



FOR RELEASE ON  
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## **HERNANDO COUNTY SEES AN INCREASE OF ACTIVE LISTINGS OF SINGLE FAMILY HOMES**

The median sales price of existing single-family homes in Hernando County increased to \$333,700 in December 2024 from \$325,495 in December 2023, according to statistics released today by the Hernando County Association of REALTORS®. The number of closed sales of existing single-family homes increased 21.2 percent to 354 in December 2024 from 292 a year ago.

The median sales price of existing townhouses-condos increased year-over-year by 16.5 percent to \$230,000 in December 2024, an increase from \$197,450 in December 2023.

The inventory (active listings) of existing single-family homes for sale in Hernando County increased 34.0 percent to 1,406 compared to 1,049 in December 2023. The inventory of existing townhouses and condominiums for sale in Hernando County increased 2.0 percent to 50 listings from 49 listings in December 2023.

New single-family homes for-sale listings increased 13.8 percent to 339 single-family homes compared to 298 listings in December 2023. New townhouse-condo listings stayed the same in December 2024 at 11 with 11 listings in December 2023.

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 4.3 months in December 2024, an increase of 30.3 percent when compared to 3.3 in December 2023. Townhouse-condo months' supply of inventory for December 2024 increased by 21.9 percent to 3.9 months supply of inventory compared to 3.2 in December 2023.

The median percent of original list price decreased with sellers receiving 96.8 percent of their asking price for existing single-family homes in December 2024 compared to 97.3 percent in December 2023. The townhouse-condo median percent of original list price decreased 5.3 percent to 94.7 percent in December 2024 compared to 100.0 percent in December 2023.

New pending sales (under contract but have not closed yet) for single-family homes increased 21.9 percent to 301 in December 2024, compared to 247 in December 2023. Townhouses and condominium new pending sales decreased by 22.2 percent in December 2024 with 7 compared to 9 in December 2023.

Median time to sale on single-family homes increased by 31.4 percent in December 2024 to 92 days compared to 70 days in December 2023. The townhouses-condos median time to sale increased by 97.1 percent in December 2024 to 69 days from 35 days in December 2023.

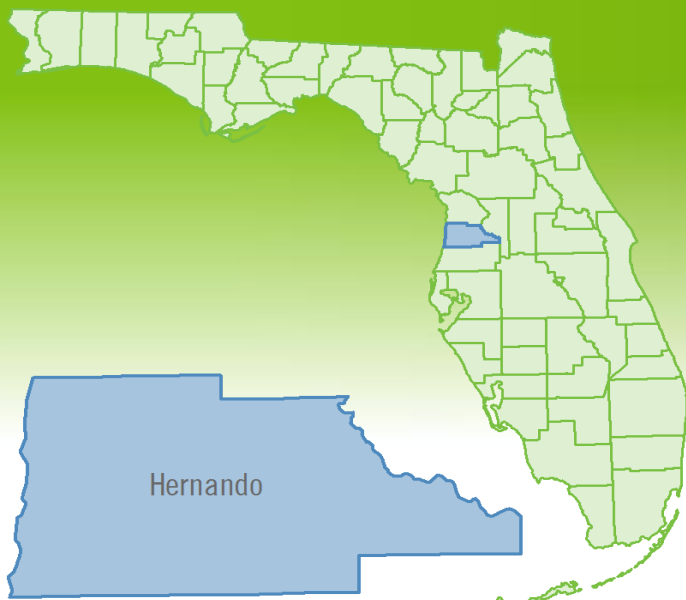
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*Hernando County Association of REALTORS® serves as the voice for real estate in Hernando County and provides programs, services, ongoing education, and legislation representation to its approximately 900 REALTOR® members.*

# Monthly Market Detail - December 2024

## Single-Family Homes

### Hernando County



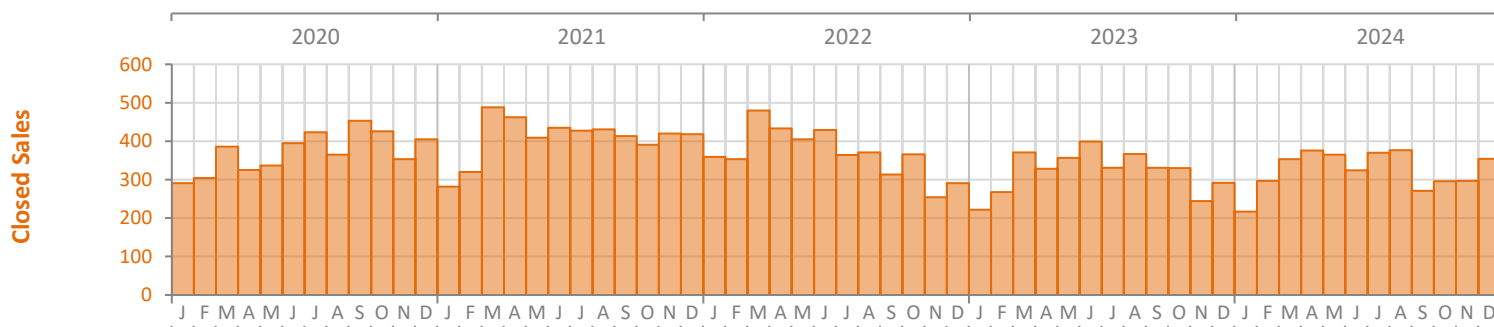
Summary Statistics	December 2024	December 2023	Percent Change Year-over-Year
Closed Sales	354	292	21.2%
Paid in Cash	90	75	20.0%
Median Sale Price	\$333,700	\$325,495	2.5%
Average Sale Price	\$358,557	\$352,050	1.8%
Dollar Volume	\$126.9 Million	\$102.8 Million	23.5%
Median Percent of Original List Price Received	96.8%	97.3%	-0.5%
Median Time to Contract	48 Days	26 Days	84.6%
Median Time to Sale	92 Days	70 Days	31.4%
New Pending Sales	301	247	21.9%
New Listings	339	298	13.8%
Pending Inventory	377	397	-5.0%
Inventory (Active Listings)	1,406	1,049	34.0%
Months Supply of Inventory	4.3	3.3	30.3%

