2022	39.1%	7.1%
April 2022	36.1%	9.7%
March 2022	32.1%	1.9%
February 2022	34.0%	-7.6%
January 2022	36.6%	11.6%
December 2021	29.2%	0.7%
November 2021	30.2%	0.0%
October 2021	28.8%	-4.6%
September 2021	32.7%	19.3%
August 2021	32.3%	16.2%
July 2021	37.7%	46.7%



Monthly Market Detail - July 2022

Single-Family Homes

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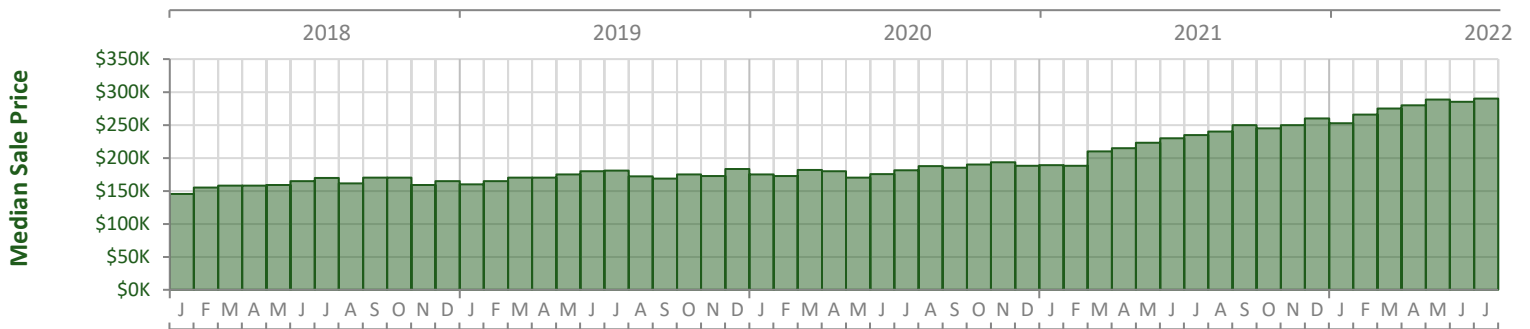


Median Sale Price

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	\$275,000	27.9%
July 2022	\$290,250	23.6%
June 2022	\$285,000	23.9%
May 2022	\$288,600	29.4%
April 2022	\$280,000	30.2%
March 2022	\$275,000	31.1%
February 2022	\$265,750	41.4%
January 2022	\$252,575	33.6%
December 2021	\$259,900	38.2%
November 2021	\$250,000	29.3%
October 2021	\$245,000	28.9%
September 2021	\$249,900	35.1%
August 2021	\$240,000	27.8%
July 2021	\$234,900	29.4%

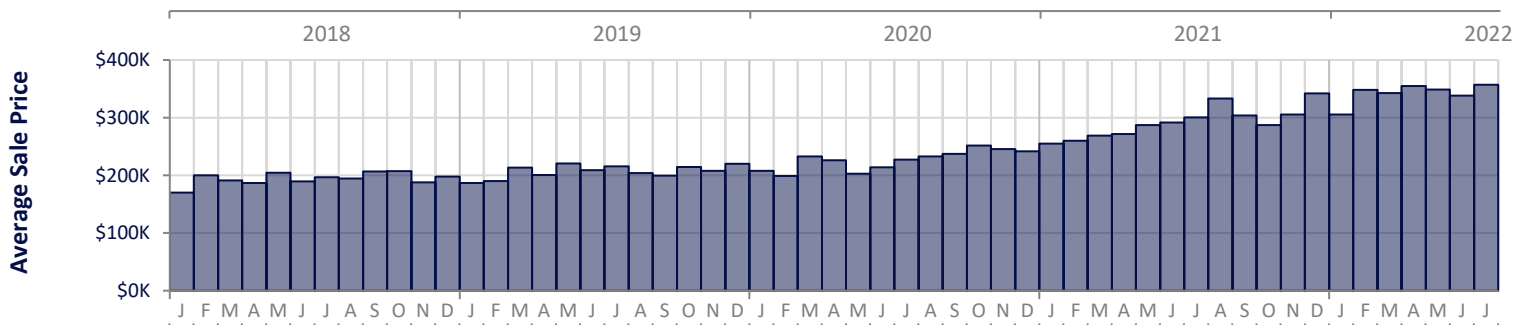


Average Sale Price

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	\$342,529	23.3%
July 2022	\$357,194	18.8%
June 2022	\$338,152	15.9%
May 2022	\$348,734	21.4%
April 2022	\$354,820	30.5%
March 2022	\$342,856	27.7%
February 2022	\$348,284	34.0%
January 2022	\$305,613	19.8%
December 2021	\$341,885	41.4%
November 2021	\$305,211	24.3%
October 2021	\$287,044	14.0%
September 2021	\$303,920	28.0%
August 2021	\$333,149	43.0%
July 2021	\$300,568	32.3%



Monthly Market Detail - July 2022

Single-Family Homes

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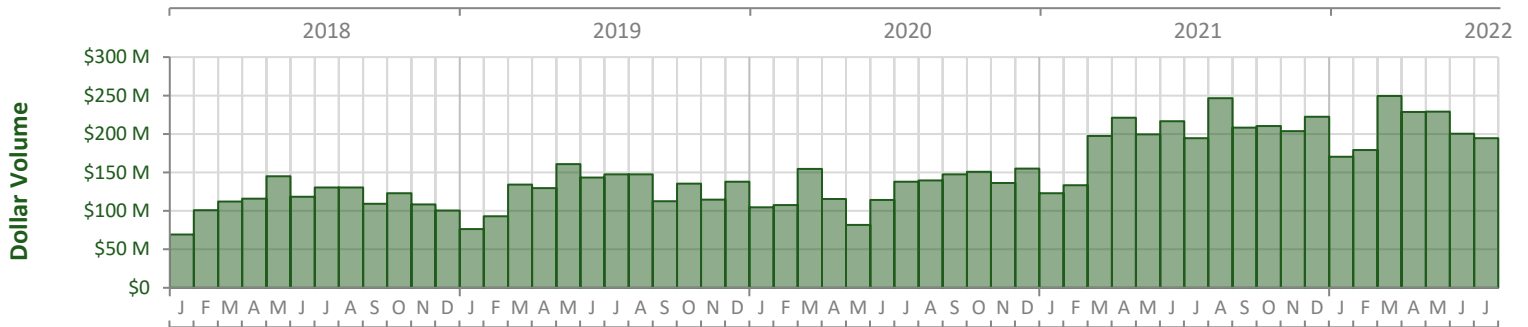


Dollar Volume

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	\$1.5 Billion	12.9%
July 2022	\$194.7 Million	0.1%
June 2022	\$200.5 Million	-7.5%
May 2022	\$229.1 Million	14.9%
April 2022	\$228.9 Million	3.4%
March 2022	\$249.6 Million	26.3%
February 2022	\$179.0 Million	34.3%
January 2022	\$170.5 Million	38.7%
December 2021	\$222.6 Million	43.6%
November 2021	\$203.9 Million	49.4%
October 2021	\$210.4 Million	39.5%
September 2021	\$208.5 Million	41.4%
August 2021	\$246.5 Million	76.4%
July 2021	\$194.5 Million	40.8%

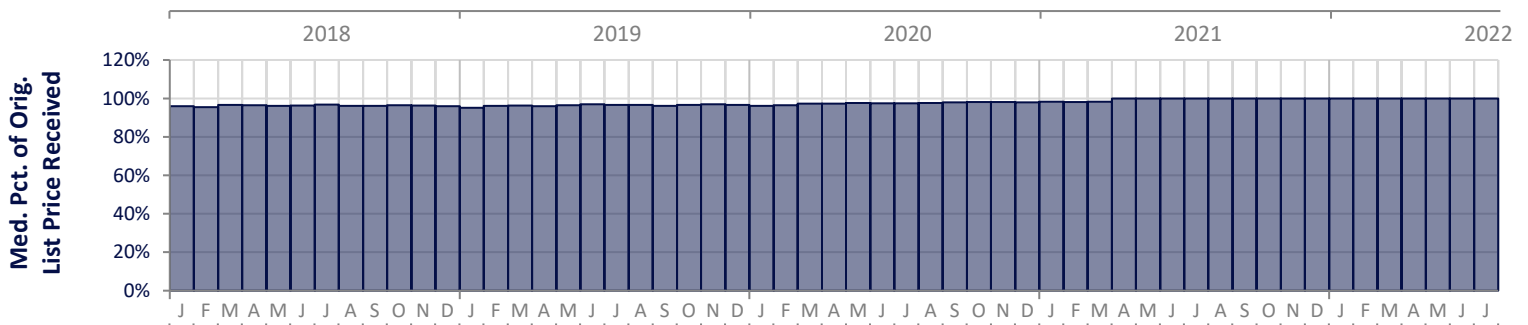


Median Percent of Original List Price Received

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	100.0%	0.0%
July 2022	100.0%	0.0%
June 2022	100.0%	0.0%
May 2022	100.0%	0.0%
April 2022	100.0%	0.0%
March 2022	100.0%	1.7%
February 2022	100.0%	1.8%
January 2022	100.0%	1.7%
December 2021	100.0%	2.0%
November 2021	100.0%	1.9%
October 2021	100.0%	1.8%
September 2021	100.0%	2.0%
August 2021	100.0%	2.4%
July 2021	100.0%	2.7%



Monthly Market Detail - July 2022

Single-Family Homes

Ocala/Marion County Association of REALTORS®

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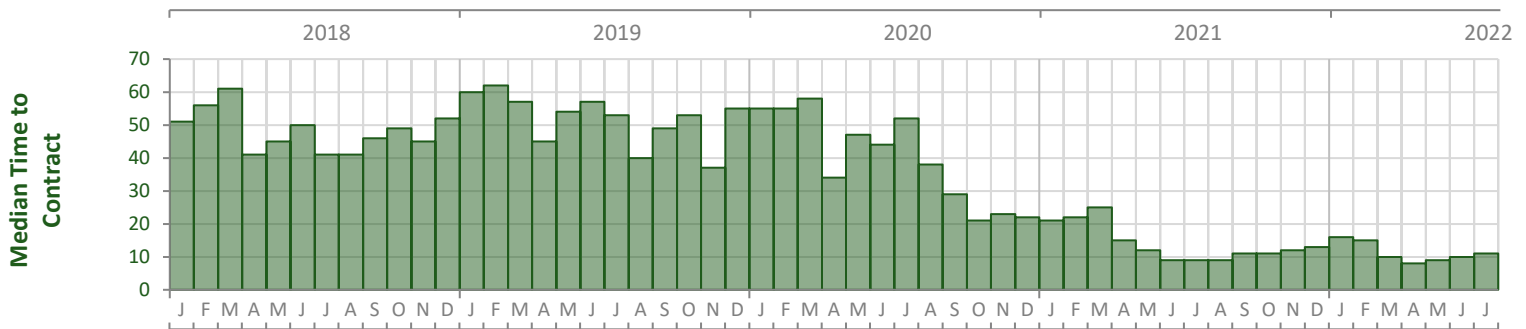


Median Time to Contract

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	11 Days	-26.7%
July 2022	11 Days	22.2%
June 2022	10 Days	11.1%
May 2022	9 Days	-25.0%
April 2022	8 Days	-46.7%
March 2022	10 Days	-60.0%
February 2022	15 Days	-31.8%
January 2022	16 Days	-23.8%
December 2021	13 Days	-40.9%
November 2021	12 Days	-47.8%
October 2021	11 Days	-47.6%
September 2021	11 Days	-62.1%
August 2021	9 Days	-76.3%
July 2021	9 Days	-82.7%

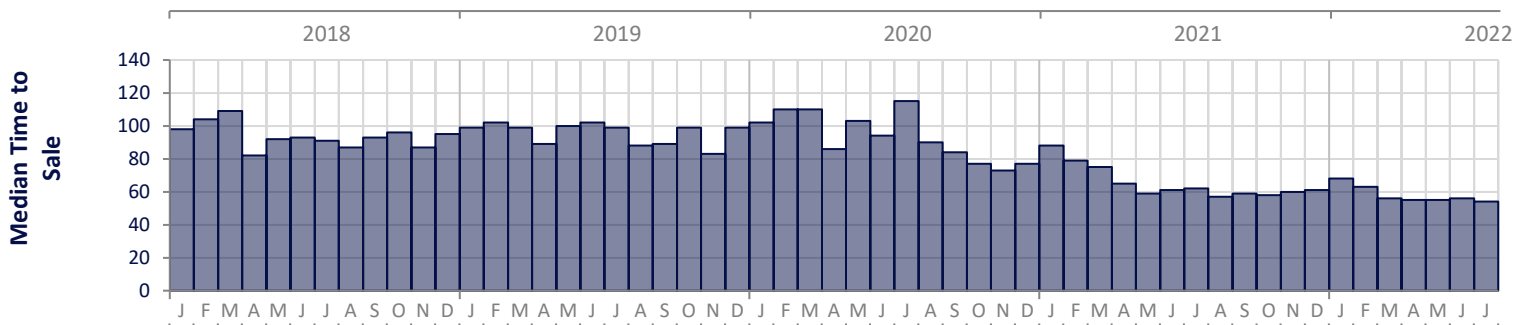


Median Time to Sale

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

Economists' note: Time to Sale is a measure of the length of the home selling process, calculated as the number of days between the initial listing of a property and the closing of the sale. *Median* Time to Sale is the amount of time the "middle" property selling this month was on the market. That is, 50% of homes selling this month took *less* time to sell, and 50% of homes took *more* time to sell. Median Time to Sale gives a more accurate picture than Average Time to Sale, which can be skewed upward by small numbers of properties taking an abnormally long time to sell.

