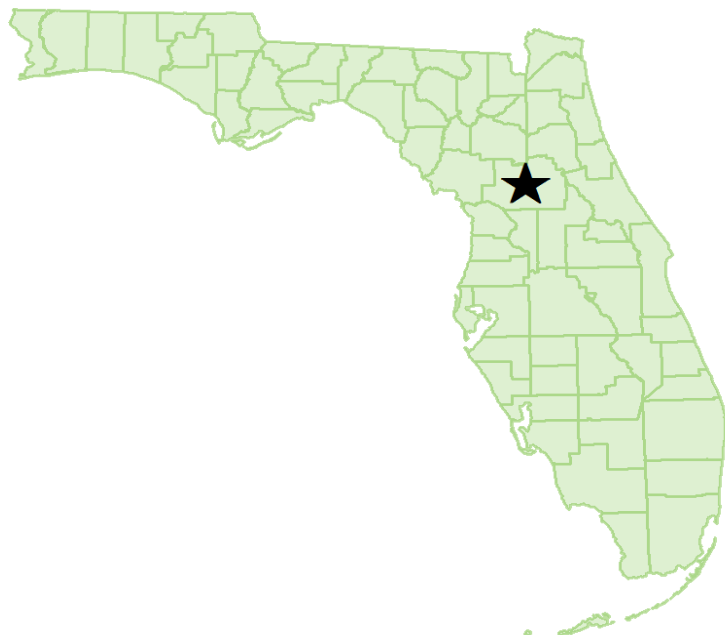


Monthly Market Detail - April 2023

Single-Family Homes

Ocala/Marion County Association of REALTORS®

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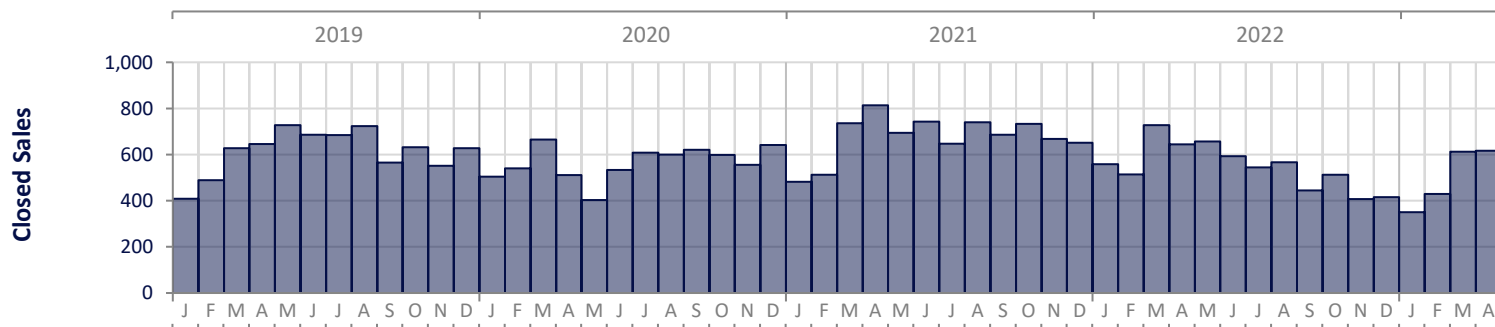
Summary Statistics	April 2023	April 2022	Percent Change Year-over-Year
Closed Sales	617	645	-4.3%
Paid in Cash	214	233	-8.2%
Median Sale Price	\$280,000	\$280,000	0.0%
Average Sale Price	\$341,511	\$354,820	-3.8%
Dollar Volume	\$210.7 Million	\$228.9 Million	-7.9%
Median Percent of Original List Price Received	96.1%	100.0%	-3.9%
Median Time to Contract	41 Days	8 Days	412.5%
Median Time to Sale	84 Days	55 Days	52.7%
New Pending Sales	652	640	1.9%
New Listings	690	694	-0.6%
Pending Inventory	925	1,091	-15.2%
Inventory (Active Listings)	1,695	738	129.7%
Months Supply of Inventory	3.3	1.1	200.0%

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	2,008	-17.9%
April 2023	617	-4.3%
March 2023	612	-15.9%
February 2023	429	-16.5%
January 2023	350	-37.3%
December 2022	416	-36.1%
November 2022	407	-39.1%
October 2022	513	-30.0%
September 2022	444	-35.3%
August 2022	567	-23.4%
July 2022	545	-15.8%
June 2022	593	-20.2%
May 2022	657	-5.3%
April 2022	645	-20.8%



Monthly Market Detail - April 2023

Single-Family Homes

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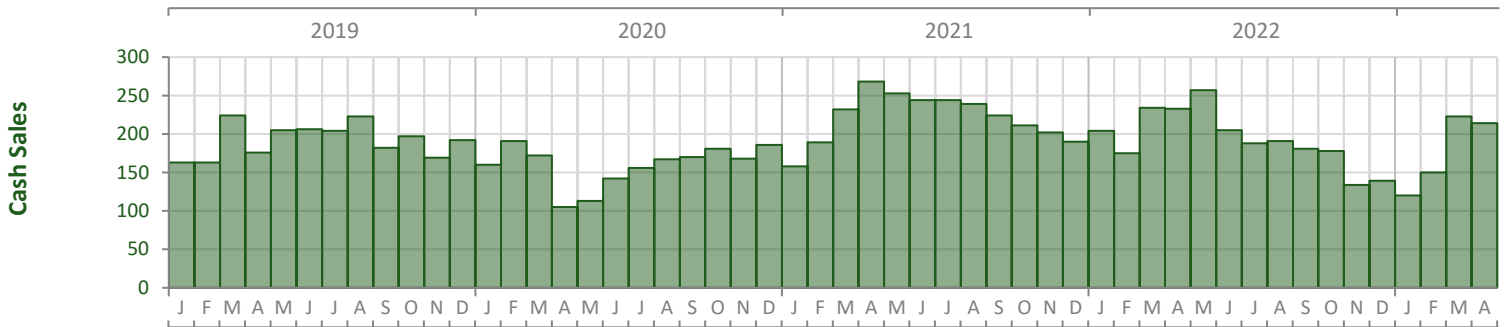


Cash Sales

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	707	-16.4%
April 2023	214	-8.2%
March 2023	223	-4.7%
February 2023	150	-14.3%
January 2023	120	-41.2%
December 2022	139	-26.8%
November 2022	134	-33.7%
October 2022	178	-15.6%
September 2022	181	-19.2%
August 2022	191	-20.1%
July 2022	188	-23.0%
June 2022	205	-16.0%
May 2022	257	1.6%
April 2022	233	-13.1%

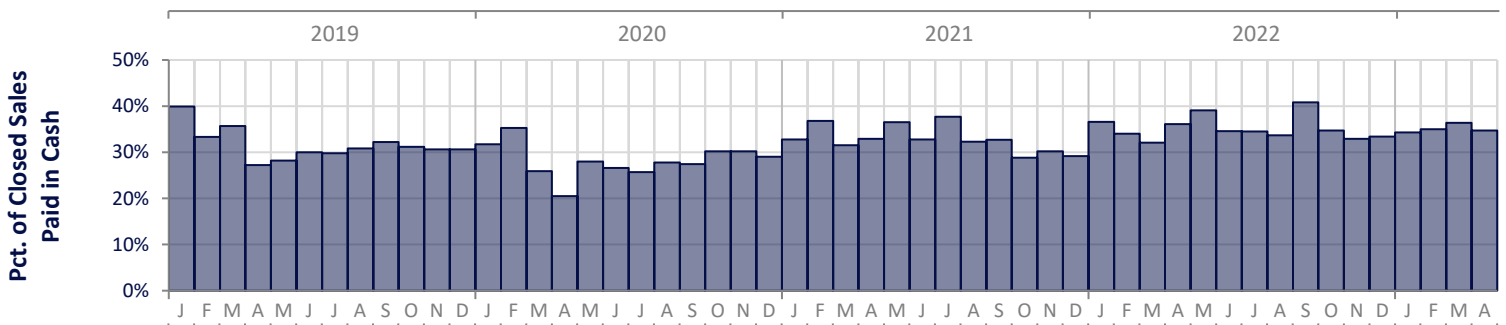


Cash Sales as a Percentage of Closed Sales

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	35.2%	1.7%
April 2023	34.7%	-3.9%
March 2023	36.4%	13.4%
February 2023	35.0%	2.9%
January 2023	34.3%	-6.3%
December 2022	33.4%	14.4%
November 2022	32.9%	8.9%
October 2022	34.7%	20.5%
September 2022	40.8%	24.8%
August 2022	33.7%	4.3%
July 2022	34.5%	-8.5%
June 2022	34.6%	5.5%
May 2022	39.1%	7.1%
April 2022	36.1%	9.7%



Monthly Market Detail - April 2023

Single-Family Homes

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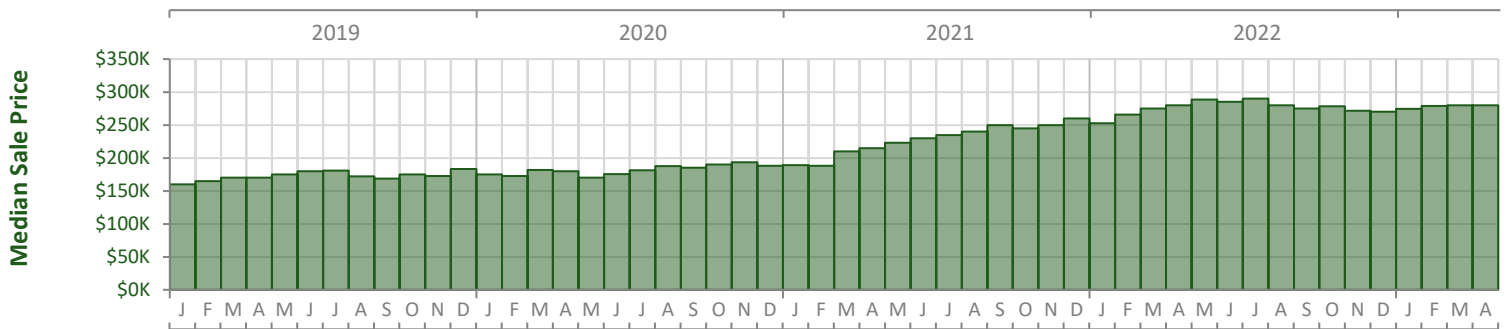


Median Sale Price

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	\$279,000	4.4%
April 2023	\$280,000	0.0%
March 2023	\$279,800	1.7%
February 2023	\$279,000	5.0%
January 2023	\$274,450	8.7%
December 2022	\$270,000	3.9%
November 2022	\$271,500	8.6%
October 2022	\$278,200	13.6%
September 2022	\$275,000	10.0%
August 2022	\$280,000	16.7%
July 2022	\$290,250	23.6%
June 2022	\$285,000	23.9%
May 2022	\$288,600	29.4%
April 2022	\$280,000	30.2%

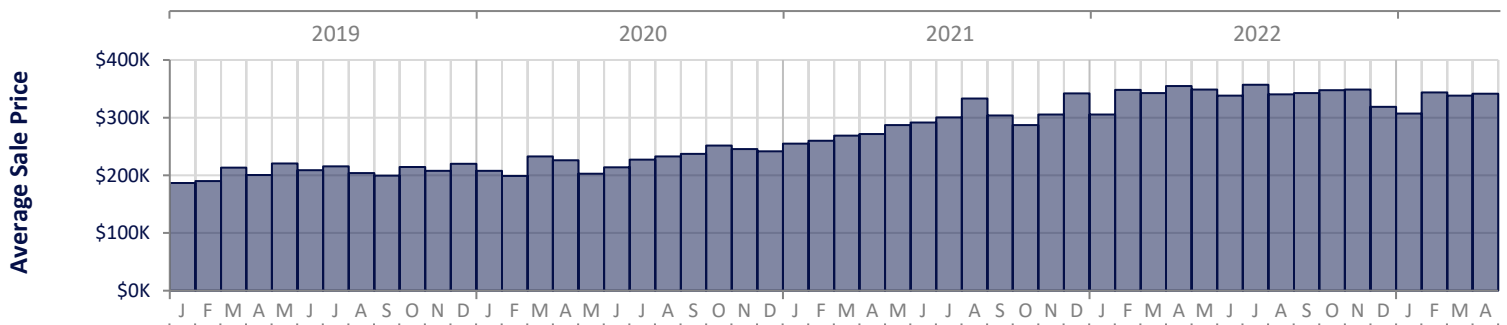


Average Sale Price

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	\$335,029	-1.1%
April 2023	\$341,511	-3.8%
March 2023	\$338,429	-1.3%
February 2023	\$343,736	-1.3%
January 2023	\$306,985	0.4%
December 2022	\$319,038	-6.7%
November 2022	\$348,910	14.3%
October 2022	\$347,591	21.1%
September 2022	\$342,591	12.7%
August 2022	\$340,515	2.2%
July 2022	\$357,194	18.8%
June 2022	\$338,152	15.9%
May 2022	\$348,734	21.4%
April 2022	\$354,820	30.5%



Monthly Market Detail - April 2023

Single-Family Homes

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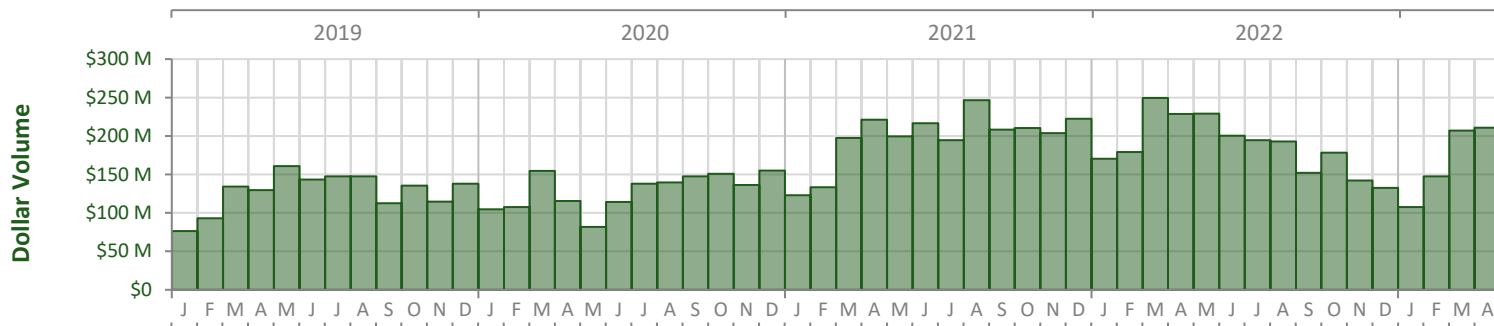


Dollar Volume

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	\$672.7 Million	-18.8%
April 2023	\$210.7 Million	-7.9%
March 2023	\$207.1 Million	-17.0%
February 2023	\$147.5 Million	-17.6%
January 2023	\$107.4 Million	-37.0%
December 2022	\$132.7 Million	-40.4%
November 2022	\$142.0 Million	-30.3%
October 2022	\$178.3 Million	-15.3%
September 2022	\$152.1 Million	-27.0%
August 2022	\$193.1 Million	-21.7%
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%