## 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	3,897	1.5%
<b>December 2024</b>	<b>354</b>	<b>21.2%</b>
November 2024	297	21.7%
October 2024	296	-10.3%
September 2024	271	-18.1%
August 2024	377	2.7%
July 2024	370	11.8%
June 2024	324	-18.8%
May 2024	365	2.2%
April 2024	376	14.6%
March 2024	353	-4.9%
February 2024	297	10.8%
January 2024	217	-2.3%
December 2023	292	0.3%



# Monthly Market Detail - December 2024

## Single-Family Homes

### Hernando County

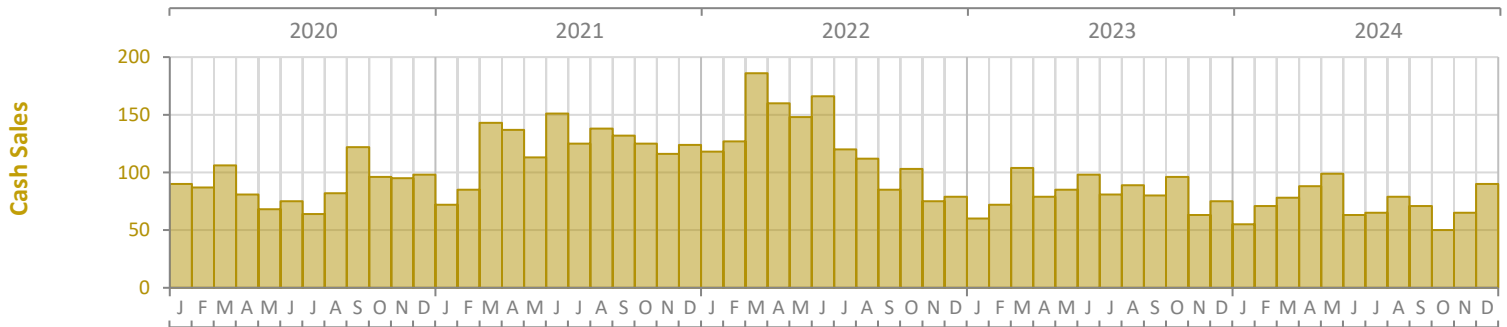


## Cash Sales

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	874	-11.0%
<b>December 2024</b>	<b>90</b>	<b>20.0%</b>
November 2024	65	3.2%
October 2024	50	-47.9%
September 2024	71	-11.3%
August 2024	79	-11.2%
July 2024	65	-19.8%
June 2024	63	-35.7%
May 2024	99	16.5%
April 2024	88	11.4%
March 2024	78	-25.0%
February 2024	71	-1.4%
January 2024	55	-8.3%
December 2023	75	-5.1%

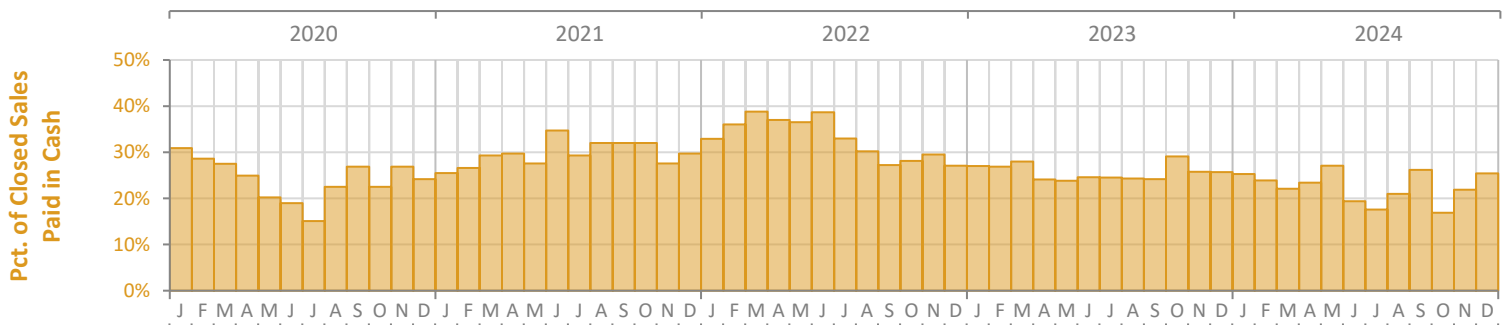


## Cash Sales as a Percentage of Closed Sales

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	22.4%	-12.5%
<b>December 2024</b>	<b>25.4%</b>	<b>-1.2%</b>
November 2024	21.9%	-15.1%
October 2024	16.9%	-41.9%
September 2024	26.2%	8.3%
August 2024	21.0%	-13.6%
July 2024	17.6%	-28.2%
June 2024	19.4%	-21.1%
May 2024	27.1%	13.9%
April 2024	23.4%	-2.9%
March 2024	22.1%	-21.1%
February 2024	23.9%	-11.2%
January 2024	25.3%	-6.3%
December 2023	25.7%	-5.2%