Month	Median Time to Sale	Percent Change Year-over-Year
Year-to-Date	57 Days	-14.9%
July 2022	54 Days	-12.9%
June 2022	56 Days	-8.2%
May 2022	55 Days	-6.8%
April 2022	55 Days	-15.4%
March 2022	56 Days	-25.3%
February 2022	63 Days	-20.3%
January 2022	68 Days	-22.7%
December 2021	61 Days	-20.8%
November 2021	60 Days	-17.8%
October 2021	58 Days	-24.7%
September 2021	59 Days	-29.8%
August 2021	57 Days	-36.7%
July 2021	62 Days	-46.1%



Monthly Market Detail - July 2022

Single-Family Homes

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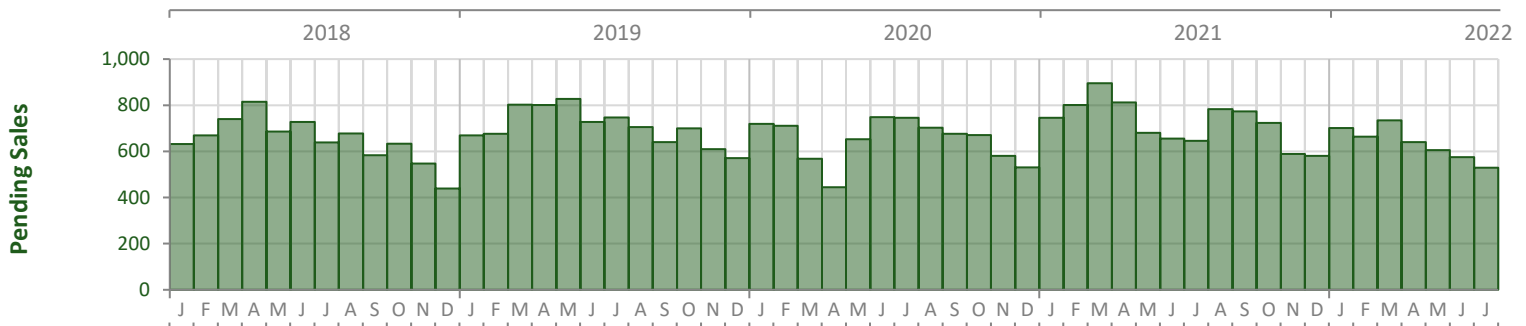


New Pending Sales

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	4,449	-15.0%
July 2022	529	-18.1%
June 2022	575	-12.3%
May 2022	606	-10.9%
April 2022	640	-21.2%
March 2022	734	-18.0%
February 2022	664	-17.1%
January 2022	701	-5.9%
December 2021	581	9.6%
November 2021	589	1.4%
October 2021	724	7.9%
September 2021	773	14.3%
August 2021	783	11.4%
July 2021	646	-13.4%

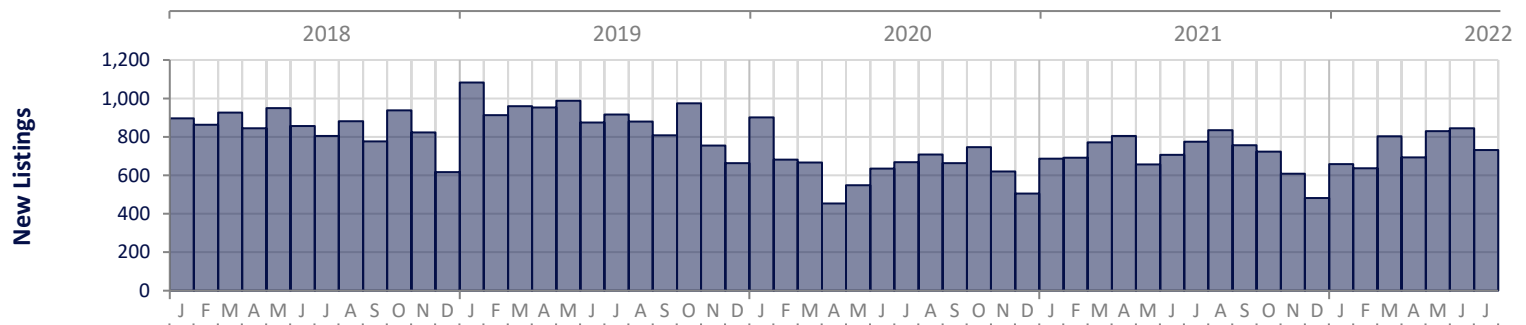


New Listings

The number of properties put onto the market during the month

Economists' note: New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Month	New Listings	Percent Change Year-over-Year
Year-to-Date	5,198	2.1%
July 2022	732	-5.5%
June 2022	844	19.5%
May 2022	829	26.4%
April 2022	694	-13.8%
March 2022	804	4.3%
February 2022	636	-8.1%
January 2022	659	-3.9%
December 2021	482	-4.7%
November 2021	608	-1.9%
October 2021	724	-3.1%
September 2021	757	14.2%
August 2021	834	17.6%
July 2021	775	15.8%



Monthly Market Detail - July 2022

Single-Family Homes

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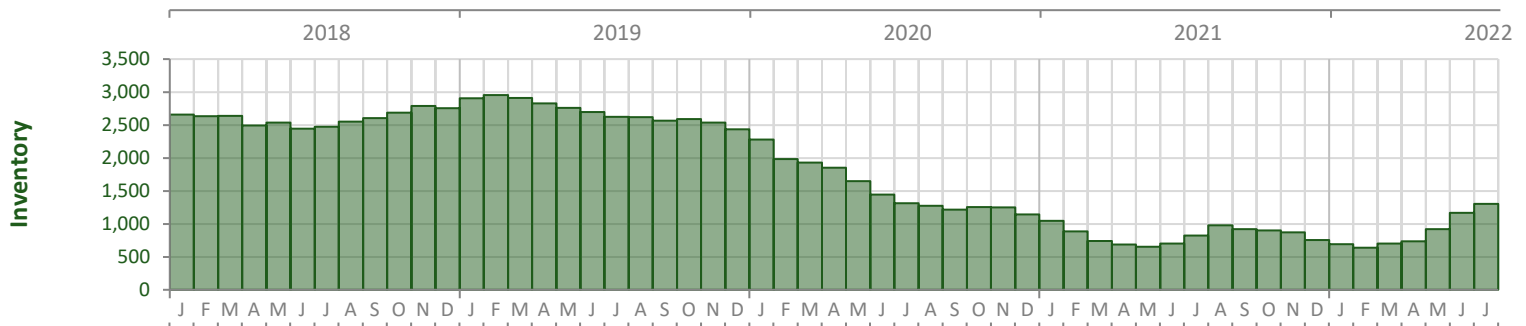


Inventory (Active Listings)

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

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

Month	Inventory	Percent Change Year-over-Year
YTD (Monthly Avg)	879	11.2%
July 2022	1,303	57.9%
June 2022	1,166	66.6%
May 2022	920	41.3%
April 2022	738	7.6%
March 2022	701	-5.5%
February 2022	638	-27.8%
January 2022	690	-34.0%
December 2021	756	-33.8%
November 2021	871	-30.3%
October 2021	900	-28.3%
September 2021	921	-24.3%
August 2021	980	-23.2%
July 2021	825	-37.2%

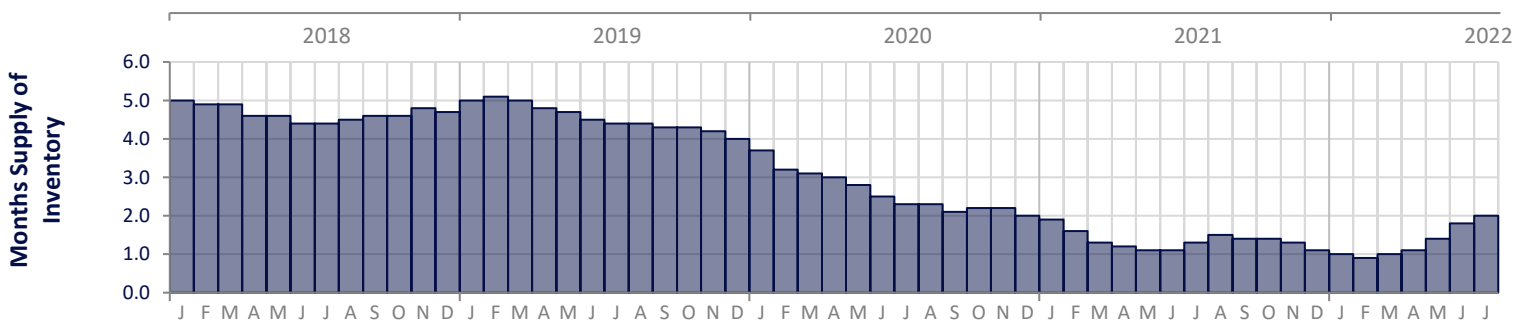


Months Supply of Inventory

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)	1.3	-7.1%
July 2022	2.0	53.8%
June 2022	1.8	63.6%
May 2022	1.4	27.3%
April 2022	1.1	-8.3%
March 2022	1.0	-23.1%
February 2022	0.9	-43.8%
January 2022	1.0	-47.4%
December 2021	1.1	-45.0%
November 2021	1.3	-40.9%
October 2021	1.4	-36.4%
September 2021	1.4	-33.3%
August 2021	1.5	-34.8%
July 2021	1.3	-43.5%



Monthly Market Detail - July 2022

Single-Family Homes

Ocala/Marion County Association of REALTORS®

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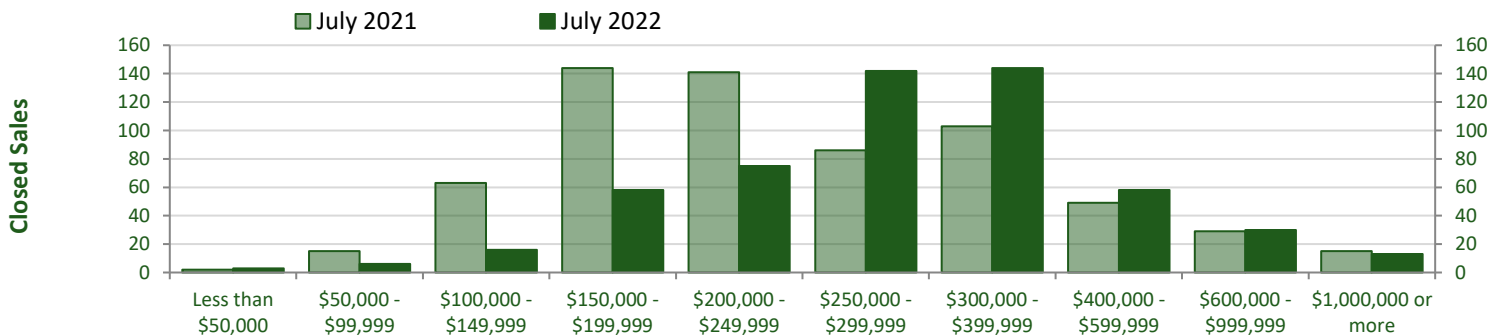


Closed Sales by Sale Price

The number of sales transactions which closed during the month

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

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	3	50.0%
\$50,000 - \$99,999	6	-60.0%
\$100,000 - \$149,999	16	-74.6%
\$150,000 - \$199,999	58	-59.7%
\$200,000 - \$249,999	75	-46.8%
\$250,000 - \$299,999	142	65.1%
\$300,000 - \$399,999	144	39.8%
\$400,000 - \$599,999	58	18.4%
\$600,000 - \$999,999	30	3.4%
\$1,000,000 or more	13	-13.3%

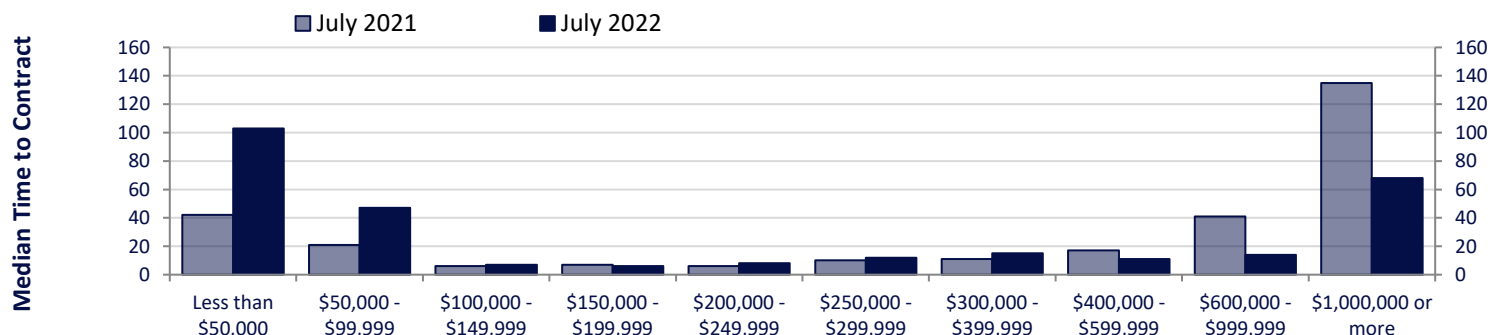


Median Time to Contract by Sale Price

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	103 Days	145.2%
\$50,000 - \$99,999	47 Days	123.8%
\$100,000 - \$149,999	7 Days	16.7%
\$150,000 - \$199,999	6 Days	-14.3%
\$200,000 - \$249,999	8 Days	33.3%
\$250,000 - \$299,999	12 Days	20.0%
\$300,000 - \$399,999	15 Days	36.4%
\$400,000 - \$599,999	11 Days	-35.3%
\$600,000 - \$999,999	14 Days	-65.9%
\$1,000,000 or more	68 Days	-49.6%



Monthly Market Detail - July 2022

Single-Family Homes

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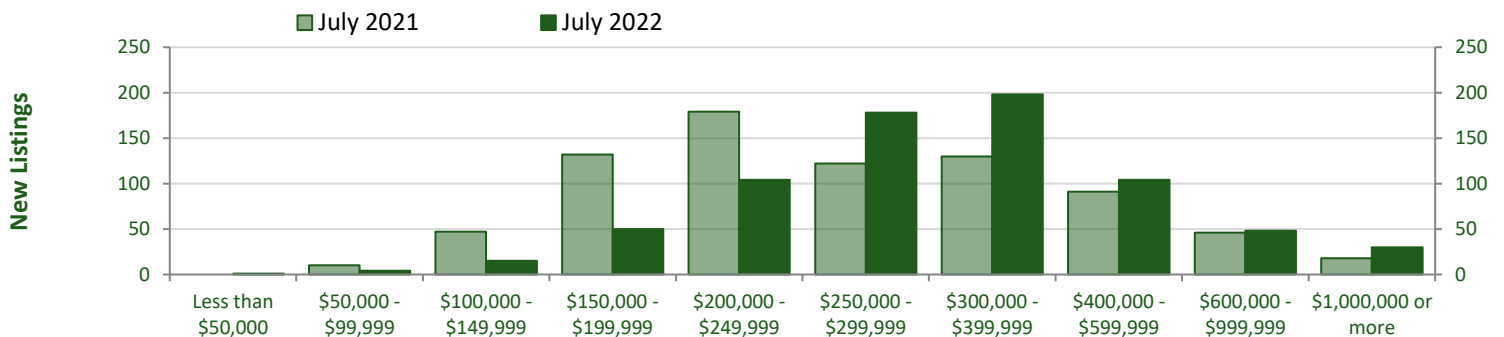


New Listings by Initial Listing Price

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	N/A
\$50,000 - \$99,999	4	-60.0%
\$100,000 - \$149,999	15	-68.1%
\$150,000 - \$199,999	50	-62.1%
\$200,000 - \$249,999	104	-41.9%
\$250,000 - \$299,999	178	45.9%
\$300,000 - \$399,999	198	52.3%
\$400,000 - \$599,999	104	14.3%
\$600,000 - \$999,999	48	4.3%
\$1,000,000 or more	30	66.7%