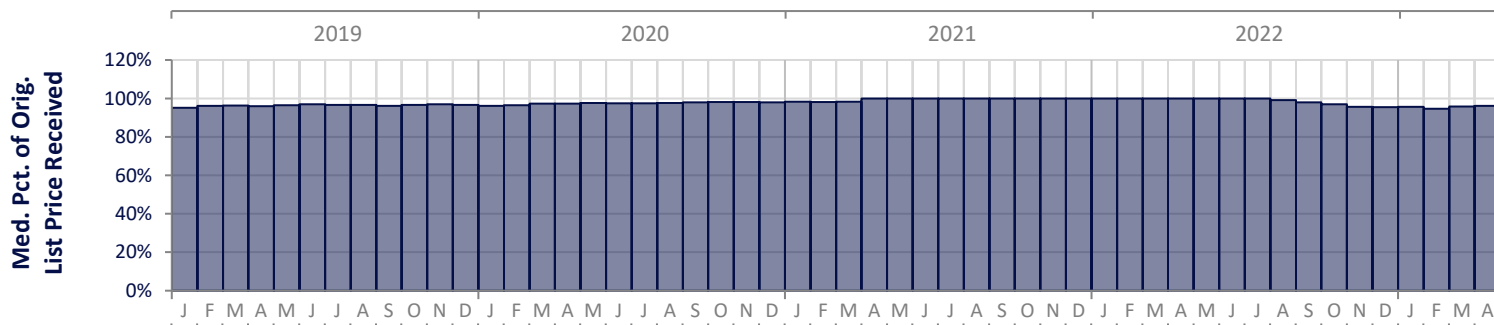


Median Percent of Original List Price Received

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%	-4.3%
April 2023	96.1%	-3.9%
March 2023	95.8%	-4.2%
February 2023	94.7%	-5.3%
January 2023	95.7%	-4.3%
December 2022	95.4%	-4.6%
November 2022	95.6%	-4.4%
October 2022	97.0%	-3.0%
September 2022	98.0%	-2.0%
August 2022	99.2%	-0.8%
July 2022	100.0%	0.0%
June 2022	100.0%	0.0%
May 2022	100.0%	0.0%
April 2022	100.0%	0.0%



Monthly Market Detail - April 2023

Single-Family Homes

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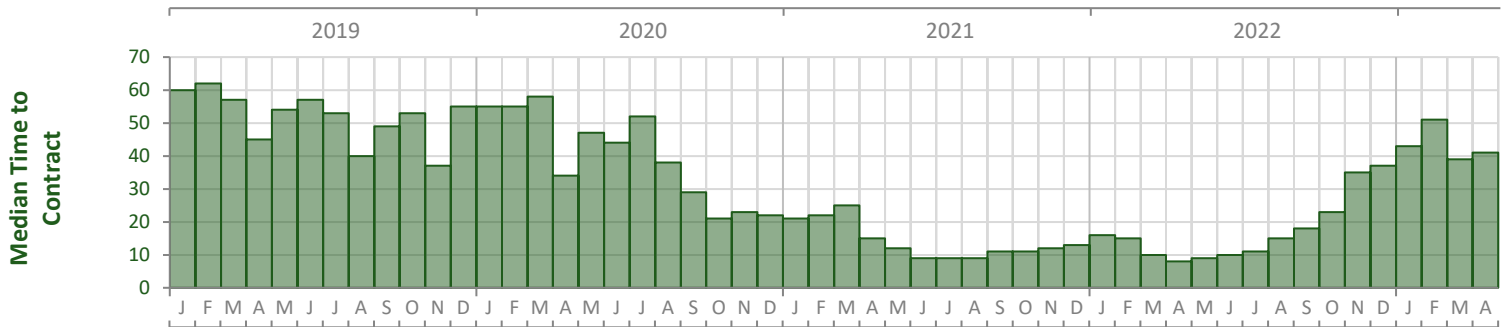


Median Time to Contract

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	45 Days	309.1%
April 2023	41 Days	412.5%
March 2023	39 Days	290.0%
February 2023	51 Days	240.0%
January 2023	43 Days	168.8%
December 2022	37 Days	184.6%
November 2022	35 Days	191.7%
October 2022	23 Days	109.1%
September 2022	18 Days	63.6%
August 2022	15 Days	66.7%
July 2022	11 Days	22.2%
June 2022	10 Days	11.1%
May 2022	9 Days	-25.0%
April 2022	8 Days	-46.7%

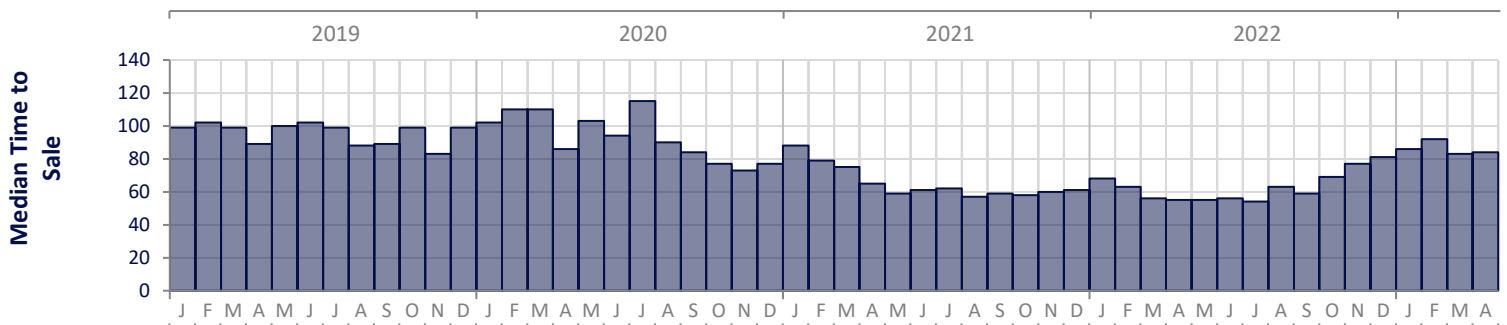


Median Time to Sale

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	86 Days	43.3%
April 2023	84 Days	52.7%
March 2023	83 Days	48.2%
February 2023	92 Days	46.0%
January 2023	86 Days	26.5%
December 2022	81 Days	32.8%
November 2022	77 Days	28.3%
October 2022	69 Days	19.0%
September 2022	59 Days	0.0%
August 2022	63 Days	10.5%
July 2022	54 Days	-12.9%
June 2022	56 Days	-8.2%
May 2022	55 Days	-6.8%
April 2022	55 Days	-15.4%



Monthly Market Detail - April 2023

Single-Family Homes

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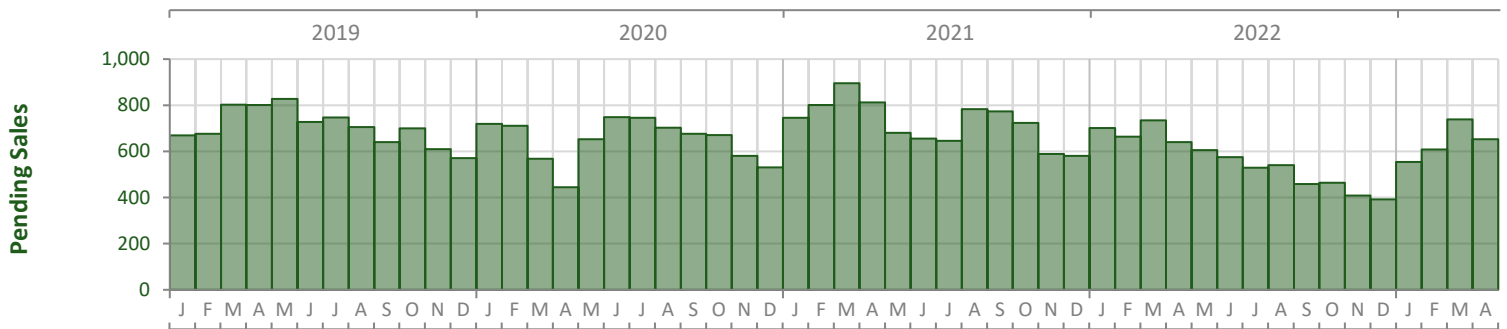


New Pending Sales

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	2,553	-6.8%
April 2023	652	1.9%
March 2023	739	0.7%
February 2023	608	-8.4%
January 2023	554	-21.0%
December 2022	392	-32.5%
November 2022	409	-30.6%
October 2022	464	-35.9%
September 2022	459	-40.6%
August 2022	540	-31.0%
July 2022	529	-18.1%
June 2022	575	-12.3%
May 2022	606	-10.9%
April 2022	640	-21.2%

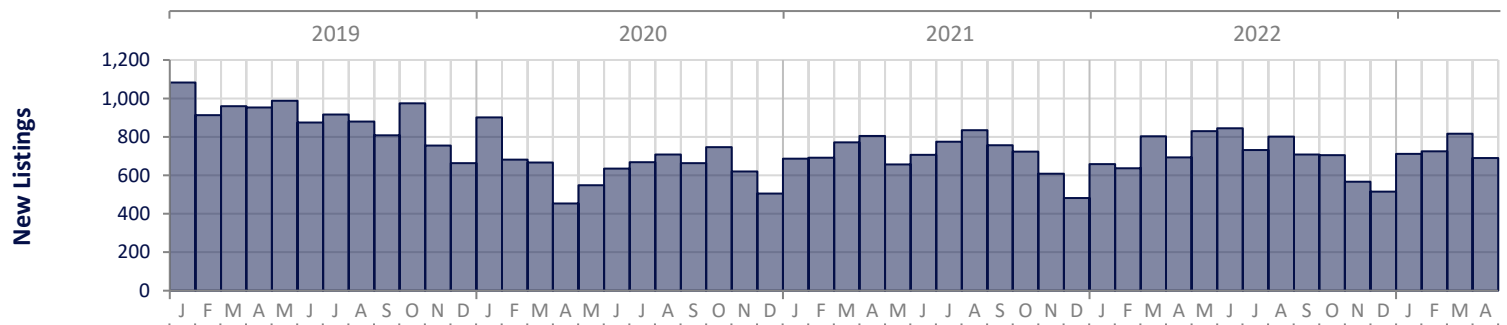


New Listings

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	2,944	5.4%
April 2023	690	-0.6%
March 2023	817	1.6%
February 2023	725	14.0%
January 2023	712	8.0%
December 2022	516	7.1%
November 2022	567	-6.7%
October 2022	705	-2.6%
September 2022	708	-6.5%
August 2022	801	-4.0%
July 2022	732	-5.5%
June 2022	844	19.5%
May 2022	829	26.4%
April 2022	694	-13.8%



Monthly Market Detail - April 2023

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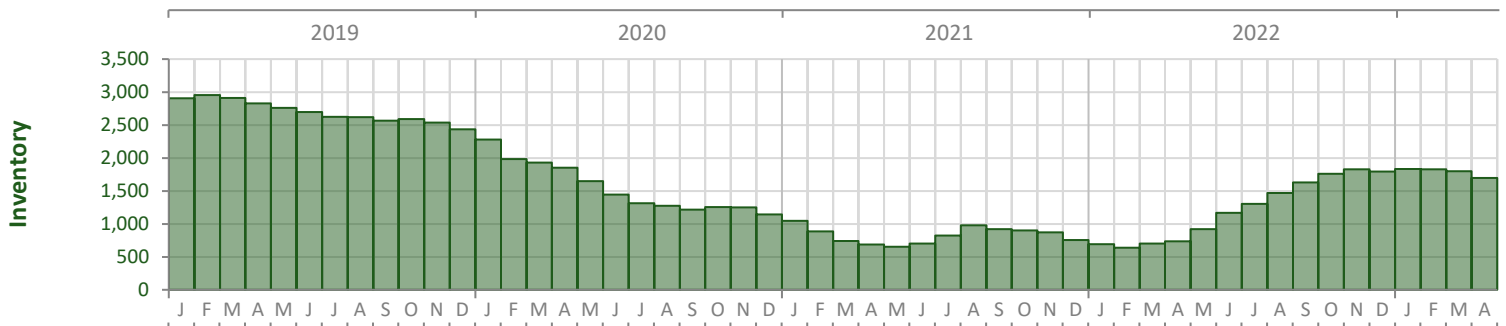


Inventory (Active Listings)

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

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

Month	Inventory	Percent Change Year-over-Year
YTD (Monthly Avg)	1,788	158.5%
April 2023	1,695	129.7%
March 2023	1,797	156.3%
February 2023	1,827	186.4%
January 2023	1,834	165.8%
December 2022	1,792	137.0%
November 2022	1,826	109.6%
October 2022	1,761	95.7%
September 2022	1,630	77.0%
August 2022	1,469	49.9%
July 2022	1,303	57.9%
June 2022	1,166	66.6%
May 2022	920	41.3%
April 2022	738	7.6%

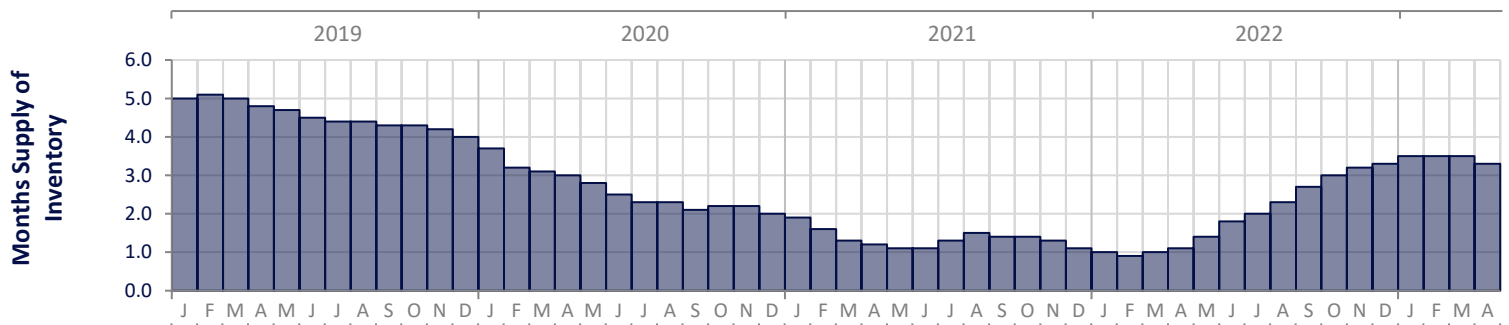


Months Supply of Inventory

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)	3.5	250.0%
April 2023	3.3	200.0%
March 2023	3.5	250.0%
February 2023	3.5	288.9%
January 2023	3.5	250.0%
December 2022	3.3	200.0%
November 2022	3.2	146.2%
October 2022	3.0	114.3%
September 2022	2.7	92.9%
August 2022	2.3	53.3%
July 2022	2.0	53.8%
June 2022	1.8	63.6%
May 2022	1.4	27.3%
April 2022	1.1	-8.3%



Monthly Market Detail - April 2023

Single-Family Homes

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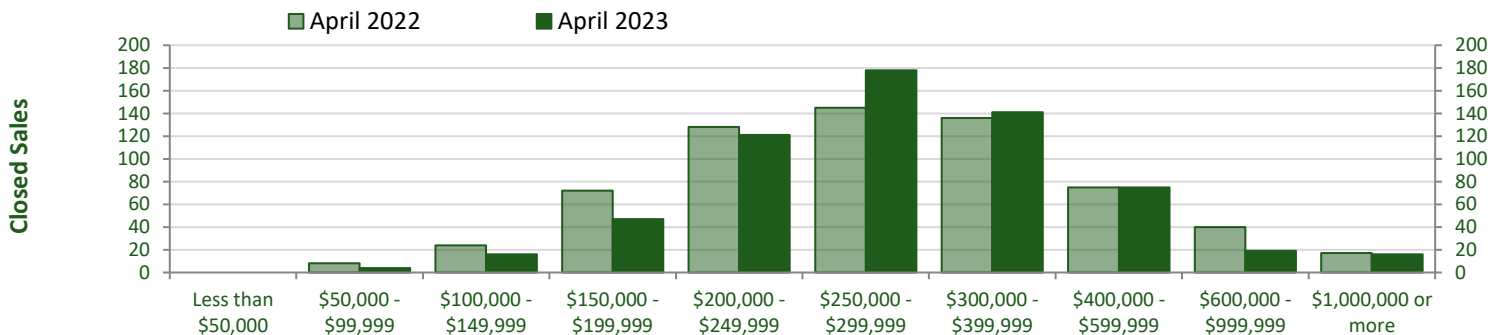