# Monthly Market Detail - December 2024

## Single-Family Homes

### Hernando County

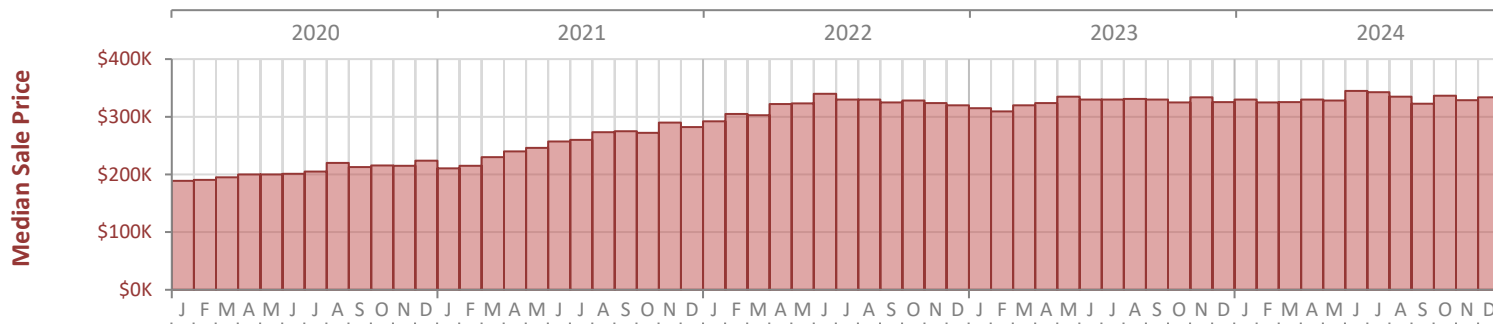


## Median Sale Price

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	\$330,000	1.5%
<b>December 2024</b>	<b>\$333,700</b>	<b>2.5%</b>
November 2024	\$328,990	-1.4%
October 2024	\$336,500	3.5%
September 2024	\$322,500	-2.2%
August 2024	\$334,900	1.2%
July 2024	\$342,853	3.9%
June 2024	\$344,900	4.5%
May 2024	\$328,000	-2.1%
April 2024	\$330,000	1.9%
March 2024	\$325,500	1.7%
February 2024	\$325,000	5.0%
January 2024	\$330,000	4.8%
December 2023	\$325,495	1.7%

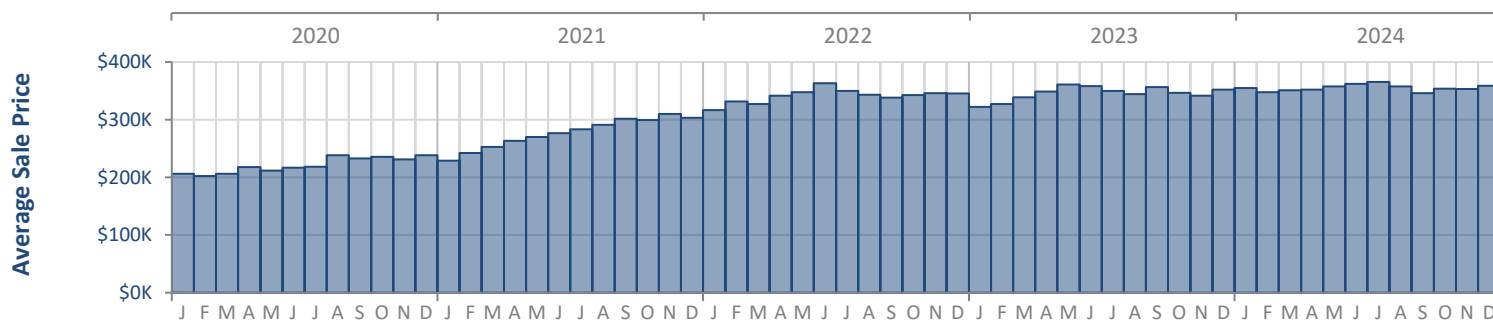


## Average Sale Price

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	\$355,307	2.4%
<b>December 2024</b>	<b>\$358,557</b>	<b>1.8%</b>
November 2024	\$353,397	3.5%
October 2024	\$353,964	2.2%
September 2024	\$345,754	-3.0%
August 2024	\$357,374	3.8%
July 2024	\$365,645	4.5%
June 2024	\$362,248	1.1%
May 2024	\$357,668	-0.9%
April 2024	\$351,847	1.0%
March 2024	\$350,741	3.5%
February 2024	\$347,580	6.2%
January 2024	\$354,830	10.2%
December 2023	\$352,050	1.9%



# Monthly Market Detail - December 2024

## Single-Family Homes

### Hernando County

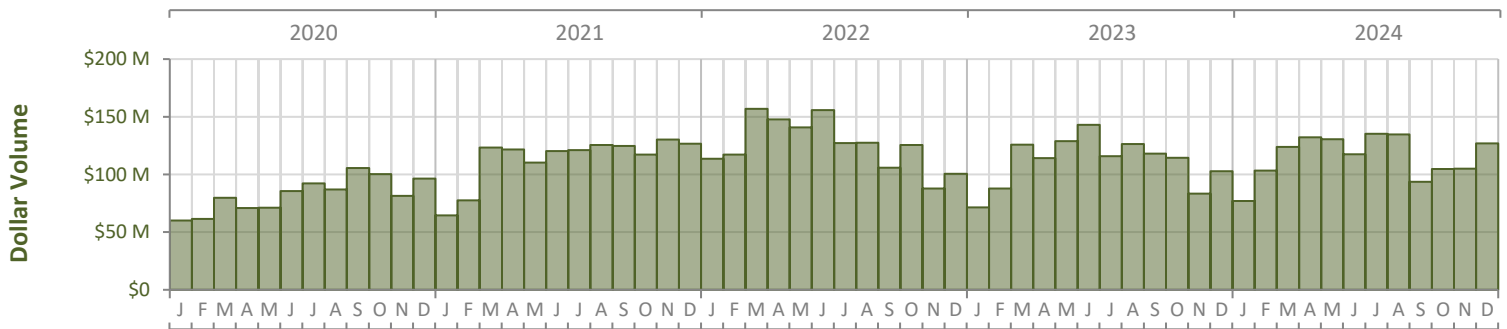


## Dollar Volume

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	\$1.4 Billion	4.0%
<b>December 2024</b>	<b>\$126.9 Million</b>	<b>23.5%</b>
November 2024	\$105.0 Million	26.0%
October 2024	\$104.8 Million	-8.4%
September 2024	\$93.7 Million	-20.6%
August 2024	\$134.7 Million	6.6%
July 2024	\$135.3 Million	16.8%
June 2024	\$117.4 Million	-17.9%
May 2024	\$130.5 Million	1.3%
April 2024	\$132.3 Million	15.7%
March 2024	\$123.8 Million	-1.5%
February 2024	\$103.2 Million	17.7%
January 2024	\$77.0 Million	7.7%
December 2023	\$102.8 Million	2.3%

