



FOR RELEASE ON

March 25, 2020

Contact: Brenda Rabbitt  
Chief Executive Officer  
Brenda@HernandoREALTORS.com  
352-799-1971

### **HERNANDO COUNTY SINGLE-FAMILY HOME MEDIAN PERCENT OF ORIGINAL LIST PRICE RISES**

The median sales price of existing single-family homes in Hernando County rose 15.5 percent to \$190,500 in February 2020 from \$164,999 in February 2019, according to statistics released today by the Hernando County Association of REALTORS®. The number of closed sales of existing single-family homes increased 4.5 percent to 304 in February from 291 a year ago.

The median sales price of existing townhouses-condos increased year-over-year by 16.2 percent to \$155,150 in February, up from \$133,500 in February 2019.

“An increase in the median percent of original list price indicates favorable growth in our housing market,” said Jeanne Gavish, 2020 president of the Hernando County Association of REALTORS®.

The inventory (active listings) of existing single-family homes for sale in Hernando County decreased 19.1 percent to 871 compared to 1,077 in February 2019. The inventory of existing townhouses and condominiums for sale in Hernando County increased 6.5 percent to 33 listings from 31 listings in February 2019.

New single-family home for-sale listings declined 5.8 percent to 405 single-family homes compared to 430 listings in February 2019. New townhouse-condo listings decreased 26.7 percent to 11 compared to 15 listings in February 2019.

The number of months’ supply of existing single-family home inventory for sale—an indication of the absorption rate based on home sale volume—was 2.4 months for single-family homes in February, compared to 3.2 month’s supply of inventory in February 2019, a decrease of 25 percent. Condominium and townhouse inventory increased 23.5 percent to 2.1 months from 1.7 months in February 2019.

The median percent of original list price increased .5 percent year-over-year with sellers receiving 97.4 percent of their asking price for existing single-family homes in February 2020. The townhouses and condo median percent of original list price rose 9.1 percent to 98.2 percent in February 2020 compared to 90 percent in February 2019.

New pending sales (under contract but have not closed yet) for single-family homes increased 5.1 percent in February to 415 compared to 395 in February 2019. Townhouses and condominium new pending sales decreased 38.5 percent in February to 16, compared to 26 in February 2019.

Closed short sales for single-family homes increased 300 percent from 1 to 4 when compared to a year ago. The median sales price of a short sale single-family home in February 2020 was \$155,500 which was a 5.9 percent decrease from \$146,900 a year ago. Closed foreclosure sales increased 7.7 percent to 14 in February, compared to 14 in February 2019. The median sales price of single-family home foreclosures decreased 2.5 percent to \$122,500 in February compared to \$125,692 a year ago.

- 30 -

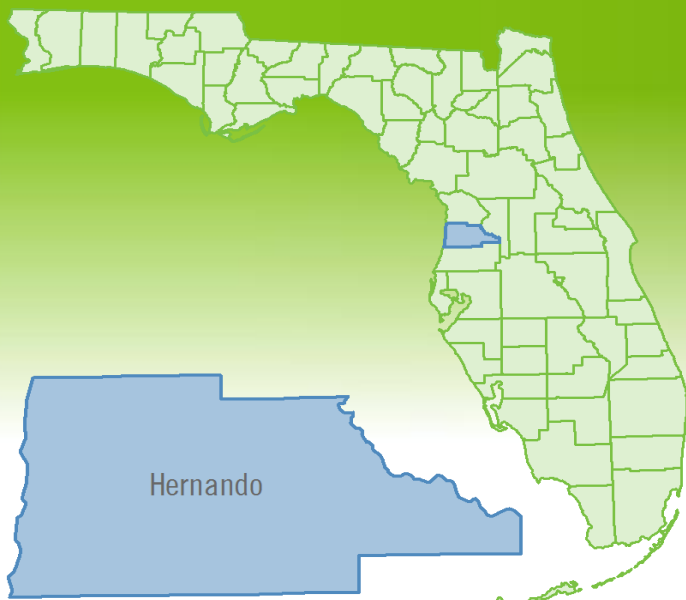
*Hernando County Association of REALTORS® serves as the voice for real estate in Hernando County and provides programs, services, ongoing education, and legislation representation to its approximately 800 REALTOR® members.*



# Monthly Market Detail - February 2020

## Single Family Homes

### Hernando County



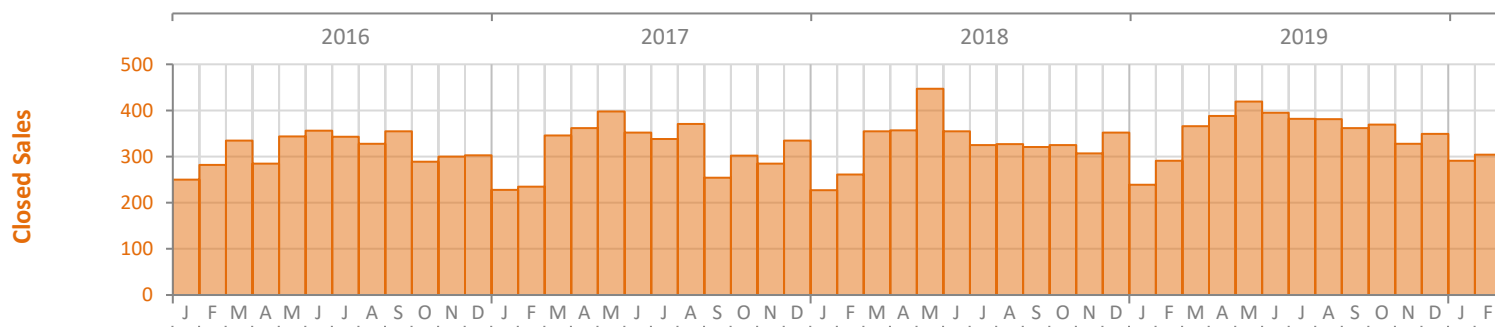
Summary Statistics	February 2020	February 2019	Percent Change Year-over-Year
Closed Sales	304	291	4.5%
Paid in Cash	87	91	-4.4%
Median Sale Price	\$190,500	\$164,999	15.5%
Average Sale Price	\$202,192	\$181,200	11.6%
Dollar Volume	\$61.5 Million	\$52.7 Million	16.6%
Median Percent of Original List Price Received	97.4%	96.9%	0.5%
Median Time to Contract	40 Days	42 Days	-4.8%
Median Time to Sale	80 Days	82 Days	-2.4%
New Pending Sales	415	395	5.1%
New Listings	405	430	-5.8%
Pending Inventory	580	579	0.2%
Inventory (Active Listings)	871	1,077	-19.1%
Months Supply of Inventory	2.4	3.2	-25.0%

## 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	595	12.3%
<b>February 2020</b>	<b>304</b>	<b>4.5%</b>
January 2020	291	21.8%
December 2019	349	-0.9%
November 2019	328	6.8%
October 2019	369	13.5%
September 2019	362	12.8%
August 2019	381	16.5%
July 2019	382	17.5%
June 2019	395	11.3%
May 2019	419	-6.3%
April 2019	388	8.7%
March 2019	366	3.1%
February 2019	291	11.5%





# Monthly Market Detail - February 2020

## Single Family Homes

### Hernando County

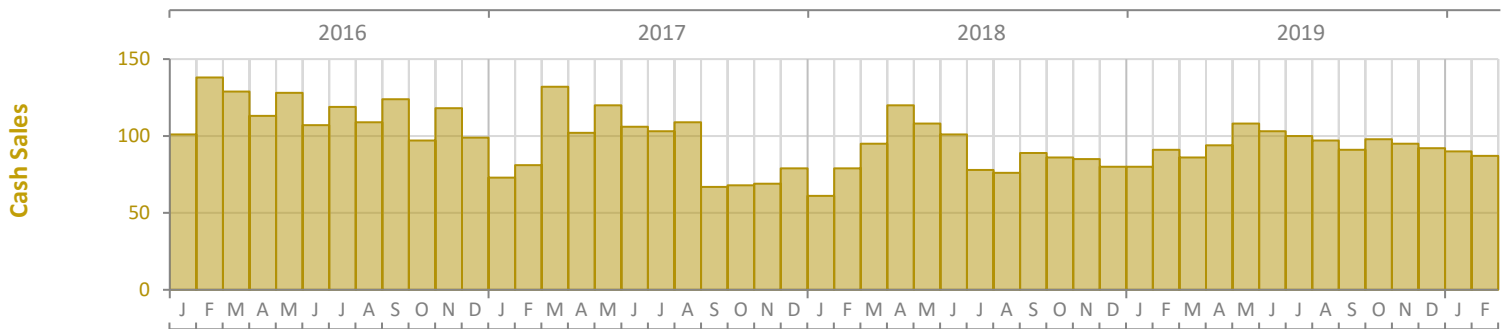


## Cash Sales

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	177	3.5%
<b>February 2020</b>	<b>87</b>	<b>-4.4%</b>
January 2020	90	12.5%
December 2019	92	15.0%
November 2019	95	11.8%
October 2019	98	14.0%
September 2019	91	2.2%
August 2019	97	27.6%
July 2019	100	28.2%
June 2019	103	2.0%
May 2019	108	0.0%
April 2019	94	-21.7%
March 2019	86	-9.5%
February 2019	91	15.2%

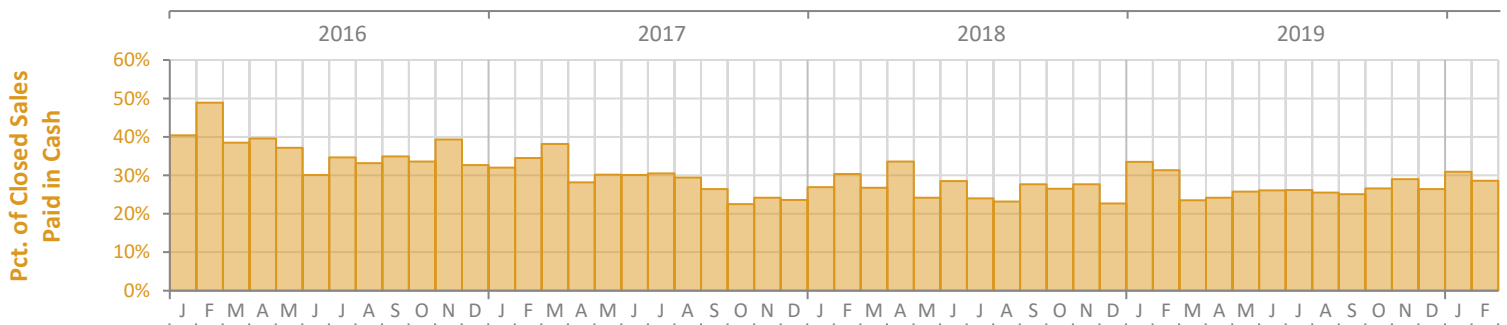


## Cash Sales as a Percentage of Closed Sales

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	29.7%	-8.0%
<b>February 2020</b>	<b>28.6%</b>	<b>-8.6%</b>
January 2020	30.9%	-7.8%
December 2019	26.4%	16.3%
November 2019	29.0%	4.7%
October 2019	26.6%	0.4%
September 2019	25.1%	-9.4%
August 2019	25.5%	9.9%
July 2019	26.2%	9.2%
June 2019	26.1%	-8.4%
May 2019	25.8%	6.6%
April 2019	24.2%	-28.0%
March 2019	23.5%	-12.3%
February 2019	31.3%	3.3%





# Monthly Market Detail - February 2020

## Single Family Homes

### Hernando County

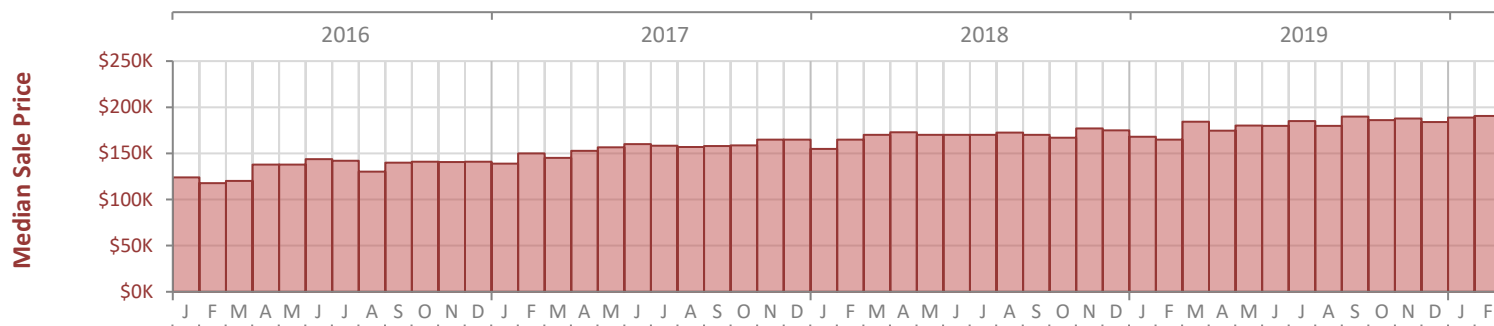


## Median Sale Price

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	13.1%
<b>February 2020</b>	<b>\$190,500</b>	<b>15.5%</b>
January 2020	\$189,000	12.5%
December 2019	\$183,990	5.2%
November 2019	\$187,700	6.1%
October 2019	\$186,000	11.4%
September 2019	\$189,945	11.7%
August 2019	\$179,900	4.3%
July 2019	\$184,950	8.8%
June 2019	\$179,900	5.8%
May 2019	\$180,000	5.9%
April 2019	\$174,500	0.9%
March 2019	\$184,450	8.5%
February 2019	\$164,999	0.0%

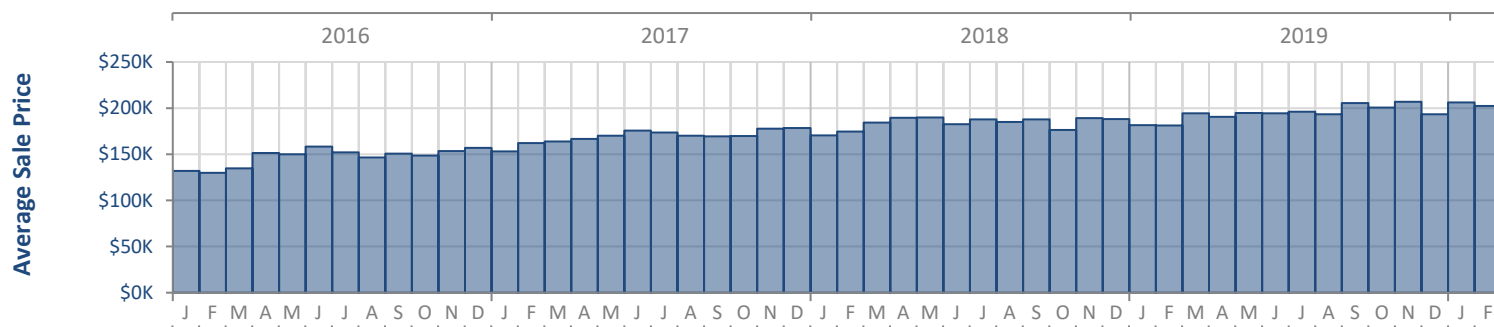


## Average Sale Price

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	\$204,095	12.5%
<b>February 2020</b>	<b>\$202,192</b>	<b>11.6%</b>
January 2020	\$206,082	13.5%
December 2019	\$193,456	2.9%
November 2019	\$206,875	9.3%
October 2019	\$200,610	13.9%
September 2019	\$205,301	9.4%
August 2019	\$193,289	4.4%
July 2019	\$196,030	4.4%
June 2019	\$194,519	6.5%
May 2019	\$194,827	2.7%
April 2019	\$190,688	0.5%
March 2019	\$194,368	5.4%
February 2019	\$181,200	3.8%





