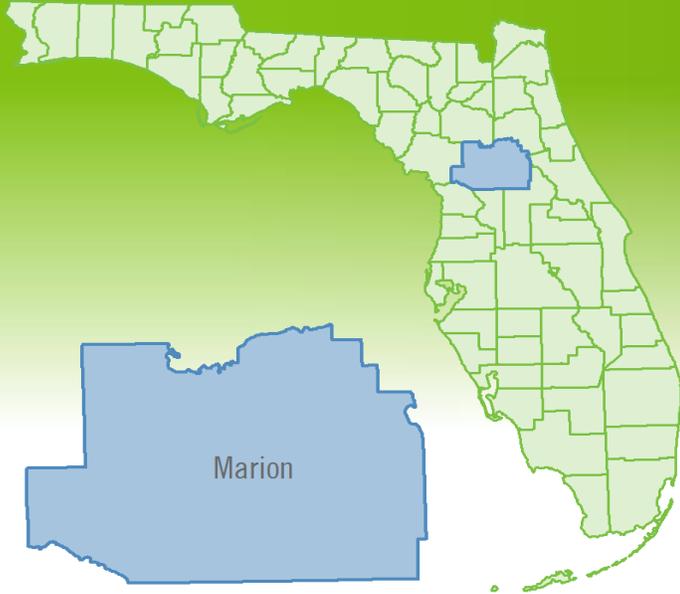


Monthly Market Detail - April 2025

Single-Family Homes

Ocala MSA



Summary Statistics	April 2025	April 2024	Percent Change Year-over-Year
Closed Sales	763	838	-8.9%
Paid in Cash	231	261	-11.5%
Median Sale Price	\$289,000	\$290,000	-0.3%
Average Sale Price	\$338,710	\$346,989	-2.4%
Dollar Volume	\$258.4 Million	\$290.8 Million	-11.1%
Median Percent of Original List Price Received	96.1%	97.4%	-1.3%
Median Time to Contract	55 Days	41 Days	34.1%
Median Time to Sale	94 Days	85 Days	10.6%
New Pending Sales	853	924	-7.7%
New Listings	1,046	1,031	1.5%
Pending Inventory	1,115	1,257	-11.3%
Inventory (Active Listings)	3,971	2,863	38.7%
Months Supply of Inventory	5.5	3.9	41.0%

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	2,689	-5.0%
April 2025	763	-8.9%
March 2025	815	5.2%
February 2025	576	-13.4%
January 2025	535	-3.3%
December 2024	695	7.4%
November 2024	618	-3.1%
October 2024	667	-5.9%
September 2024	682	-8.7%
August 2024	799	-3.9%
July 2024	779	-0.8%
June 2024	779	-11.3%
May 2024	927	11.4%
April 2024	838	6.6%



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	832	-13.6%
April 2025	231	-11.5%
March 2025	219	-14.5%
February 2025	196	-18.0%
January 2025	186	-10.1%
December 2024	222	-4.3%
November 2024	188	-19.0%
October 2024	218	-11.4%
September 2024	214	-15.4%
August 2024	243	-10.7%
July 2024	222	-3.1%
June 2024	252	-13.7%
May 2024	298	28.4%
April 2024	261	3.2%

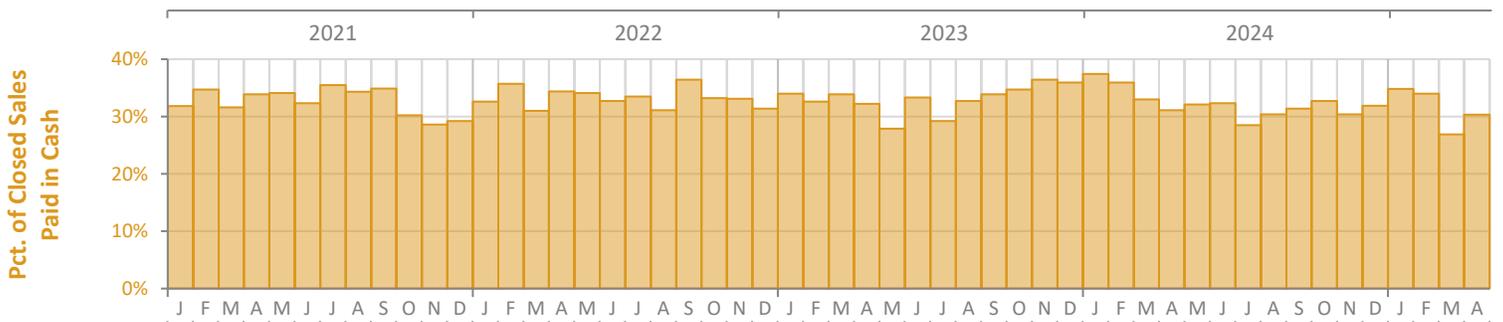


Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the month which were Cash Sales