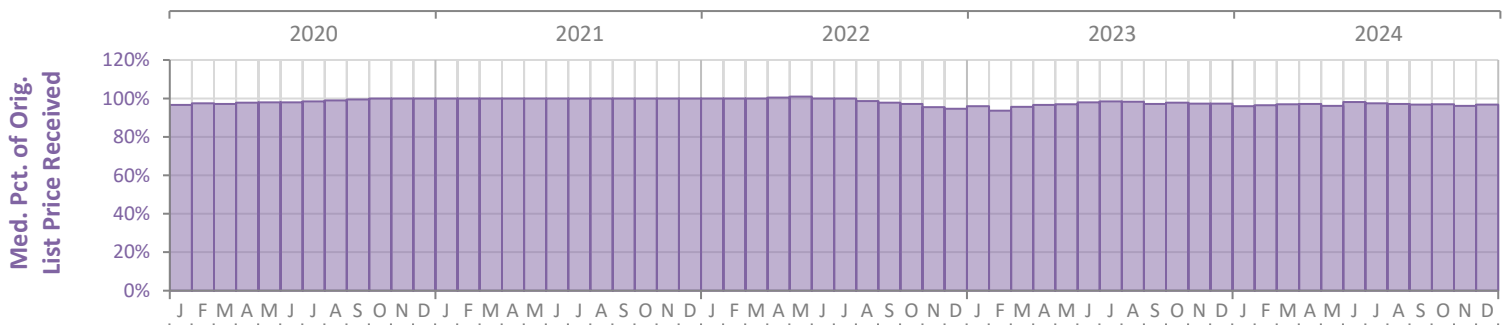


## Median Percent of Original List Price Received

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

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

Month	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
Year-to-Date	96.8%	-0.3%
<b>December 2024</b>	<b>96.8%</b>	<b>-0.5%</b>
November 2024	96.2%	-1.1%
October 2024	96.9%	-0.9%
September 2024	96.8%	-0.3%
August 2024	97.1%	-1.2%
July 2024	97.5%	-1.0%
June 2024	98.1%	0.2%
May 2024	96.2%	-0.7%
April 2024	97.1%	0.5%
March 2024	96.9%	1.4%
February 2024	96.5%	3.0%
January 2024	95.9%	0.0%
December 2023	97.3%	2.7%





# Monthly Market Detail - December 2024

## Single-Family Homes

### Hernando County

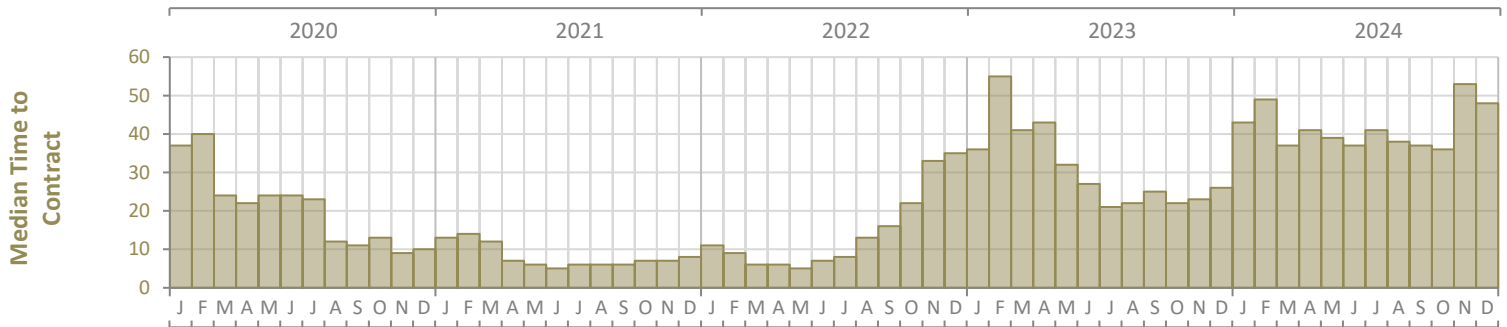


## Median Time to Contract

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	43 Days	38.7%
<b>December 2024</b>	<b>48 Days</b>	<b>84.6%</b>
November 2024	53 Days	130.4%
October 2024	36 Days	63.6%
September 2024	37 Days	48.0%
August 2024	38 Days	72.7%
July 2024	41 Days	95.2%
June 2024	37 Days	37.0%
May 2024	39 Days	21.9%
April 2024	41 Days	-4.7%
March 2024	37 Days	-9.8%
February 2024	49 Days	-10.9%
January 2024	43 Days	19.4%
December 2023	26 Days	-25.7%

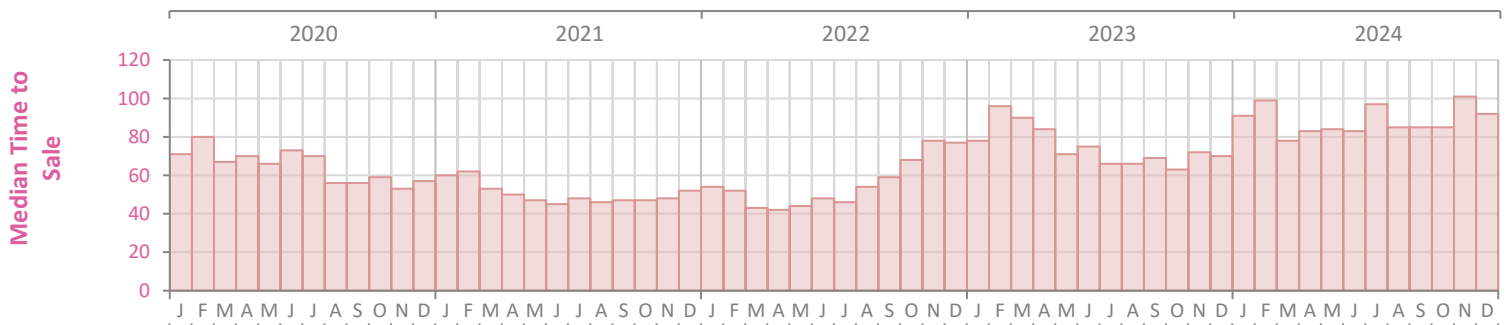


## Median Time to Sale

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	89 Days	17.1%
<b>December 2024</b>	<b>92 Days</b>	<b>31.4%</b>
November 2024	101 Days	40.3%
October 2024	85 Days	34.9%
September 2024	85 Days	23.2%
August 2024	85 Days	28.8%
July 2024	97 Days	47.0%
June 2024	83 Days	10.7%
May 2024	84 Days	18.3%
April 2024	83 Days	-1.2%
March 2024	78 Days	-13.3%
February 2024	99 Days	3.1%
January 2024	91 Days	16.7%
December 2023	70 Days	-9.1%