# Monthly Market Detail - February 2020

## Single Family Homes

### Hernando County

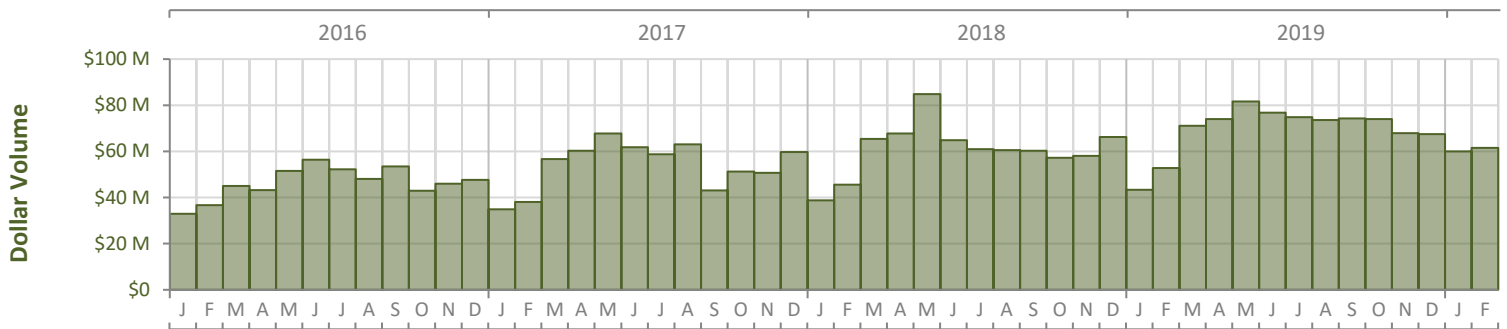


## Dollar Volume

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	\$121.4 Million	26.3%
<b>February 2020</b>	<b>\$61.5 Million</b>	<b>16.6%</b>
January 2020	\$60.0 Million	38.2%
December 2019	\$67.5 Million	2.0%
November 2019	\$67.9 Million	16.8%
October 2019	\$74.0 Million	29.3%
September 2019	\$74.3 Million	23.3%
August 2019	\$73.6 Million	21.6%
July 2019	\$74.9 Million	22.7%
June 2019	\$76.8 Million	18.5%
May 2019	\$81.6 Million	-3.8%
April 2019	\$74.0 Million	9.3%
March 2019	\$71.1 Million	8.7%
February 2019	\$52.7 Million	15.7%

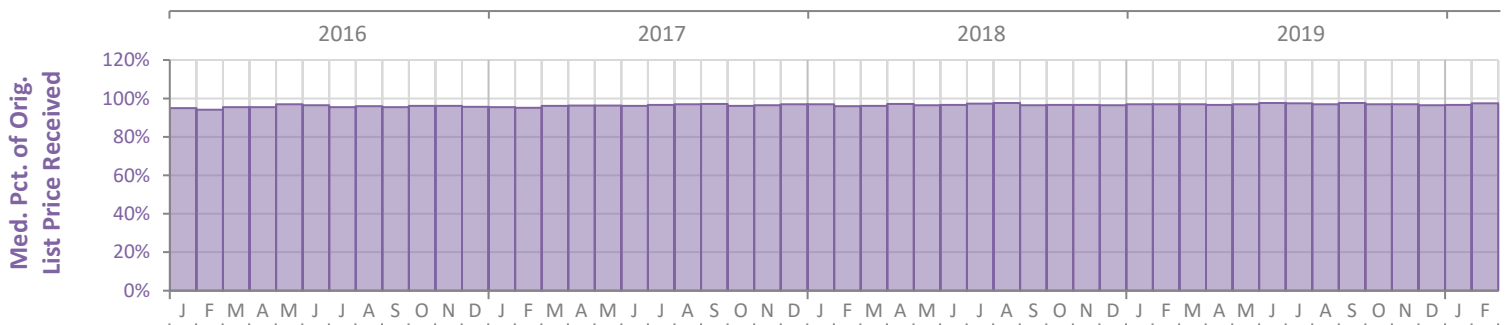


## Median Percent of Original List Price Received

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.

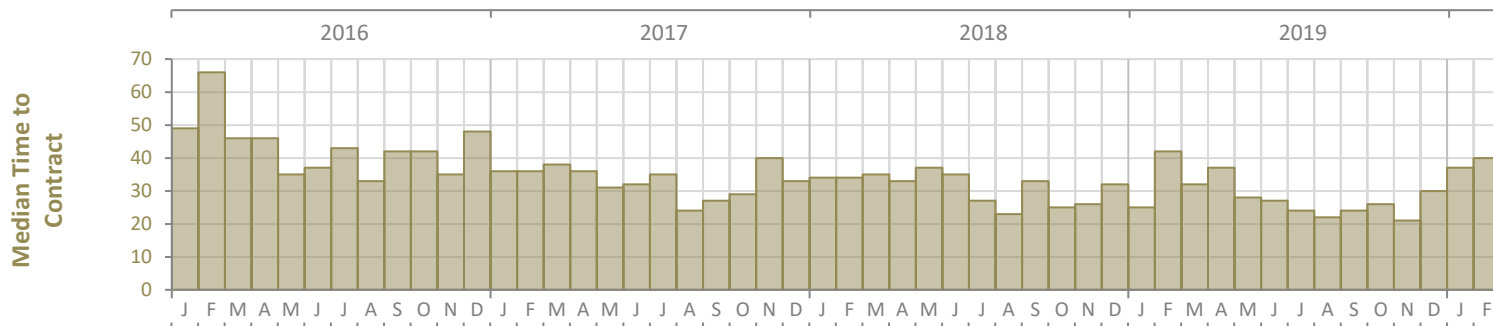
Month	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
Year-to-Date	97.1%	0.2%
<b>February 2020</b>	<b>97.4%</b>	<b>0.5%</b>
January 2020	96.7%	-0.3%
December 2019	96.4%	0.0%
November 2019	97.0%	0.3%
October 2019	96.9%	0.2%
September 2019	97.7%	1.3%
August 2019	96.9%	-0.7%
July 2019	97.5%	0.2%
June 2019	97.6%	0.9%
May 2019	96.9%	0.4%
April 2019	96.6%	-0.5%
March 2019	96.9%	0.8%
February 2019	96.9%	0.9%





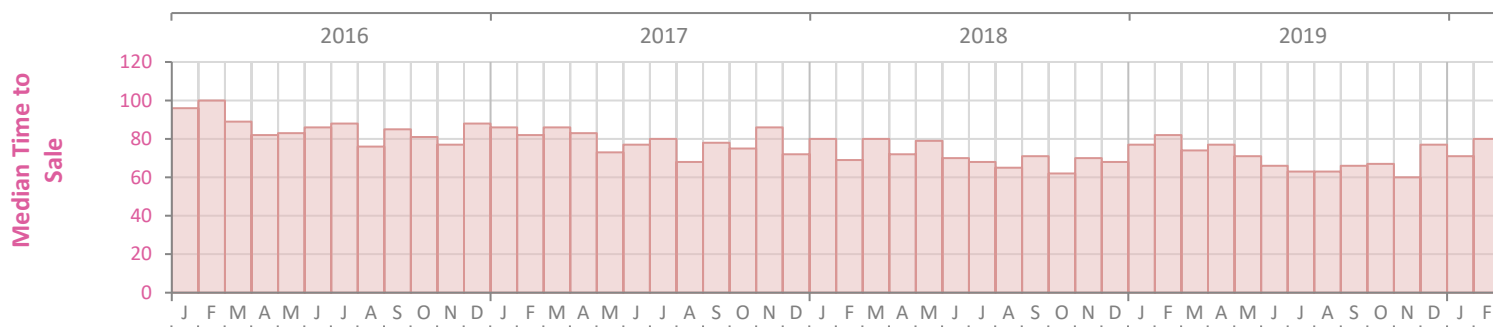
The median number of days between the listing date and contract date for all Closed Sales during the month

Month	Median Time to Contract	Percent Change Year-over-Year
Year-to-Date	37 Days	5.7%
<b>February 2020</b>	<b>40 Days</b>	<b>-4.8%</b>
January 2020	37 Days	48.0%
December 2019	30 Days	-6.3%
November 2019	21 Days	-19.2%
October 2019	26 Days	4.0%
September 2019	24 Days	-27.3%
August 2019	22 Days	-4.3%
July 2019	24 Days	-11.1%
June 2019	27 Days	-22.9%
May 2019	28 Days	-24.3%
April 2019	37 Days	12.1%
March 2019	32 Days	-8.6%
February 2019	42 Days	23.5%



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

Month	Median Time to Sale	Percent Change Year-over-Year
Year-to-Date	77 Days	-3.8%
<b>February 2020</b>	<b>80 Days</b>	<b>-2.4%</b>
January 2020	71 Days	-7.8%
December 2019	77 Days	13.2%
November 2019	60 Days	-14.3%
October 2019	67 Days	8.1%
September 2019	66 Days	-7.0%
August 2019	63 Days	-3.1%
July 2019	63 Days	-7.4%
June 2019	66 Days	-5.7%
May 2019	71 Days	-10.1%
April 2019	77 Days	6.9%
March 2019	74 Days	-7.5%
February 2019	82 Days	18.8%





# Monthly Market Detail - February 2020

## Single Family Homes

### Hernando County

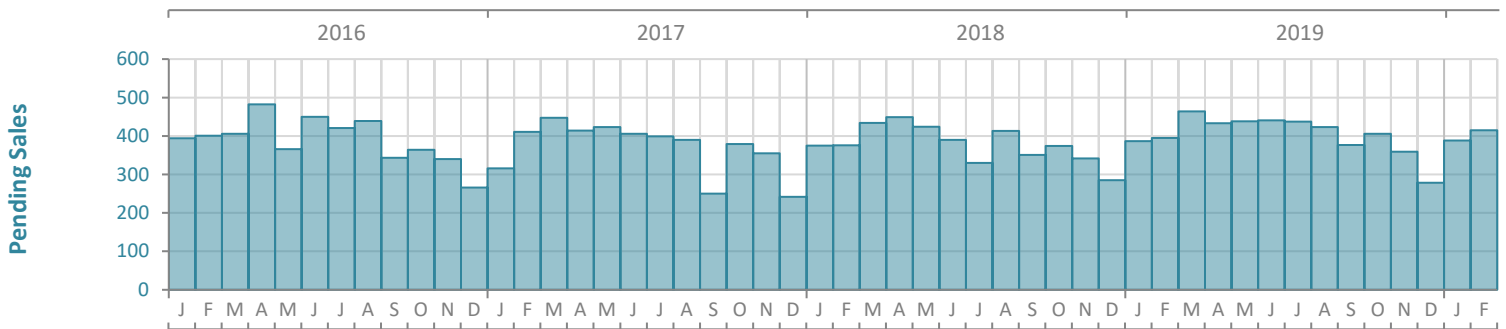


## New Pending Sales

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	803	2.7%
<b>February 2020</b>	<b>415</b>	<b>5.1%</b>
January 2020	388	0.3%
December 2019	278	-2.5%
November 2019	359	5.0%
October 2019	406	8.6%
September 2019	377	7.4%
August 2019	423	2.4%
July 2019	437	32.4%
June 2019	441	13.1%
May 2019	438	3.3%
April 2019	433	-3.6%
March 2019	464	6.9%
February 2019	395	5.1%

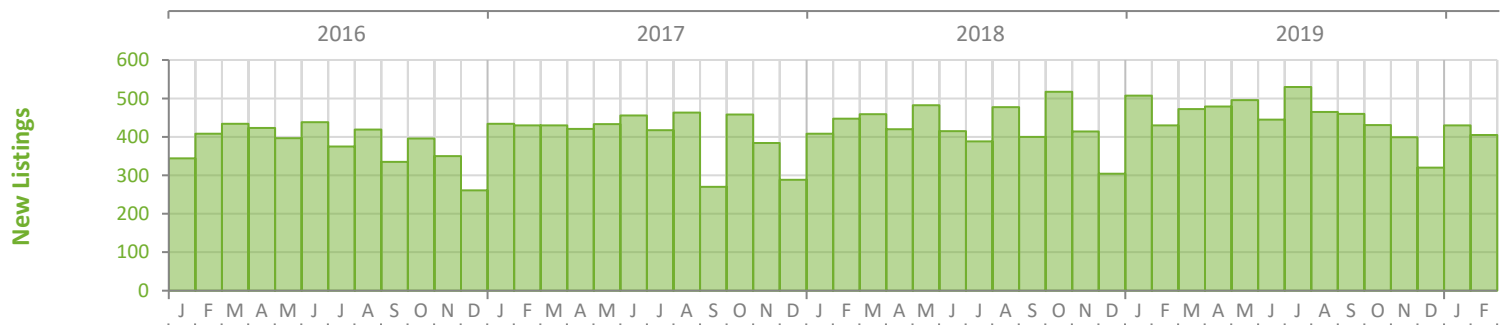


## New Listings

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	835	-10.9%
<b>February 2020</b>	<b>405</b>	<b>-5.8%</b>
January 2020	430	-15.2%
December 2019	320	5.3%
November 2019	399	-3.6%
October 2019	431	-16.6%
September 2019	460	15.0%
August 2019	465	-2.5%
July 2019	530	36.6%
June 2019	445	7.2%
May 2019	496	2.9%
April 2019	479	14.0%
March 2019	472	2.8%
February 2019	430	-3.8%





# Monthly Market Detail - February 2020

## Single Family Homes

### Hernando County

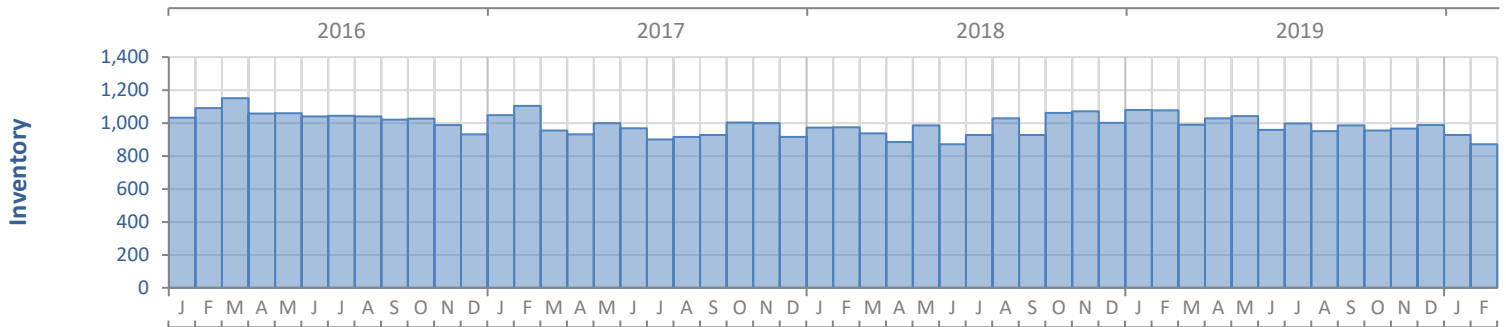


## Inventory (Active Listings)

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)	899	-16.6%
<b>February 2020</b>	<b>871</b>	<b>-19.1%</b>
January 2020	927	-14.0%
December 2019	988	-1.3%
November 2019	966	-9.8%
October 2019	954	-10.1%
September 2019	985	6.1%
August 2019	951	-7.6%
July 2019	998	7.7%
June 2019	959	10.1%
May 2019	1,041	5.7%
April 2019	1,029	16.3%
March 2019	990	5.7%
February 2019	1,077	10.6%