Economists' note: This statistic is simply another way of viewing Cash Sales. The remaining percentages of Closed Sales (i.e. those not paid fully in cash) each month involved some sort of financing, such as mortgages, owner/seller financing, assumed loans, etc.

Month	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Year-to-Date	30.9%	-9.1%
April 2025	30.3%	-2.6%
March 2025	26.9%	-18.5%
February 2025	34.0%	-5.3%
January 2025	34.8%	-7.0%
December 2024	31.9%	-11.1%
November 2024	30.4%	-16.5%
October 2024	32.7%	-5.8%
September 2024	31.4%	-7.4%
August 2024	30.4%	-7.0%
July 2024	28.5%	-2.4%
June 2024	32.3%	-3.0%
May 2024	32.1%	15.1%
April 2024	31.1%	-3.4%



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	\$289,900	0.3%
April 2025	\$289,000	-0.3%
March 2025	\$290,000	0.0%
February 2025	\$290,000	0.7%
January 2025	\$288,000	2.9%
December 2024	\$289,500	0.2%
November 2024	\$300,000	4.9%
October 2024	\$290,000	0.0%
September 2024	\$290,000	1.0%
August 2024	\$290,000	0.1%
July 2024	\$284,900	0.0%
June 2024	\$290,000	0.0%
May 2024	\$289,900	1.7%
April 2024	\$290,000	1.0%

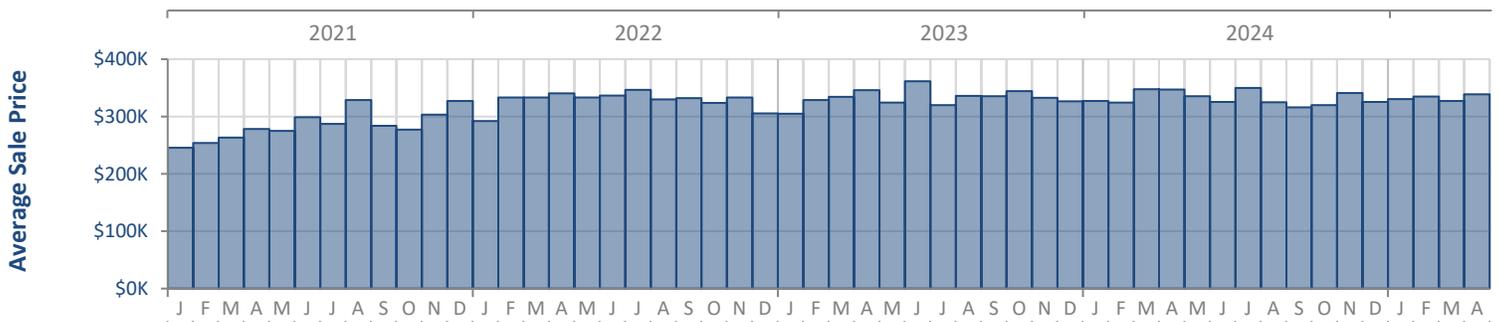


Average Sale Price

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

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

Month	Average Sale Price	Percent Change Year-over-Year
Year-to-Date	\$332,688	-1.6%
April 2025	\$338,710	-2.4%
March 2025	\$327,159	-5.9%
February 2025	\$334,819	3.3%
January 2025	\$330,227	0.9%
December 2024	\$325,699	-0.2%
November 2024	\$341,013	2.6%
October 2024	\$320,118	-7.1%
September 2024	\$315,859	-5.9%
August 2024	\$325,021	-3.2%
July 2024	\$349,963	9.4%
June 2024	\$325,597	-9.9%
May 2024	\$335,392	3.4%
April 2024	\$346,989	0.2%