# Monthly Market Detail - December 2024

## Single-Family Homes

### Hernando County

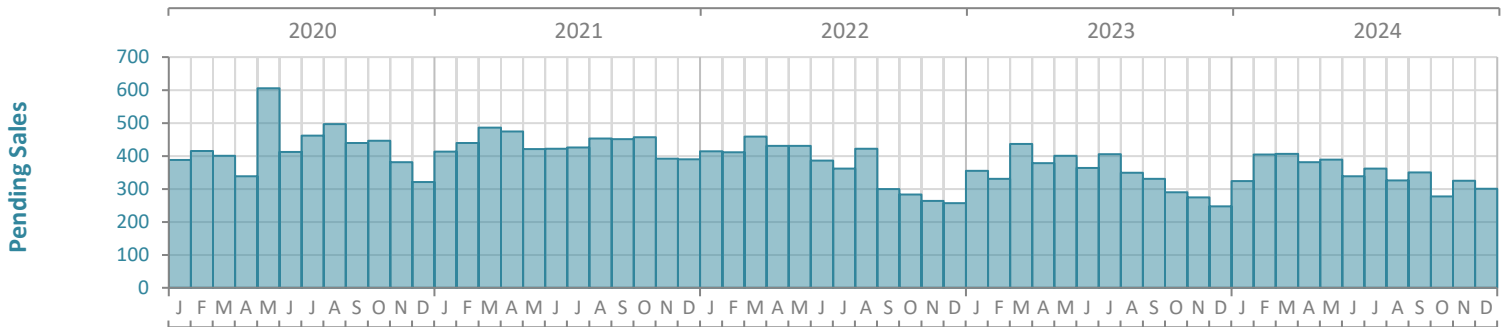


## New Pending Sales

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	4,183	0.5%
<b>December 2024</b>	<b>301</b>	<b>21.9%</b>
November 2024	325	18.6%
October 2024	277	-4.5%
September 2024	350	5.7%
August 2024	326	-6.6%
July 2024	362	-10.6%
June 2024	338	-7.1%
May 2024	389	-3.0%
April 2024	381	0.8%
March 2024	406	-6.9%
February 2024	404	22.1%
January 2024	324	-8.7%
December 2023	247	-3.9%

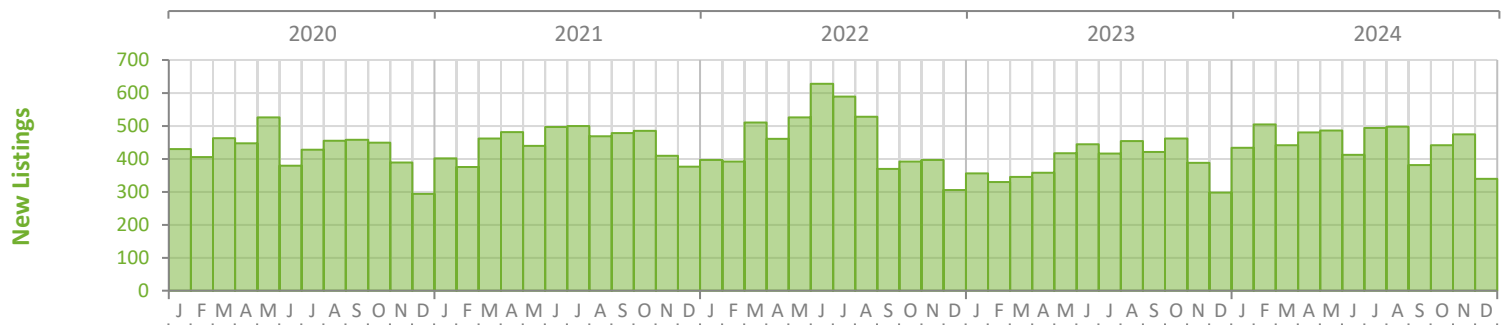


## New Listings

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	5,384	14.8%
<b>December 2024</b>	<b>339</b>	<b>13.8%</b>
November 2024	474	22.2%
October 2024	441	-4.5%
September 2024	381	-9.5%
August 2024	498	9.7%
July 2024	494	18.8%
June 2024	412	-7.2%
May 2024	486	16.5%
April 2024	480	34.1%
March 2024	441	27.8%
February 2024	504	52.7%
January 2024	434	21.9%
December 2023	298	-2.3%



# Monthly Market Detail - December 2024

## Single-Family Homes

### Hernando County

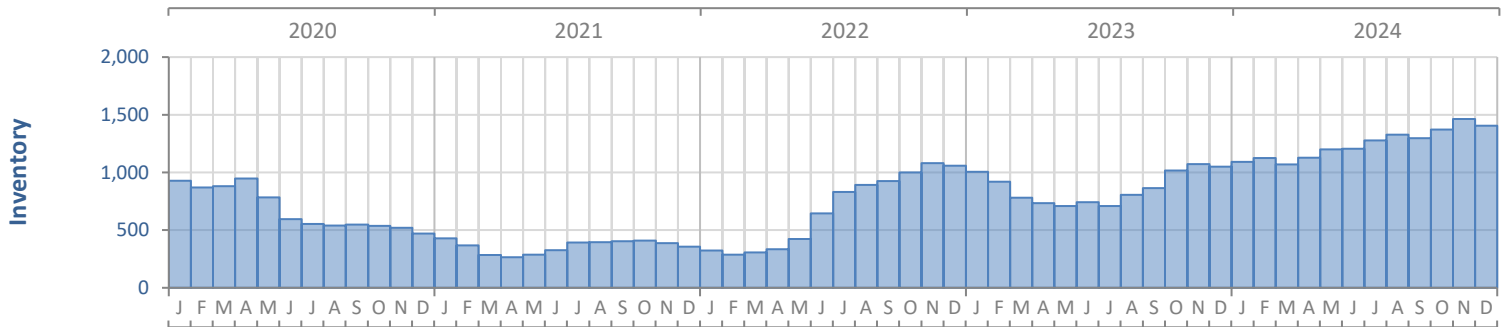


## Inventory (Active Listings)

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)	1,247	43.7%
<b>December 2024</b>	<b>1,406</b>	<b>34.0%</b>
November 2024	1,464	36.4%
October 2024	1,373	35.1%
September 2024	1,296	50.0%
August 2024	1,328	64.8%
July 2024	1,277	80.1%
June 2024	1,205	62.2%
May 2024	1,200	69.5%
April 2024	1,127	53.5%
March 2024	1,069	37.1%
February 2024	1,125	22.1%
January 2024	1,092	8.5%
December 2023	1,049	-0.9%