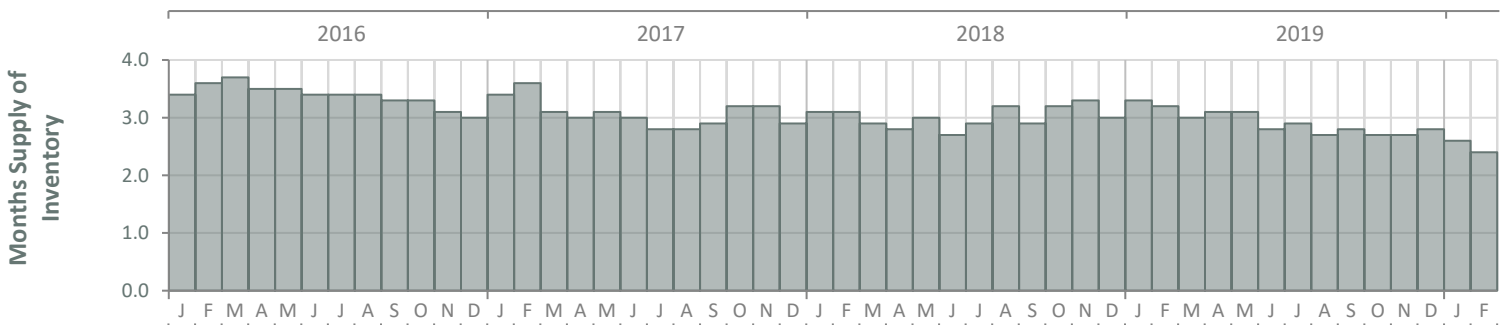


## Months Supply of Inventory

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)	2.5	-24.2%
<b>February 2020</b>	<b>2.4</b>	<b>-25.0%</b>
January 2020	2.6	-21.2%
December 2019	2.8	-6.7%
November 2019	2.7	-18.2%
October 2019	2.7	-15.6%
September 2019	2.8	-3.4%
August 2019	2.7	-15.6%
July 2019	2.9	0.0%
June 2019	2.8	3.7%
May 2019	3.1	3.3%
April 2019	3.1	10.7%
March 2019	3.0	3.4%
February 2019	3.2	3.2%





# Monthly Market Detail - February 2020

## Single Family Homes

### Hernando County

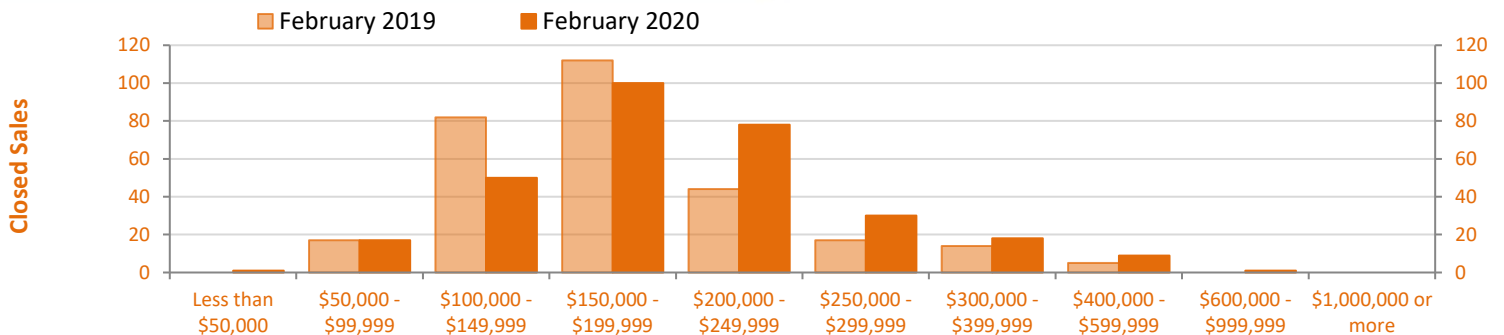


## Closed Sales by Sale Price

The number of sales transactions which closed during the month

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

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	1	N/A
\$50,000 - \$99,999	17	0.0%
\$100,000 - \$149,999	50	-39.0%
\$150,000 - \$199,999	100	-10.7%
\$200,000 - \$249,999	78	77.3%
\$250,000 - \$299,999	30	76.5%
\$300,000 - \$399,999	18	28.6%
\$400,000 - \$599,999	9	80.0%
\$600,000 - \$999,999	1	N/A
\$1,000,000 or more	0	N/A

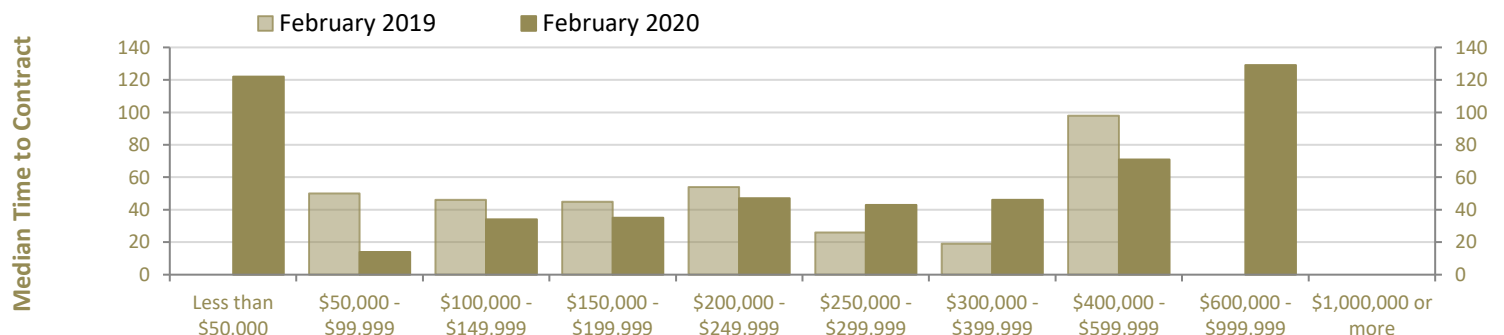


## Median Time to Contract by Sale Price

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

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

Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$50,000	122 Days	N/A
\$50,000 - \$99,999	14 Days	-72.0%
\$100,000 - \$149,999	34 Days	-26.1%
\$150,000 - \$199,999	35 Days	-22.2%
\$200,000 - \$249,999	47 Days	-13.0%
\$250,000 - \$299,999	43 Days	65.4%
\$300,000 - \$399,999	46 Days	142.1%
\$400,000 - \$599,999	71 Days	-27.6%
\$600,000 - \$999,999	129 Days	N/A
\$1,000,000 or more	(No Sales)	N/A





# Monthly Market Detail - February 2020

## Single Family Homes

### Hernando County

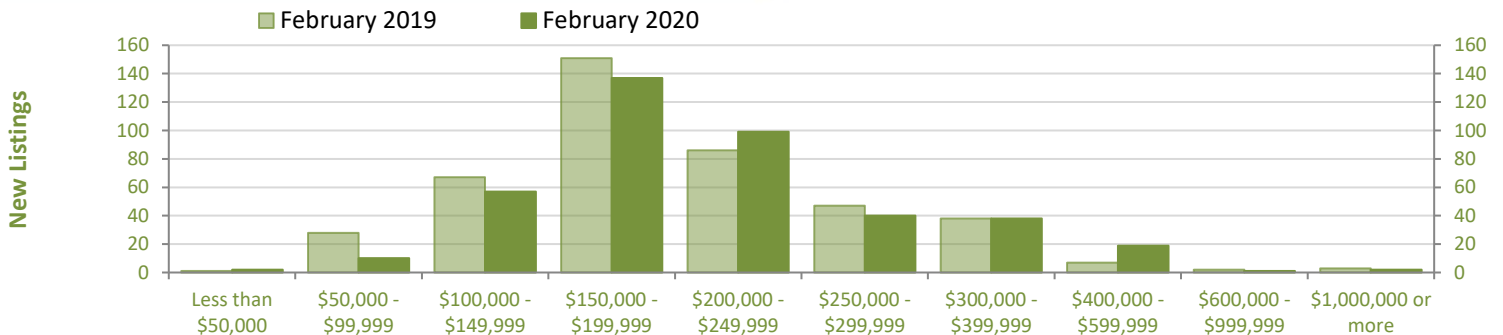


## New Listings by Initial Listing Price

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	10	-64.3%
\$100,000 - \$149,999	57	-14.9%
\$150,000 - \$199,999	137	-9.3%
\$200,000 - \$249,999	99	15.1%
\$250,000 - \$299,999	40	-14.9%
\$300,000 - \$399,999	38	0.0%
\$400,000 - \$599,999	19	171.4%
\$600,000 - \$999,999	1	-50.0%
\$1,000,000 or more	2	-33.3%

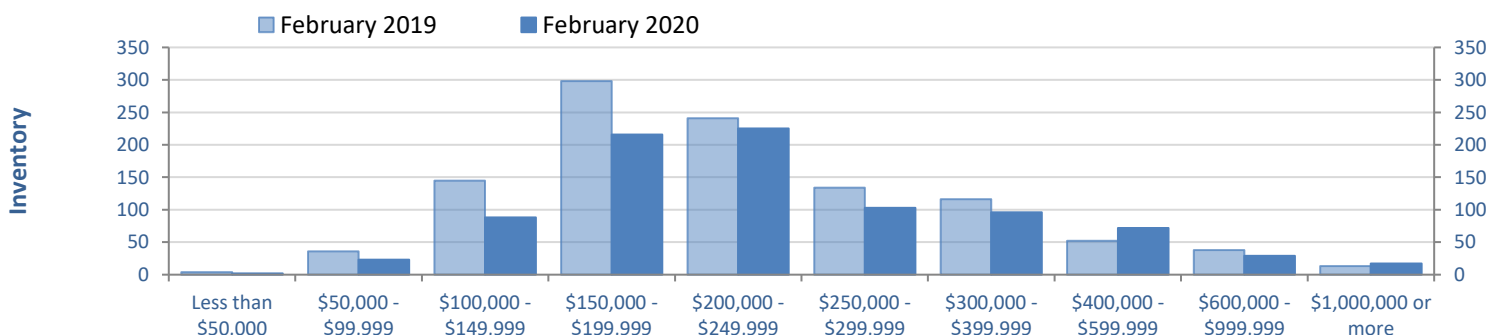


## Inventory by Current Listing Price

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	-50.0%
\$50,000 - \$99,999	23	-36.1%
\$100,000 - \$149,999	88	-39.3%
\$150,000 - \$199,999	216	-27.5%
\$200,000 - \$249,999	225	-6.6%
\$250,000 - \$299,999	103	-23.1%
\$300,000 - \$399,999	96	-17.2%
\$400,000 - \$599,999	72	38.5%
\$600,000 - \$999,999	29	-23.7%
\$1,000,000 or more	17	30.8%

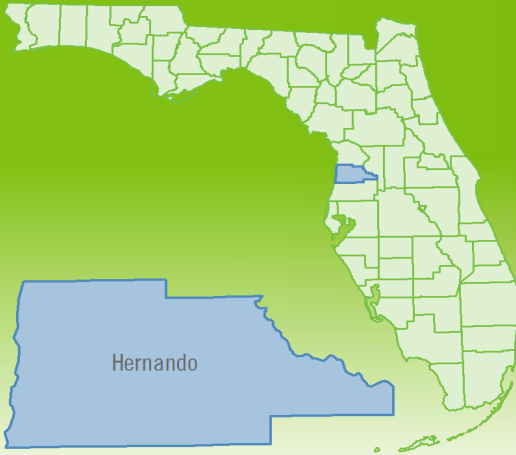




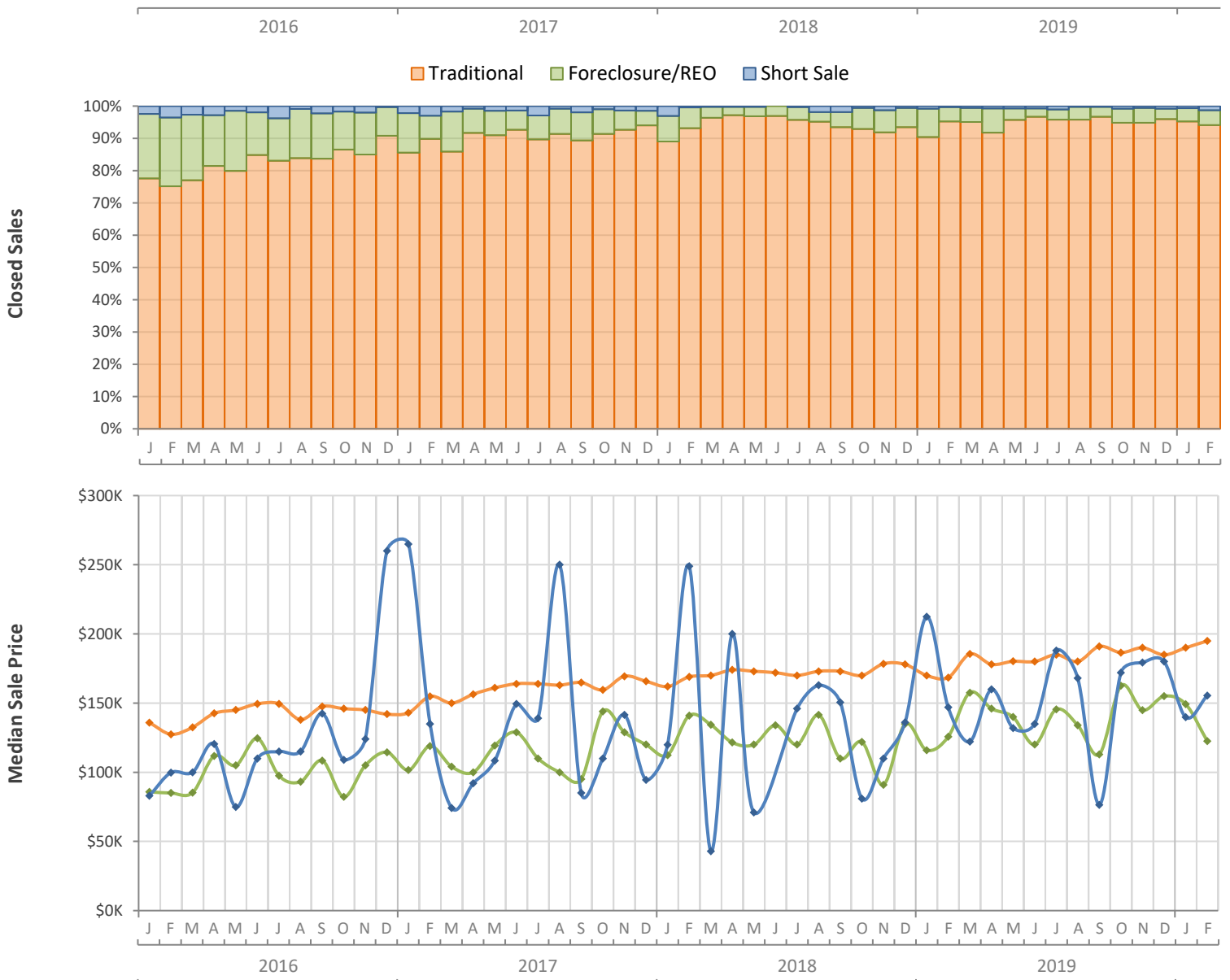
# Monthly Distressed Market - February 2020