Closed Sales by Sale Price

The number of sales transactions which closed during the month

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

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	4	-50.0%
\$100,000 - \$149,999	16	-33.3%
\$150,000 - \$199,999	47	-34.7%
\$200,000 - \$249,999	121	-5.5%
\$250,000 - \$299,999	178	22.8%
\$300,000 - \$399,999	141	3.7%
\$400,000 - \$599,999	75	0.0%
\$600,000 - \$999,999	19	-52.5%
\$1,000,000 or more	16	-5.9%

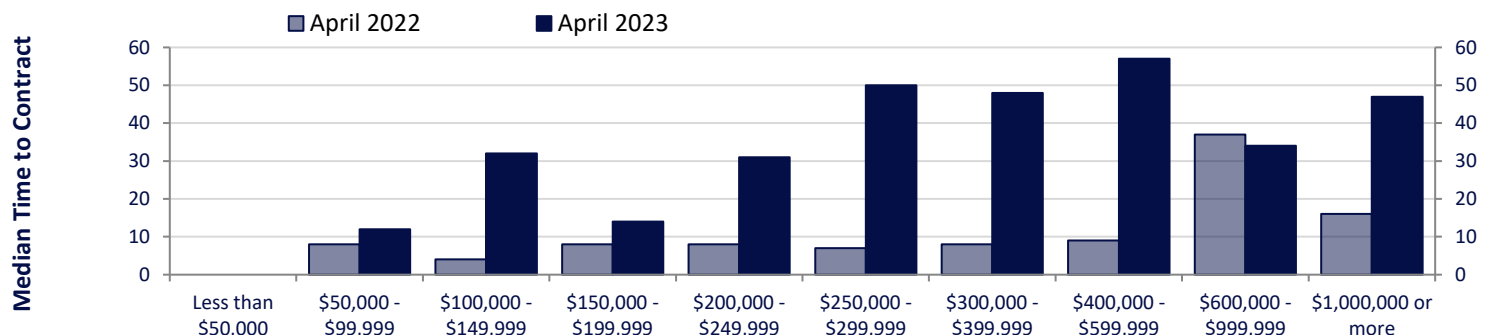


Median Time to Contract by Sale Price

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	12 Days	50.0%
\$100,000 - \$149,999	32 Days	700.0%
\$150,000 - \$199,999	14 Days	75.0%
\$200,000 - \$249,999	31 Days	287.5%
\$250,000 - \$299,999	50 Days	614.3%
\$300,000 - \$399,999	48 Days	500.0%
\$400,000 - \$599,999	57 Days	533.3%
\$600,000 - \$999,999	34 Days	-8.1%
\$1,000,000 or more	47 Days	193.8%



Monthly Market Detail - April 2023

Single-Family Homes

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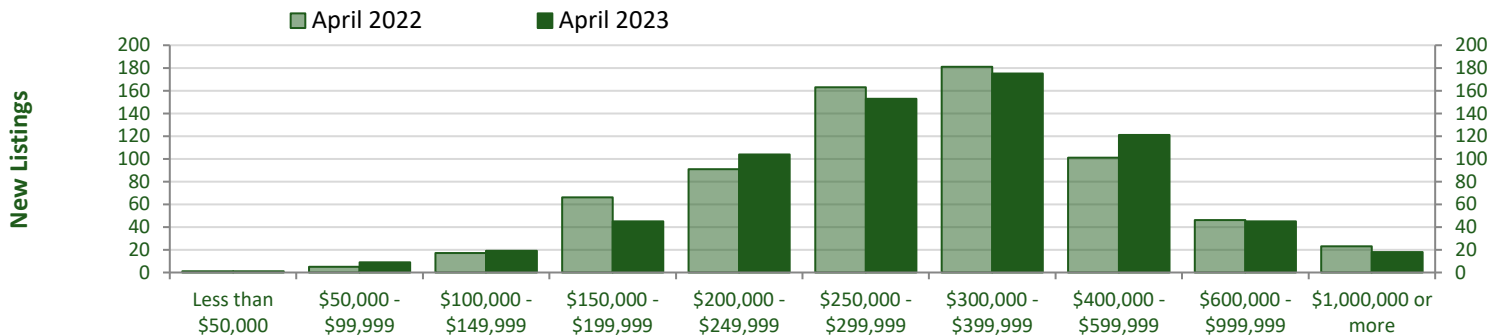


New Listings by Initial Listing Price

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	0.0%
\$50,000 - \$99,999	9	80.0%
\$100,000 - \$149,999	19	11.8%
\$150,000 - \$199,999	45	-31.8%
\$200,000 - \$249,999	104	14.3%
\$250,000 - \$299,999	153	-6.1%
\$300,000 - \$399,999	175	-3.3%
\$400,000 - \$599,999	121	19.8%
\$600,000 - \$999,999	45	-2.2%
\$1,000,000 or more	18	-21.7%

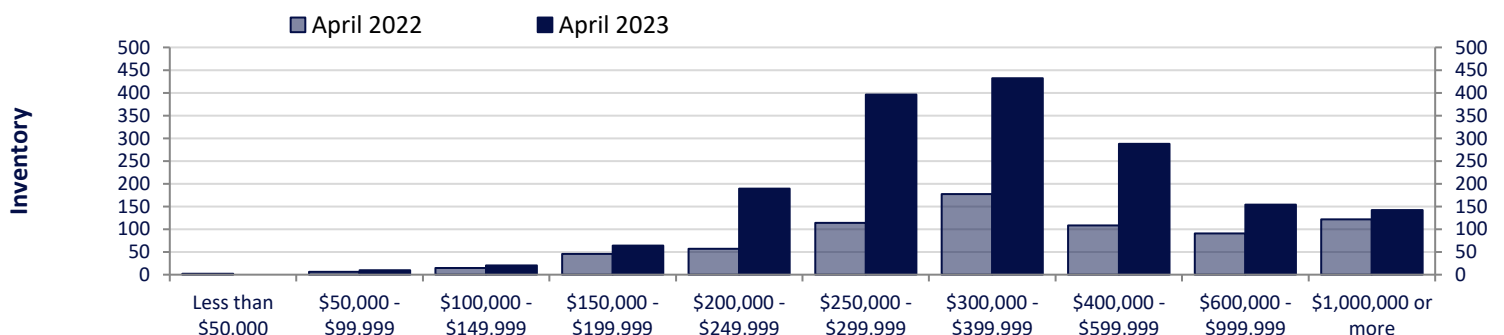


Inventory by Current Listing Price

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	0	-100.0%
\$50,000 - \$99,999	10	66.7%
\$100,000 - \$149,999	20	33.3%
\$150,000 - \$199,999	64	39.1%
\$200,000 - \$249,999	189	231.6%
\$250,000 - \$299,999	396	247.4%
\$300,000 - \$399,999	432	144.1%
\$400,000 - \$599,999	288	166.7%
\$600,000 - \$999,999	154	69.2%
\$1,000,000 or more	142	16.4%

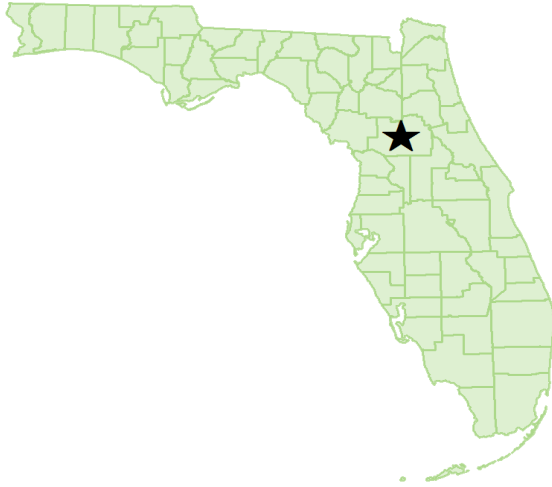


Monthly Distressed Market - April 2023

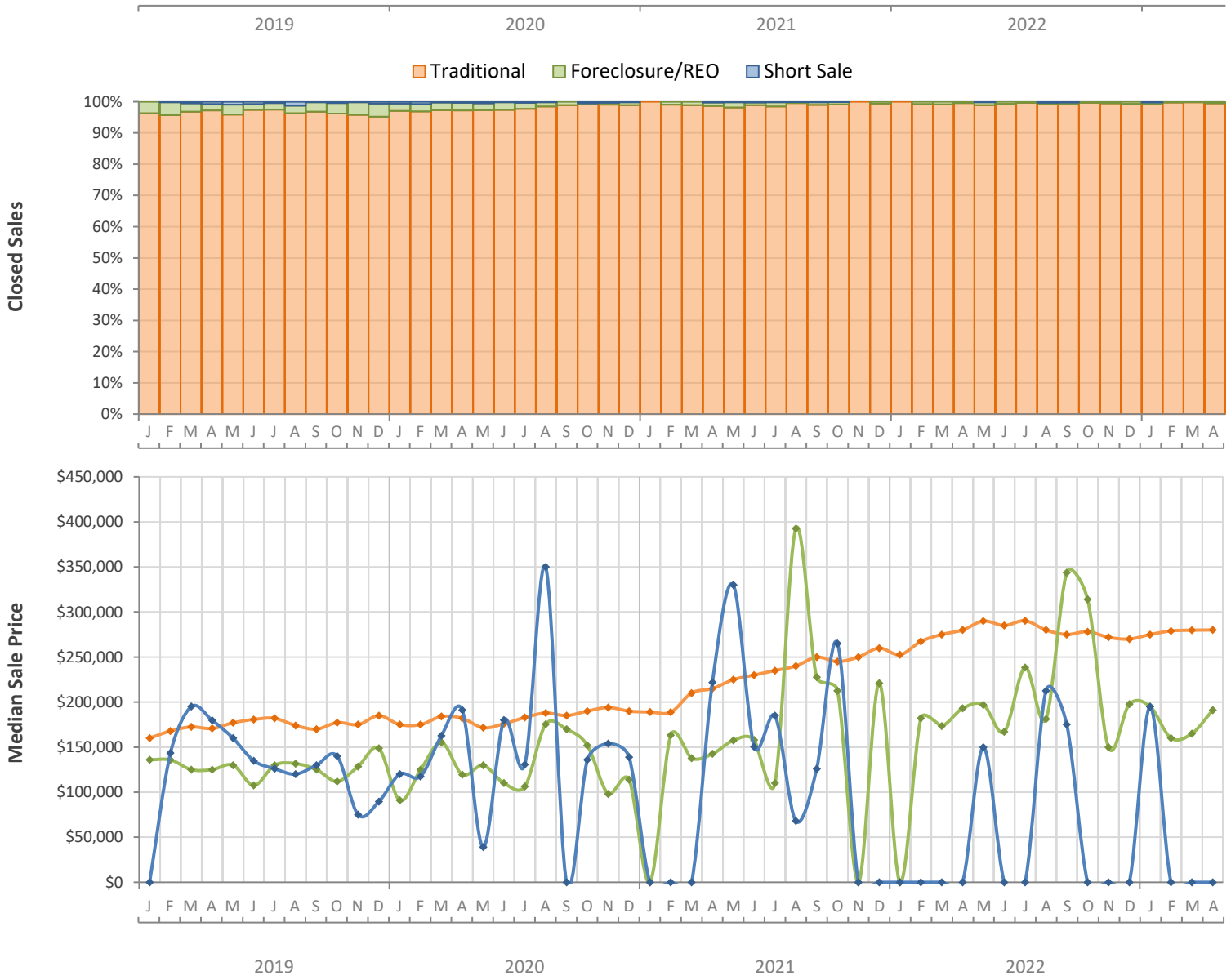
Single-Family Homes

Ocala/Marion County Association of REALTORS®

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



		April 2023	April 2022	Percent Change Year-over-Year
Traditional	Closed Sales	614	642	-4.4%
	Median Sale Price	\$280,000	\$280,000	0.0%
Foreclosure/REO	Closed Sales	3	3	0.0%
	Median Sale Price	\$191,000	\$193,000	-1.0%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

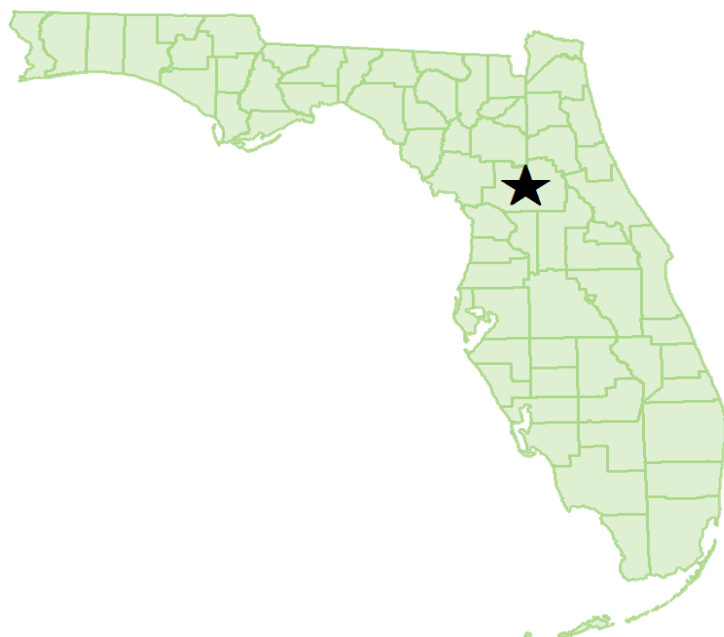


Monthly Market Detail - April 2023

Manufactured Homes

Ocala/Marion County Association of REALTORS®

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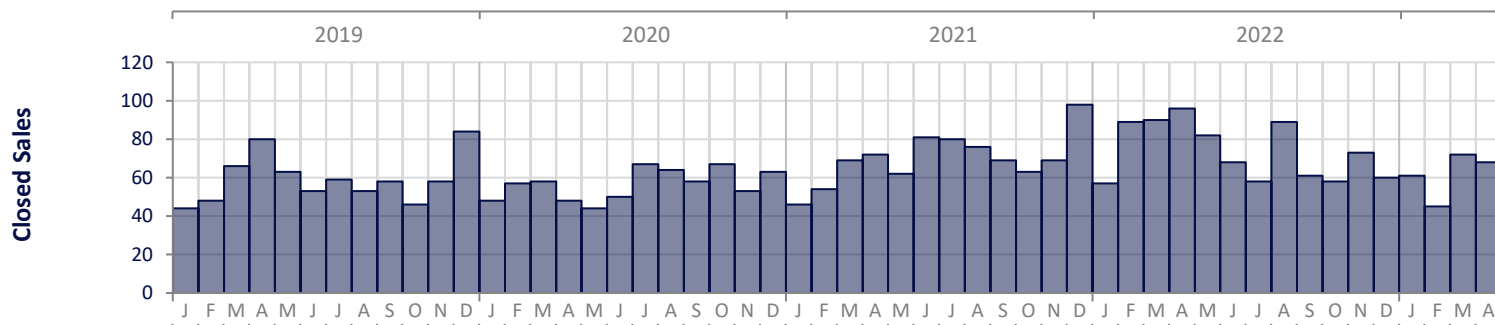
Summary Statistics	April 2023	April 2022	Percent Change Year-over-Year
Closed Sales	68	96	-29.2%
Paid in Cash	38	61	-37.7%
Median Sale Price	\$139,500	\$140,000	-0.4%
Average Sale Price	\$154,259	\$144,634	6.7%
Dollar Volume	\$10.5 Million	\$13.9 Million	-24.5%
Median Percent of Original List Price Received	93.8%	96.8%	-3.1%
Median Time to Contract	20 Days	13 Days	53.8%
Median Time to Sale	61 Days	54 Days	13.0%
New Pending Sales	84	84	0.0%
New Listings	70	86	-18.6%
Pending Inventory	110	120	-8.3%
Inventory (Active Listings)	172	117	47.0%
Months Supply of Inventory	2.6	1.5	73.3%