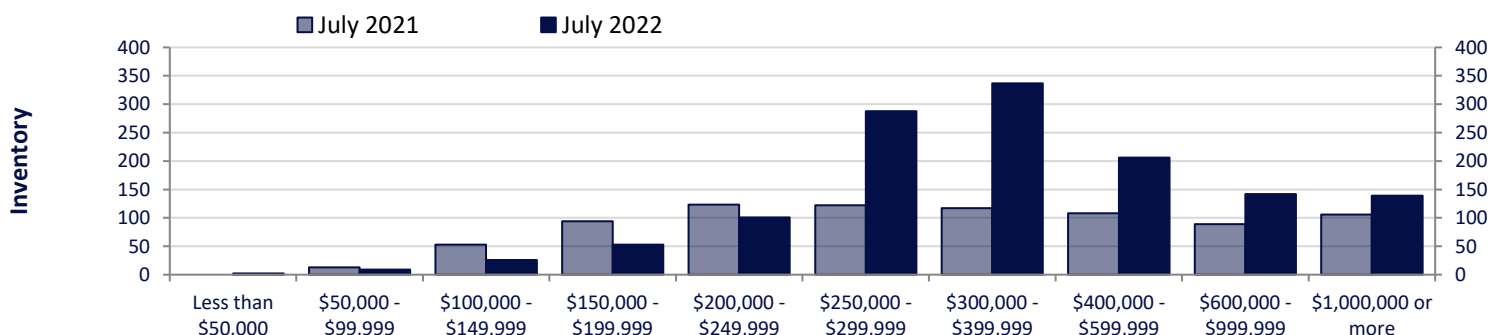


Inventory by Current Listing Price

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

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

Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	2	N/A
\$50,000 - \$99,999	9	-30.8%
\$100,000 - \$149,999	26	-50.9%
\$150,000 - \$199,999	53	-43.6%
\$200,000 - \$249,999	101	-17.9%
\$250,000 - \$299,999	288	136.1%
\$300,000 - \$399,999	337	188.0%
\$400,000 - \$599,999	206	90.7%
\$600,000 - \$999,999	142	59.6%
\$1,000,000 or more	139	31.1%

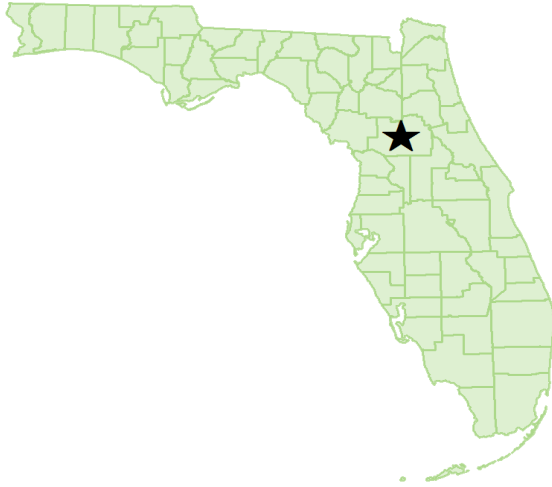


Monthly Distressed Market - July 2022

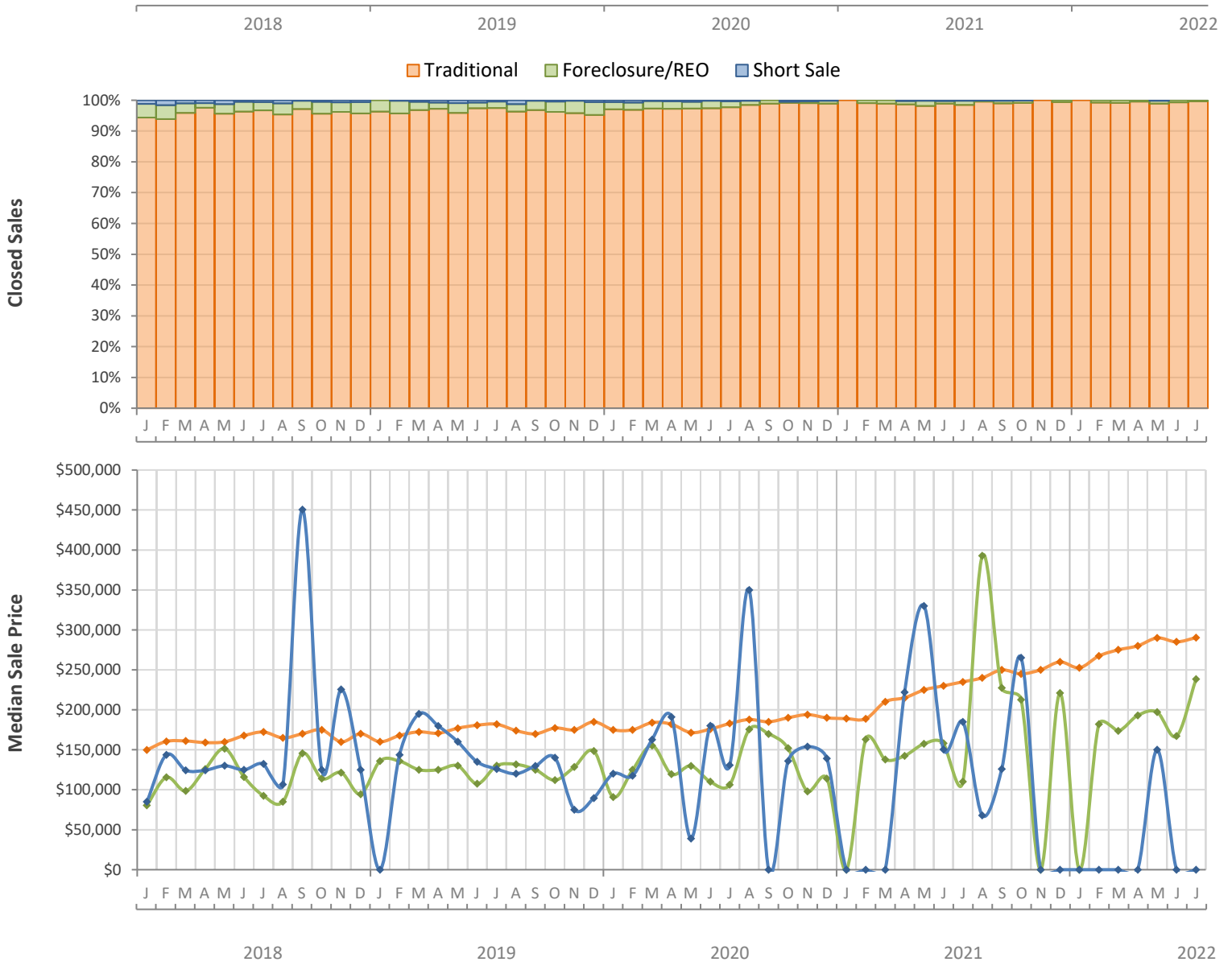
Single-Family Homes

Ocala/Marion County Association of REALTORS®

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		July 2022	July 2021	Percent Change Year-over-Year
Traditional	Closed Sales	543	637	-14.8%
	Median Sale Price	\$290,250	\$235,000	23.5%
Foreclosure/REO	Closed Sales	2	9	-77.8%
	Median Sale Price	\$238,350	\$110,000	116.7%
Short Sale	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$185,000	N/A

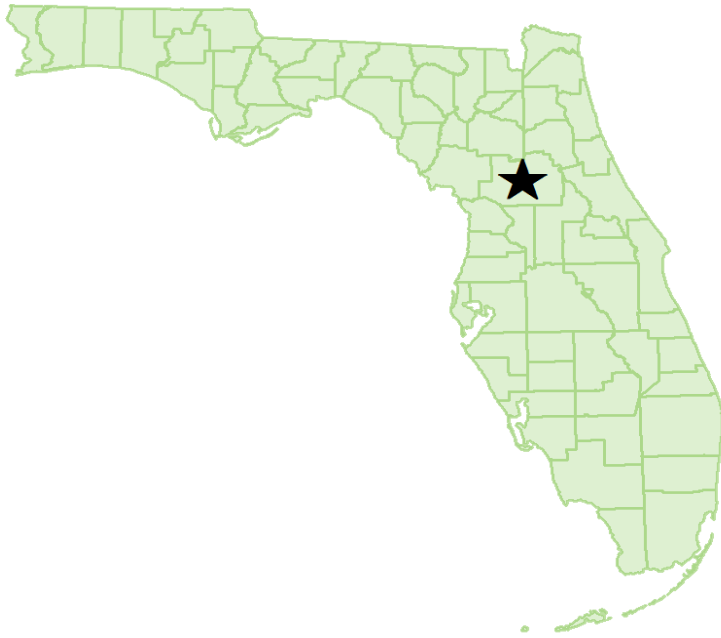


Monthly Market Detail - July 2022

Manufactured Homes

Ocala/Marion County Association of REALTORS®

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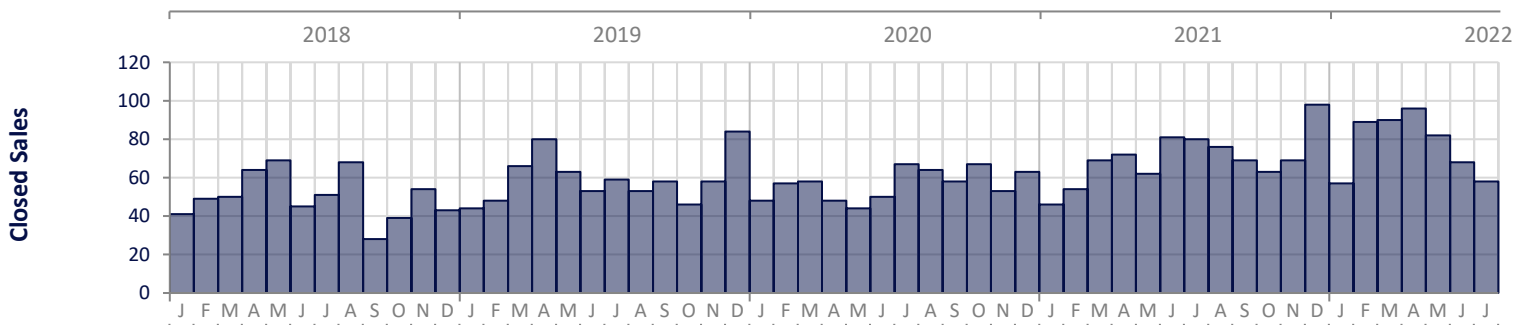
Summary Statistics	July 2022	July 2021	Percent Change Year-over-Year
Closed Sales	58	80	-27.5%
Paid in Cash	34	42	-19.0%
Median Sale Price	\$135,000	\$120,500	12.0%
Average Sale Price	\$149,482	\$128,148	16.6%
Dollar Volume	\$8.7 Million	\$10.3 Million	-15.4%
Median Percent of Original List Price Received	92.7%	98.9%	-6.3%
Median Time to Contract	23 Days	12 Days	91.7%
Median Time to Sale	62 Days	65 Days	-4.6%
New Pending Sales	93	87	6.9%
New Listings	93	79	17.7%
Pending Inventory	116	106	9.4%
Inventory (Active Listings)	139	122	13.9%
Months Supply of Inventory	1.8	1.9	-5.3%

Closed Sales

The number of sales transactions which closed during the month

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

Month	Closed Sales	Percent Change Year-over-Year
Year-to-Date	540	16.4%
July 2022	58	-27.5%
June 2022	68	-16.0%
May 2022	82	32.3%
April 2022	96	33.3%
March 2022	90	30.4%
February 2022	89	64.8%
January 2022	57	23.9%
December 2021	98	55.6%
November 2021	69	30.2%
October 2021	63	-6.0%
September 2021	69	19.0%
August 2021	76	18.8%
July 2021	80	19.4%



Monthly Market Detail - July 2022

Manufactured Homes

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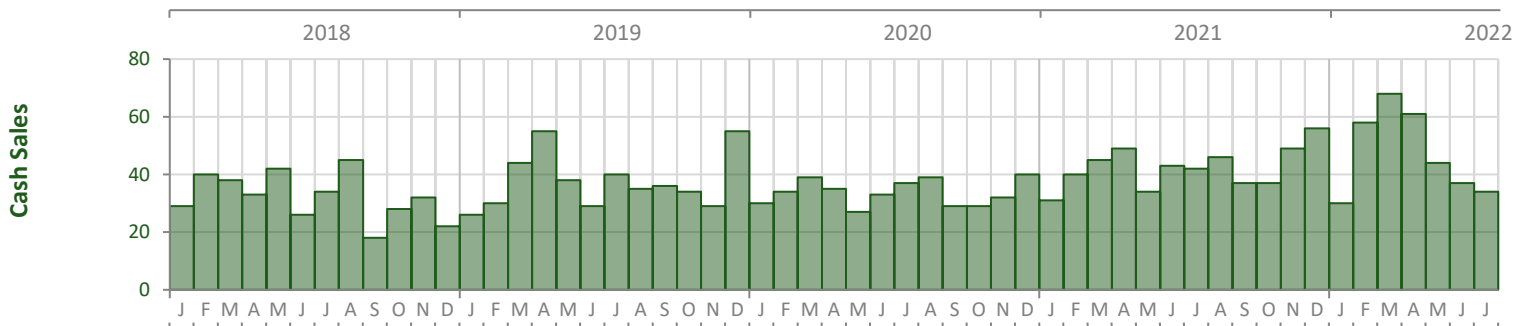


Cash Sales

The number of Closed Sales during the month in which buyers exclusively paid in cash

Economists' note: Cash Sales can be a useful indicator of the extent to which investors are participating in the market. Why? Investors are far more likely to have the funds to purchase a home available up front, whereas the typical homebuyer requires a mortgage or some other form of financing. There are, of course, many possible exceptions, so this statistic should be interpreted with care.

Month	Cash Sales	Percent Change Year-over-Year
Year-to-Date	332	16.9%
July 2022	34	-19.0%
June 2022	37	-14.0%
May 2022	44	29.4%
April 2022	61	24.5%
March 2022	68	51.1%
February 2022	58	45.0%
January 2022	30	-3.2%
December 2021	56	40.0%
November 2021	49	53.1%
October 2021	37	27.6%
September 2021	37	27.6%
August 2021	46	17.9%
July 2021	42	13.5%

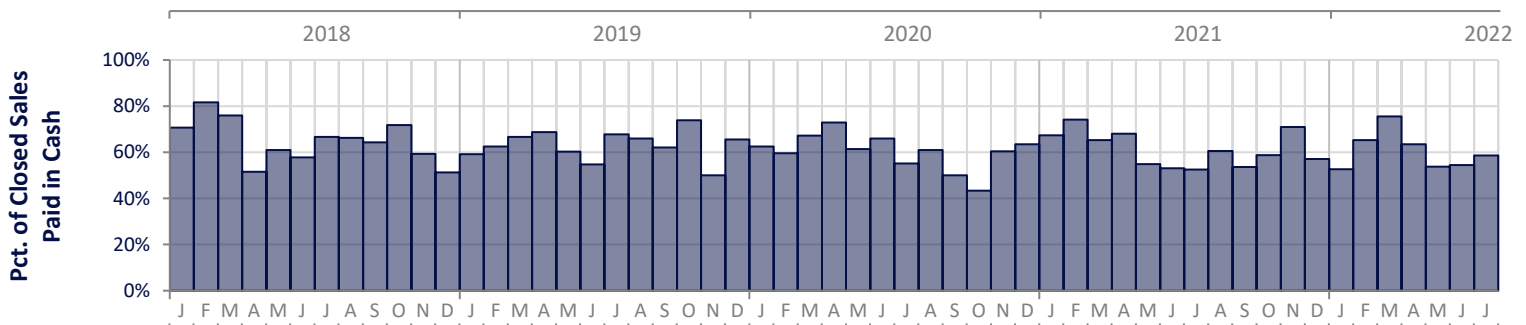


Cash Sales as a Percentage of Closed Sales

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	61.5%	0.5%
July 2022	58.6%	11.6%
June 2022	54.4%	2.4%
May 2022	53.7%	-2.0%
April 2022	63.5%	-6.8%
March 2022	75.6%	16.0%
February 2022	65.2%	-12.0%
January 2022	52.6%	-22.0%
December 2021	57.1%	-10.1%
November 2021	71.0%	17.5%
October 2021	58.7%	35.6%
September 2021	53.6%	7.2%
August 2021	60.5%	-0.7%
July 2021	52.5%	-4.9%