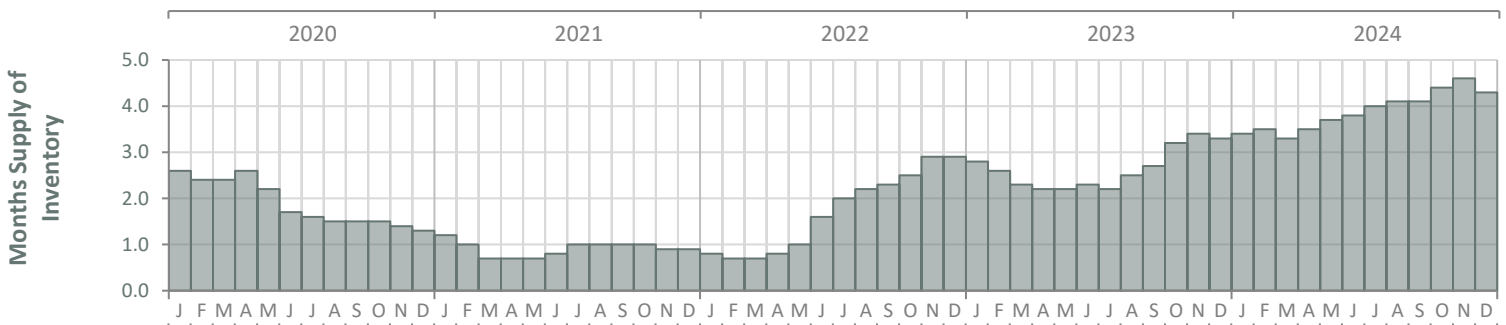


## Months Supply of Inventory

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)	3.9	50.0%
<b>December 2024</b>	<b>4.3</b>	<b>30.3%</b>
November 2024	4.6	35.3%
October 2024	4.4	37.5%
September 2024	4.1	51.9%
August 2024	4.1	64.0%
July 2024	4.0	81.8%
June 2024	3.8	65.2%
May 2024	3.7	68.2%
April 2024	3.5	59.1%
March 2024	3.3	43.5%
February 2024	3.5	34.6%
January 2024	3.4	21.4%
December 2023	3.3	13.8%





# Monthly Market Detail - December 2024

## Single-Family Homes

### Hernando County

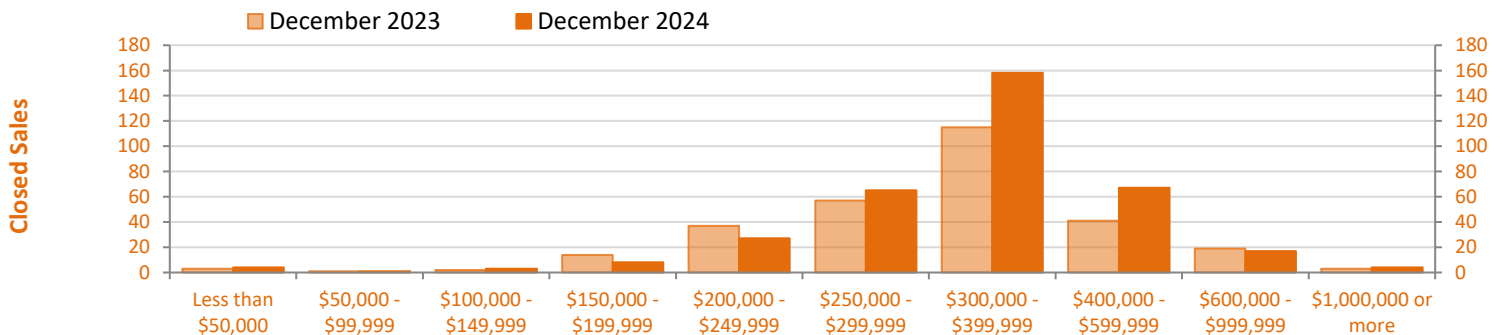


## Closed Sales by Sale Price

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	4	33.3%
\$50,000 - \$99,999	1	0.0%
\$100,000 - \$149,999	3	50.0%
\$150,000 - \$199,999	8	-42.9%
\$200,000 - \$249,999	27	-27.0%
\$250,000 - \$299,999	65	14.0%
\$300,000 - \$399,999	158	37.4%
\$400,000 - \$599,999	67	63.4%
\$600,000 - \$999,999	17	-10.5%
\$1,000,000 or more	4	33.3%