## Single Family Homes

### Hernando County



		February 2020	February 2019	Percent Change Year-over-Year
Traditional	Closed Sales	286	277	3.2%
	Median Sale Price	\$194,945	\$168,500	15.7%
Foreclosure/REO	Closed Sales	14	13	7.7%
	Median Sale Price	\$122,500	\$125,692	-2.5%
Short Sale	Closed Sales	4	1	300.0%
	Median Sale Price	\$155,500	\$146,900	5.9%

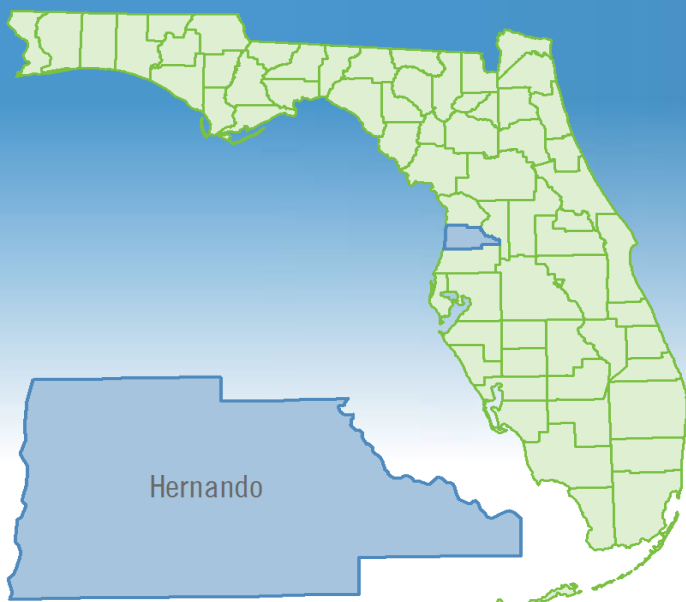




# Monthly Market Detail - February 2020

## Townhouses and Condos

### Hernando County



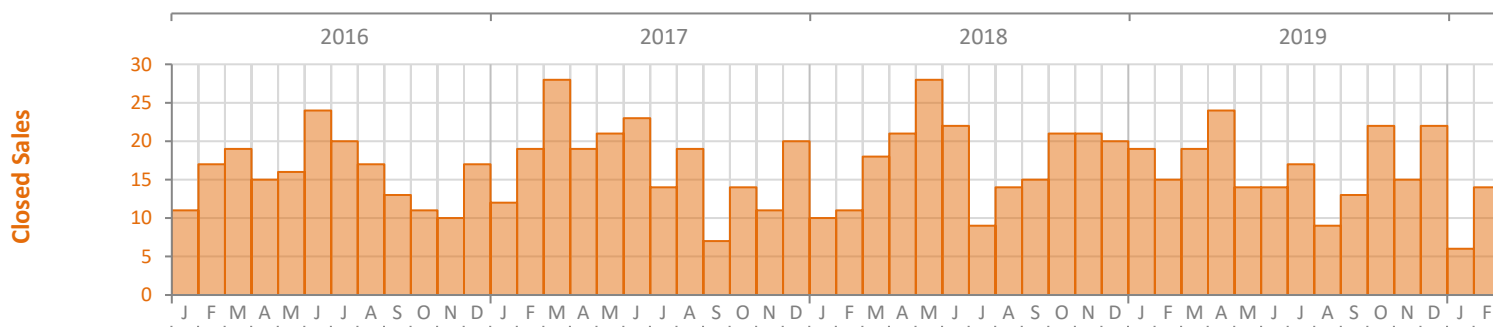
Summary Statistics	February 2020	February 2019	Percent Change Year-over-Year
Closed Sales	14	15	-6.7%
Paid in Cash	9	10	-10.0%
Median Sale Price	\$155,150	\$133,500	16.2%
Average Sale Price	\$163,039	\$132,390	23.2%
Dollar Volume	\$2.3 Million	\$2.0 Million	14.9%
Median Percent of Original List Price Received	98.2%	90.0%	9.1%
Median Time to Contract	9 Days	63 Days	-85.7%
Median Time to Sale	50 Days	84 Days	-40.5%
New Pending Sales	16	26	-38.5%
New Listings	11	15	-26.7%
Pending Inventory	20	34	-41.2%
Inventory (Active Listings)	33	31	6.5%
Months Supply of Inventory	2.1	1.7	23.5%

## 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	20	-41.2%
<b>February 2020</b>	<b>14</b>	<b>-6.7%</b>
January 2020	6	-68.4%
December 2019	22	10.0%
November 2019	15	-28.6%
October 2019	22	4.8%
September 2019	13	-13.3%
August 2019	9	-35.7%
July 2019	17	88.9%
June 2019	14	-36.4%
May 2019	14	-50.0%
April 2019	24	14.3%
March 2019	19	5.6%
February 2019	15	36.4%





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

Month	Cash Sales	Percent Change Year-over-Year
Year-to-Date	12	-50.0%
<b>February 2020</b>	<b>9</b>	<b>-10.0%</b>
January 2020	3	-78.6%
December 2019	11	10.0%
November 2019	8	-33.3%
October 2019	14	0.0%
September 2019	10	11.1%
August 2019	5	-44.4%
July 2019	9	80.0%
June 2019	3	-82.4%
May 2019	6	-62.5%
April 2019	19	90.0%
March 2019	13	0.0%
February 2019	10	66.7%



Month	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Year-to-Date	60.0%	-15.0%
<b>February 2020</b>	<b>64.3%</b>	<b>-3.6%</b>
January 2020	50.0%	-32.2%
December 2019	50.0%	0.0%
November 2019	53.3%	-6.7%
October 2019	63.6%	-4.6%
September 2019	76.9%	28.2%
August 2019	55.6%	-13.5%
July 2019	52.9%	-4.9%
June 2019	21.4%	-72.3%
May 2019	42.9%	-24.9%
April 2019	79.2%	66.4%
March 2019	68.4%	-5.3%
February 2019	66.7%	22.4%





# Monthly Market Detail - February 2020

## Townhouses and Condos

### Hernando County

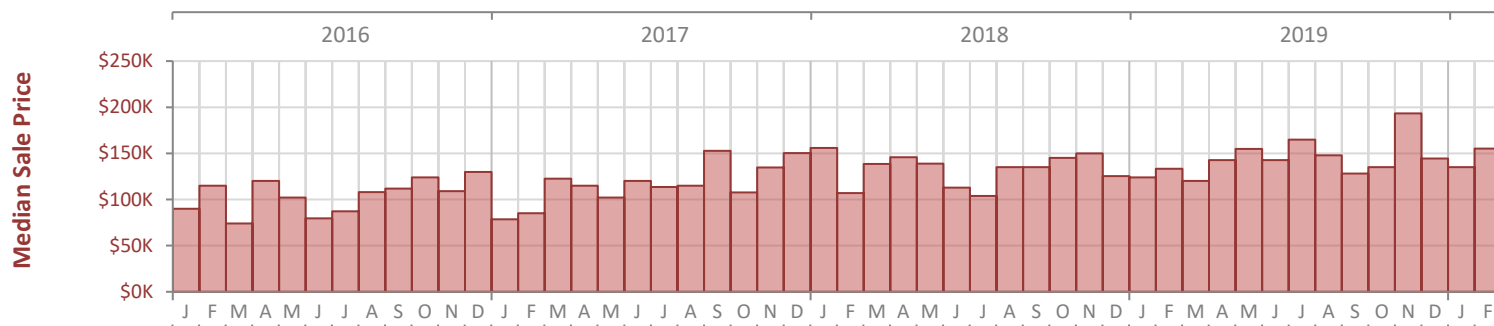


## Median Sale Price

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	\$148,450	13.4%
<b>February 2020</b>	<b>\$155,150</b>	<b>16.2%</b>
January 2020	\$135,250	9.1%
December 2019	\$144,450	15.4%
November 2019	\$193,500	29.0%
October 2019	\$135,000	-6.9%
September 2019	\$128,000	-5.2%
August 2019	\$148,000	9.6%
July 2019	\$164,900	58.8%
June 2019	\$142,750	26.3%
May 2019	\$155,000	11.6%
April 2019	\$142,750	-2.2%
March 2019	\$120,000	-13.4%
February 2019	\$133,500	24.8%

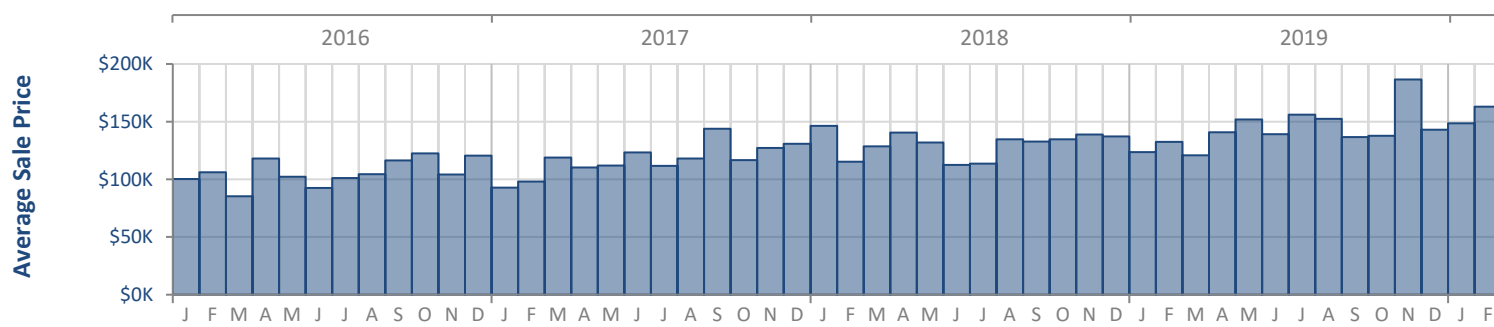


## Average Sale Price

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	\$158,677	24.5%
<b>February 2020</b>	<b>\$163,039</b>	<b>23.2%</b>
January 2020	\$148,500	20.1%
December 2019	\$143,027	4.2%
November 2019	\$186,600	34.4%
October 2019	\$137,668	2.1%
September 2019	\$136,504	2.7%
August 2019	\$152,333	13.0%
July 2019	\$156,006	37.3%
June 2019	\$139,029	23.6%
May 2019	\$151,764	15.0%
April 2019	\$140,929	0.2%
March 2019	\$120,905	-6.1%
February 2019	\$132,390	14.9%





# Monthly Market Detail - February 2020

## Townhouses and Condos

### Hernando County

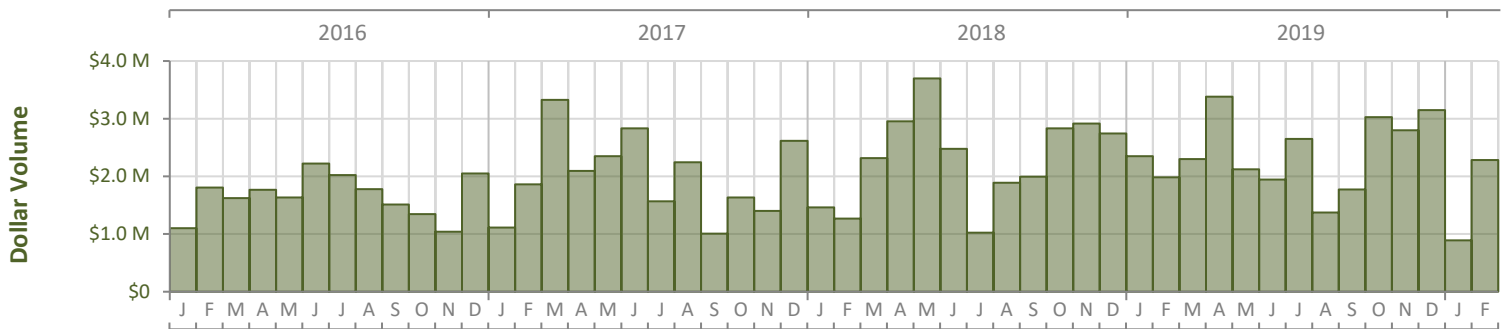


## Dollar Volume

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	\$3.2 Million	-26.8%
<b>February 2020</b>	<b>\$2.3 Million</b>	<b>14.9%</b>
January 2020	\$891,000	-62.1%
December 2019	\$3.1 Million	14.6%
November 2019	\$2.8 Million	-4.0%
October 2019	\$3.0 Million	7.0%
September 2019	\$1.8 Million	-11.0%
August 2019	\$1.4 Million	-27.4%
July 2019	\$2.7 Million	159.3%
June 2019	\$1.9 Million	-21.4%
May 2019	\$2.1 Million	-42.5%
April 2019	\$3.4 Million	14.5%
March 2019	\$2.3 Million	-0.9%
February 2019	\$2.0 Million	56.7%

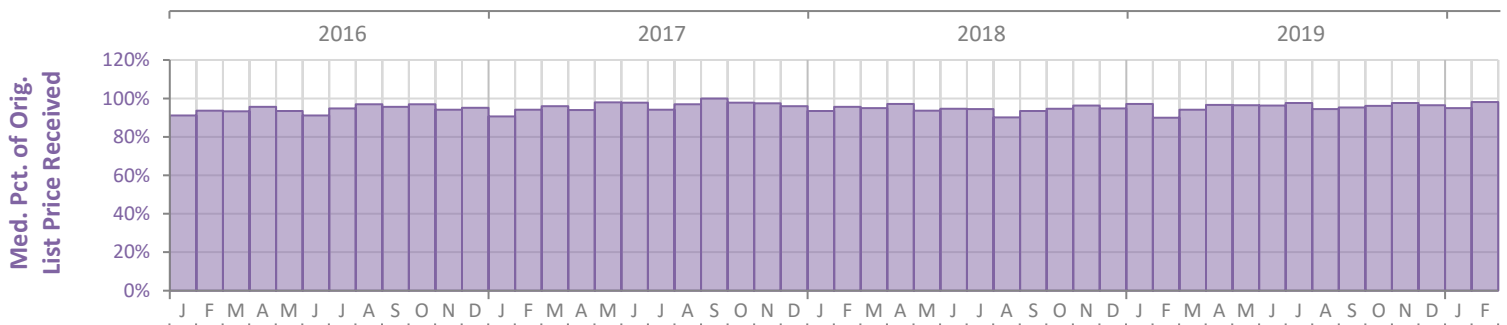


## Median Percent of Original List Price Received

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	97.1%	3.0%
<b>February 2020</b>	<b>98.2%</b>	<b>9.1%</b>
January 2020	95.0%	-2.3%
December 2019	96.4%	1.7%
November 2019	97.6%	1.3%
October 2019	96.2%	1.7%
September 2019	95.3%	1.9%
August 2019	94.4%	4.7%
July 2019	97.6%	3.3%
June 2019	96.3%	1.7%
May 2019	96.5%	3.1%
April 2019	96.6%	-0.5%
March 2019	94.1%	-0.8%
February 2019	90.0%	-5.9%