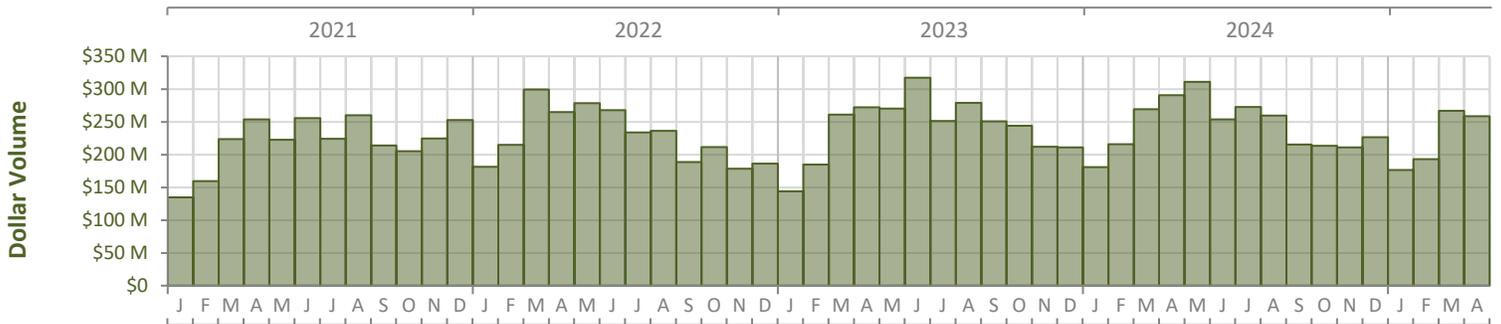


Dollar Volume

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	\$894.6 Million	-6.5%
April 2025	\$258.4 Million	-11.1%
March 2025	\$266.6 Million	-1.0%
February 2025	\$192.9 Million	-10.6%
January 2025	\$176.7 Million	-2.4%
December 2024	\$226.4 Million	7.2%
November 2024	\$210.7 Million	-0.7%
October 2024	\$213.5 Million	-12.6%
September 2024	\$215.4 Million	-14.1%
August 2024	\$259.7 Million	-7.0%
July 2024	\$272.6 Million	8.6%
June 2024	\$253.6 Million	-20.1%
May 2024	\$310.9 Million	15.2%
April 2024	\$290.8 Million	6.9%

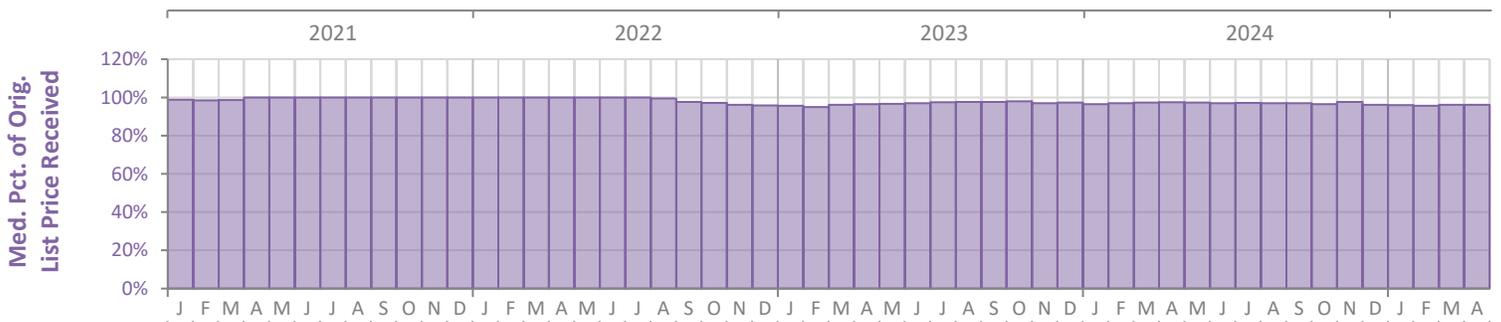


Median Percent of Original List Price Received

The median of the sale price (as a percentage of the original list price) across all properties selling during the month

Economists' note: The Median Percent of Original List Price Received is useful as an indicator of market recovery, since it typically rises as buyers realize that the market may be moving away from them and they need to match the selling price (or better it) in order to get a contract on the house. This is usually the last measure to indicate a market has shifted from down to up, so it is what we would call a *lagging* indicator.