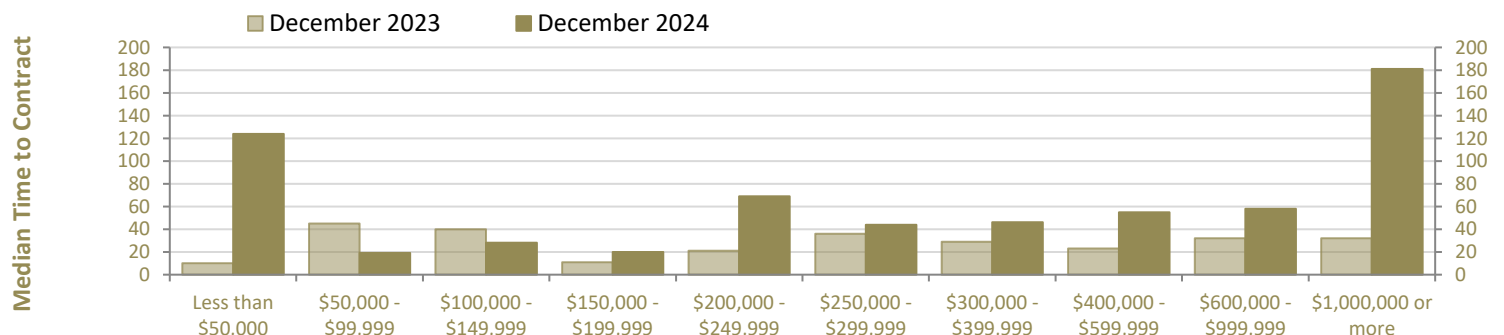


## Median Time to Contract by Sale Price

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	124 Days	1140.0%
\$50,000 - \$99,999	19 Days	-57.8%
\$100,000 - \$149,999	28 Days	-30.0%
\$150,000 - \$199,999	20 Days	81.8%
\$200,000 - \$249,999	69 Days	228.6%
\$250,000 - \$299,999	44 Days	22.2%
\$300,000 - \$399,999	46 Days	58.6%
\$400,000 - \$599,999	55 Days	139.1%
\$600,000 - \$999,999	58 Days	81.3%
\$1,000,000 or more	181 Days	465.6%



# Monthly Market Detail - December 2024

## Single-Family Homes

### Hernando County

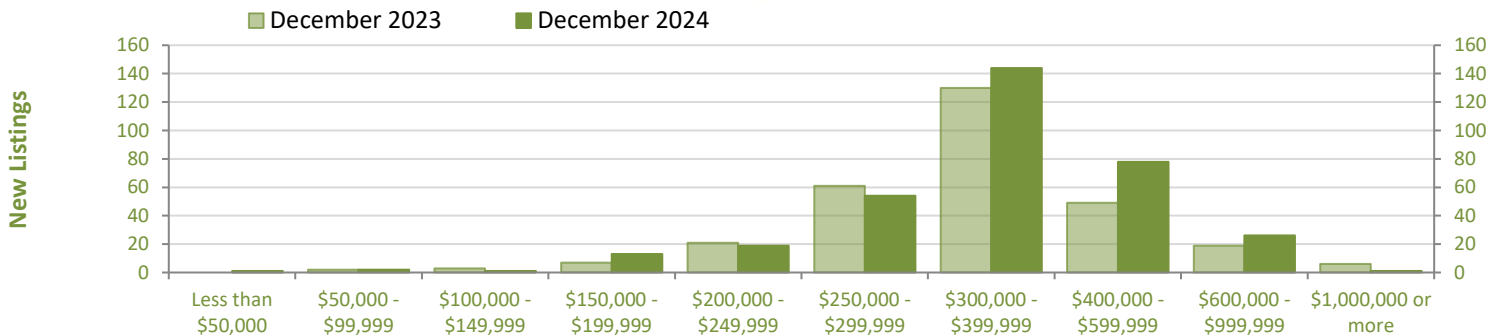


## New Listings by Initial Listing Price

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	1	N/A
\$50,000 - \$99,999	2	0.0%
\$100,000 - \$149,999	1	-66.7%
\$150,000 - \$199,999	13	85.7%
\$200,000 - \$249,999	19	-9.5%
\$250,000 - \$299,999	54	-11.5%
\$300,000 - \$399,999	144	10.8%
\$400,000 - \$599,999	78	59.2%
\$600,000 - \$999,999	26	36.8%
\$1,000,000 or more	1	-83.3%

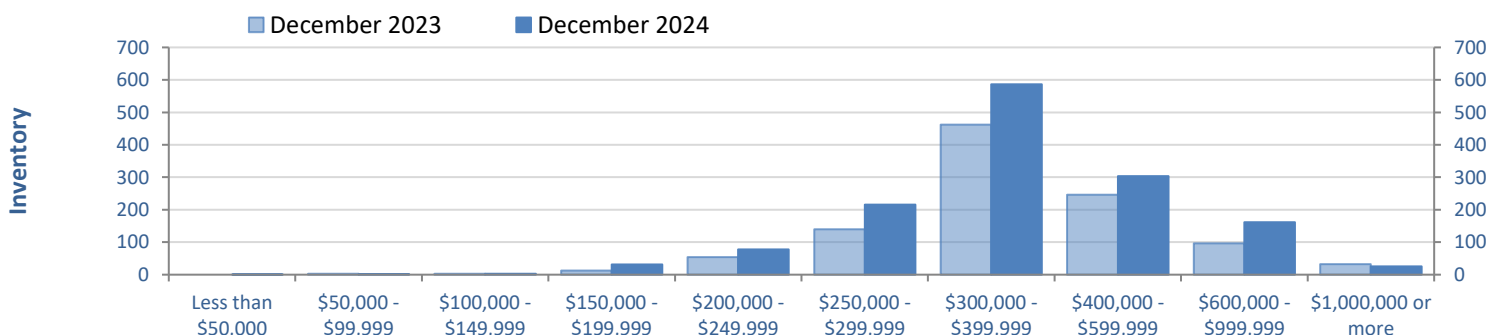


## Inventory by Current Listing Price

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.

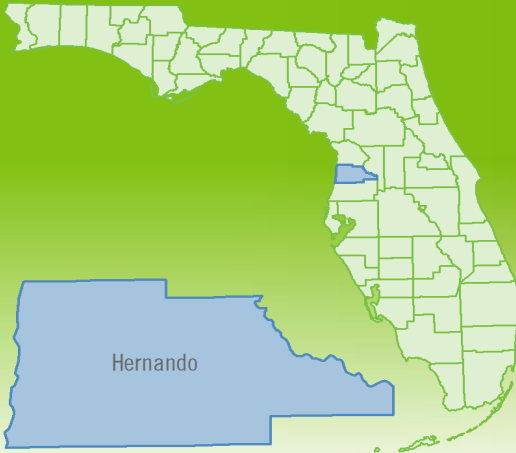
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	1	N/A
\$50,000 - \$99,999	2	-33.3%
\$100,000 - \$149,999	3	0.0%
\$150,000 - \$199,999	31	138.5%
\$200,000 - \$249,999	78	44.4%
\$250,000 - \$299,999	216	54.3%
\$300,000 - \$399,999	586	26.8%
\$400,000 - \$599,999	303	23.2%
\$600,000 - \$999,999	161	67.7%
\$1,000,000 or more	25	-21.9%