# Monthly Market Detail - February 2020

## Townhouses and Condos

### Hernando County

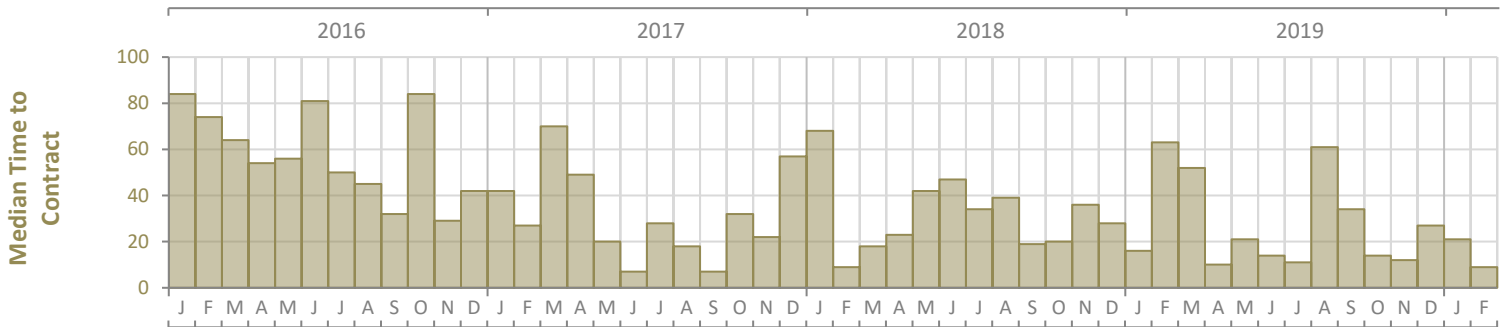


## Median Time to Contract

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	10 Days	-66.7%
<b>February 2020</b>	<b>9 Days</b>	<b>-85.7%</b>
January 2020	21 Days	31.3%
December 2019	27 Days	-3.6%
November 2019	12 Days	-66.7%
October 2019	14 Days	-30.0%
September 2019	34 Days	78.9%
August 2019	61 Days	56.4%
July 2019	11 Days	-67.6%
June 2019	14 Days	-70.2%
May 2019	21 Days	-50.0%
April 2019	10 Days	-56.5%
March 2019	52 Days	188.9%
February 2019	63 Days	600.0%

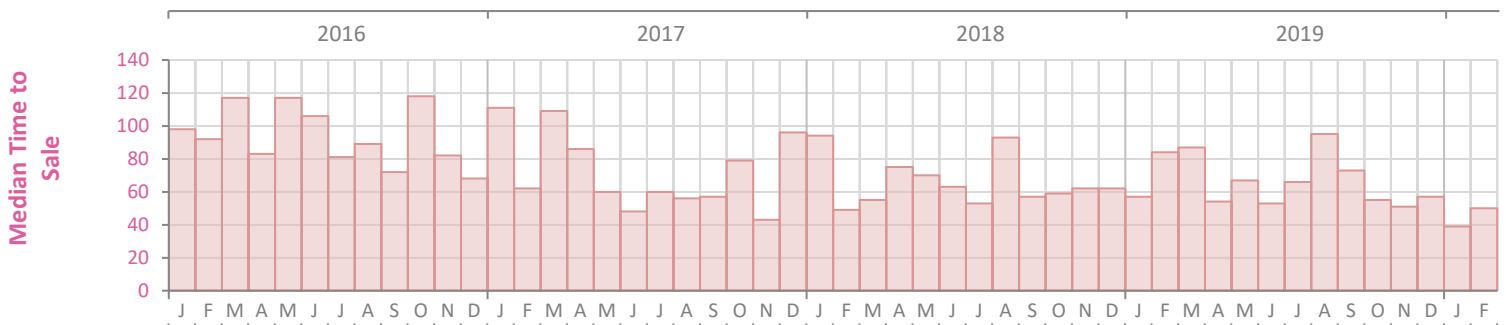


## Median Time to Sale

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

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

Month	Median Time to Sale	Percent Change Year-over-Year
Year-to-Date	47 Days	-20.3%
<b>February 2020</b>	<b>50 Days</b>	<b>-40.5%</b>
January 2020	39 Days	-31.6%
December 2019	57 Days	-8.1%
November 2019	51 Days	-17.7%
October 2019	55 Days	-6.8%
September 2019	73 Days	28.1%
August 2019	95 Days	2.2%
July 2019	66 Days	24.5%
June 2019	53 Days	-15.9%
May 2019	67 Days	-4.3%
April 2019	54 Days	-28.0%
March 2019	87 Days	58.2%
February 2019	84 Days	71.4%





# Monthly Market Detail - February 2020

## Townhouses and Condos

### Hernando County

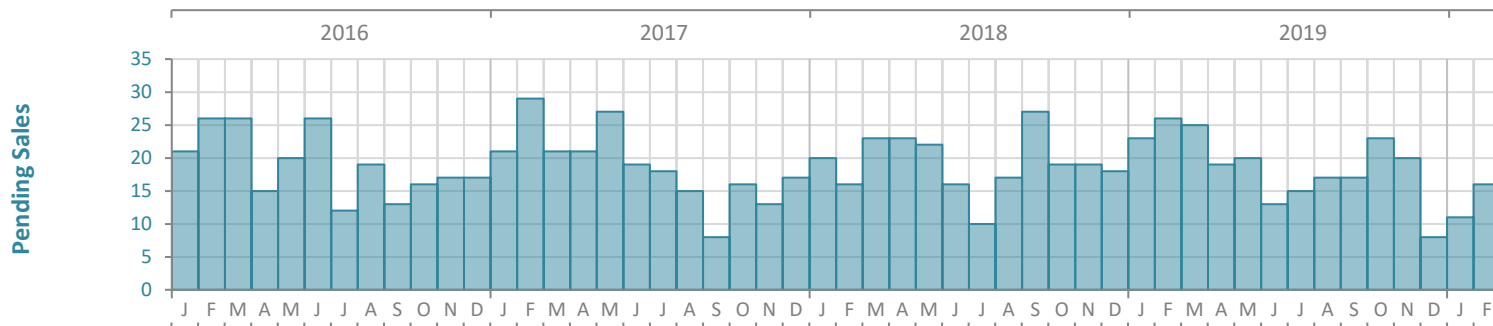


## New Pending Sales

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	27	-44.9%
<b>February 2020</b>	<b>16</b>	<b>-38.5%</b>
January 2020	11	-52.2%
December 2019	8	-55.6%
November 2019	20	5.3%
October 2019	23	21.1%
September 2019	17	-37.0%
August 2019	17	0.0%
July 2019	15	50.0%
June 2019	13	-18.8%
May 2019	20	-9.1%
April 2019	19	-17.4%
March 2019	25	8.7%
February 2019	26	62.5%

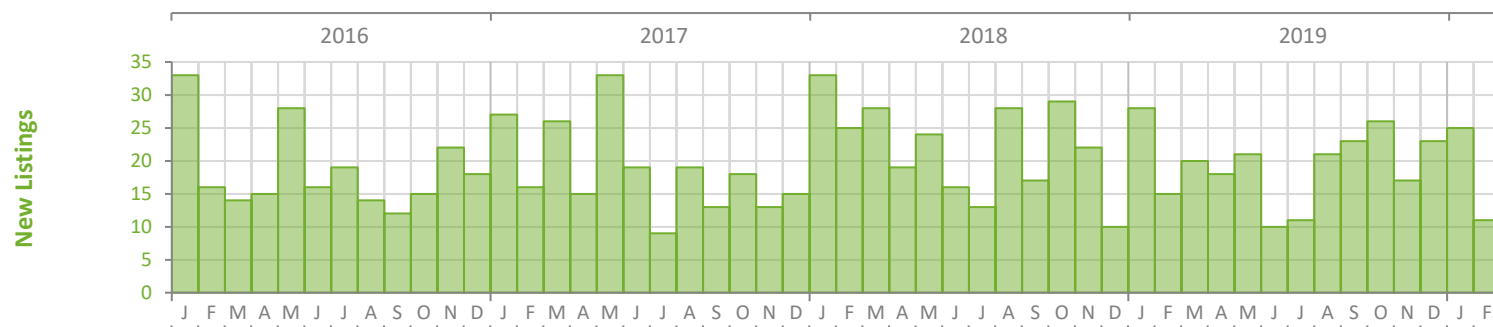


## New Listings

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	36	-16.3%
<b>February 2020</b>	<b>11</b>	<b>-26.7%</b>
January 2020	25	-10.7%
December 2019	23	130.0%
November 2019	17	-22.7%
October 2019	26	-10.3%
September 2019	23	35.3%
August 2019	21	-25.0%
July 2019	11	-15.4%
June 2019	10	-37.5%
May 2019	21	-12.5%
April 2019	18	-5.3%
March 2019	20	-28.6%
February 2019	15	-40.0%





# Monthly Market Detail - February 2020

## Townhouses and Condos

### Hernando County

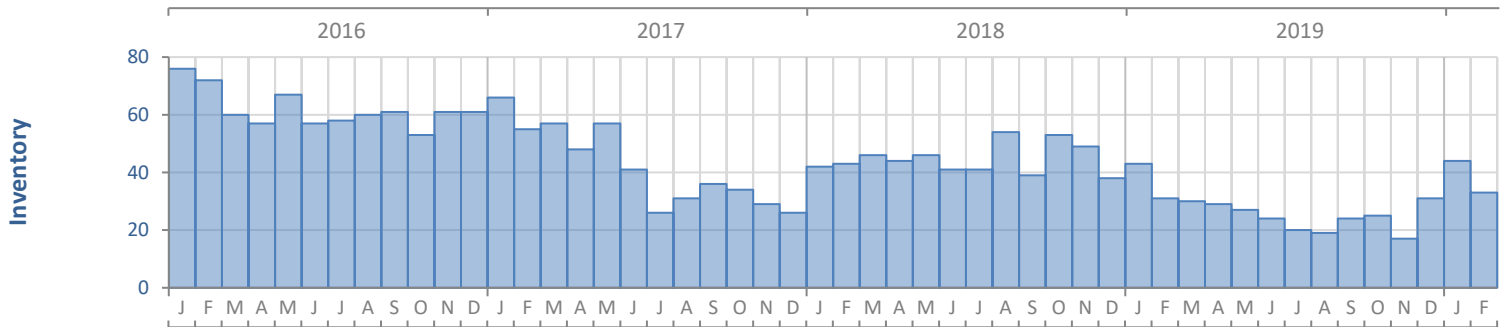


## Inventory (Active Listings)

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)	39	5.4%
<b>February 2020</b>	<b>33</b>	<b>6.5%</b>
January 2020	44	2.3%
December 2019	31	-18.4%
November 2019	17	-65.3%
October 2019	25	-52.8%
September 2019	24	-38.5%
August 2019	19	-64.8%
July 2019	20	-51.2%
June 2019	24	-41.5%
May 2019	27	-41.3%
April 2019	29	-34.1%
March 2019	30	-34.8%
February 2019	31	-27.9%

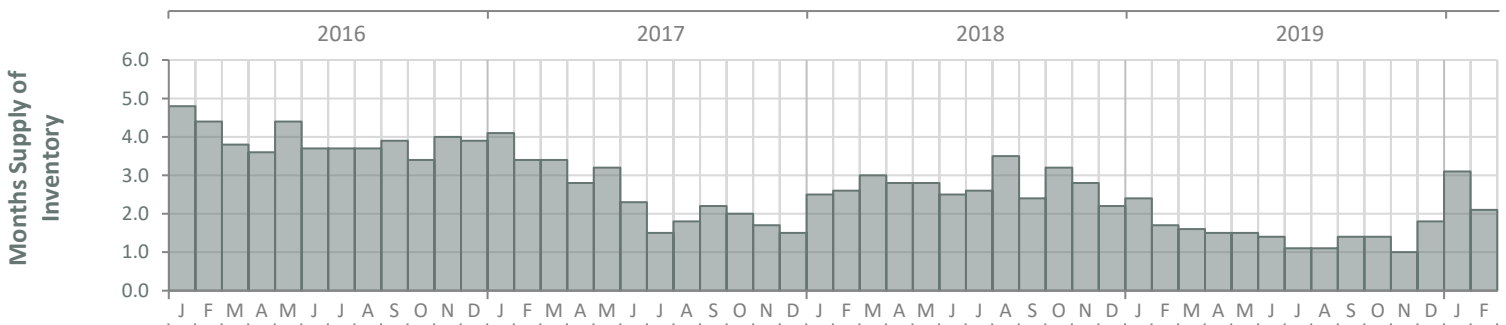


## Months Supply of Inventory

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)	2.6	23.8%
<b>February 2020</b>	<b>2.1</b>	<b>23.5%</b>
January 2020	3.1	29.2%
December 2019	1.8	-18.2%
November 2019	1.0	-64.3%
October 2019	1.4	-56.3%
September 2019	1.4	-41.7%
August 2019	1.1	-68.6%
July 2019	1.1	-57.7%
June 2019	1.4	-44.0%
May 2019	1.5	-46.4%
April 2019	1.5	-46.4%
March 2019	1.6	-46.7%
February 2019	1.7	-34.6%





# Monthly Market Detail - February 2020

## Townhouses and Condos

### Hernando County

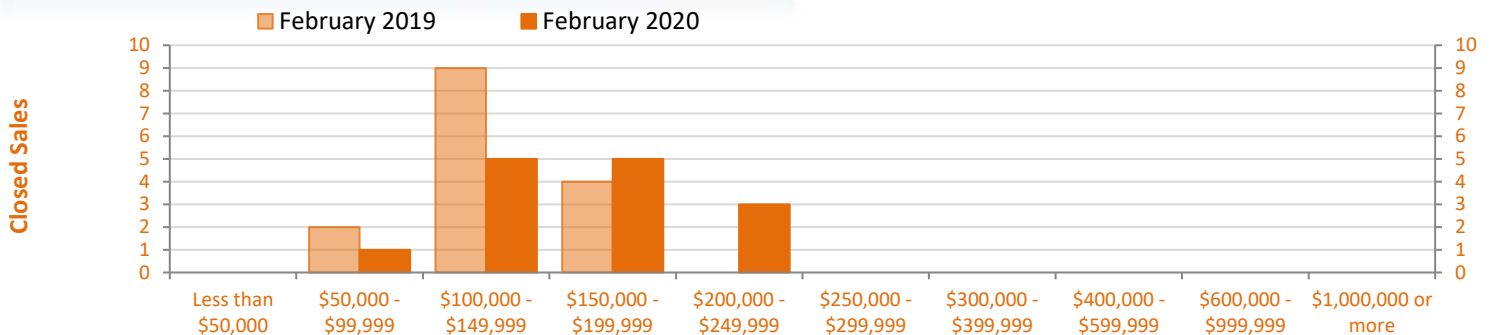


## Closed Sales by Sale Price

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	-50.0%
\$100,000 - \$149,999	5	-44.4%
\$150,000 - \$199,999	5	25.0%
\$200,000 - \$249,999	3	N/A
\$250,000 - \$299,999	0	N/A
\$300,000 - \$399,999	0	N/A
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

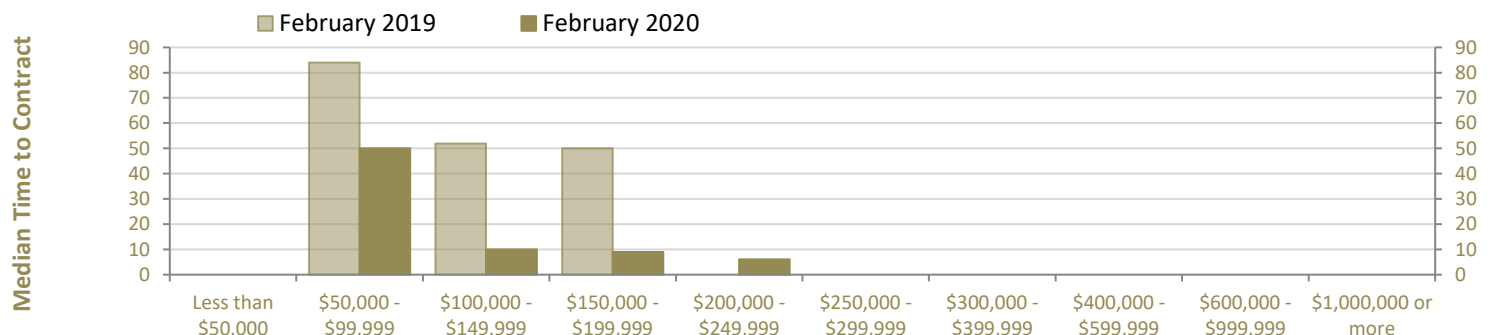


## Median Time to Contract by Sale Price

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

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

Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$50,000	(No Sales)	N/A
\$50,000 - \$99,999	50 Days	-40.5%
\$100,000 - \$149,999	10 Days	-80.8%
\$150,000 - \$199,999	9 Days	-82.0%
\$200,000 - \$249,999	6 Days	N/A
\$250,000 - \$299,999	(No Sales)	N/A
\$300,000 - \$399,999	(No Sales)	N/A
\$400,000 - \$599,999	(No Sales)	N/A
\$600,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	(No Sales)	N/A