Month	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
Year-to-Date	96.0%	-1.0%
April 2025	96.1%	-1.3%
March 2025	96.2%	-1.1%
February 2025	95.7%	-1.2%
January 2025	96.0%	-0.4%
December 2024	96.2%	-1.1%
November 2024	97.7%	0.7%
October 2024	96.5%	-1.4%
September 2024	96.9%	-0.7%
August 2024	97.0%	-0.6%
July 2024	97.2%	-0.3%
June 2024	96.9%	0.0%
May 2024	97.3%	0.6%
April 2024	97.4%	1.0%



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	63 Days	23.5%
April 2025	55 Days	34.1%
March 2025	62 Days	26.5%
February 2025	66 Days	17.9%
January 2025	63 Days	21.2%
December 2024	58 Days	38.1%
November 2024	49 Days	40.0%
October 2024	47 Days	38.2%
September 2024	44 Days	25.7%
August 2024	48 Days	26.3%
July 2024	46 Days	24.3%
June 2024	50 Days	25.0%
May 2024	45 Days	15.4%
April 2024	41 Days	-4.7%



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	103 Days	6.2%
April 2025	94 Days	10.6%
March 2025	105 Days	10.5%
February 2025	105 Days	2.9%
January 2025	99 Days	4.2%
December 2024	100 Days	17.6%
November 2024	92 Days	16.5%
October 2024	92 Days	21.1%
September 2024	90 Days	16.9%
August 2024	91 Days	9.6%
July 2024	92 Days	15.0%
June 2024	93 Days	14.8%
May 2024	88 Days	10.0%
April 2024	85 Days	-3.4%



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	3,230	-5.6%
April 2025	853	-7.7%
March 2025	897	0.7%
February 2025	801	-8.2%
January 2025	679	-7.4%
December 2024	557	-2.5%
November 2024	631	1.1%
October 2024	652	-5.1%
September 2024	666	-8.1%
August 2024	724	-8.2%
July 2024	806	-3.7%
June 2024	784	-9.5%
May 2024	879	3.9%
April 2024	924	2.6%



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	4,550	7.5%
April 2025	1,046	1.5%
March 2025	1,209	18.2%
February 2025	1,102	-0.5%
January 2025	1,193	11.4%
December 2024	816	16.6%
November 2024	941	2.4%
October 2024	973	-5.0%
September 2024	952	-3.1%
August 2024	977	1.8%
July 2024	1,056	18.9%
June 2024	955	1.8%
May 2024	1,058	10.0%
April 2024	1,031	18.5%



Inventory (Active Listings)

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

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

Month	Inventory	Percent Change Year-over-Year
YTD (Monthly Avg)	3,922	33.6%
April 2025	3,971	38.7%
March 2025	4,018	35.6%
February 2025	3,934	31.4%
January 2025	3,765	29.0%
December 2024	3,400	26.3%
November 2024	3,391	24.9%
October 2024	3,301	29.1%
September 2024	3,161	35.4%
August 2024	3,042	40.8%
July 2024	2,982	40.8%
June 2024	2,905	35.0%
May 2024	2,904	34.4%
April 2024	2,863	32.1%

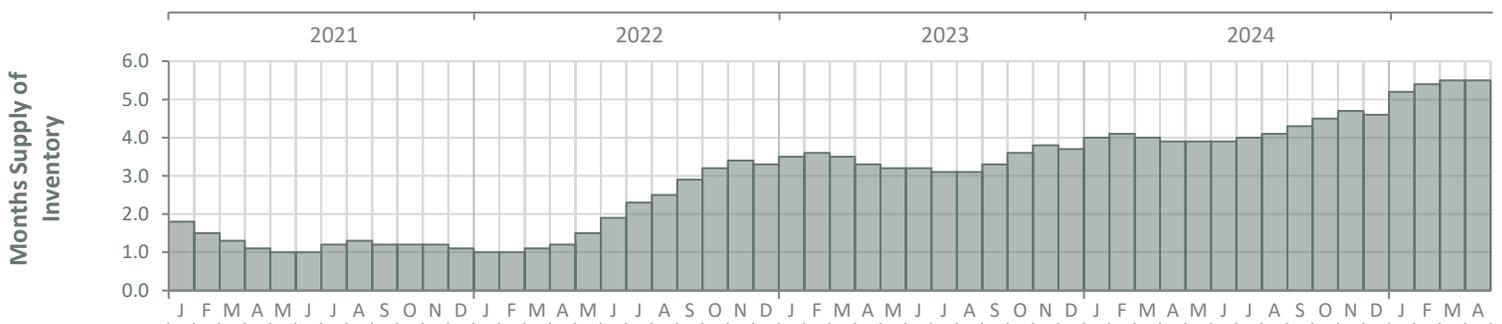


Months Supply of Inventory

An estimate of the number of months it will take to deplete the current Inventory given recent sales rates