Monthly Market Detail - July 2022

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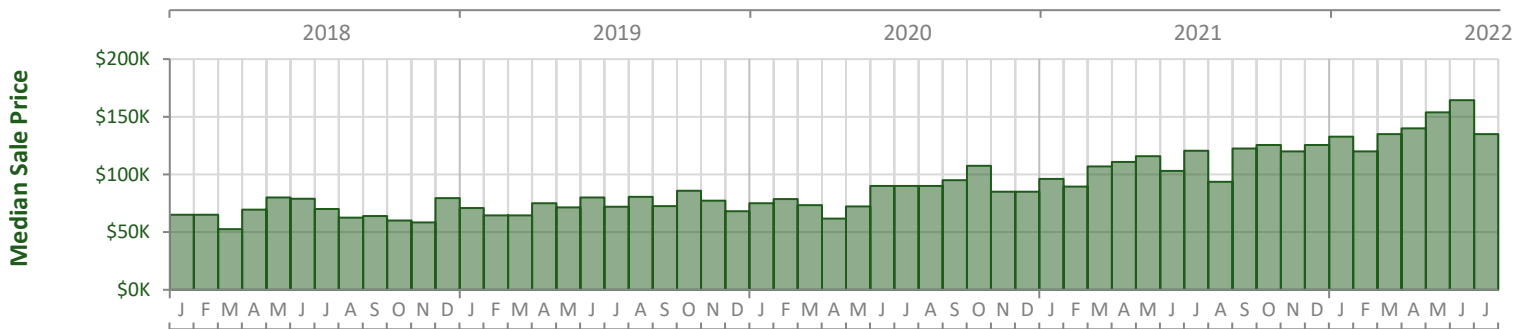


Median Sale Price

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	\$140,000	30.8%
July 2022	\$135,000	12.0%
June 2022	\$164,500	59.7%
May 2022	\$153,950	33.0%
April 2022	\$140,000	26.2%
March 2022	\$135,000	26.2%
February 2022	\$120,000	34.1%
January 2022	\$132,800	38.3%
December 2021	\$125,500	47.6%
November 2021	\$120,000	41.2%
October 2021	\$125,500	16.7%
September 2021	\$122,500	29.0%
August 2021	\$93,500	3.9%
July 2021	\$120,500	33.9%

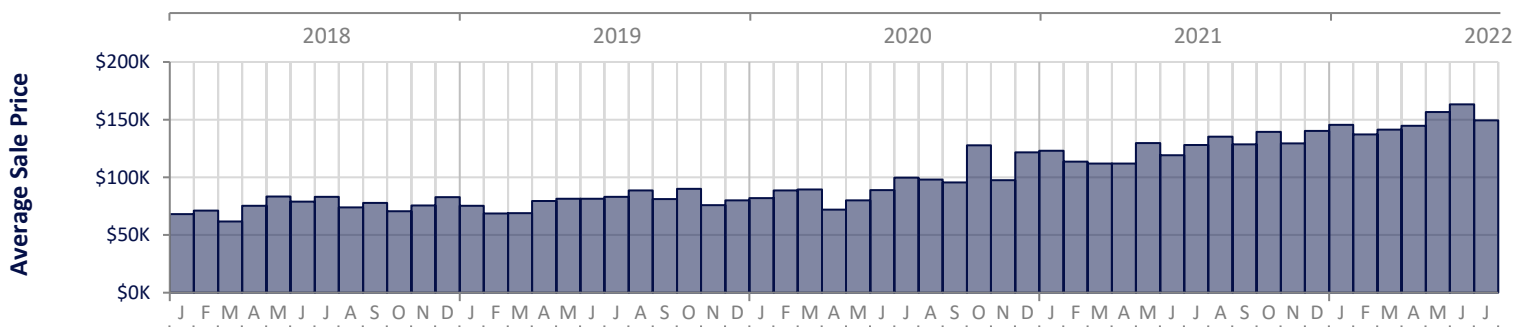


Average Sale Price

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

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

Month	Average Sale Price	Percent Change Year-over-Year
Year-to-Date	\$147,661	23.4%
July 2022	\$149,482	16.6%
June 2022	\$163,223	36.9%
May 2022	\$156,675	20.7%
April 2022	\$144,634	29.4%
March 2022	\$141,428	26.2%
February 2022	\$137,275	21.0%
January 2022	\$145,432	18.3%
December 2021	\$140,380	15.4%
November 2021	\$129,508	32.9%
October 2021	\$139,297	9.1%
September 2021	\$128,678	34.7%
August 2021	\$135,115	37.9%
July 2021	\$128,148	28.4%



Monthly Market Detail - July 2022

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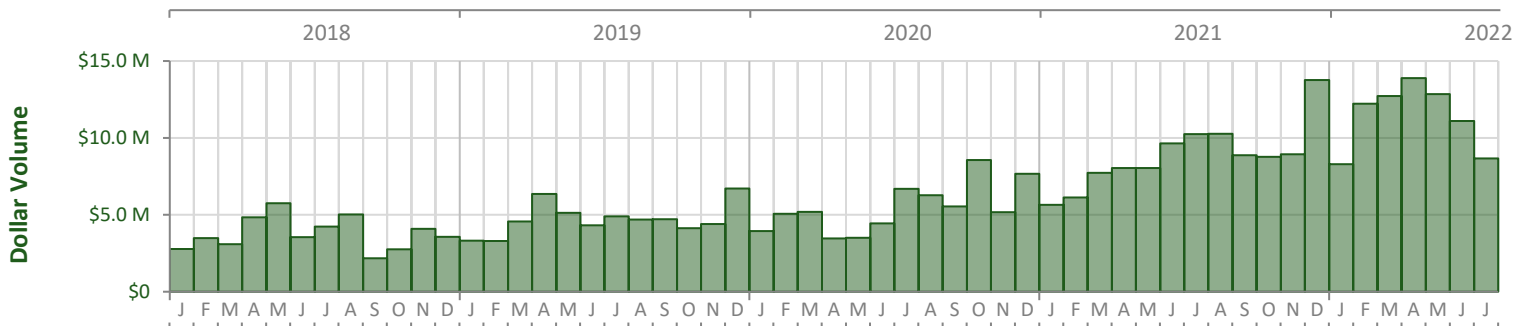


Dollar Volume

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	\$79.7 Million	43.6%
July 2022	\$8.7 Million	-15.4%
June 2022	\$11.1 Million	15.0%
May 2022	\$12.8 Million	59.6%
April 2022	\$13.9 Million	72.5%
March 2022	\$12.7 Million	64.7%
February 2022	\$12.2 Million	99.4%
January 2022	\$8.3 Million	46.5%
December 2021	\$13.8 Million	79.5%
November 2021	\$8.9 Million	73.0%
October 2021	\$8.8 Million	2.5%
September 2021	\$8.9 Million	60.3%
August 2021	\$10.3 Million	63.7%
July 2021	\$10.3 Million	53.3%

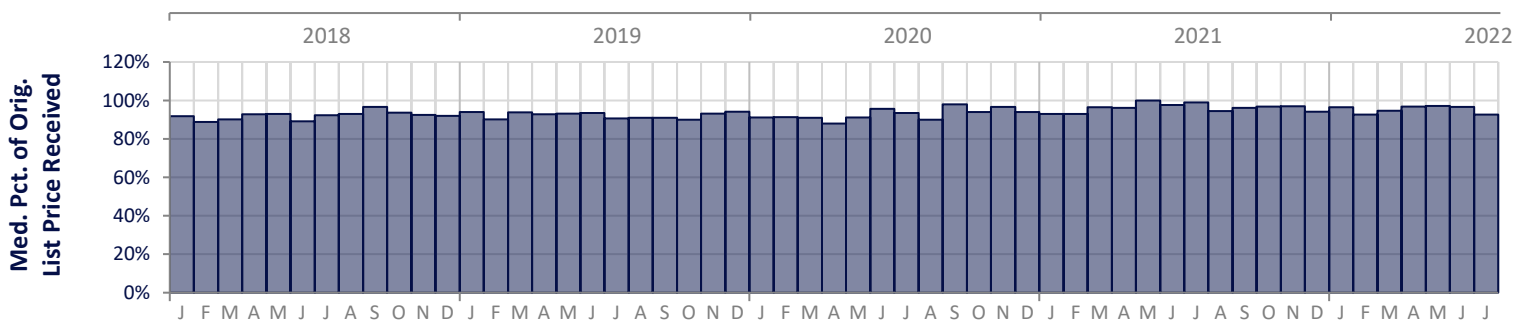


Median Percent of Original List Price Received

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	95.5%	-1.2%
July 2022	92.7%	-6.3%
June 2022	96.6%	-1.1%
May 2022	97.1%	-2.9%
April 2022	96.8%	0.7%
March 2022	94.6%	-2.0%
February 2022	92.6%	-0.4%
January 2022	96.5%	3.8%
December 2021	94.2%	0.2%
November 2021	97.0%	0.3%
October 2021	96.8%	3.1%
September 2021	96.1%	-1.8%
August 2021	94.5%	5.1%
July 2021	98.9%	5.8%



Monthly Market Detail - July 2022

Manufactured Homes

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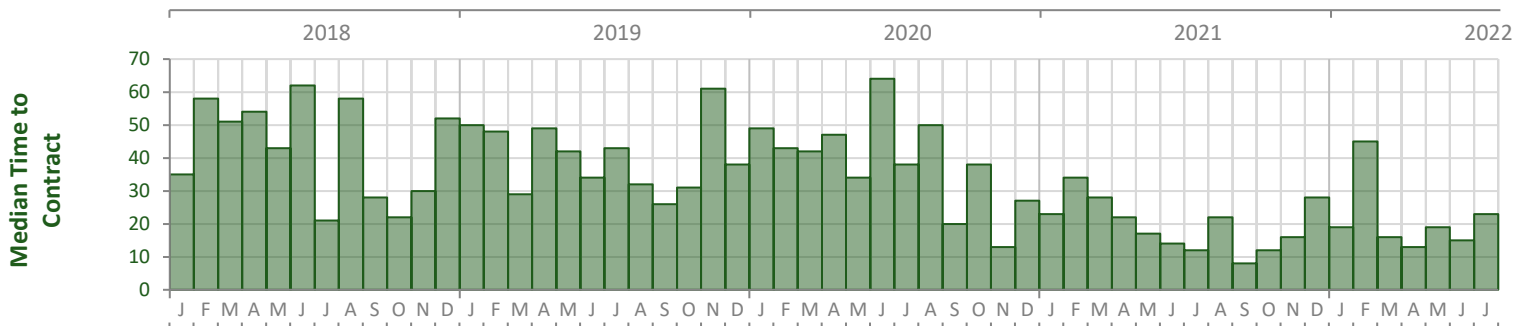


Median Time to Contract

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

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

Month	Median Time to Contract	Percent Change Year-over-Year
Year-to-Date	19 Days	0.0%
July 2022	23 Days	91.7%
June 2022	15 Days	7.1%
May 2022	19 Days	11.8%
April 2022	13 Days	-40.9%
March 2022	16 Days	-42.9%
February 2022	45 Days	32.4%
January 2022	19 Days	-17.4%
December 2021	28 Days	3.7%
November 2021	16 Days	23.1%
October 2021	12 Days	-68.4%
September 2021	8 Days	-60.0%
August 2021	22 Days	-56.0%
July 2021	12 Days	-68.4%

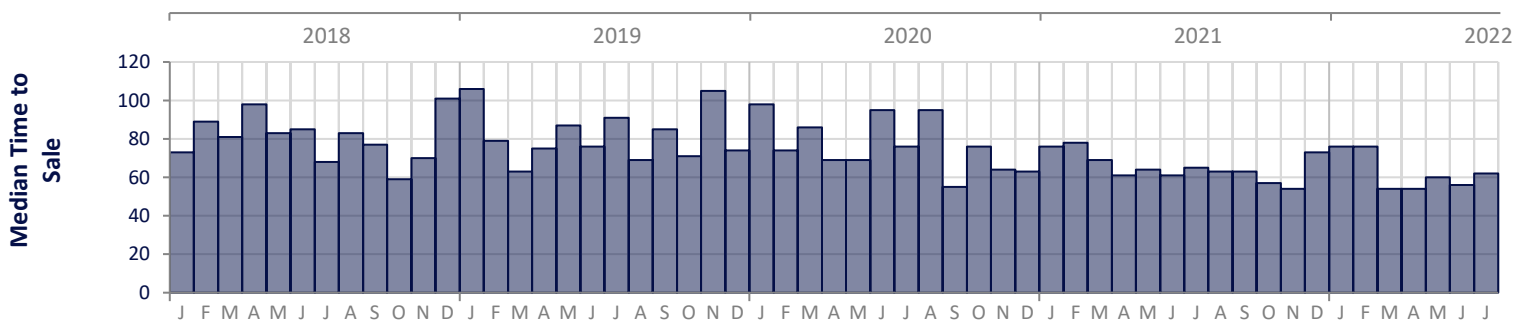


Median Time to Sale

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	62 Days	-6.1%
July 2022	62 Days	-4.6%
June 2022	56 Days	-8.2%
May 2022	60 Days	-6.3%
April 2022	54 Days	-11.5%
March 2022	54 Days	-21.7%
February 2022	76 Days	-2.6%
January 2022	76 Days	0.0%
December 2021	73 Days	15.9%
November 2021	54 Days	-15.6%
October 2021	57 Days	-25.0%
September 2021	63 Days	14.5%
August 2021	63 Days	-33.7%
July 2021	65 Days	-14.5%



Monthly Market Detail - July 2022

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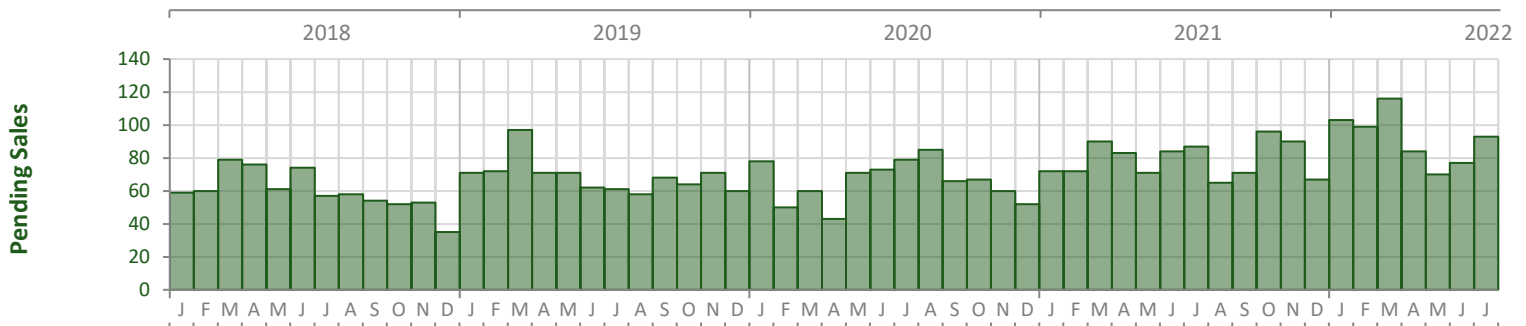