# Monthly Market Detail - February 2020

## Townhouses and Condos

### Hernando County

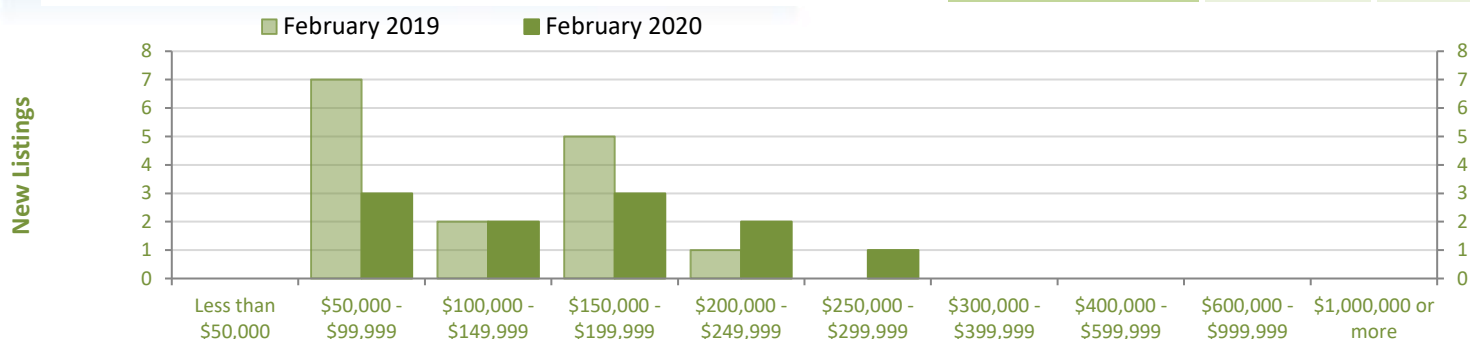


## New Listings by Initial Listing Price

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	3	-57.1%
\$100,000 - \$149,999	2	0.0%
\$150,000 - \$199,999	3	-40.0%
\$200,000 - \$249,999	2	100.0%
\$250,000 - \$299,999	1	N/A
\$300,000 - \$399,999	0	N/A
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

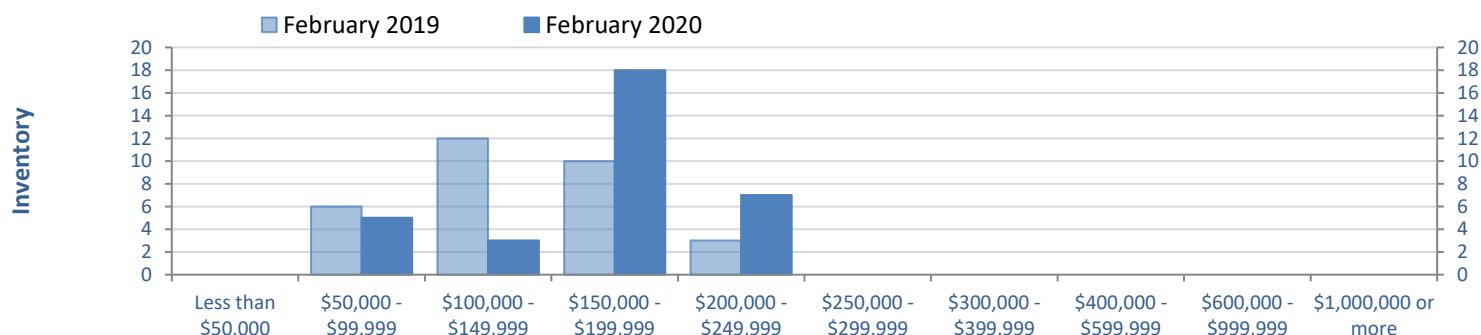


## Inventory by Current Listing Price

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	5	-16.7%
\$100,000 - \$149,999	3	-75.0%
\$150,000 - \$199,999	18	80.0%
\$200,000 - \$249,999	7	133.3%
\$250,000 - \$299,999	0	N/A
\$300,000 - \$399,999	0	N/A
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

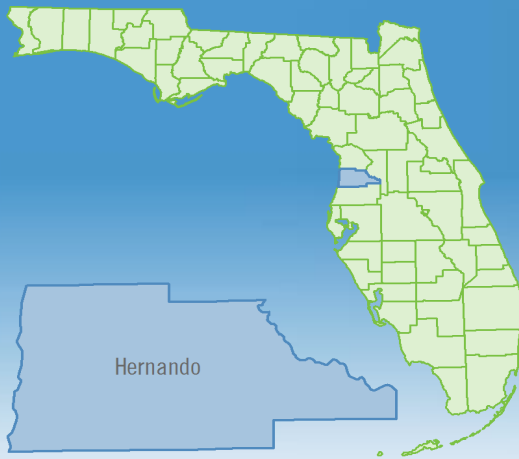




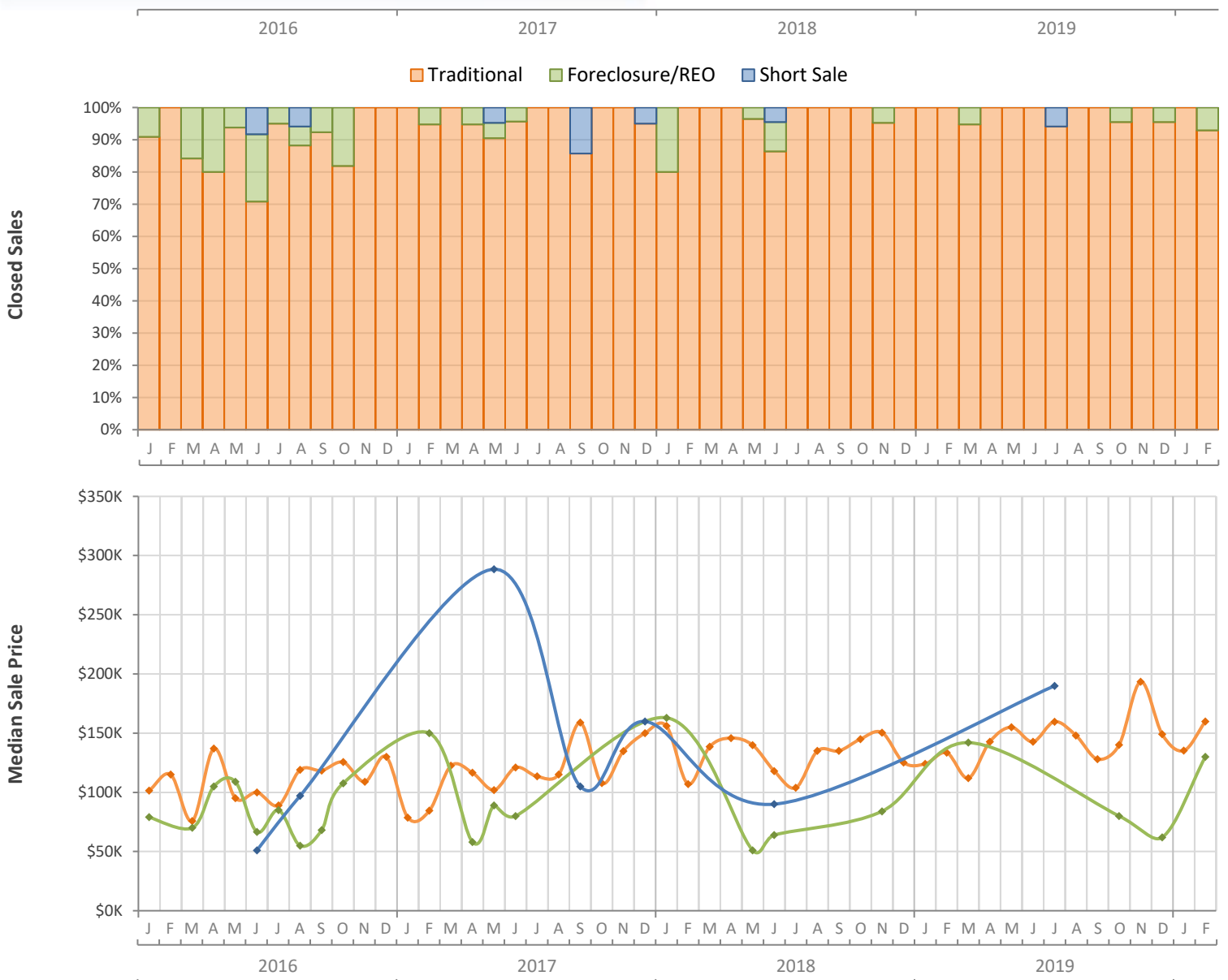
# Monthly Distressed Market - February 2020

## Townhouses and Condos

### Hernando County



		February 2020	February 2019	Percent Change Year-over-Year
Traditional	Closed Sales	13	15	-13.3%
	Median Sale Price	\$159,900	\$133,500	19.8%
Foreclosure/REO	Closed Sales	1	0	N/A
	Median Sale Price	\$130,000	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

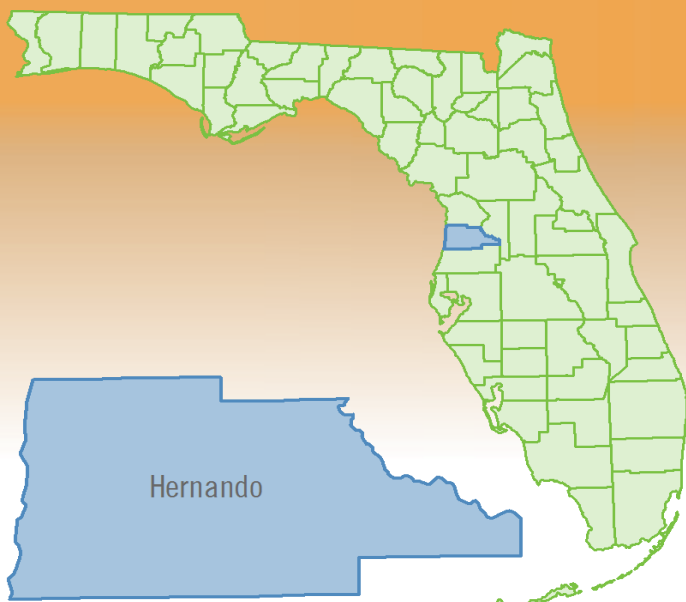




# Monthly Market Detail - February 2020

## Manufactured Homes

### Hernando County



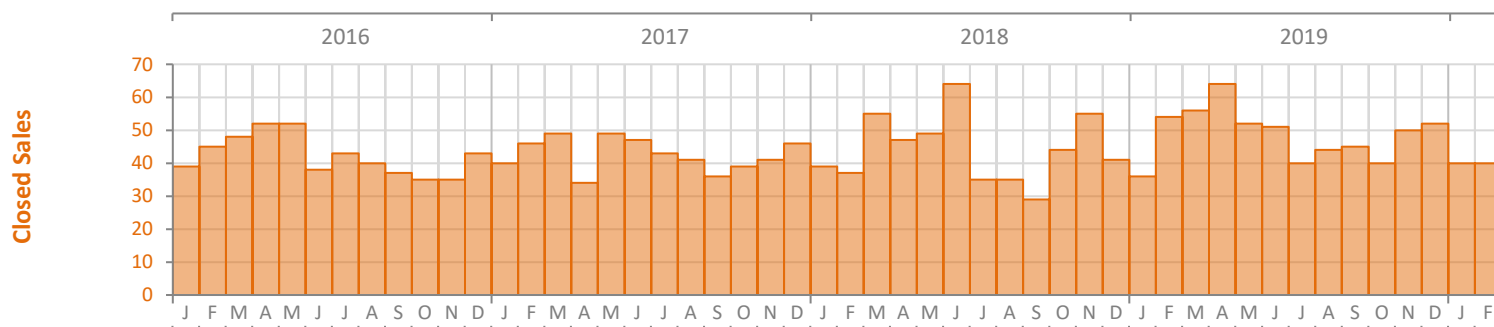
Summary Statistics	February 2020	February 2019	Percent Change Year-over-Year
Closed Sales	40	54	-25.9%
Paid in Cash	25	38	-34.2%
Median Sale Price	\$90,550	\$79,506	13.9%
Average Sale Price	\$101,086	\$87,159	16.0%
Dollar Volume	\$4.0 Million	\$4.7 Million	-14.1%
Median Percent of Original List Price Received	92.5%	90.7%	2.0%
Median Time to Contract	74 Days	61 Days	21.3%
Median Time to Sale	115 Days	86 Days	33.7%
New Pending Sales	63	61	3.3%
New Listings	71	64	10.9%
Pending Inventory	73	80	-8.8%
Inventory (Active Listings)	139	169	-17.8%
Months Supply of Inventory	2.9	3.7	-21.6%

## Closed Sales

The number of sales transactions which closed during the month

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

Month	Closed Sales	Percent Change Year-over-Year
Year-to-Date	80	-11.1%
<b>February 2020</b>	<b>40</b>	<b>-25.9%</b>
January 2020	40	11.1%
December 2019	52	26.8%
November 2019	50	-9.1%
October 2019	40	-9.1%
September 2019	45	55.2%
August 2019	44	25.7%
July 2019	40	14.3%
June 2019	51	-20.3%
May 2019	52	6.1%
April 2019	64	36.2%
March 2019	56	1.8%
February 2019	54	45.9%





# Monthly Market Detail - February 2020

## Manufactured Homes

### Hernando County

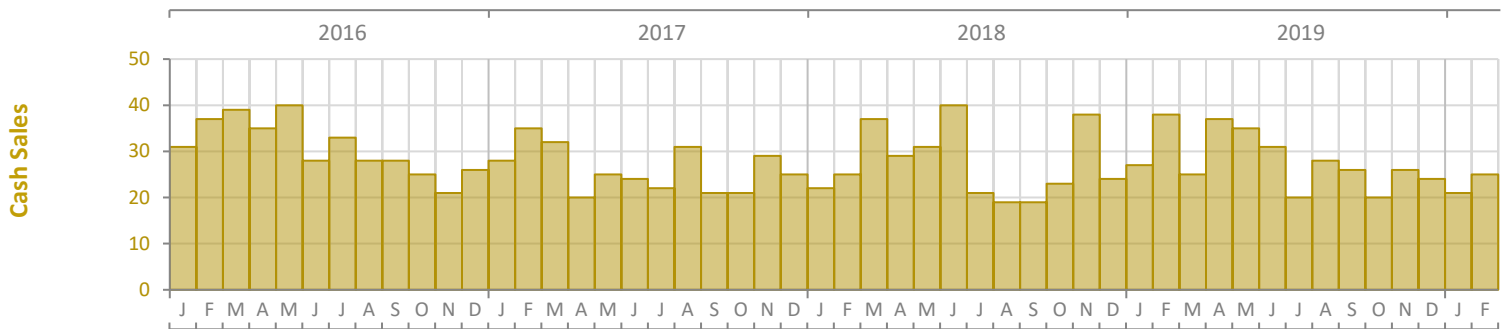


## Cash Sales

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	46	-29.2%
<b>February 2020</b>	<b>25</b>	<b>-34.2%</b>
January 2020	21	-22.2%
December 2019	24	0.0%
November 2019	26	-31.6%
October 2019	20	-13.0%
September 2019	26	36.8%
August 2019	28	47.4%
July 2019	20	-4.8%
June 2019	31	-22.5%
May 2019	35	12.9%
April 2019	37	27.6%
March 2019	25	-32.4%
February 2019	38	52.0%