Economists' note: MSI is a useful indicator of market conditions. The benchmark for a balanced market (favoring neither buyer nor seller) is 5.5 months of inventory. Anything higher is traditionally a buyers' market, and anything lower is a sellers' market. There is no single accepted way of calculating MSI. A common method is to divide current Inventory by the most recent month's Closed Sales count, but this count is a usually poor predictor of future Closed Sales due to seasonal cycles. To eliminate seasonal effects, we use the 12-month average of monthly Closed Sales instead.

Month	Months Supply	Percent Change Year-over-Year
YTD (Monthly Avg)	5.4	35.0%
April 2025	5.5	41.0%
March 2025	5.5	37.5%
February 2025	5.4	31.7%
January 2025	5.2	30.0%
December 2024	4.6	24.3%
November 2024	4.7	23.7%
October 2024	4.5	25.0%
September 2024	4.3	30.3%
August 2024	4.1	32.3%
July 2024	4.0	29.0%
June 2024	3.9	21.9%
May 2024	3.9	21.9%
April 2024	3.9	18.2%

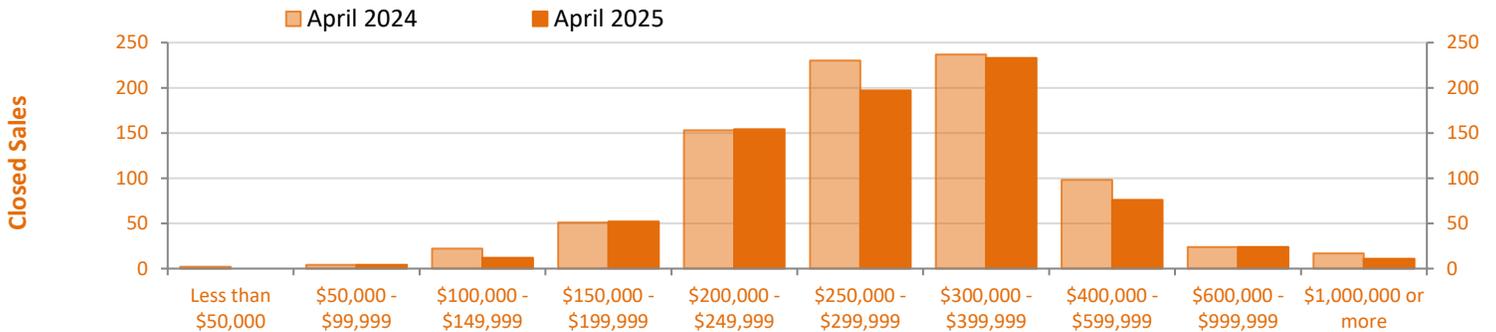


Closed Sales by Sale Price

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	4	0.0%
\$100,000 - \$149,999	12	-45.5%
\$150,000 - \$199,999	52	2.0%
\$200,000 - \$249,999	154	0.7%
\$250,000 - \$299,999	197	-14.3%
\$300,000 - \$399,999	233	-1.7%
\$400,000 - \$599,999	76	-22.4%
\$600,000 - \$999,999	24	0.0%
\$1,000,000 or more	11	-35.3%