New Pending Sales

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	642	14.8%
July 2022	93	6.9%
June 2022	77	-8.3%
May 2022	70	-1.4%
April 2022	84	1.2%
March 2022	116	28.9%
February 2022	99	37.5%
January 2022	103	43.1%
December 2021	67	28.8%
November 2021	90	50.0%
October 2021	96	43.3%
September 2021	71	7.6%
August 2021	65	-23.5%
July 2021	87	10.1%

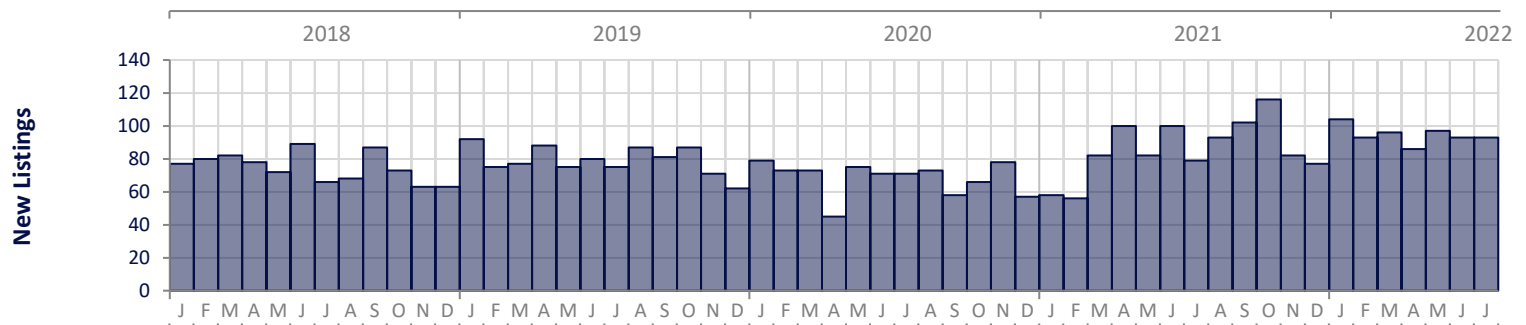


New Listings

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	662	18.9%
July 2022	93	17.7%
June 2022	93	-7.0%
May 2022	97	18.3%
April 2022	86	-14.0%
March 2022	96	17.1%
February 2022	93	66.1%
January 2022	104	79.3%
December 2021	77	35.1%
November 2021	82	5.1%
October 2021	116	75.8%
September 2021	102	75.9%
August 2021	93	27.4%
July 2021	79	11.3%



Monthly Market Detail - July 2022

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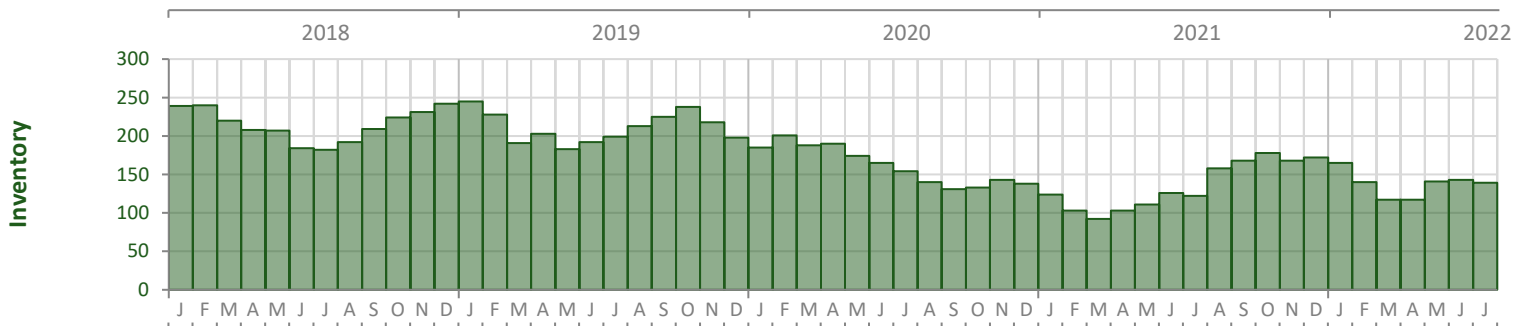


Inventory (Active Listings)

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)	137	23.1%
July 2022	139	13.9%
June 2022	143	13.5%
May 2022	141	27.0%
April 2022	117	13.6%
March 2022	117	27.2%
February 2022	140	35.9%
January 2022	165	33.1%
December 2021	172	24.6%
November 2021	168	17.5%
October 2021	178	33.8%
September 2021	168	28.2%
August 2021	158	12.9%
July 2021	122	-20.8%

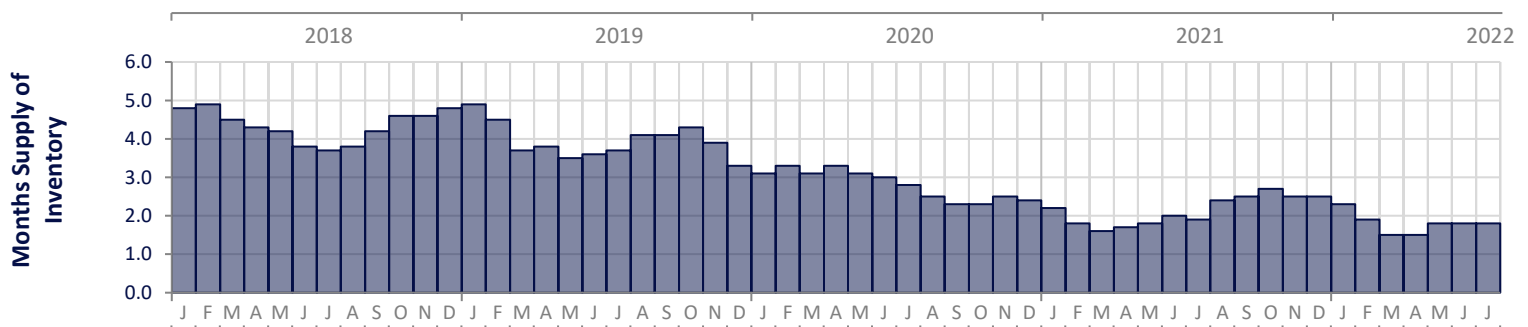


Months Supply of Inventory

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)	1.8	-5.3%
July 2022	1.8	-5.3%
June 2022	1.8	-10.0%
May 2022	1.8	0.0%
April 2022	1.5	-11.8%
March 2022	1.5	-6.3%
February 2022	1.9	5.6%
January 2022	2.3	4.5%
December 2021	2.5	4.2%
November 2021	2.5	0.0%
October 2021	2.7	17.4%
September 2021	2.5	8.7%
August 2021	2.4	-4.0%
July 2021	1.9	-32.1%



Monthly Market Detail - July 2022

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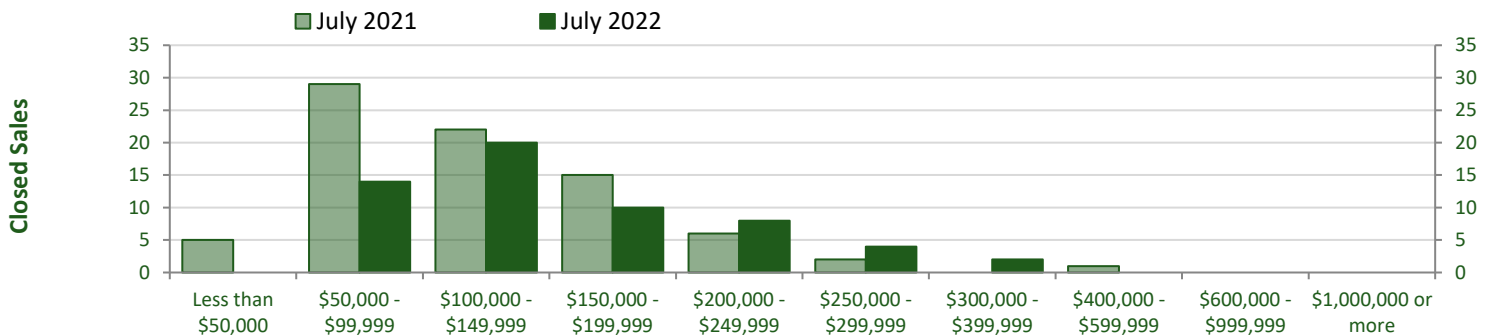


Closed Sales by Sale Price

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	14	-51.7%
\$100,000 - \$149,999	20	-9.1%
\$150,000 - \$199,999	10	-33.3%
\$200,000 - \$249,999	8	33.3%
\$250,000 - \$299,999	4	100.0%
\$300,000 - \$399,999	2	N/A
\$400,000 - \$599,999	0	-100.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

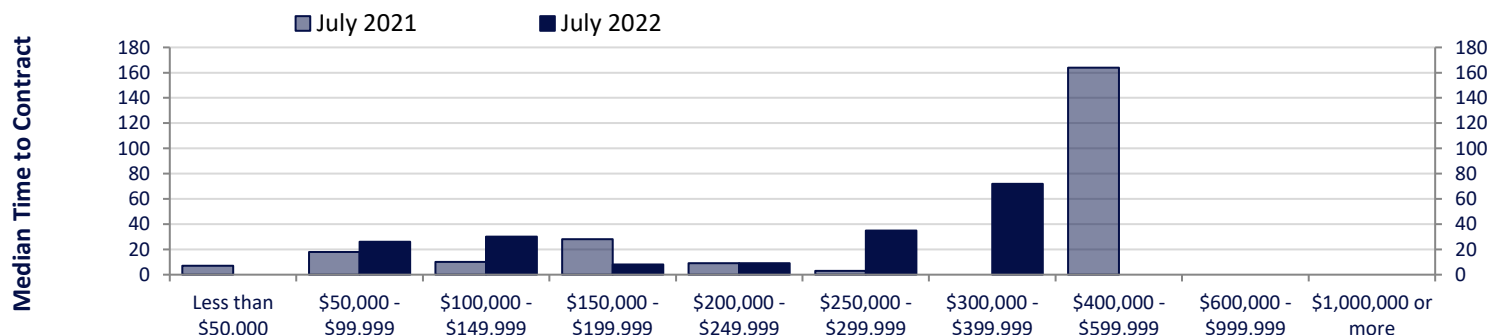


Median Time to Contract by Sale Price

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	(No Sales)	N/A
\$50,000 - \$99,999	26 Days	44.4%
\$100,000 - \$149,999	30 Days	200.0%
\$150,000 - \$199,999	8 Days	-71.4%
\$200,000 - \$249,999	9 Days	0.0%
\$250,000 - \$299,999	35 Days	1066.7%
\$300,000 - \$399,999	72 Days	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 - July 2022

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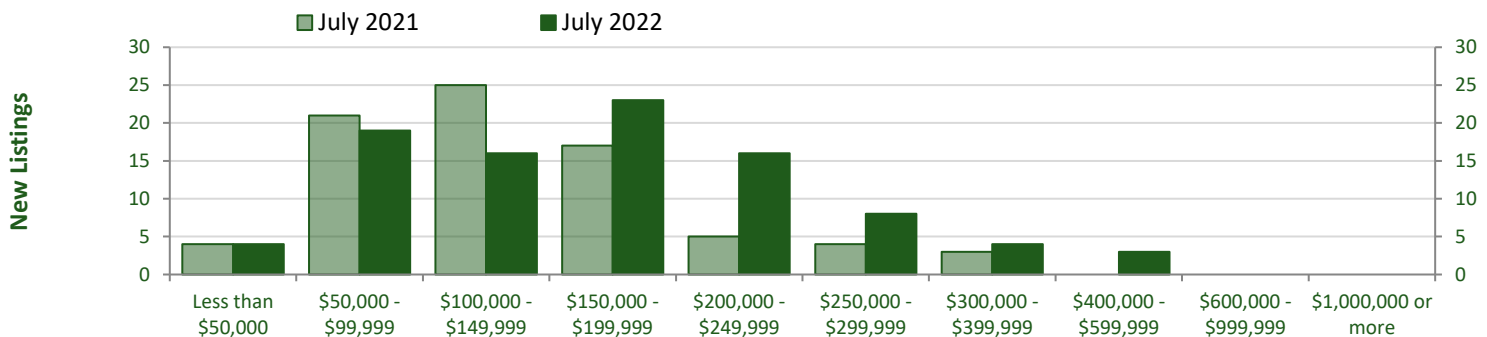


New Listings by Initial Listing Price

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	0.0%
\$50,000 - \$99,999	19	-9.5%
\$100,000 - \$149,999	16	-36.0%
\$150,000 - \$199,999	23	35.3%
\$200,000 - \$249,999	16	220.0%
\$250,000 - \$299,999	8	100.0%
\$300,000 - \$399,999	4	33.3%
\$400,000 - \$599,999	3	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

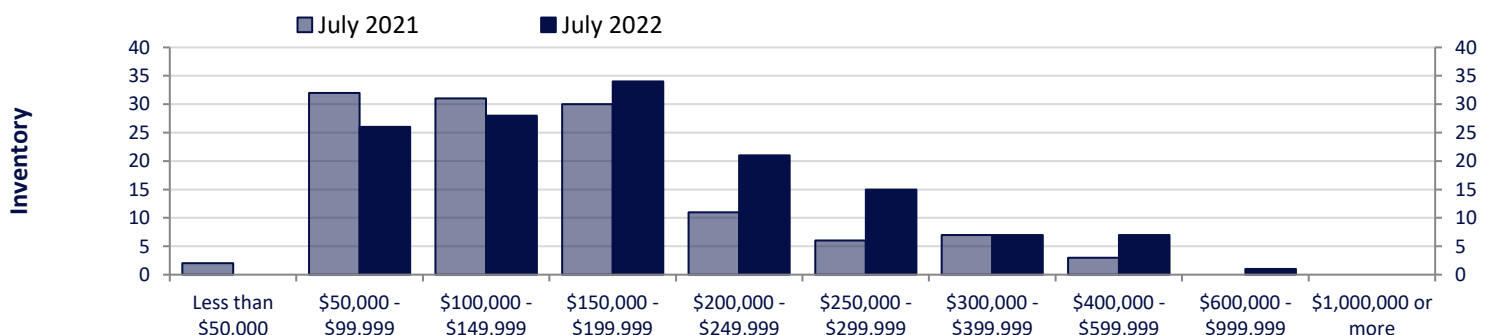


Inventory by Current Listing Price

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	26	-18.8%
\$100,000 - \$149,999	28	-9.7%
\$150,000 - \$199,999	34	13.3%
\$200,000 - \$249,999	21	90.9%
\$250,000 - \$299,999	15	150.0%
\$300,000 - \$399,999	7	0.0%
\$400,000 - \$599,999	7	133.3%
\$600,000 - \$999,999	1	N/A
\$1,000,000 or more	0	N/A