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	246	-25.9%
April 2023	68	-29.2%
March 2023	72	-20.0%
February 2023	45	-49.4%
January 2023	61	7.0%
December 2022	60	-38.8%
November 2022	73	5.8%
October 2022	58	-7.9%
September 2022	61	-11.6%
August 2022	89	17.1%
July 2022	58	-27.5%
June 2022	68	-16.0%
May 2022	82	32.3%
April 2022	96	33.3%



Monthly Market Detail - April 2023

Manufactured Homes

Ocala/Marion County Association of REALTORS®

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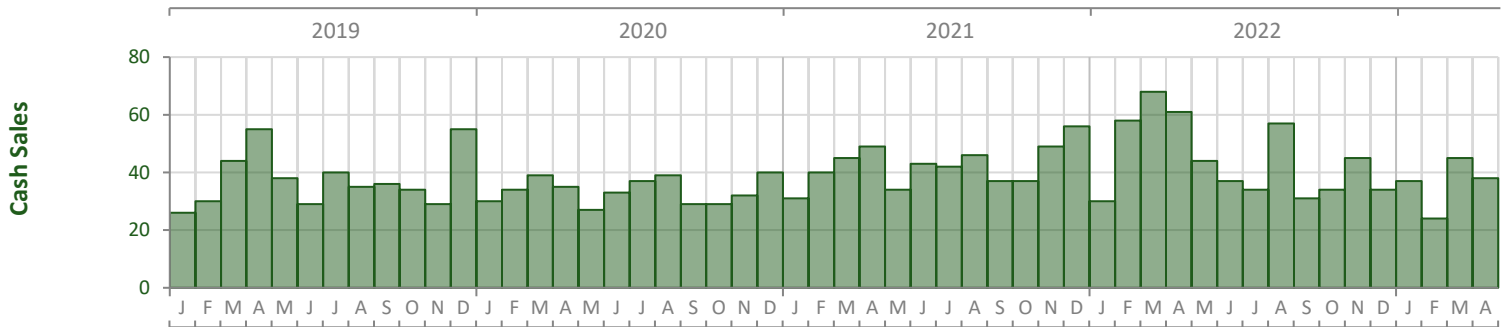


Cash Sales

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	144	-33.6%
April 2023	38	-37.7%
March 2023	45	-33.8%
February 2023	24	-58.6%
January 2023	37	23.3%
December 2022	34	-39.3%
November 2022	45	-8.2%
October 2022	34	-8.1%
September 2022	31	-16.2%
August 2022	57	23.9%
July 2022	34	-19.0%
June 2022	37	-14.0%
May 2022	44	29.4%
April 2022	61	24.5%

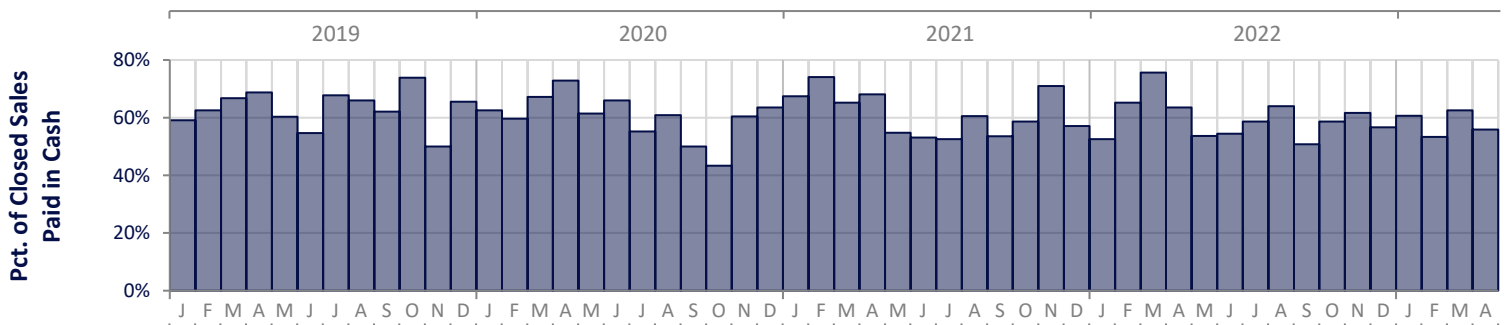


Cash Sales as a Percentage of Closed Sales

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	58.5%	-10.6%
April 2023	55.9%	-12.0%
March 2023	62.5%	-17.3%
February 2023	53.3%	-18.3%
January 2023	60.7%	15.4%
December 2022	56.7%	-0.7%
November 2022	61.6%	-13.2%
October 2022	58.6%	-0.2%
September 2022	50.8%	-5.2%
August 2022	64.0%	5.8%
July 2022	58.6%	11.6%
June 2022	54.4%	2.4%
May 2022	53.7%	-2.0%
April 2022	63.5%	-6.8%



Monthly Market Detail - April 2023

Manufactured Homes

Ocala/Marion County Association of REALTORS®

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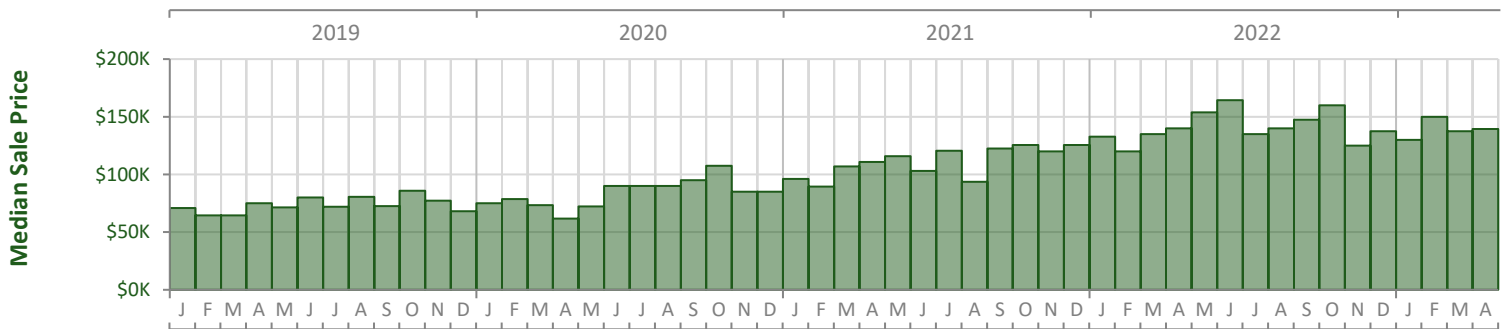


Median Sale Price

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	\$139,000	3.0%
April 2023	\$139,500	-0.4%
March 2023	\$137,500	1.9%
February 2023	\$150,000	25.0%
January 2023	\$129,900	-2.2%
December 2022	\$137,500	9.6%
November 2022	\$125,000	4.2%
October 2022	\$160,000	27.5%
September 2022	\$147,450	20.4%
August 2022	\$140,000	49.7%
July 2022	\$135,000	12.0%
June 2022	\$164,500	59.7%
May 2022	\$153,950	33.0%
April 2022	\$140,000	26.2%

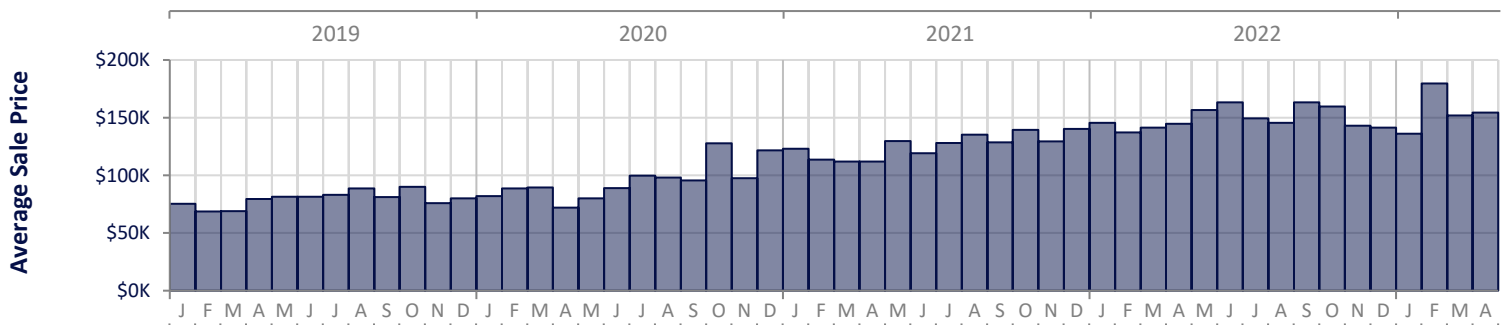


Average Sale Price

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	\$153,684	8.3%
April 2023	\$154,259	6.7%
March 2023	\$151,840	7.4%
February 2023	\$179,745	30.9%
January 2023	\$135,995	-6.5%
December 2022	\$141,233	0.6%
November 2022	\$143,148	10.5%
October 2022	\$159,636	14.6%
September 2022	\$163,311	26.9%
August 2022	\$145,564	7.7%
July 2022	\$149,482	16.6%
June 2022	\$163,223	36.9%
May 2022	\$156,675	20.7%
April 2022	\$144,634	29.4%

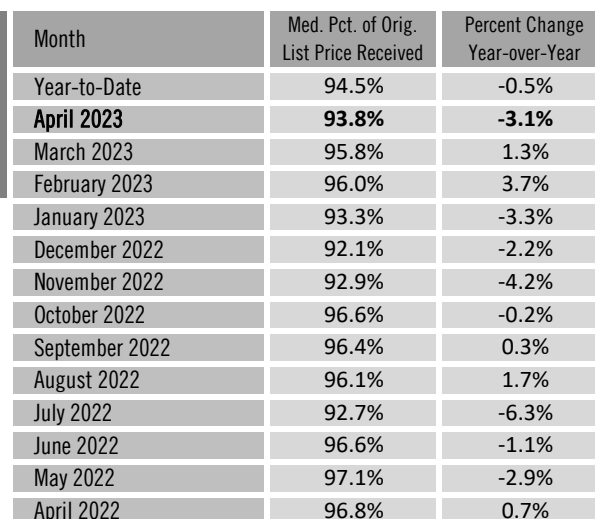


Ocala/Marion County Association of REALTORS®



OCALA/MARION COUNTY
ASSOCIATION OF REALTORS®

Month	Dollar Volume	Percent Change Year-over-Year
Year-to-Date	\$37.8 Million	-19.8%
April 2023	\$10.5 Million	-24.5%
March 2023	\$10.9 Million	-14.1%
February 2023	\$8.1 Million	-33.8%
January 2023	\$8.3 Million	0.1%
December 2022	\$8.5 Million	-38.4%
November 2022	\$10.4 Million	16.9%
October 2022	\$9.3 Million	5.5%
September 2022	\$10.0 Million	12.2%
August 2022	\$13.0 Million	26.2%
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%



Monthly Market Detail - April 2023

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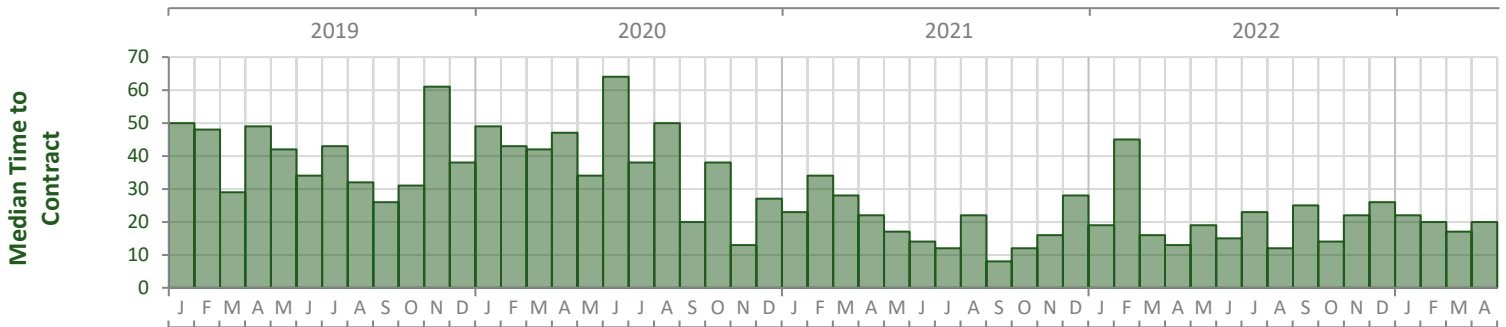


Median Time to Contract

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	20 Days	5.3%
April 2023	20 Days	53.8%
March 2023	17 Days	6.3%
February 2023	20 Days	-55.6%
January 2023	22 Days	15.8%
December 2022	26 Days	-7.1%
November 2022	22 Days	37.5%
October 2022	14 Days	16.7%
September 2022	25 Days	212.5%
August 2022	12 Days	-45.5%
July 2022	23 Days	91.7%
June 2022	15 Days	7.1%
May 2022	19 Days	11.8%
April 2022	13 Days	-40.9%

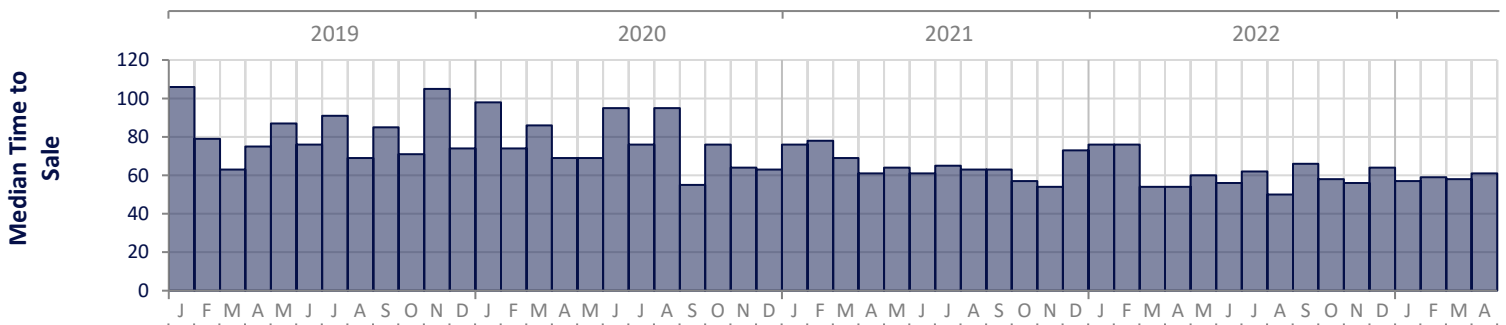


Median Time to Sale

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	59 Days	-7.8%
April 2023	61 Days	13.0%
March 2023	58 Days	7.4%
February 2023	59 Days	-22.4%
January 2023	57 Days	-25.0%
December 2022	64 Days	-12.3%
November 2022	56 Days	3.7%
October 2022	58 Days	1.8%
September 2022	66 Days	4.8%
August 2022	50 Days	-20.6%
July 2022	62 Days	-4.6%
June 2022	56 Days	-8.2%
May 2022	60 Days	-6.3%
April 2022	54 Days	-11.5%