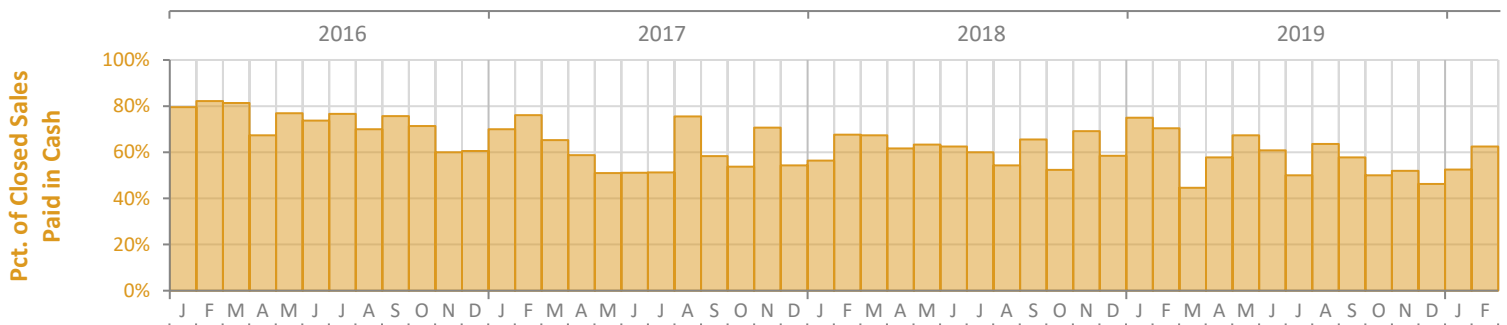


## Cash Sales as a Percentage of Closed Sales

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	57.5%	-20.4%
<b>February 2020</b>	<b>62.5%</b>	<b>-11.2%</b>
January 2020	52.5%	-30.0%
December 2019	46.2%	-21.0%
November 2019	52.0%	-24.7%
October 2019	50.0%	-4.4%
September 2019	57.8%	-11.8%
August 2019	63.6%	17.1%
July 2019	50.0%	-16.7%
June 2019	60.8%	-2.7%
May 2019	67.3%	6.3%
April 2019	57.8%	-6.3%
March 2019	44.6%	-33.7%
February 2019	70.4%	4.1%





# Monthly Market Detail - February 2020

## Manufactured Homes

### Hernando County

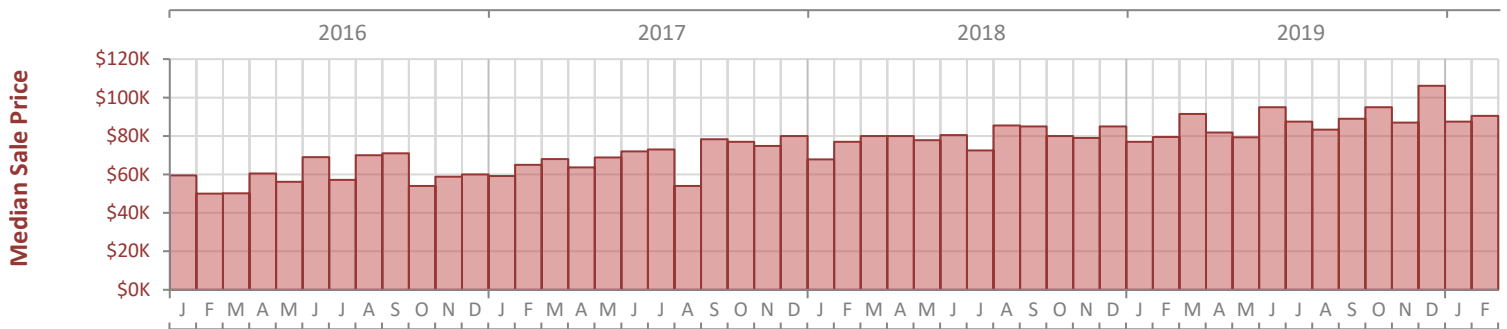


## Median Sale Price

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	\$88,500	11.9%
<b>February 2020</b>	<b>\$90,550</b>	<b>13.9%</b>
January 2020	\$87,450	13.6%
December 2019	\$106,200	24.9%
November 2019	\$87,000	10.1%
October 2019	\$95,000	18.8%
September 2019	\$88,900	4.6%
August 2019	\$83,250	-2.6%
July 2019	\$87,450	20.6%
June 2019	\$95,000	18.1%
May 2019	\$79,250	1.7%
April 2019	\$81,750	2.2%
March 2019	\$91,500	14.4%
February 2019	\$79,506	3.3%

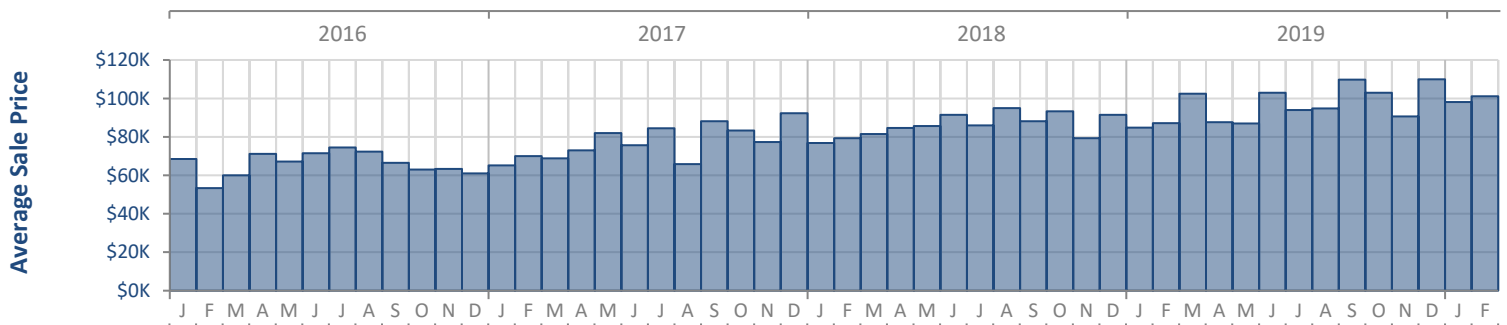


## Average Sale Price

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	\$99,583	15.5%
<b>February 2020</b>	<b>\$101,086</b>	<b>16.0%</b>
January 2020	\$98,080	15.6%
December 2019	\$109,864	20.0%
November 2019	\$90,668	14.3%
October 2019	\$102,980	10.4%
September 2019	\$109,802	24.7%
August 2019	\$94,798	-0.2%
July 2019	\$93,951	9.2%
June 2019	\$103,016	12.6%
May 2019	\$86,990	1.5%
April 2019	\$87,649	3.6%
March 2019	\$102,468	25.7%
February 2019	\$87,159	9.8%





The sum of the sale prices for all sales which closed during the month

Month	Dollar Volume	Percent Change Year-over-Year
Year-to-Date	\$8.0 Million	2.6%
<b>February 2020</b>	<b>\$4.0 Million</b>	<b>-14.1%</b>
January 2020	\$3.9 Million	28.4%
December 2019	\$5.7 Million	52.2%
November 2019	\$4.5 Million	3.9%
October 2019	\$4.1 Million	0.4%
September 2019	\$4.9 Million	93.5%
August 2019	\$4.2 Million	25.5%
July 2019	\$3.8 Million	24.8%
June 2019	\$5.3 Million	-10.3%
May 2019	\$4.5 Million	7.7%
April 2019	\$5.6 Million	41.1%
March 2019	\$5.7 Million	28.0%
February 2019	\$4.7 Million	60.3%



Month	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
Year-to-Date	93.2%	4.6%
<b>February 2020</b>	<b>92.5%</b>	<b>2.0%</b>
January 2020	93.9%	6.3%
December 2019	93.0%	3.8%
November 2019	96.5%	4.0%
October 2019	92.5%	-1.3%
September 2019	94.9%	1.5%
August 2019	92.5%	-2.5%
July 2019	94.4%	-0.3%
June 2019	94.8%	1.6%
May 2019	93.5%	1.7%
April 2019	92.8%	0.2%
March 2019	93.7%	2.0%
February 2019	90.7%	-0.7%

[illegible]



# Monthly Market Detail - February 2020

## Manufactured Homes

### Hernando County

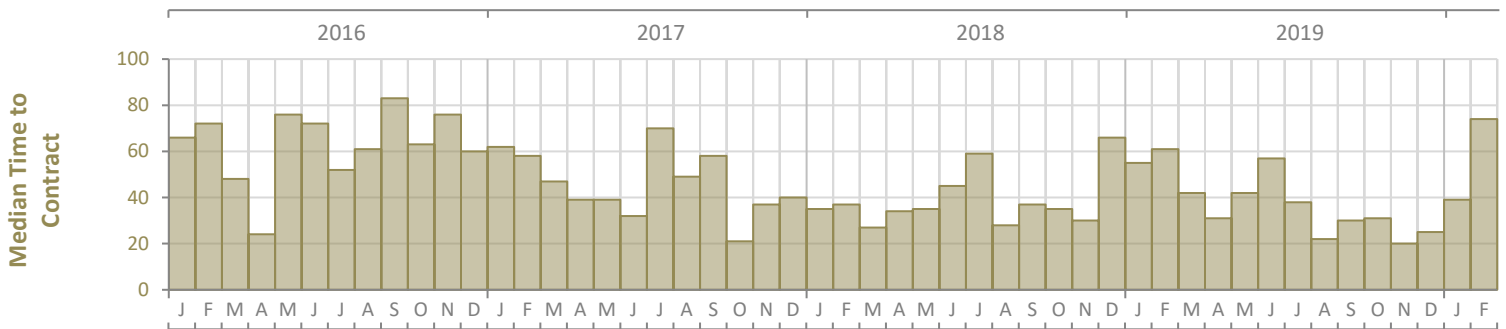


## Median Time to Contract

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	53 Days	-8.6%
<b>February 2020</b>	<b>74 Days</b>	<b>21.3%</b>
January 2020	39 Days	-29.1%
December 2019	25 Days	-62.1%
November 2019	20 Days	-33.3%
October 2019	31 Days	-11.4%
September 2019	30 Days	-18.9%
August 2019	22 Days	-21.4%
July 2019	38 Days	-35.6%
June 2019	57 Days	26.7%
May 2019	42 Days	20.0%
April 2019	31 Days	-8.8%
March 2019	42 Days	55.6%
February 2019	61 Days	64.9%

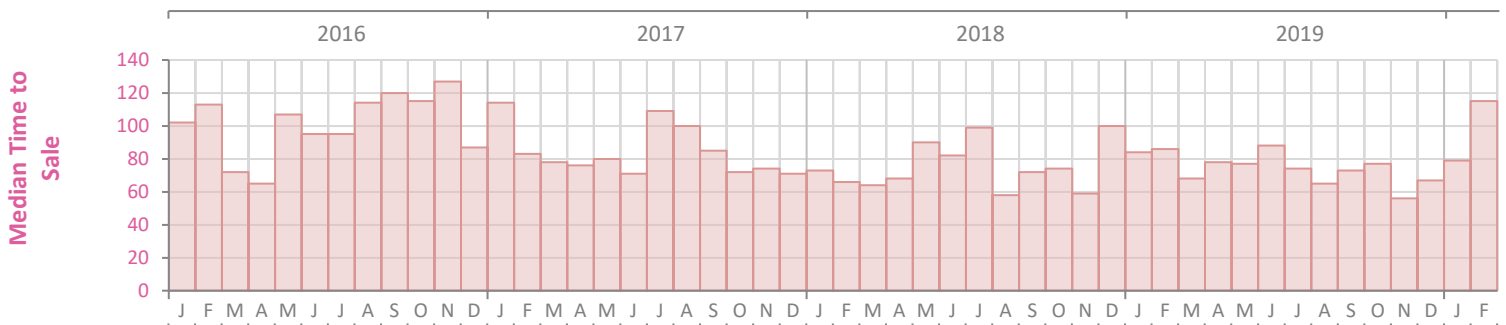


## Median Time to Sale

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	87 Days	3.6%
<b>February 2020</b>	<b>115 Days</b>	<b>33.7%</b>
January 2020	79 Days	-6.0%
December 2019	67 Days	-33.0%
November 2019	56 Days	-5.1%
October 2019	77 Days	4.1%
September 2019	73 Days	1.4%
August 2019	65 Days	12.1%
July 2019	74 Days	-25.3%
June 2019	88 Days	7.3%
May 2019	77 Days	-14.4%
April 2019	78 Days	14.7%
March 2019	68 Days	6.3%
February 2019	86 Days	30.3%



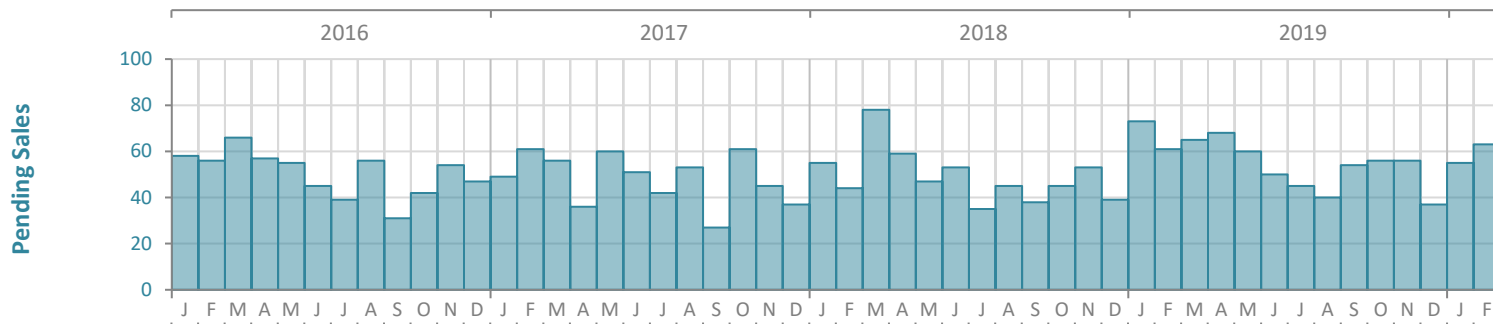


## New Pending Sales

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	118	-11.9%
<b>February 2020</b>	<b>63</b>	<b>3.3%</b>
January 2020	55	-24.7%
December 2019	37	-5.1%
November 2019	56	5.7%
October 2019	56	24.4%
September 2019	54	42.1%
August 2019	40	-11.1%
July 2019	45	28.6%
June 2019	50	-5.7%
May 2019	60	27.7%
April 2019	68	15.3%
March 2019	65	-16.7%
February 2019	61	38.6%