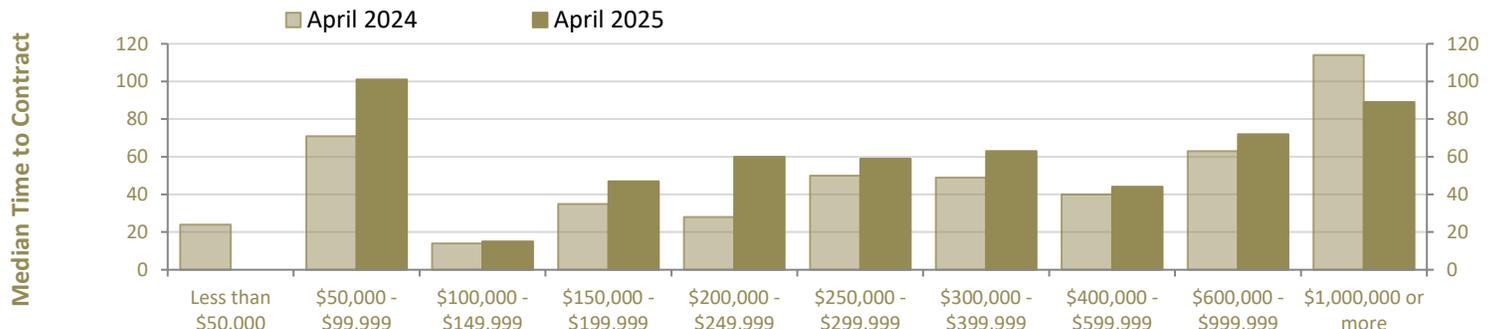


Median Time to Contract by Sale Price

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

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

Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$50,000	(No Sales)	N/A
\$50,000 - \$99,999	101 Days	42.3%
\$100,000 - \$149,999	15 Days	7.1%
\$150,000 - \$199,999	47 Days	34.3%
\$200,000 - \$249,999	60 Days	114.3%
\$250,000 - \$299,999	59 Days	18.0%
\$300,000 - \$399,999	63 Days	28.6%
\$400,000 - \$599,999	44 Days	10.0%
\$600,000 - \$999,999	72 Days	14.3%
\$1,000,000 or more	89 Days	-21.9%



New Listings by Initial Listing Price

The number of properties put onto the market during the month

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

Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$50,000	1	-50.0%
\$50,000 - \$99,999	2	0.0%
\$100,000 - \$149,999	27	170.0%
\$150,000 - \$199,999	56	12.0%
\$200,000 - \$249,999	168	5.0%
\$250,000 - \$299,999	261	-7.4%
\$300,000 - \$399,999	299	-11.0%
\$400,000 - \$599,999	149	29.6%
\$600,000 - \$999,999	45	0.0%
\$1,000,000 or more	38	31.0%

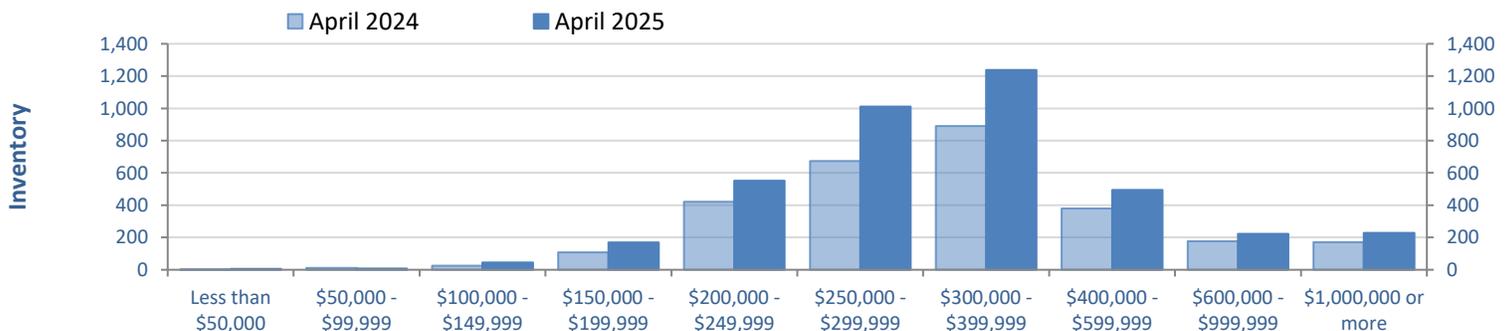


Inventory by Current Listing Price

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	5	400.0%
\$50,000 - \$99,999	7	-36.4%
\$100,000 - \$149,999	46	76.9%
\$150,000 - \$199,999	169	56.5%
\$200,000 - \$249,999	551	30.6%
\$250,000 - \$299,999	1,011	50.2%
\$300,000 - \$399,999	1,237	38.8%
\$400,000 - \$599,999	494	29.7%
\$600,000 - \$999,999	223	25.3%
\$1,000,000 or more	228	32.6%



Monthly Distressed Market - April 2025

Single-Family Homes

Ocala MSA



		April 2025	April 2024	Percent Change Year-over-Year
Traditional	Closed Sales	759	830	-8.6%
	Median Sale Price	\$289,500	\$291,950	-0.8%
Foreclosure/REO	Closed Sales	4	8	-50.0%
	Median Sale Price	\$178,000	\$210,000	-15.2%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