Monthly Market Detail - April 2023

Manufactured Homes

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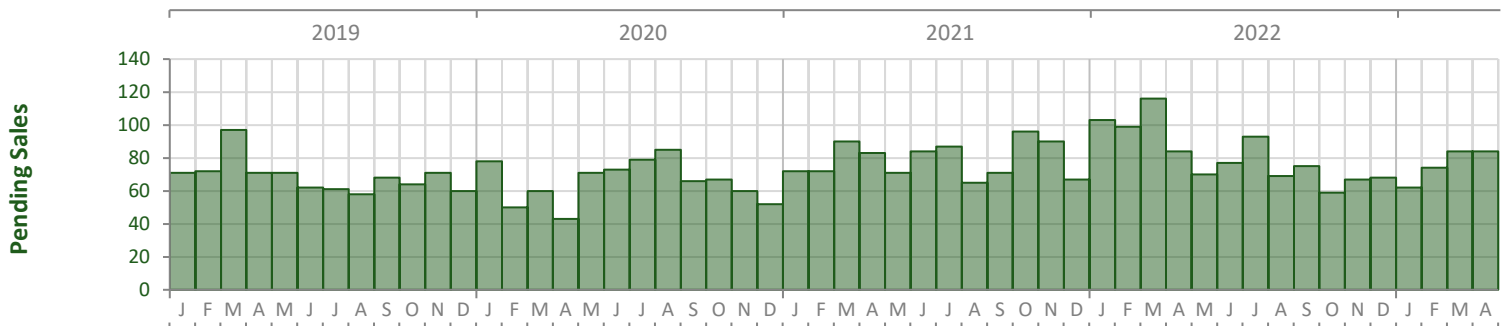


New Pending Sales

The number of listed properties that went under contract during the month

Economists' note: Because of the typical length of time it takes for a sale to close, economists consider Pending Sales to be a decent indicator of potential future Closed Sales. It is important to bear in mind, however, that not all Pending Sales will be closed successfully. So, the effectiveness of Pending Sales as a future indicator of Closed Sales is susceptible to changes in market conditions such as the availability of financing for homebuyers and the inventory of distressed properties for sale.

Month	New Pending Sales	Percent Change Year-over-Year
Year-to-Date	304	-24.4%
April 2023	84	0.0%
March 2023	84	-27.6%
February 2023	74	-25.3%
January 2023	62	-39.8%
December 2022	68	1.5%
November 2022	67	-25.6%
October 2022	59	-38.5%
September 2022	75	5.6%
August 2022	69	6.2%
July 2022	93	6.9%
June 2022	77	-8.3%
May 2022	70	-1.4%
April 2022	84	1.2%

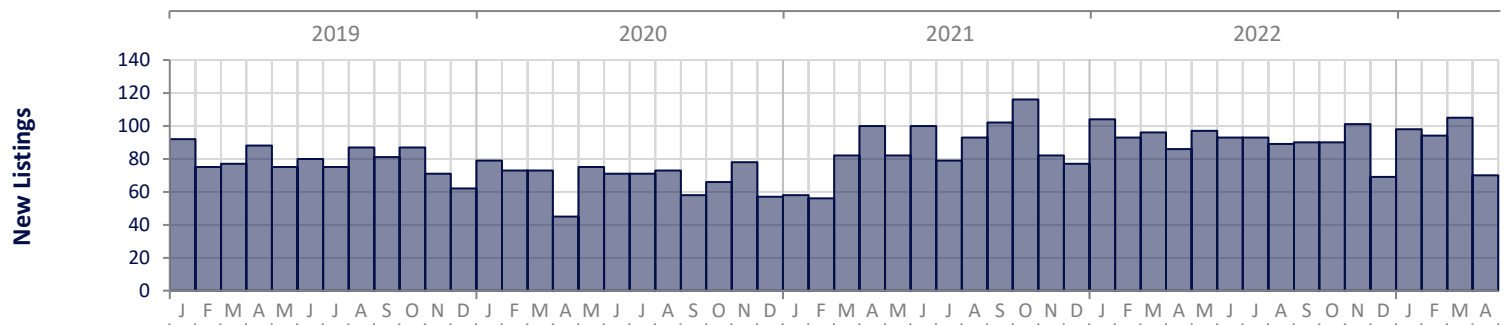


New Listings

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	367	-3.2%
April 2023	70	-18.6%
March 2023	105	9.4%
February 2023	94	1.1%
January 2023	98	-5.8%
December 2022	69	-10.4%
November 2022	101	23.2%
October 2022	90	-22.4%
September 2022	90	-11.8%
August 2022	89	-4.3%
July 2022	93	17.7%
June 2022	93	-7.0%
May 2022	97	18.3%
April 2022	86	-14.0%



Monthly Market Detail - April 2023

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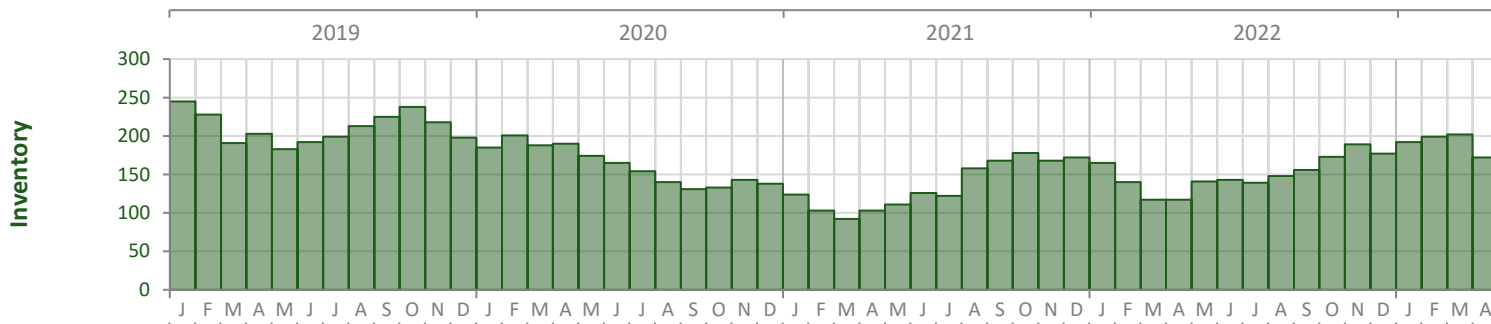


Inventory (Active Listings)

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)	191	41.9%
April 2023	172	47.0%
March 2023	202	72.6%
February 2023	199	42.1%
January 2023	192	16.4%
December 2022	177	2.9%
November 2022	189	12.5%
October 2022	173	-2.8%
September 2022	156	-7.1%
August 2022	148	-6.3%
July 2022	139	13.9%
June 2022	143	13.5%
May 2022	141	27.0%
April 2022	117	13.6%

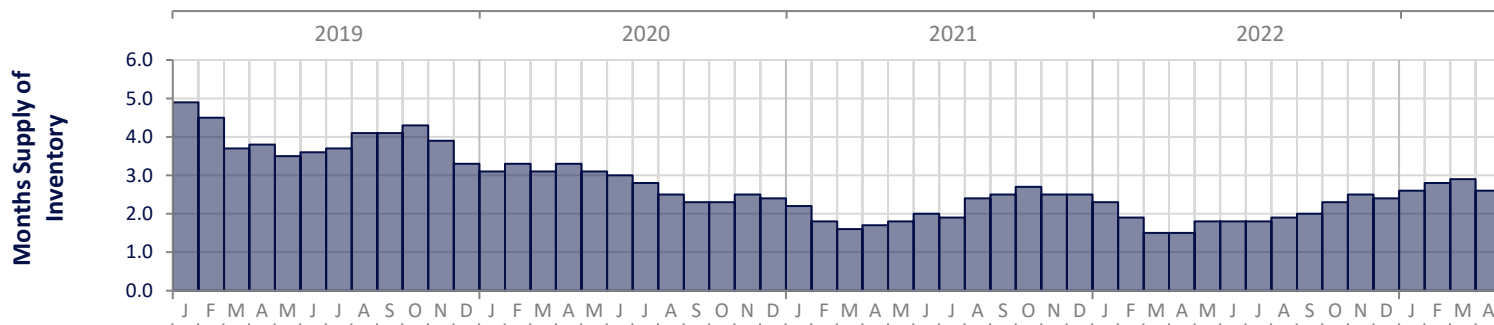


Months Supply of Inventory

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)	2.7	50.0%
April 2023	2.6	73.3%
March 2023	2.9	93.3%
February 2023	2.8	47.4%
January 2023	2.6	13.0%
December 2022	2.4	-4.0%
November 2022	2.5	0.0%
October 2022	2.3	-14.8%
September 2022	2.0	-20.0%
August 2022	1.9	-20.8%
July 2022	1.8	-5.3%
June 2022	1.8	-10.0%
May 2022	1.8	0.0%
April 2022	1.5	-11.8%



Monthly Market Detail - April 2023

Manufactured Homes

Ocala/Marion County Association of REALTORS®

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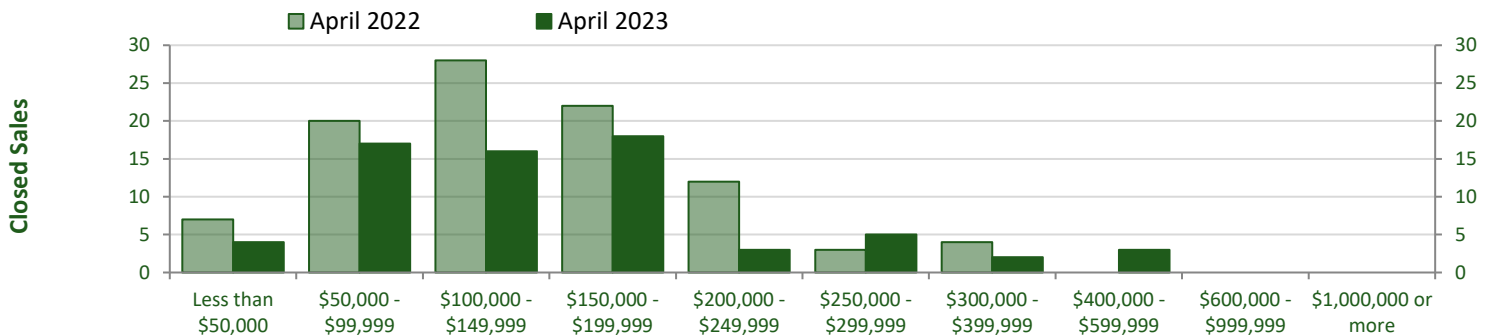


Closed Sales by Sale Price

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	4	-42.9%
\$50,000 - \$99,999	17	-15.0%
\$100,000 - \$149,999	16	-42.9%
\$150,000 - \$199,999	18	-18.2%
\$200,000 - \$249,999	3	-75.0%
\$250,000 - \$299,999	5	66.7%
\$300,000 - \$399,999	2	-50.0%
\$400,000 - \$599,999	3	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

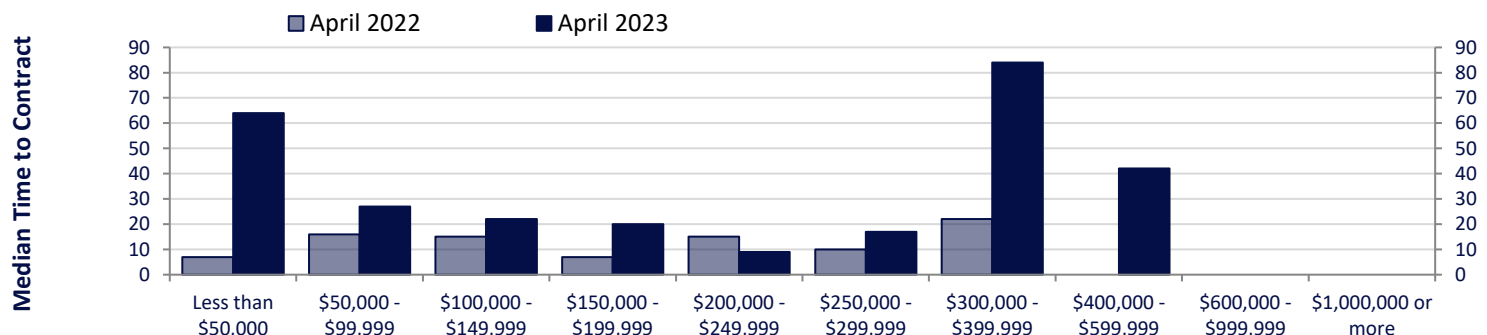


Median Time to Contract by Sale Price

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	64 Days	814.3%
\$50,000 - \$99,999	27 Days	68.8%
\$100,000 - \$149,999	22 Days	46.7%
\$150,000 - \$199,999	20 Days	185.7%
\$200,000 - \$249,999	9 Days	-40.0%
\$250,000 - \$299,999	17 Days	70.0%
\$300,000 - \$399,999	84 Days	281.8%
\$400,000 - \$599,999	42 Days	N/A
\$600,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	(No Sales)	N/A



Monthly Market Detail - April 2023

Manufactured Homes

Ocala/Marion County Association of REALTORS®

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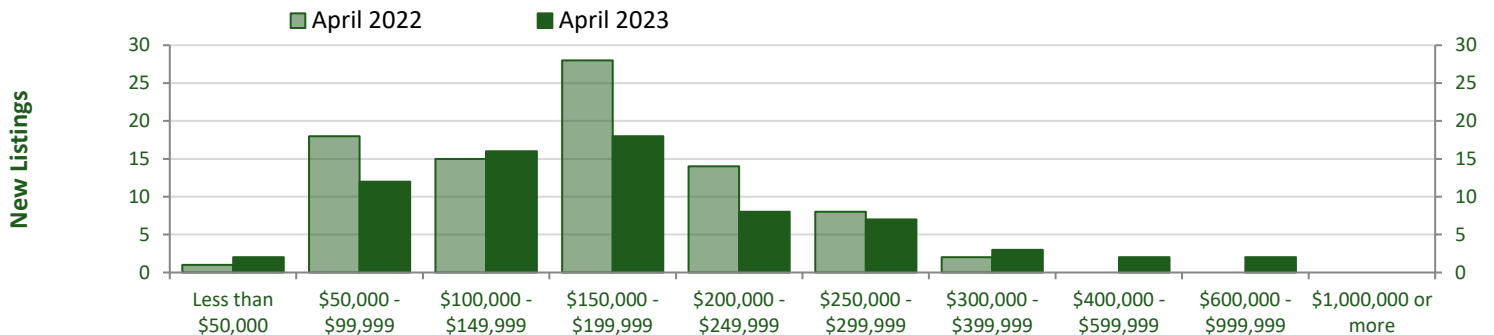


New Listings by Initial Listing Price

The number of properties put onto the market during the month

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

Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$50,000	2	100.0%
\$50,000 - \$99,999	12	-33.3%
\$100,000 - \$149,999	16	6.7%
\$150,000 - \$199,999	18	-35.7%
\$200,000 - \$249,999	8	-42.9%
\$250,000 - \$299,999	7	-12.5%
\$300,000 - \$399,999	3	50.0%
\$400,000 - \$599,999	2	N/A
\$600,000 - \$999,999	2	N/A
\$1,000,000 or more	0	N/A