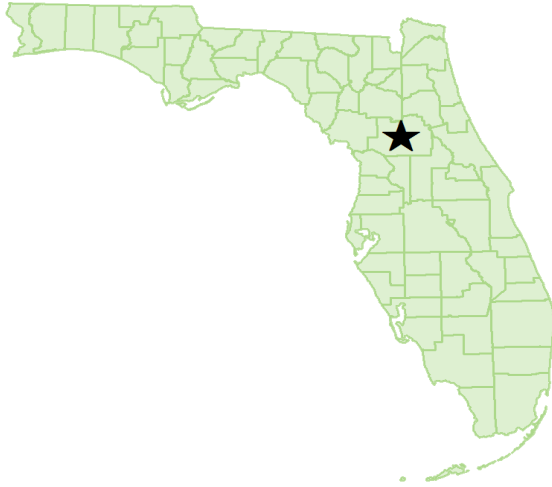


Monthly Distressed Market - July 2022

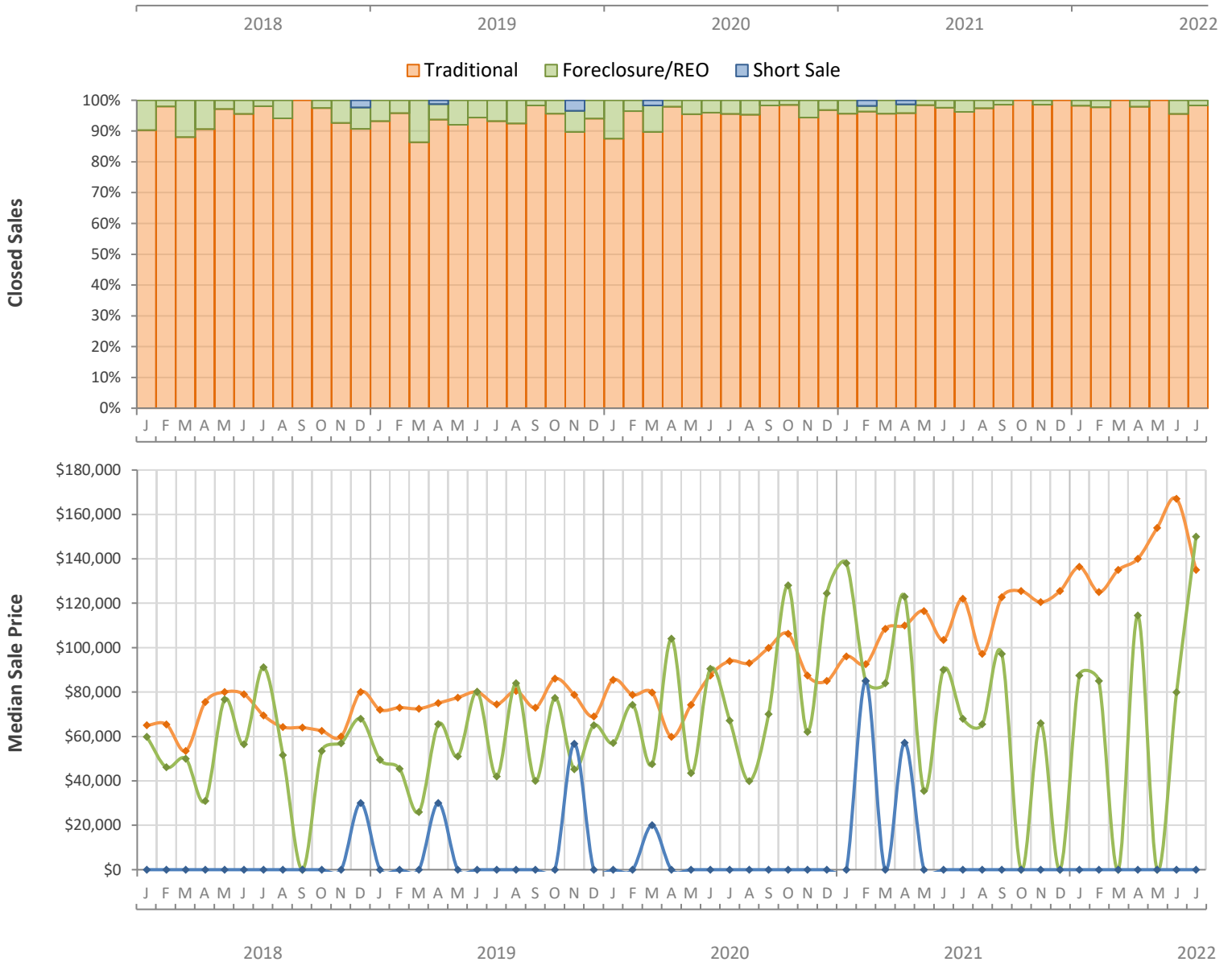
Manufactured Homes

Ocala/Marion County Association of REALTORS®

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		July 2022	July 2021	Percent Change Year-over-Year
Traditional	Closed Sales	57	77	-26.0%
	Median Sale Price	\$135,000	\$122,000	10.7%
Foreclosure/REO	Closed Sales	1	3	-66.7%
	Median Sale Price	\$150,000	\$68,000	120.6%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

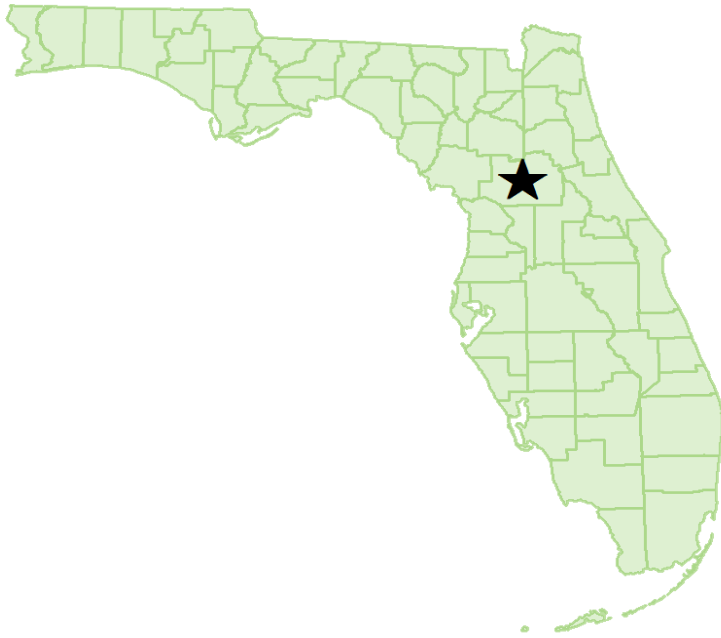


Monthly Market Detail - July 2022

Townhouses and Condos

Ocala/Marion County Association of REALTORS®

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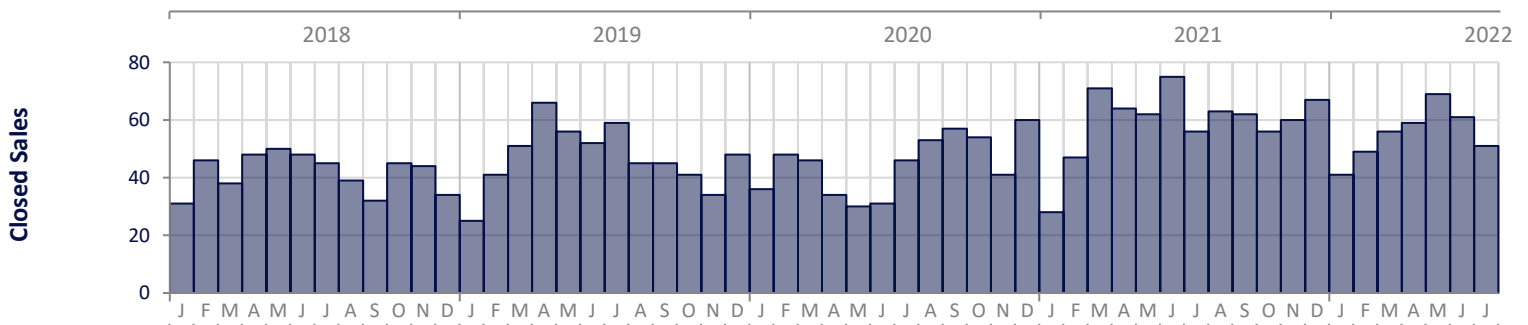
Summary Statistics	July 2022	July 2021	Percent Change Year-over-Year
Closed Sales	51	56	-8.9%
Paid in Cash	27	31	-12.9%
Median Sale Price	\$175,000	\$147,750	18.4%
Average Sale Price	\$187,604	\$158,776	18.2%
Dollar Volume	\$9.6 Million	\$8.9 Million	7.6%
Median Percent of Original List Price Received	98.9%	100.0%	-1.1%
Median Time to Contract	7 Days	10 Days	-30.0%
Median Time to Sale	53 Days	50 Days	6.0%
New Pending Sales	51	64	-20.3%
New Listings	63	77	-18.2%
Pending Inventory	80	77	3.9%
Inventory (Active Listings)	81	63	28.6%
Months Supply of Inventory	1.4	1.1	27.3%

Closed Sales

The number of sales transactions which closed during the month

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

Month	Closed Sales	Percent Change Year-over-Year
Year-to-Date	386	-4.2%
July 2022	51	-8.9%
June 2022	61	-18.7%
May 2022	69	11.3%
April 2022	59	-7.8%
March 2022	56	-21.1%
February 2022	49	4.3%
January 2022	41	46.4%
December 2021	67	11.7%
November 2021	60	46.3%
October 2021	56	3.7%
September 2021	62	8.8%
August 2021	63	18.9%
July 2021	56	21.7%



Monthly Market Detail - July 2022

Townhouses and Condos

Ocala/Marion County Association of REALTORS®

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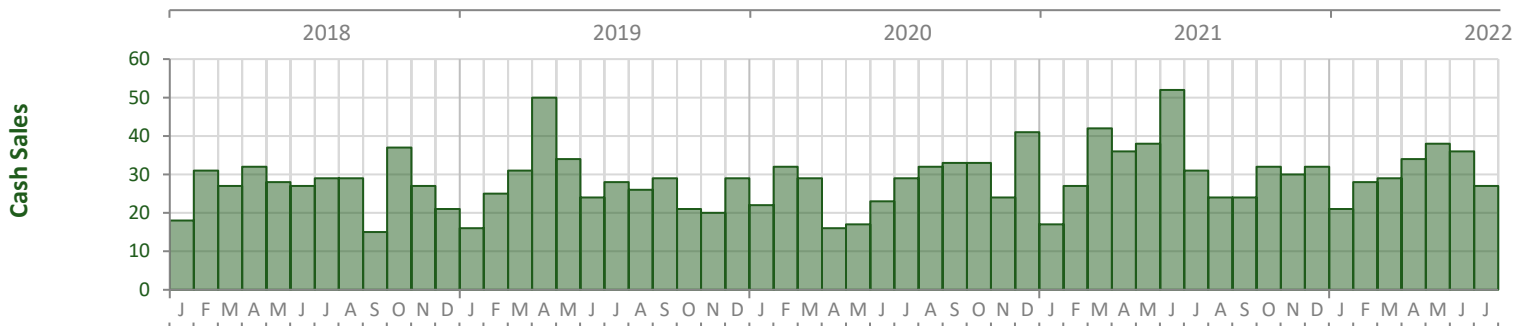


Cash Sales

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	213	-12.3%
July 2022	27	-12.9%
June 2022	36	-30.8%
May 2022	38	0.0%
April 2022	34	-5.6%
March 2022	29	-31.0%
February 2022	28	3.7%
January 2022	21	23.5%
December 2021	32	-22.0%
November 2021	30	25.0%
October 2021	32	-3.0%
September 2021	24	-27.3%
August 2021	24	-25.0%
July 2021	31	6.9%

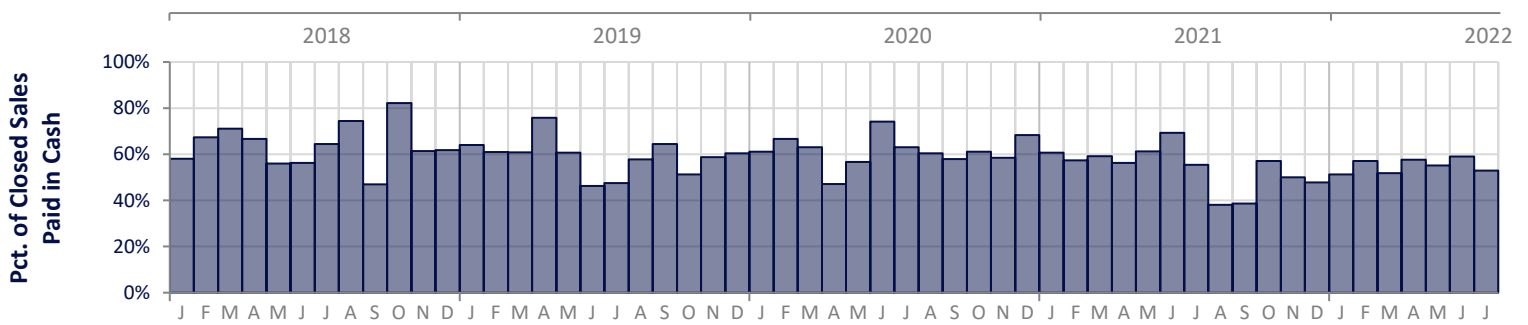


Cash Sales as a Percentage of Closed Sales

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	55.2%	-8.5%
July 2022	52.9%	-4.5%
June 2022	59.0%	-14.9%
May 2022	55.1%	-10.1%
April 2022	57.6%	2.3%
March 2022	51.8%	-12.5%
February 2022	57.1%	-0.5%
January 2022	51.2%	-15.7%
December 2021	47.8%	-30.0%
November 2021	50.0%	-14.5%
October 2021	57.1%	-6.5%
September 2021	38.7%	-33.2%
August 2021	38.1%	-36.9%
July 2021	55.4%	-12.1%



Monthly Market Detail - July 2022

Townhouses and Condos

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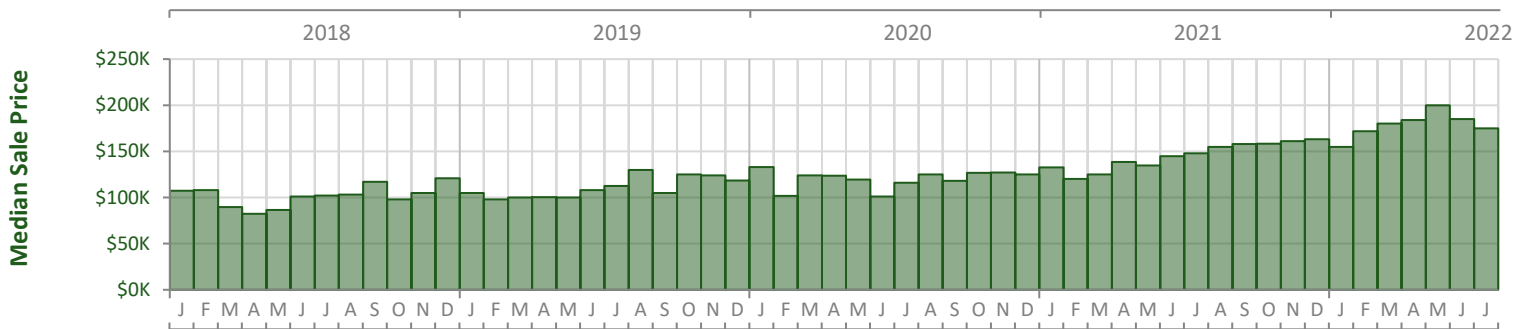