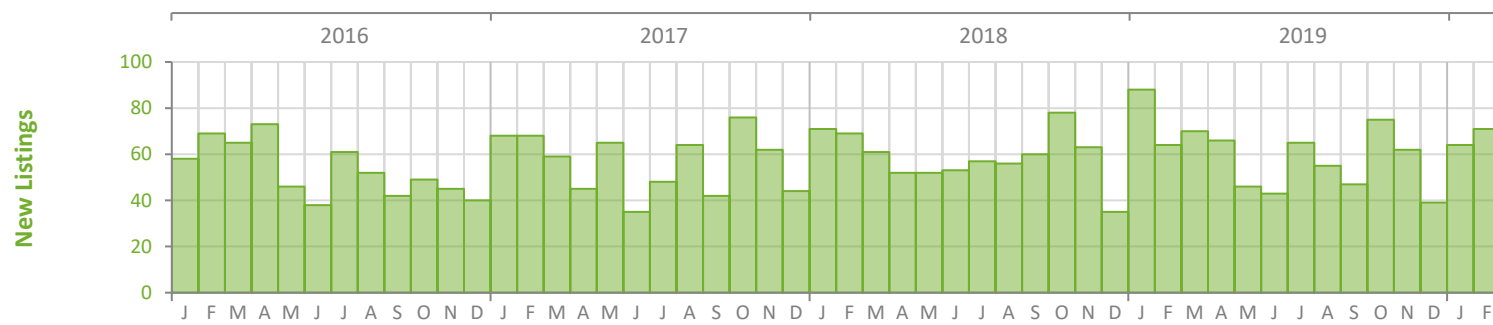


## New Listings

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	135	-11.2%
<b>February 2020</b>	<b>71</b>	<b>10.9%</b>
January 2020	64	-27.3%
December 2019	39	11.4%
November 2019	62	-1.6%
October 2019	75	-3.8%
September 2019	47	-21.7%
August 2019	55	-1.8%
July 2019	65	14.0%
June 2019	43	-18.9%
May 2019	46	-11.5%
April 2019	66	26.9%
March 2019	70	14.8%
February 2019	64	-7.2%





# Monthly Market Detail - February 2020

## Manufactured Homes

### Hernando County

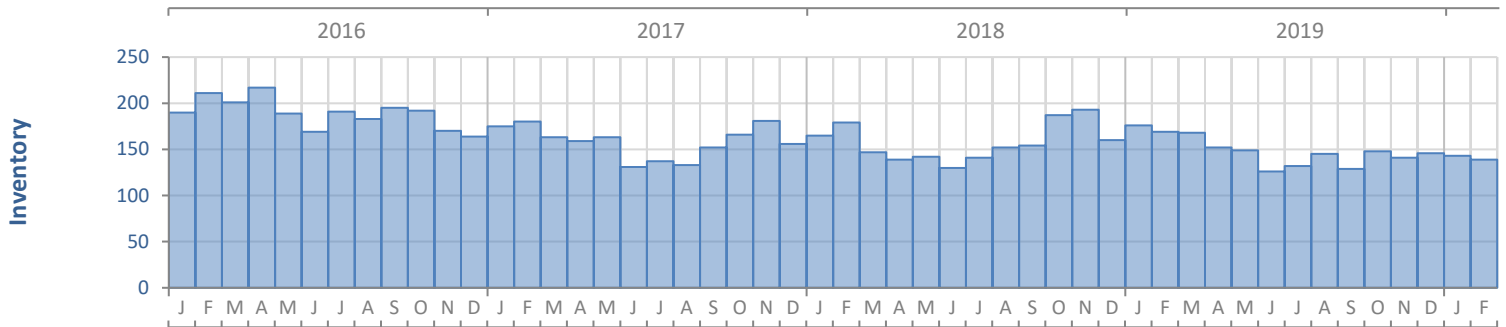


## Inventory (Active Listings)

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)	141	-18.5%
<b>February 2020</b>	<b>139</b>	<b>-17.8%</b>
January 2020	143	-18.8%
December 2019	146	-8.8%
November 2019	141	-26.9%
October 2019	148	-20.9%
September 2019	129	-16.2%
August 2019	145	-4.6%
July 2019	132	-6.4%
June 2019	126	-3.1%
May 2019	149	4.9%
April 2019	152	9.4%
March 2019	168	14.3%
February 2019	169	-5.6%

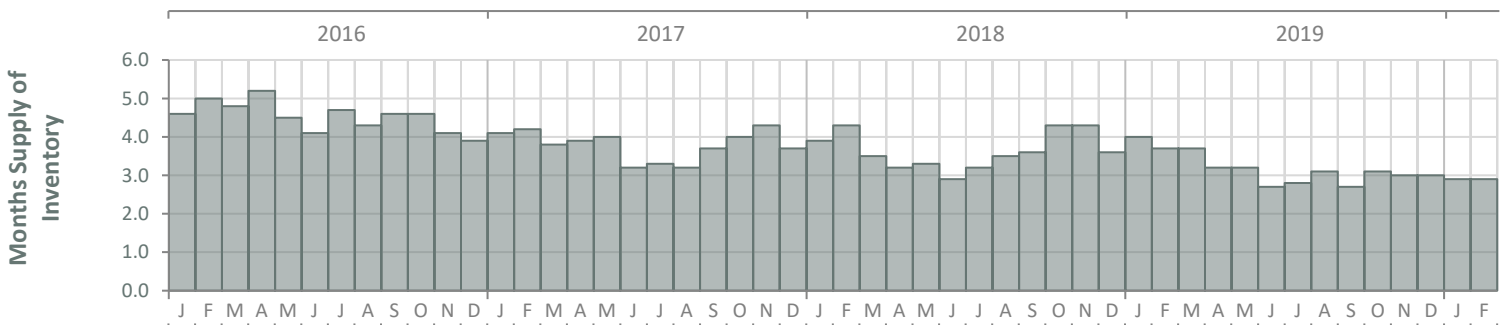


## Months Supply of Inventory

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)	2.9	-25.6%
<b>February 2020</b>	<b>2.9</b>	<b>-21.6%</b>
January 2020	2.9	-27.5%
December 2019	3.0	-16.7%
November 2019	3.0	-30.2%
October 2019	3.1	-27.9%
September 2019	2.7	-25.0%
August 2019	3.1	-11.4%
July 2019	2.8	-12.5%
June 2019	2.7	-6.9%
May 2019	3.2	-3.0%
April 2019	3.2	0.0%
March 2019	3.7	5.7%
February 2019	3.7	-14.0%





# Monthly Market Detail - February 2020

## Manufactured Homes

### Hernando County

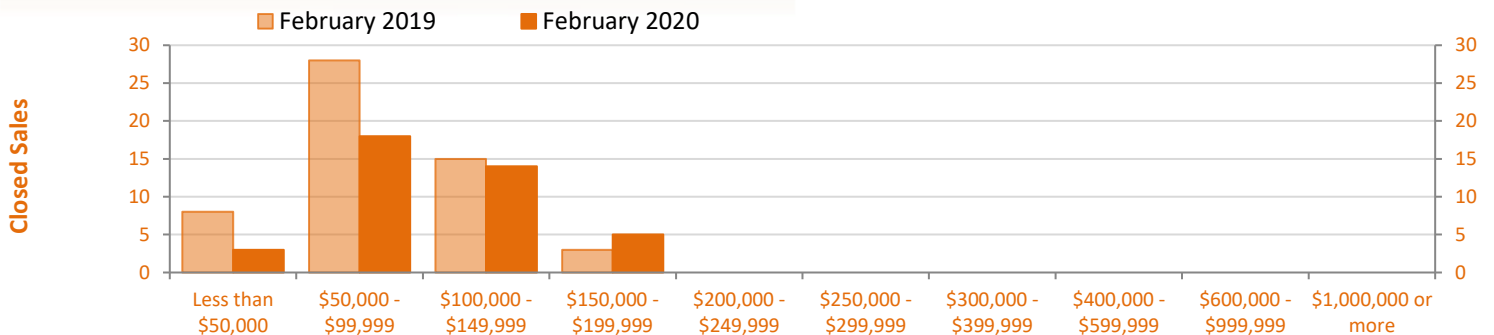


## Closed Sales by Sale Price

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	-62.5%
\$50,000 - \$99,999	18	-35.7%
\$100,000 - \$149,999	14	-6.7%
\$150,000 - \$199,999	5	66.7%
\$200,000 - \$249,999	0	N/A
\$250,000 - \$299,999	0	N/A
\$300,000 - \$399,999	0	N/A
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

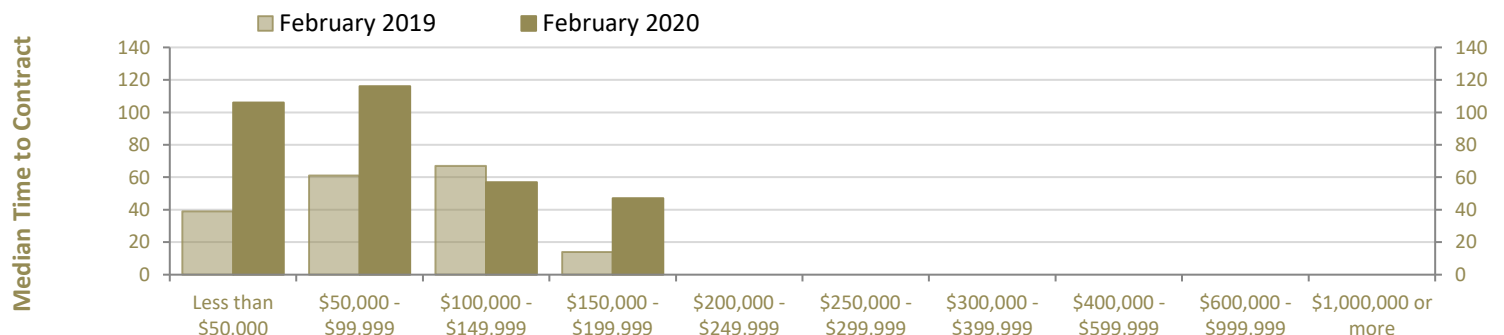


## Median Time to Contract by Sale Price

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

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

Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$50,000	106 Days	171.8%
\$50,000 - \$99,999	116 Days	90.2%
\$100,000 - \$149,999	57 Days	-14.9%
\$150,000 - \$199,999	47 Days	235.7%
\$200,000 - \$249,999	(No Sales)	N/A
\$250,000 - \$299,999	(No Sales)	N/A
\$300,000 - \$399,999	(No Sales)	N/A
\$400,000 - \$599,999	(No Sales)	N/A
\$600,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	(No Sales)	N/A



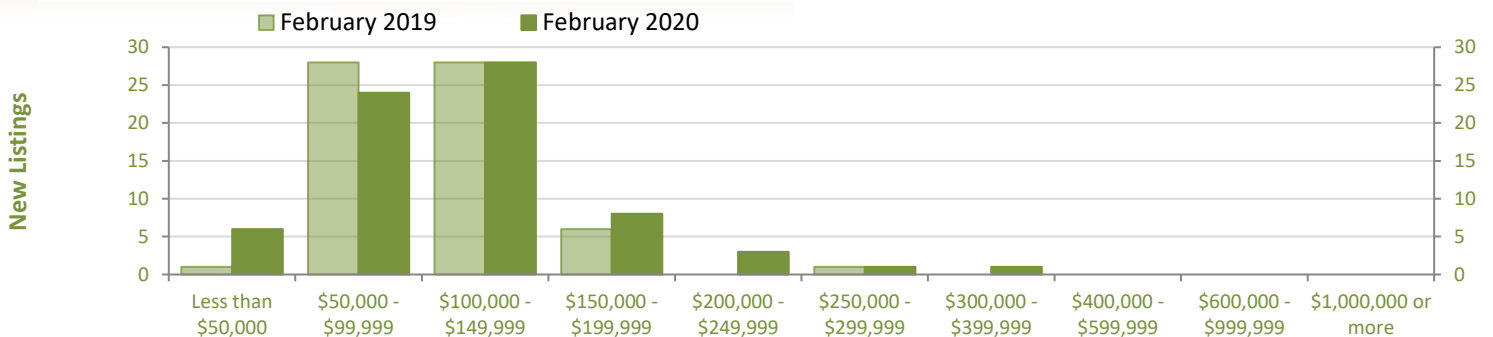


## New Listings by Initial Listing Price

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	6	500.0%
\$50,000 - \$99,999	24	-14.3%
\$100,000 - \$149,999	28	0.0%
\$150,000 - \$199,999	8	33.3%
\$200,000 - \$249,999	3	N/A
\$250,000 - \$299,999	1	0.0%
\$300,000 - \$399,999	1	N/A
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

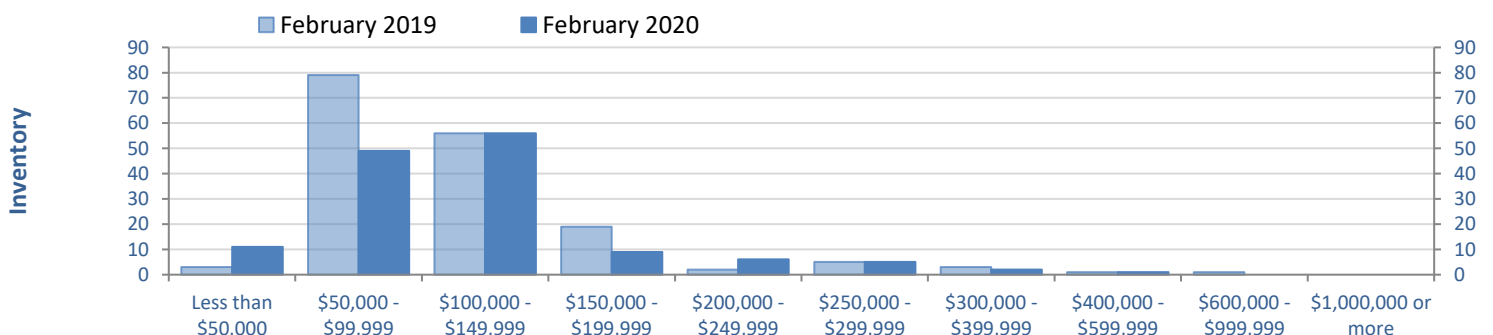


## Inventory by Current Listing Price

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	11	266.7%
\$50,000 - \$99,999	49	-38.0%
\$100,000 - \$149,999	56	0.0%
\$150,000 - \$199,999	9	-52.6%
\$200,000 - \$249,999	6	200.0%
\$250,000 - \$299,999	5	0.0%
\$300,000 - \$399,999	2	-33.3%
\$400,000 - \$599,999	1	0.0%
\$600,000 - \$999,999	0	-100.0%
\$1,000,000 or more	0	N/A

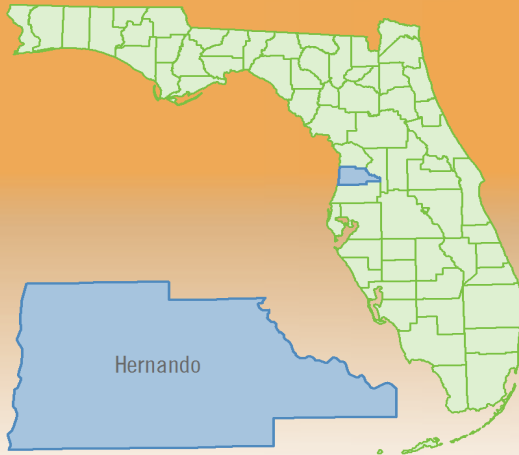




# Monthly Distressed Market - February 2020

## Manufactured Homes

### Hernando County



		February 2020	February 2019	Percent Change Year-over-Year
Traditional	Closed Sales	36	49	-26.5%
	Median Sale Price	\$97,500	\$80,000	21.9%
Foreclosure/REO	Closed Sales	4	5	-20.0%
	Median Sale Price	\$76,050	\$48,600	56.5%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