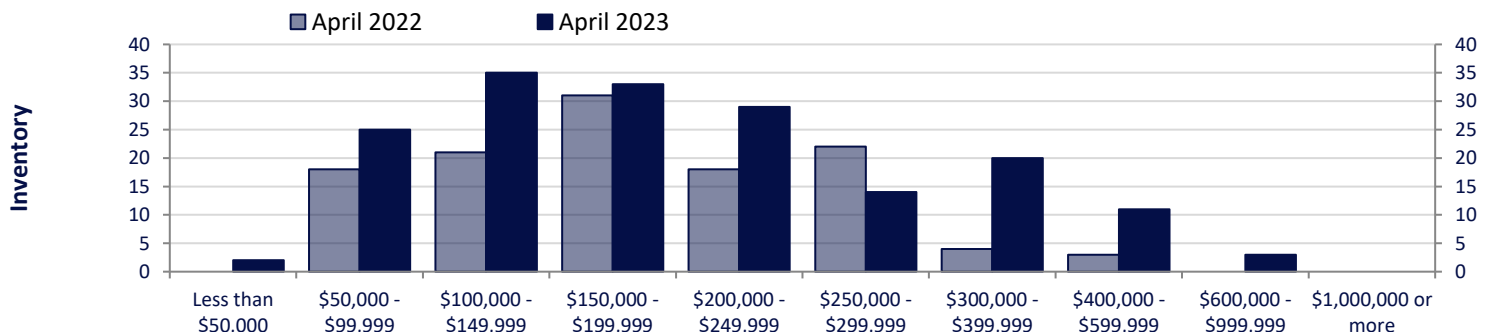


Inventory by Current Listing Price

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	2	N/A
\$50,000 - \$99,999	25	38.9%
\$100,000 - \$149,999	35	66.7%
\$150,000 - \$199,999	33	6.5%
\$200,000 - \$249,999	29	61.1%
\$250,000 - \$299,999	14	-36.4%
\$300,000 - \$399,999	20	400.0%
\$400,000 - \$599,999	11	266.7%
\$600,000 - \$999,999	3	N/A
\$1,000,000 or more	0	N/A

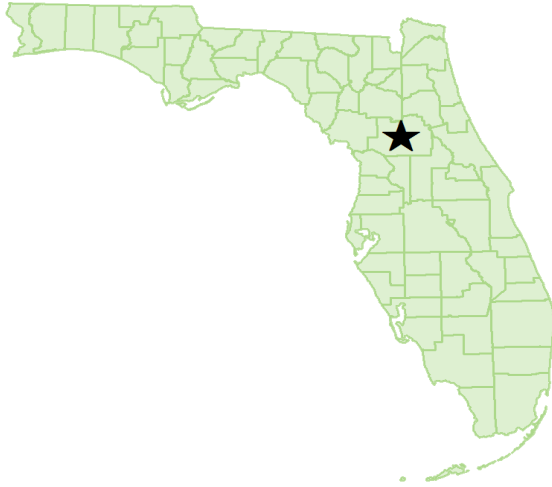


Monthly Distressed Market - April 2023

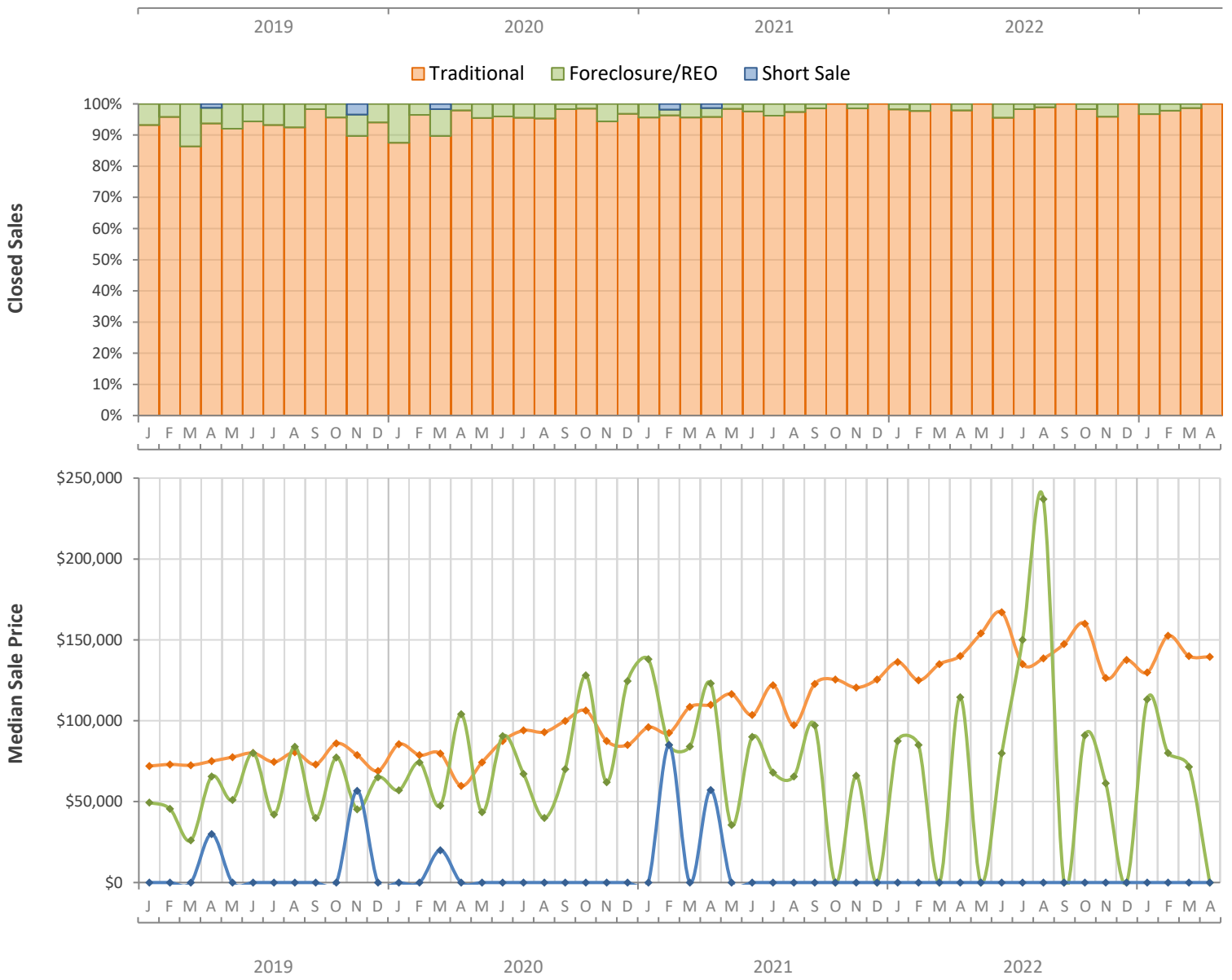
Manufactured Homes

Ocala/Marion County Association of REALTORS®

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		April 2023	April 2022	Percent Change Year-over-Year
Traditional	Closed Sales	68	94	-27.7%
	Median Sale Price	\$139,500	\$140,000	-0.4%
Foreclosure/REO	Closed Sales	0	2	-100.0%
	Median Sale Price	(No Sales)	\$114,500	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

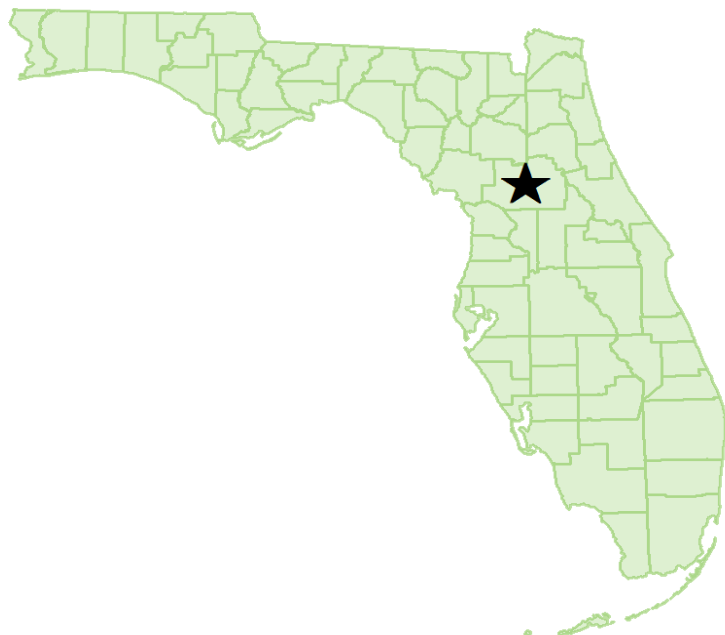


Monthly Market Detail - April 2023

Townhouses and Condos

Ocala/Marion County Association of REALTORS®

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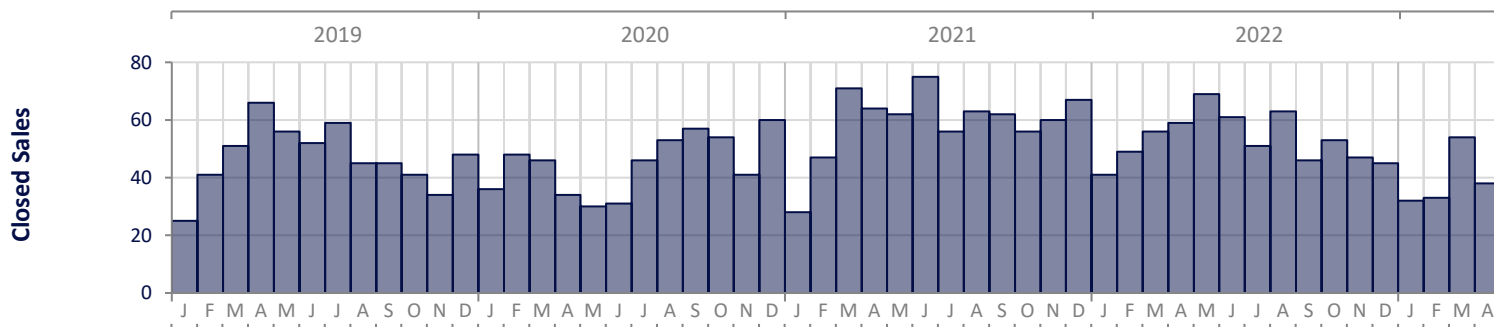
Summary Statistics	April 2023	April 2022	Percent Change Year-over-Year
Closed Sales	38	59	-35.6%
Paid in Cash	22	34	-35.3%
Median Sale Price	\$180,000	\$183,900	-2.1%
Average Sale Price	\$195,516	\$186,827	4.7%
Dollar Volume	\$7.4 Million	\$11.0 Million	-32.6%
Median Percent of Original List Price Received	94.7%	100.0%	-5.3%
Median Time to Contract	35 Days	5 Days	600.0%
Median Time to Sale	64 Days	38 Days	68.4%
New Pending Sales	59	83	-28.9%
New Listings	59	77	-23.4%
Pending Inventory	75	106	-29.2%
Inventory (Active Listings)	108	51	111.8%
Months Supply of Inventory	2.2	0.9	144.4%

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	157	-23.4%
April 2023	38	-35.6%
March 2023	54	-3.6%
February 2023	33	-32.7%
January 2023	32	-22.0%
December 2022	45	-32.8%
November 2022	47	-21.7%
October 2022	53	-5.4%
September 2022	46	-25.8%
August 2022	63	0.0%
July 2022	51	-8.9%
June 2022	61	-18.7%
May 2022	69	11.3%
April 2022	59	-7.8%



Monthly Market Detail - April 2023

Townhouses and Condos

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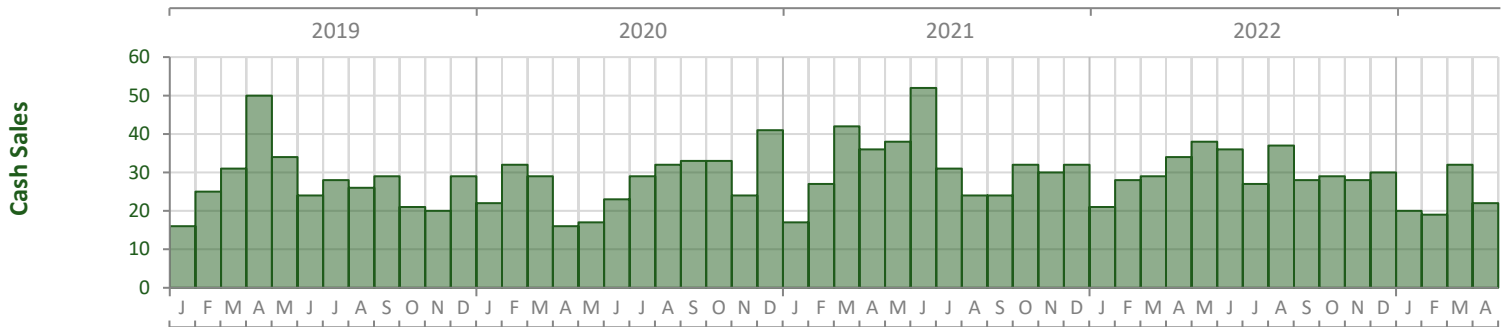


Cash Sales

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	93	-17.0%
April 2023	22	-35.3%
March 2023	32	10.3%
February 2023	19	-32.1%
January 2023	20	-4.8%
December 2022	30	-6.3%
November 2022	28	-6.7%
October 2022	29	-9.4%
September 2022	28	16.7%
August 2022	37	54.2%
July 2022	27	-12.9%
June 2022	36	-30.8%
May 2022	38	0.0%
April 2022	34	-5.6%

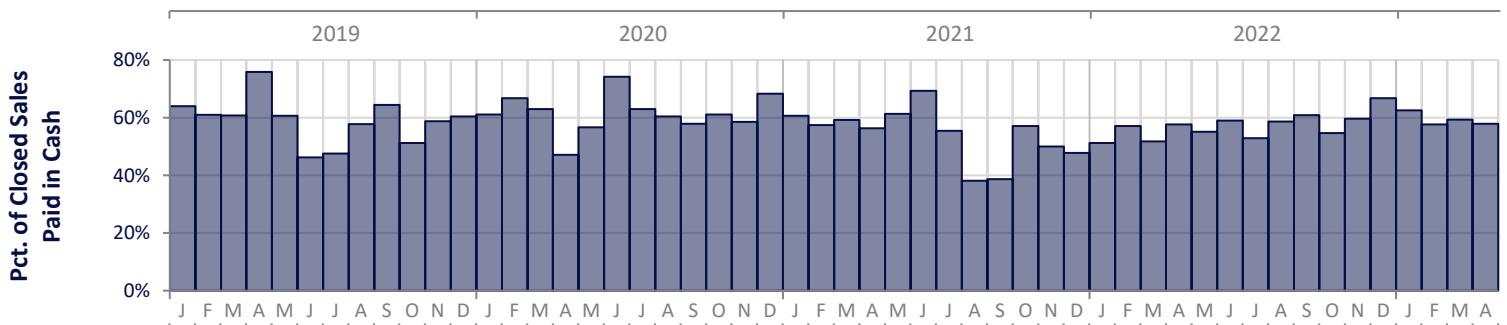


Cash Sales as a Percentage of Closed Sales

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	59.2%	8.4%
April 2023	57.9%	0.5%
March 2023	59.3%	14.5%
February 2023	57.6%	0.9%
January 2023	62.5%	22.1%
December 2022	66.7%	39.5%
November 2022	59.6%	19.2%
October 2022	54.7%	-4.2%
September 2022	60.9%	57.4%
August 2022	58.7%	54.1%
July 2022	52.9%	-4.5%
June 2022	59.0%	-14.9%
May 2022	55.1%	-10.1%
April 2022	57.6%	2.3%