Median Sale Price

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	\$179,900	36.3%
July 2022	\$175,000	18.4%
June 2022	\$185,000	27.8%
May 2022	\$199,900	48.2%
April 2022	\$183,900	32.8%
March 2022	\$180,250	44.2%
February 2022	\$172,000	43.3%
January 2022	\$155,000	17.0%
December 2021	\$163,000	30.5%
November 2021	\$161,000	26.8%
October 2021	\$158,300	24.9%
September 2021	\$157,950	33.9%
August 2021	\$154,900	23.9%
July 2021	\$147,750	27.4%

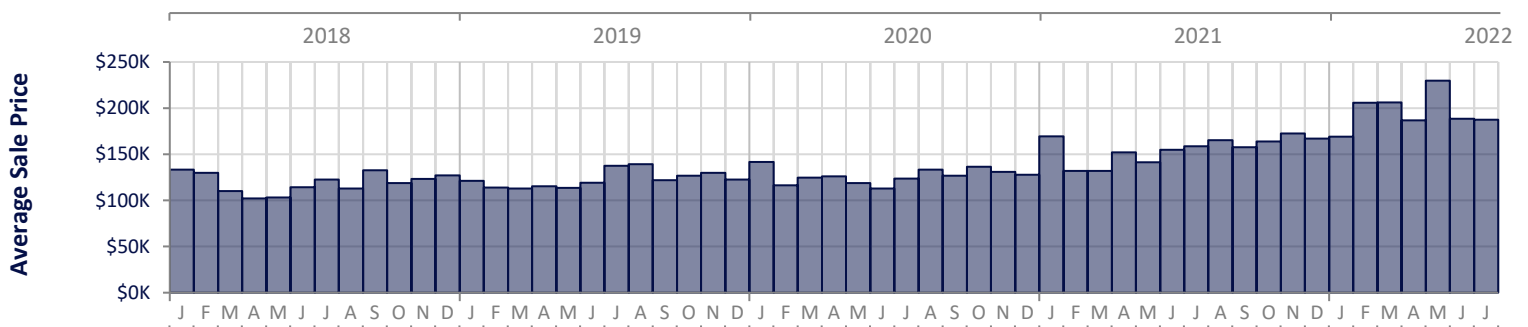


Average Sale Price

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	\$198,210	34.7%
July 2022	\$187,604	18.2%
June 2022	\$188,541	21.9%
May 2022	\$229,667	62.4%
April 2022	\$186,827	23.0%
March 2022	\$206,259	56.2%
February 2022	\$205,960	56.0%
January 2022	\$168,976	-0.3%
December 2021	\$167,052	30.7%
November 2021	\$172,612	32.0%
October 2021	\$163,763	20.1%
September 2021	\$157,721	24.4%
August 2021	\$165,186	23.8%
July 2021	\$158,776	28.5%



Monthly Market Detail - July 2022

Townhouses and Condos

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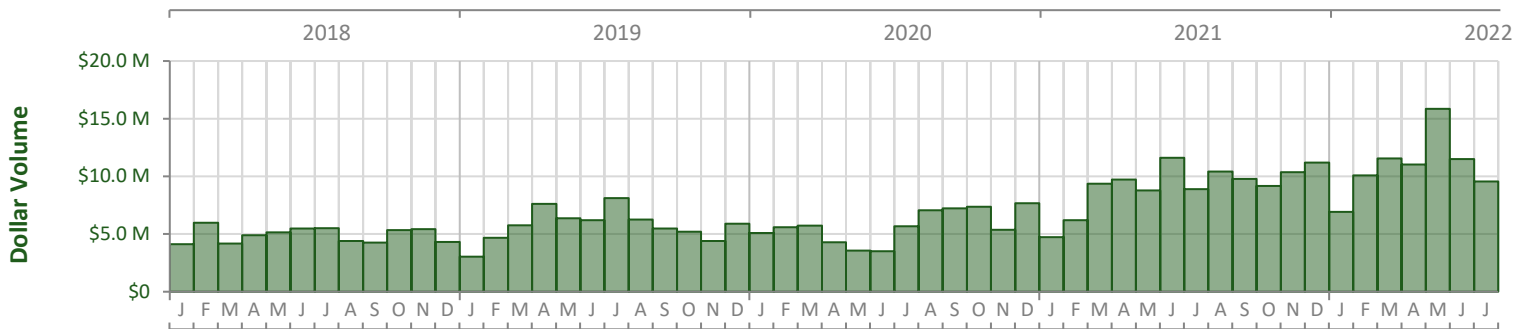


Dollar Volume

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	\$76.5 Million	29.0%
July 2022	\$9.6 Million	7.6%
June 2022	\$11.5 Million	-0.9%
May 2022	\$15.8 Million	80.7%
April 2022	\$11.0 Million	13.4%
March 2022	\$11.6 Million	23.2%
February 2022	\$10.1 Million	62.7%
January 2022	\$6.9 Million	46.0%
December 2021	\$11.2 Million	46.0%
November 2021	\$10.4 Million	93.2%
October 2021	\$9.2 Million	24.5%
September 2021	\$9.8 Million	35.3%
August 2021	\$10.4 Million	47.1%
July 2021	\$8.9 Million	56.4%

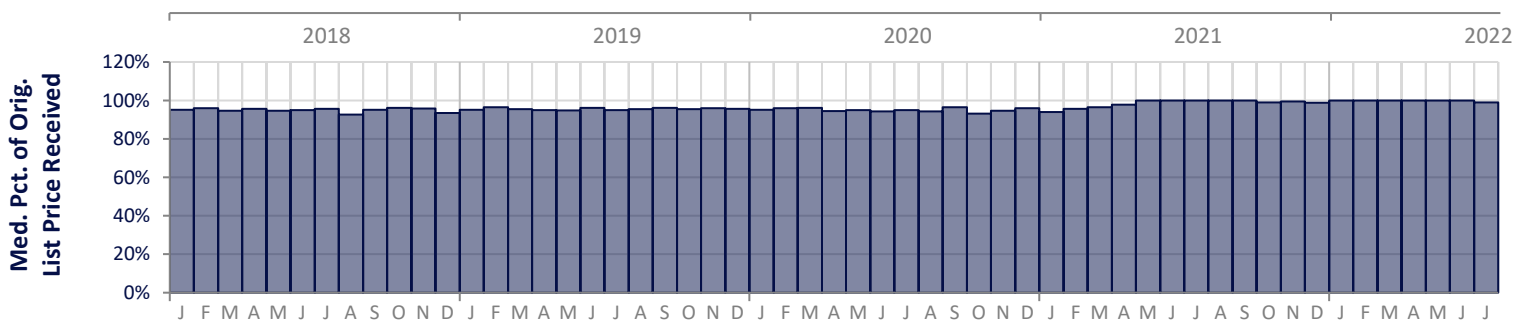


Median Percent of Original List Price Received

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	100.0%	1.6%
July 2022	98.9%	-1.1%
June 2022	100.0%	0.0%
May 2022	100.0%	0.0%
April 2022	100.0%	2.2%
March 2022	100.0%	3.6%
February 2022	100.0%	4.5%
January 2022	100.0%	6.4%
December 2021	98.8%	2.9%
November 2021	99.4%	5.0%
October 2021	98.9%	6.2%
September 2021	100.0%	3.6%
August 2021	100.0%	6.0%
July 2021	100.0%	5.3%



Monthly Market Detail - July 2022

Townhouses and Condos

Ocala/Marion County Association of REALTORS®

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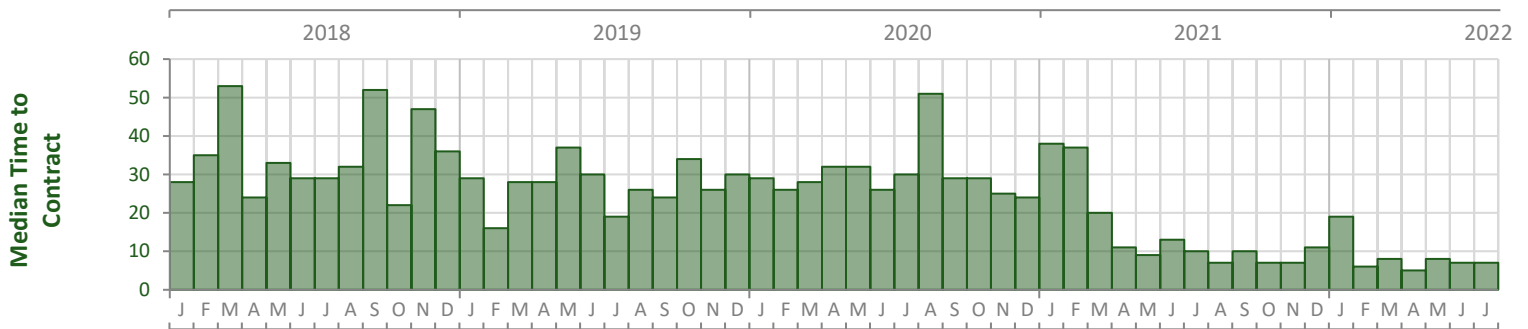


Median Time to Contract

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	8 Days	-46.7%
July 2022	7 Days	-30.0%
June 2022	7 Days	-46.2%
May 2022	8 Days	-11.1%
April 2022	5 Days	-54.5%
March 2022	8 Days	-60.0%
February 2022	6 Days	-83.8%
January 2022	19 Days	-50.0%
December 2021	11 Days	-54.2%
November 2021	7 Days	-72.0%
October 2021	7 Days	-75.9%
September 2021	10 Days	-65.5%
August 2021	7 Days	-86.3%
July 2021	10 Days	-66.7%

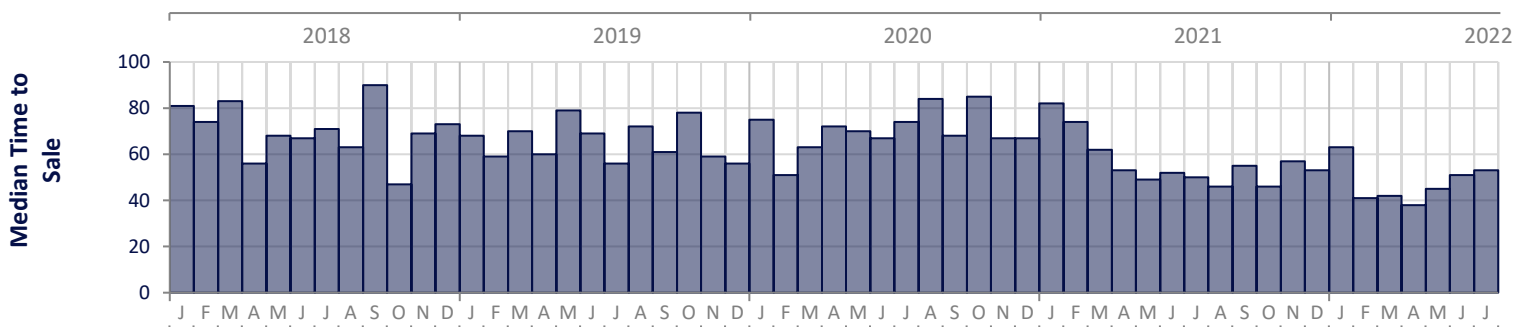


Median Time to Sale

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

Economists' note: Time to Sale is a measure of the length of the home selling process, calculated as the number of days between the initial listing of a property and the closing of the sale. *Median* Time to Sale is the amount of time the "middle" property selling this month was on the market. That is, 50% of homes selling this month took *less* time to sell, and 50% of homes took *more* time to sell. Median Time to Sale gives a more accurate picture than Average Time to Sale, which can be skewed upward by small numbers of properties taking an abnormally long time to sell.

Month	Median Time to Sale	Percent Change Year-over-Year
Year-to-Date	46 Days	-16.4%
July 2022	53 Days	6.0%
June 2022	51 Days	-1.9%
May 2022	45 Days	-8.2%
April 2022	38 Days	-28.3%
March 2022	42 Days	-32.3%
February 2022	41 Days	-44.6%
January 2022	63 Days	-23.2%
December 2021	53 Days	-20.9%
November 2021	57 Days	-14.9%
October 2021	46 Days	-45.9%
September 2021	55 Days	-19.1%
August 2021	46 Days	-45.2%
July 2021	50 Days	-32.4%



Monthly Market Detail - July 2022

Townhouses and Condos

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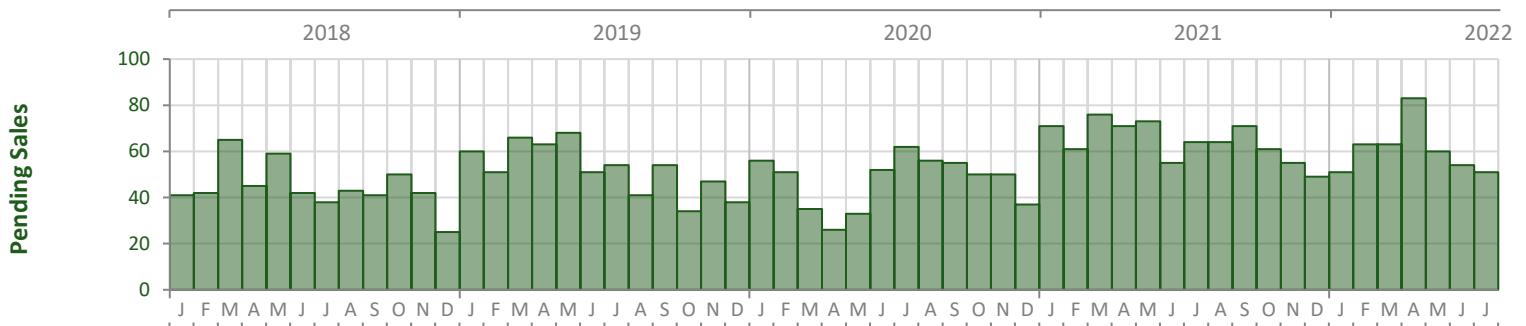


New Pending Sales

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	425	-9.8%
July 2022	51	-20.3%
June 2022	54	-1.8%
May 2022	60	-17.8%
April 2022	83	16.9%
March 2022	63	-17.1%
February 2022	63	3.3%
January 2022	51	-28.2%
December 2021	49	32.4%
November 2021	55	10.0%
October 2021	61	22.0%
September 2021	71	29.1%
August 2021	64	14.3%
July 2021	64	3.2%

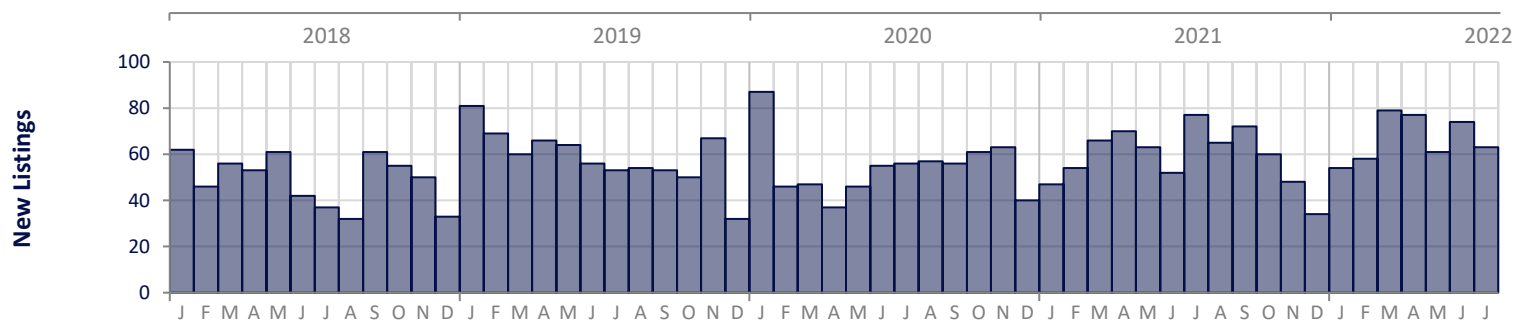


New Listings

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	466	8.6%
July 2022	63	-18.2%
June 2022	74	42.3%
May 2022	61	-3.2%
April 2022	77	10.0%
March 2022	79	19.7%
February 2022	58	7.4%
January 2022	54	14.9%
December 2021	34	-15.0%
November 2021	48	-23.8%
October 2021	60	-1.6%
September 2021	72	28.6%
August 2021	65	14.0%
July 2021	77	37.5%



Monthly Market Detail - July 2022

Townhouses and Condos

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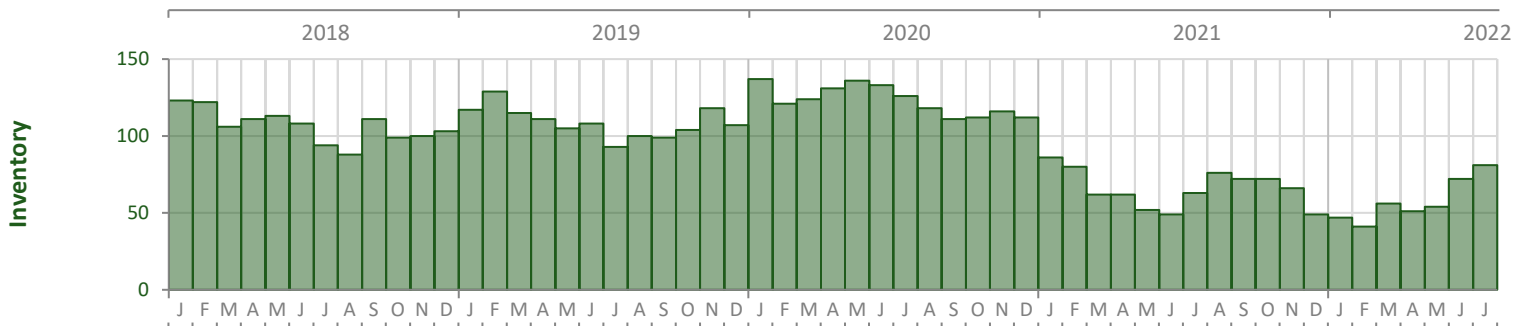


Inventory (Active Listings)

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)	57	-11.6%
July 2022	81	28.6%
June 2022	72	46.9%
May 2022	54	3.8%
April 2022	51	-17.7%
March 2022	56	-9.7%
February 2022	41	-48.8%
January 2022	47	-45.3%
December 2021	49	-56.3%
November 2021	66	-43.1%
October 2021	72	-35.7%
September 2021	72	-35.1%
August 2021	76	-35.6%
July 2021	63	-50.0%

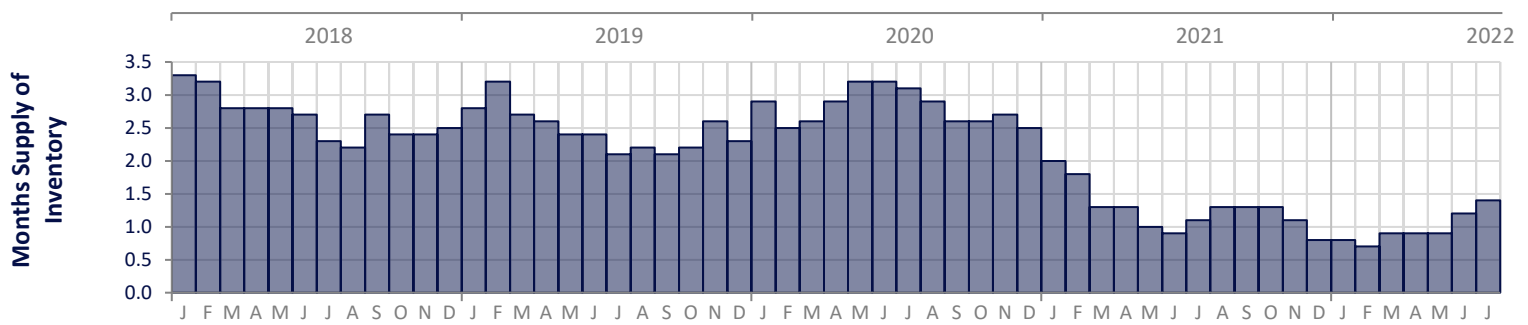


Months Supply of Inventory

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)	1.0	-23.1%
July 2022	1.4	27.3%
June 2022	1.2	33.3%
May 2022	0.9	-10.0%
April 2022	0.9	-30.8%
March 2022	0.9	-30.8%
February 2022	0.7	-61.1%
January 2022	0.8	-60.0%
December 2021	0.8	-68.0%
November 2021	1.1	-59.3%
October 2021	1.3	-50.0%
September 2021	1.3	-50.0%
August 2021	1.3	-55.2%
July 2021	1.1	-64.5%



Monthly Market Detail - July 2022

Townhouses and Condos

Ocala/Marion County Association of REALTORS®

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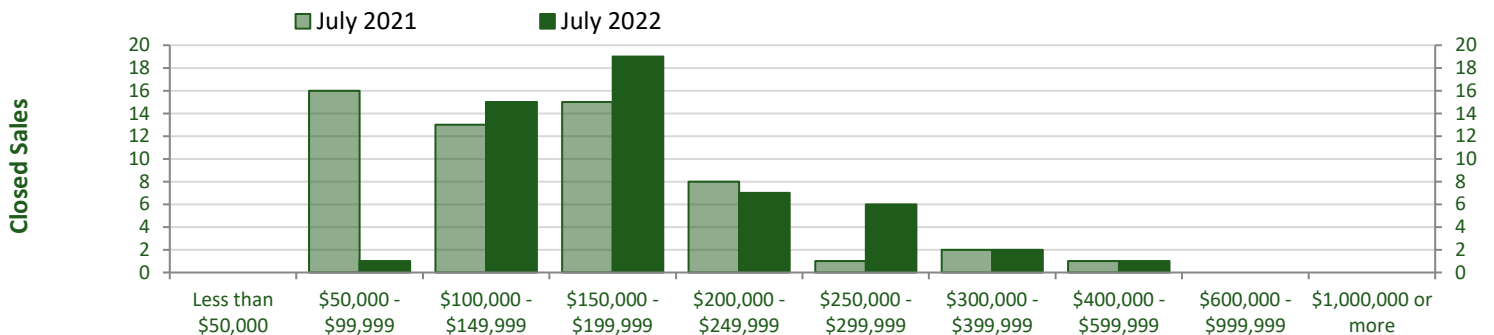


Closed Sales by Sale Price

The number of sales transactions which closed during the month

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

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	1	-93.8%
\$100,000 - \$149,999	15	15.4%
\$150,000 - \$199,999	19	26.7%
\$200,000 - \$249,999	7	-12.5%
\$250,000 - \$299,999	6	500.0%
\$300,000 - \$399,999	2	0.0%
\$400,000 - \$599,999	1	0.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

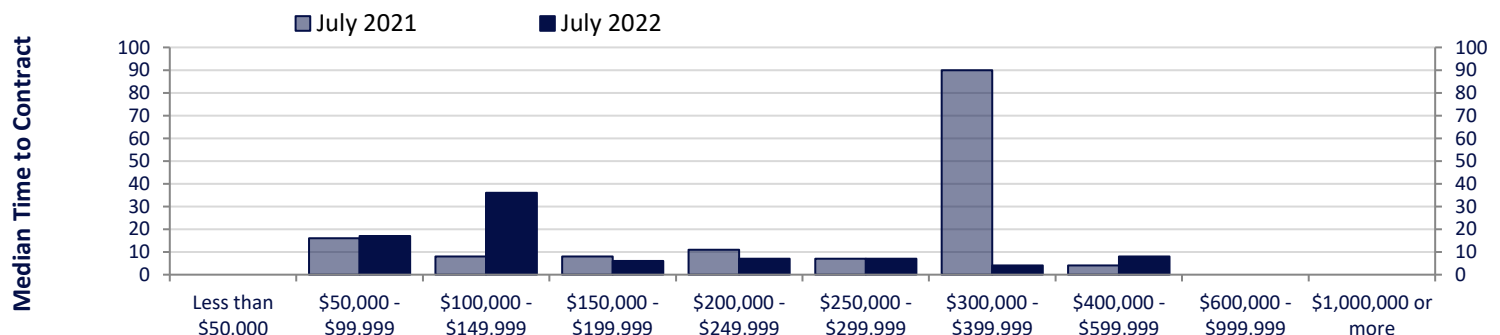


Median Time to Contract by Sale Price

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	(No Sales)	N/A
\$50,000 - \$99,999	17 Days	6.3%
\$100,000 - \$149,999	36 Days	350.0%
\$150,000 - \$199,999	6 Days	-25.0%
\$200,000 - \$249,999	7 Days	-36.4%
\$250,000 - \$299,999	7 Days	0.0%
\$300,000 - \$399,999	4 Days	-95.6%
\$400,000 - \$599,999	8 Days	100.0%
\$600,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	(No Sales)	N/A



Monthly Market Detail - July 2022

Townhouses and Condos

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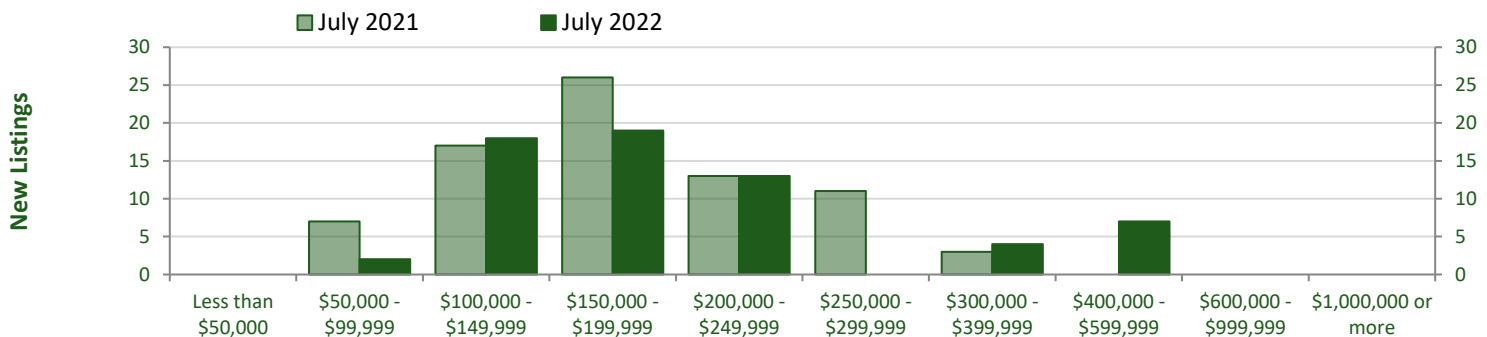


New Listings by Initial Listing Price

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	N/A
\$50,000 - \$99,999	2	-71.4%
\$100,000 - \$149,999	18	5.9%
\$150,000 - \$199,999	19	-26.9%
\$200,000 - \$249,999	13	0.0%
\$250,000 - \$299,999	0	-100.0%
\$300,000 - \$399,999	4	33.3%
\$400,000 - \$599,999	7	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

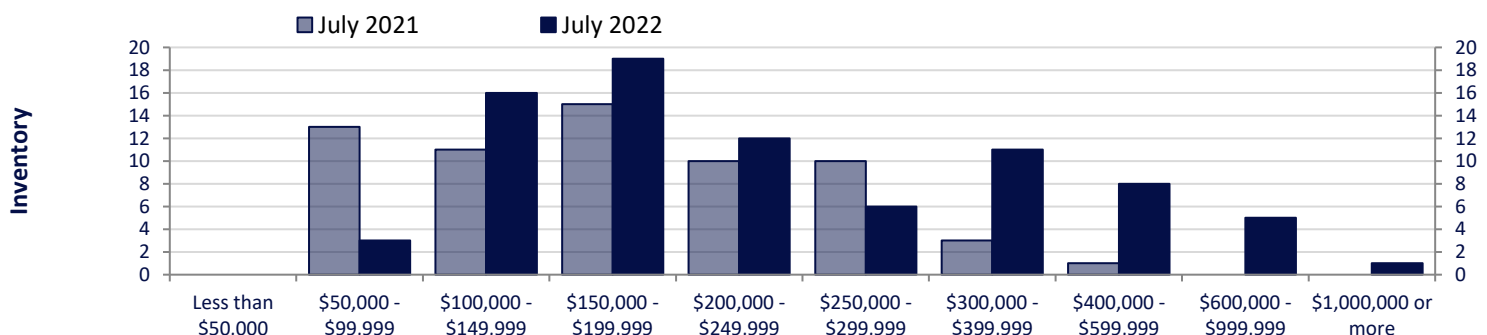


Inventory by Current Listing Price

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	N/A
\$50,000 - \$99,999	3	-76.9%
\$100,000 - \$149,999	16	45.5%
\$150,000 - \$199,999	19	26.7%
\$200,000 - \$249,999	12	20.0%
\$250,000 - \$299,999	6	-40.0%
\$300,000 - \$399,999	11	266.7%
\$400,000 - \$599,999	8	700.0%
\$600,000 - \$999,999	5	N/A
\$1,000,000 or more	1	N/A

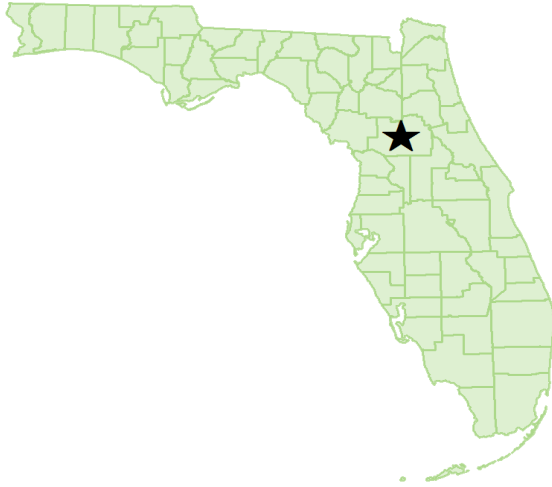


Monthly Distressed Market - July 2022

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.



		July 2022	July 2021	Percent Change Year-over-Year
Traditional	Closed Sales	51	55	-7.3%
	Median Sale Price	\$175,000	\$148,000	18.2%
Foreclosure/REO	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$97,850	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