Monthly Market Detail - April 2023

Townhouses and Condos

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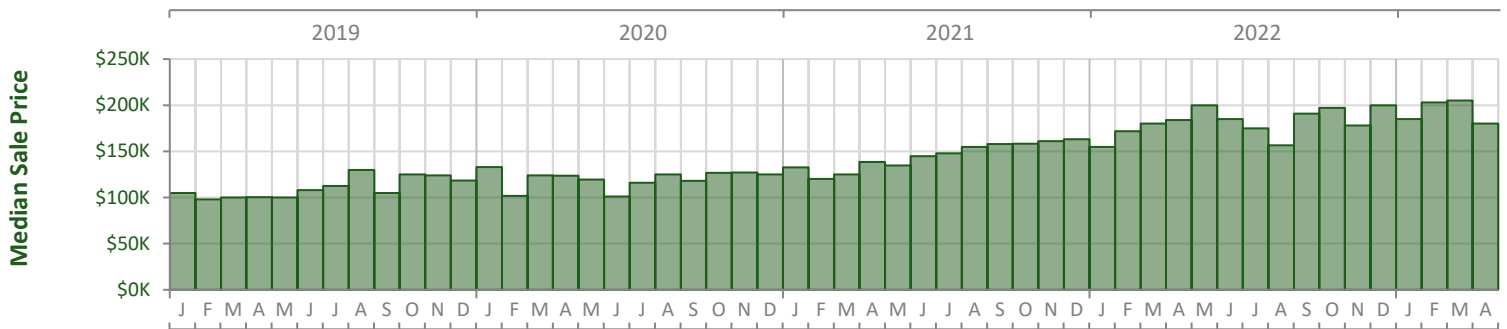


Median Sale Price

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	\$190,000	8.6%
April 2023	\$180,000	-2.1%
March 2023	\$205,000	13.7%
February 2023	\$203,000	18.0%
January 2023	\$184,950	19.3%
December 2022	\$200,000	22.7%
November 2022	\$178,000	10.6%
October 2022	\$197,000	24.4%
September 2022	\$191,000	20.9%
August 2022	\$156,500	1.0%
July 2022	\$175,000	18.4%
June 2022	\$185,000	27.8%
May 2022	\$199,900	48.2%
April 2022	\$183,900	32.8%

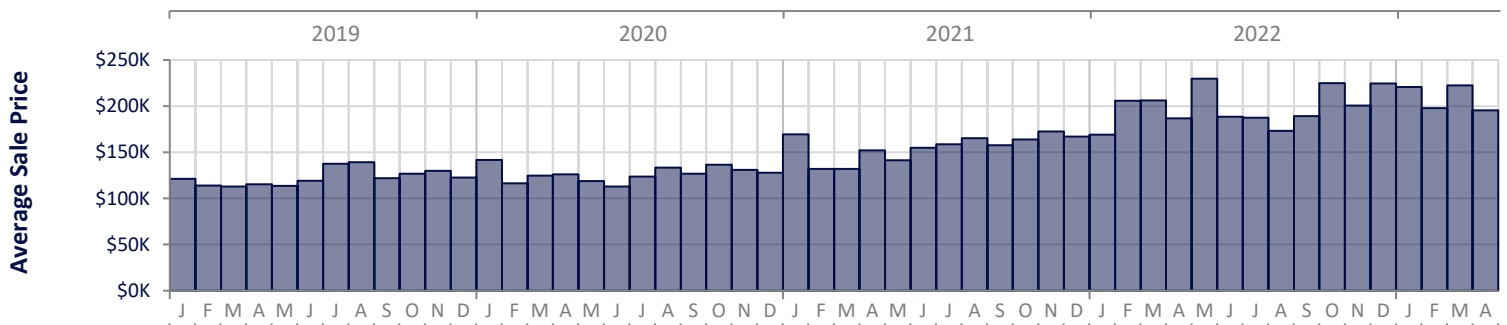


Average Sale Price

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	\$210,462	9.0%
April 2023	\$195,516	4.7%
March 2023	\$222,630	7.9%
February 2023	\$197,677	-4.0%
January 2023	\$220,863	30.7%
December 2022	\$224,690	34.5%
November 2022	\$200,788	16.3%
October 2022	\$224,943	37.4%
September 2022	\$189,185	19.9%
August 2022	\$173,362	4.9%
July 2022	\$187,604	18.2%
June 2022	\$188,541	21.9%
May 2022	\$229,667	62.4%
April 2022	\$186,827	23.0%



Monthly Market Detail - April 2023

Townhouses and Condos

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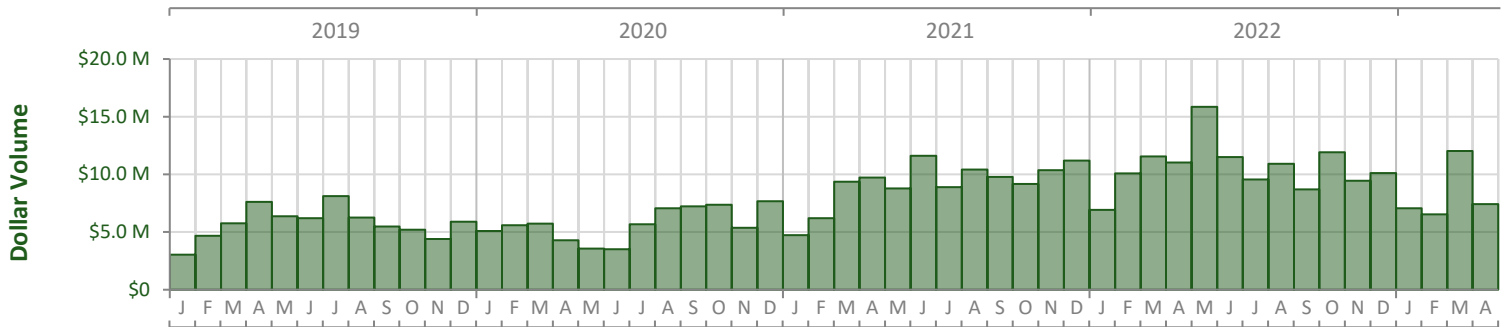


Dollar Volume

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	\$33.0 Million	-16.5%
April 2023	\$7.4 Million	-32.6%
March 2023	\$12.0 Million	4.1%
February 2023	\$6.5 Million	-35.4%
January 2023	\$7.1 Million	2.0%
December 2022	\$10.1 Million	-9.7%
November 2022	\$9.4 Million	-8.9%
October 2022	\$11.9 Million	30.0%
September 2022	\$8.7 Million	-11.0%
August 2022	\$10.9 Million	4.9%
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%

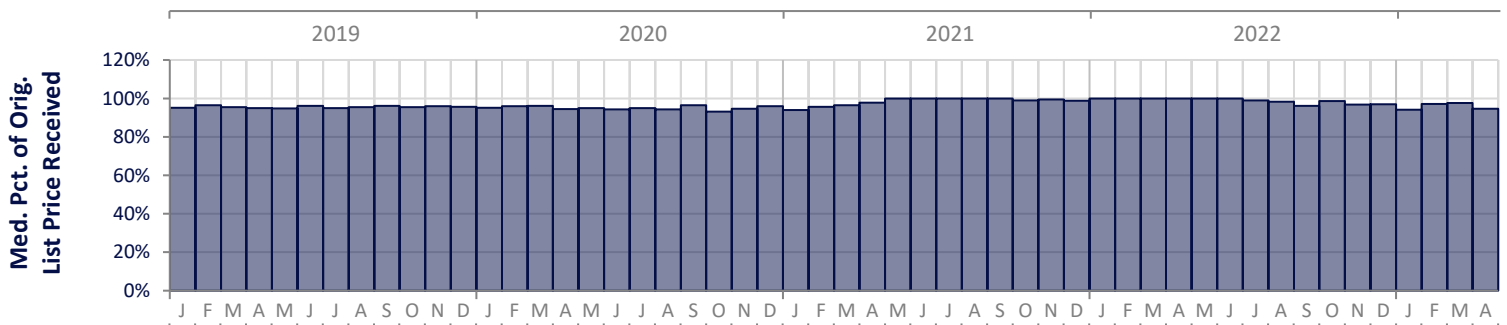


Median Percent of Original List Price Received

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	96.6%	-3.4%
April 2023	94.7%	-5.3%
March 2023	97.6%	-2.4%
February 2023	97.2%	-2.8%
January 2023	94.1%	-5.9%
December 2022	97.0%	-1.8%
November 2022	96.8%	-2.6%
October 2022	98.6%	-0.3%
September 2022	96.2%	-3.8%
August 2022	98.3%	-1.7%
July 2022	98.9%	-1.1%
June 2022	100.0%	0.0%
May 2022	100.0%	0.0%
April 2022	100.0%	2.2%



Monthly Market Detail - April 2023

Townhouses and Condos

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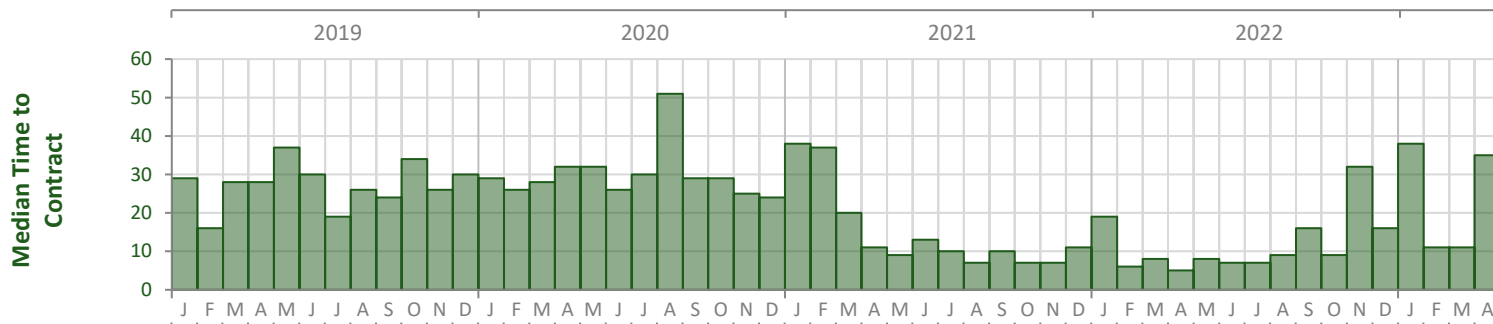


Median Time to Contract

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

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

Month	Median Time to Contract	Percent Change Year-over-Year
Year-to-Date	21 Days	162.5%
April 2023	35 Days	600.0%
March 2023	11 Days	37.5%
February 2023	11 Days	83.3%
January 2023	38 Days	100.0%
December 2022	16 Days	45.5%
November 2022	32 Days	357.1%
October 2022	9 Days	28.6%
September 2022	16 Days	60.0%
August 2022	9 Days	28.6%
July 2022	7 Days	-30.0%
June 2022	7 Days	-46.2%
May 2022	8 Days	-11.1%
April 2022	5 Days	-54.5%

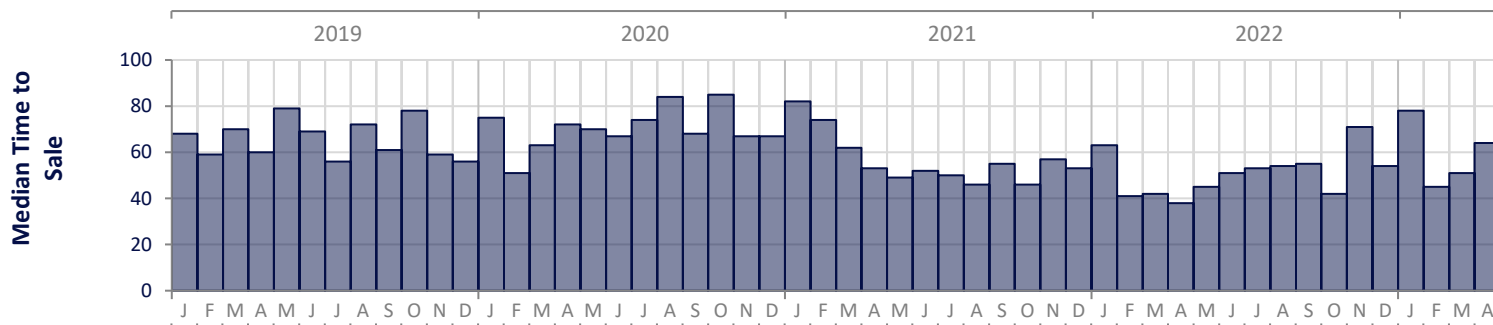


Median Time to Sale

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	58 Days	31.8%
April 2023	64 Days	68.4%
March 2023	51 Days	21.4%
February 2023	45 Days	9.8%
January 2023	78 Days	23.8%
December 2022	54 Days	1.9%
November 2022	71 Days	24.6%
October 2022	42 Days	-8.7%
September 2022	55 Days	0.0%
August 2022	54 Days	17.4%
July 2022	53 Days	6.0%
June 2022	51 Days	-1.9%
May 2022	45 Days	-8.2%
April 2022	38 Days	-28.3%



Monthly Market Detail - April 2023

Townhouses and Condos

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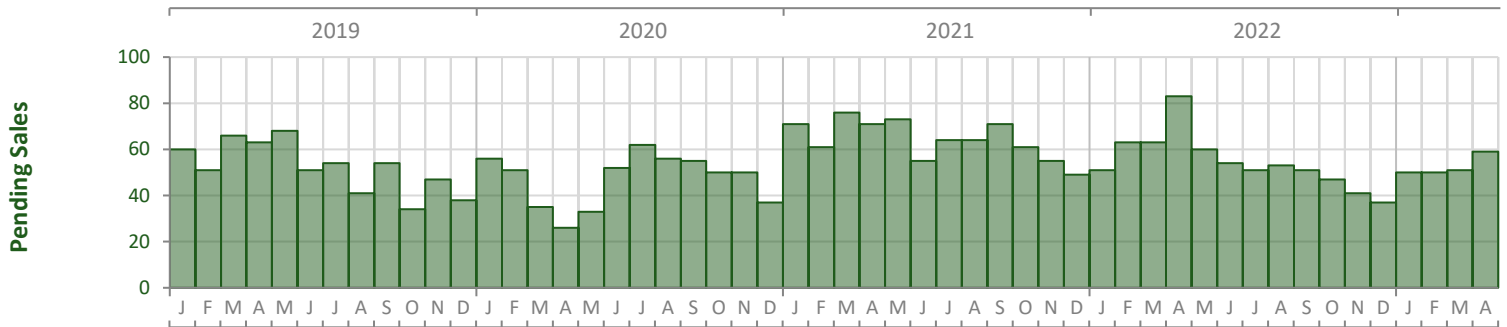


New Pending Sales

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	210	-19.2%
April 2023	59	-28.9%
March 2023	51	-19.0%
February 2023	50	-20.6%
January 2023	50	-2.0%
December 2022	37	-24.5%
November 2022	41	-25.5%
October 2022	47	-23.0%
September 2022	51	-28.2%
August 2022	53	-17.2%
July 2022	51	-20.3%
June 2022	54	-1.8%
May 2022	60	-17.8%
April 2022	83	16.9%

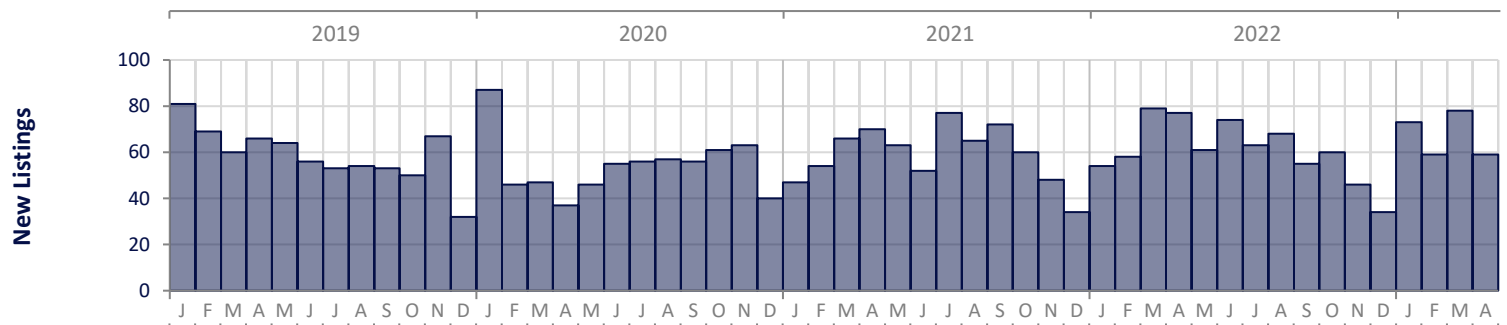


New Listings

The number of properties put onto the market during the month

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

Month	New Listings	Percent Change Year-over-Year
Year-to-Date	269	0.4%
April 2023	59	-23.4%
March 2023	78	-1.3%
February 2023	59	1.7%
January 2023	73	35.2%
December 2022	34	0.0%
November 2022	46	-4.2%
October 2022	60	0.0%
September 2022	55	-23.6%
August 2022	68	4.6%
July 2022	63	-18.2%
June 2022	74	42.3%
May 2022	61	-3.2%
April 2022	77	10.0%



Monthly Market Detail - April 2023

Townhouses and Condos

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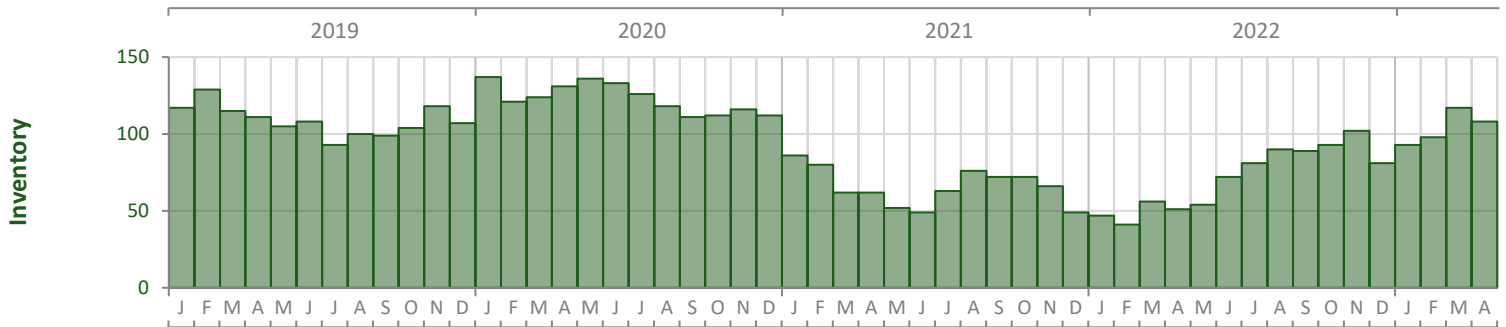


Inventory (Active Listings)

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)	104	113.1%
April 2023	108	111.8%
March 2023	117	108.9%
February 2023	98	139.0%
January 2023	93	97.9%
December 2022	81	65.3%
November 2022	102	54.5%
October 2022	93	29.2%
September 2022	89	23.6%
August 2022	90	18.4%
July 2022	81	28.6%
June 2022	72	46.9%
May 2022	54	3.8%
April 2022	51	-17.7%

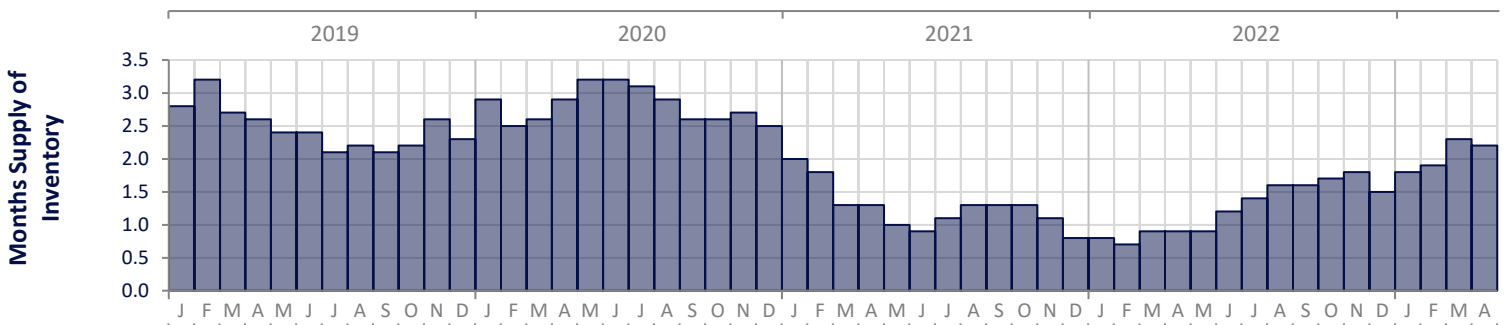


Months Supply of Inventory

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)	2.1	162.5%
April 2023	2.2	144.4%
March 2023	2.3	155.6%
February 2023	1.9	171.4%
January 2023	1.8	125.0%
December 2022	1.5	87.5%
November 2022	1.8	63.6%
October 2022	1.7	30.8%
September 2022	1.6	23.1%
August 2022	1.6	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%



Monthly Market Detail - April 2023

Townhouses and Condos

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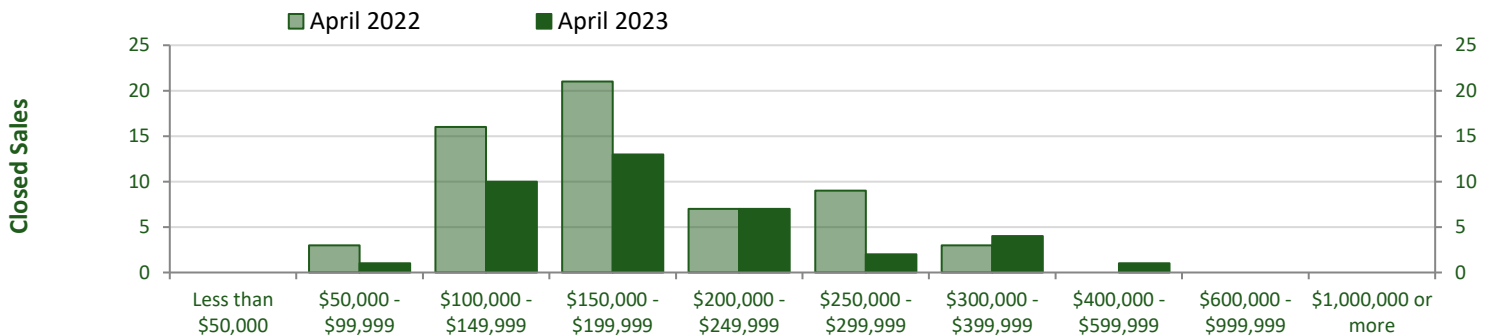


Closed Sales by Sale Price

The number of sales transactions which closed during the month

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

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	1	-66.7%
\$100,000 - \$149,999	10	-37.5%
\$150,000 - \$199,999	13	-38.1%
\$200,000 - \$249,999	7	0.0%
\$250,000 - \$299,999	2	-77.8%
\$300,000 - \$399,999	4	33.3%
\$400,000 - \$599,999	1	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

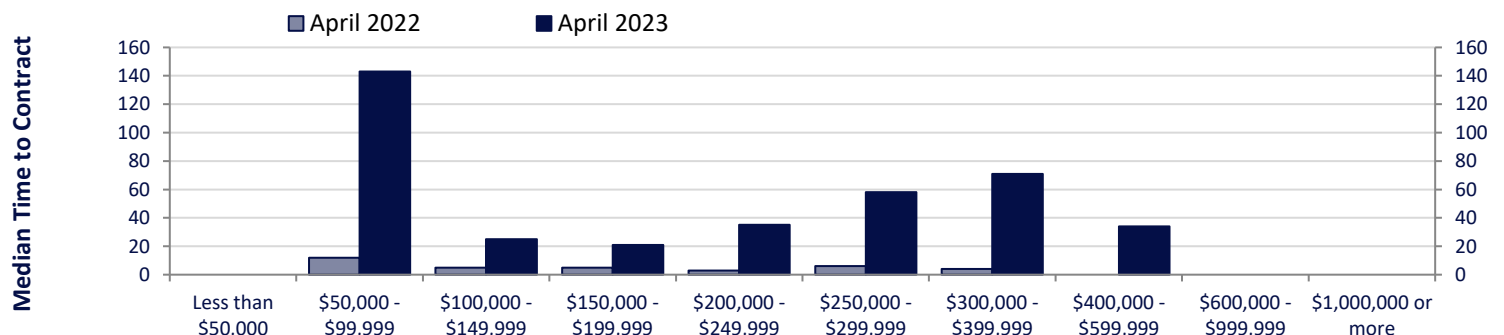


Median Time to Contract by Sale Price

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

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

Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$50,000	(No Sales)	N/A
\$50,000 - \$99,999	143 Days	1091.7%
\$100,000 - \$149,999	25 Days	400.0%
\$150,000 - \$199,999	21 Days	320.0%
\$200,000 - \$249,999	35 Days	1066.7%
\$250,000 - \$299,999	58 Days	866.7%
\$300,000 - \$399,999	71 Days	1675.0%
\$400,000 - \$599,999	34 Days	N/A
\$600,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	(No Sales)	N/A



Monthly Market Detail - April 2023

Townhouses and Condos

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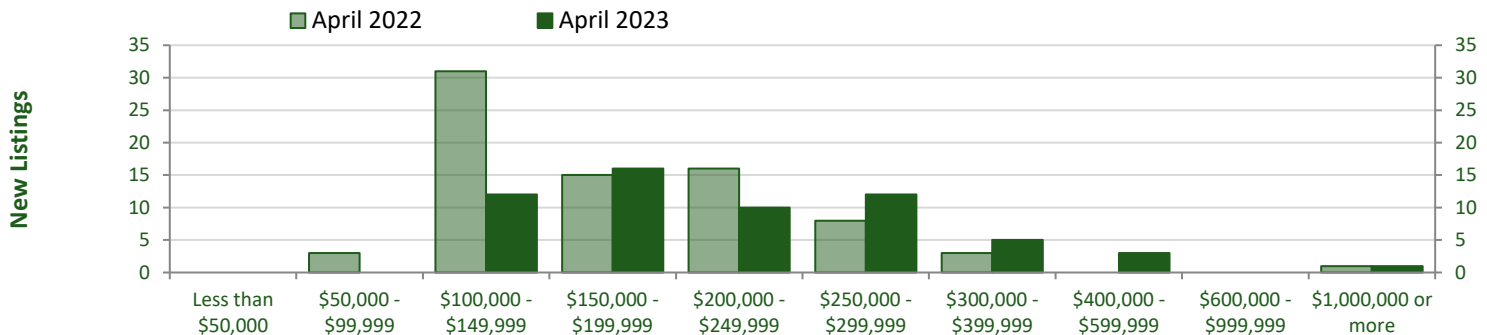


New Listings by Initial Listing Price

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	0	-100.0%
\$100,000 - \$149,999	12	-61.3%
\$150,000 - \$199,999	16	6.7%
\$200,000 - \$249,999	10	-37.5%
\$250,000 - \$299,999	12	50.0%
\$300,000 - \$399,999	5	66.7%
\$400,000 - \$599,999	3	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	1	0.0%

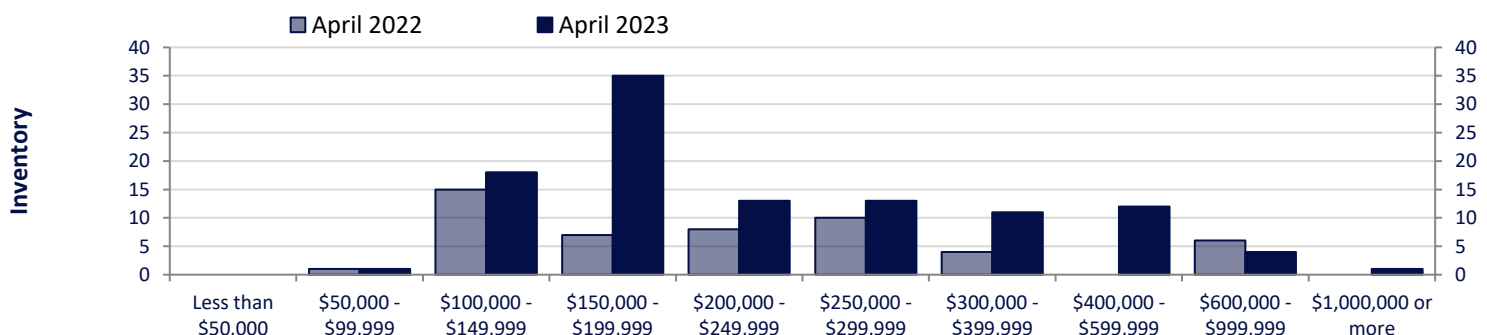


Inventory by Current Listing Price

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	N/A
\$50,000 - \$99,999	1	0.0%
\$100,000 - \$149,999	18	20.0%
\$150,000 - \$199,999	35	400.0%
\$200,000 - \$249,999	13	62.5%
\$250,000 - \$299,999	13	30.0%
\$300,000 - \$399,999	11	175.0%
\$400,000 - \$599,999	12	N/A
\$600,000 - \$999,999	4	-33.3%
\$1,000,000 or more	1	N/A

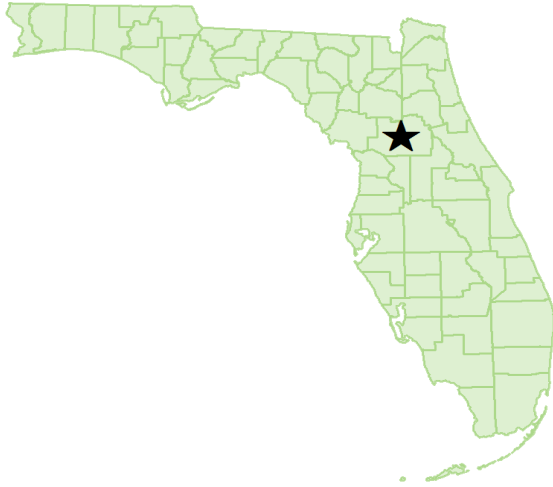


Monthly Distressed Market - April 2023

Townhouses and Condos

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		April 2023	April 2022	Percent Change Year-over-Year
Traditional	Closed Sales	38	59	-35.6%
	Median Sale Price	\$180,000	\$183,900	-2.1%
Foreclosure/REO	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