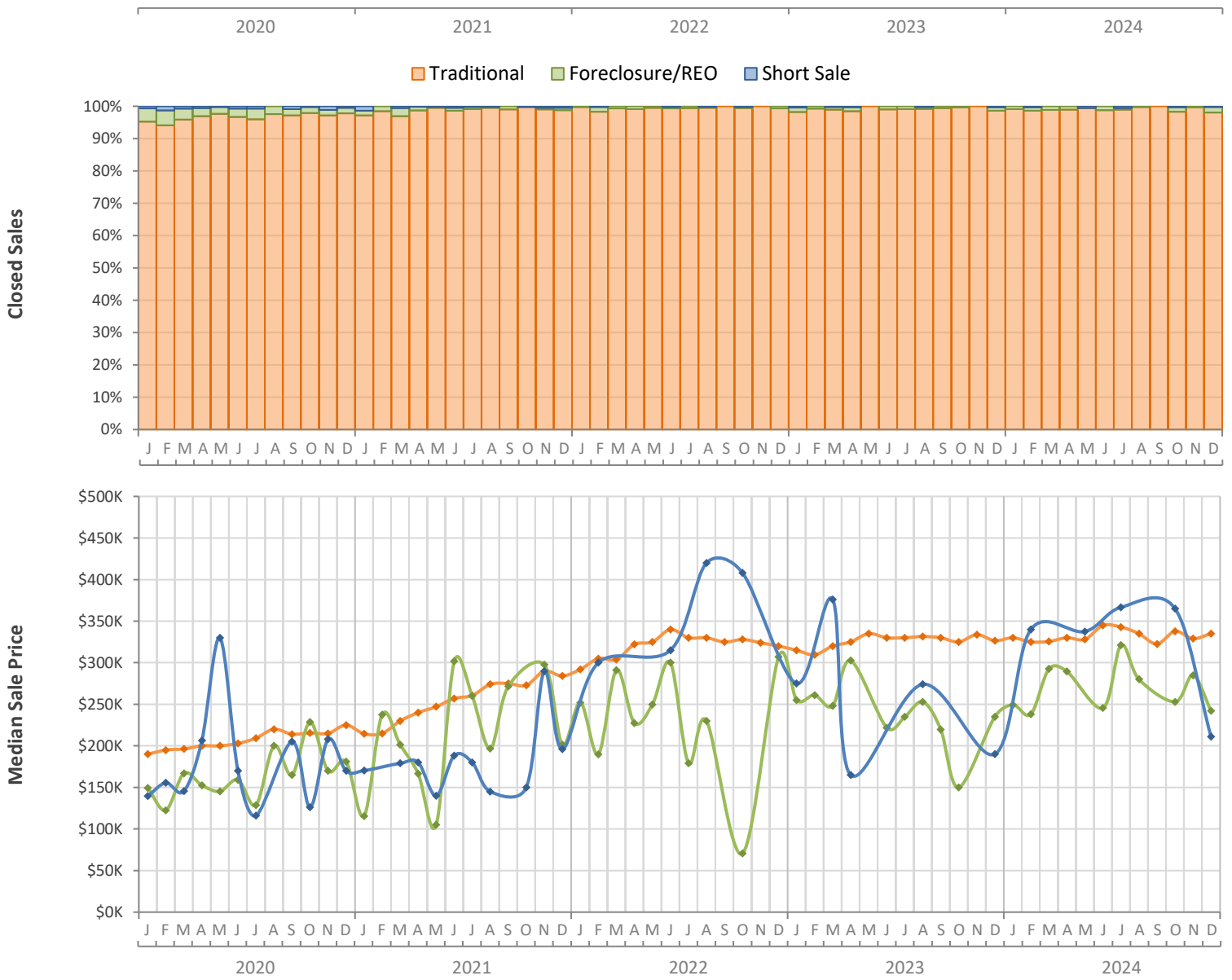
# Monthly Distressed Market - December 2024

## Single-Family Homes

### Hernando County



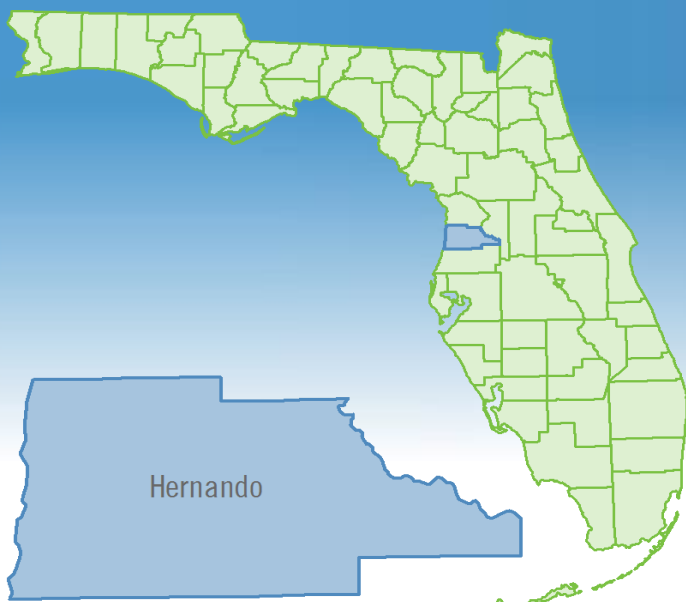
		December 2024	December 2023	Percent Change Year-over-Year
Traditional	Closed Sales	347	288	20.5%
	Median Sale Price	\$334,990	\$326,490	2.6%
Foreclosure/REO	Closed Sales	6	3	100.0%
	Median Sale Price	\$242,000	\$235,000	3.0%
Short Sale	Closed Sales	1	1	0.0%
	Median Sale Price	\$211,000	\$190,000	11.1%



# Monthly Market Detail - December 2024

## Townhouses and Condos

### Hernando County



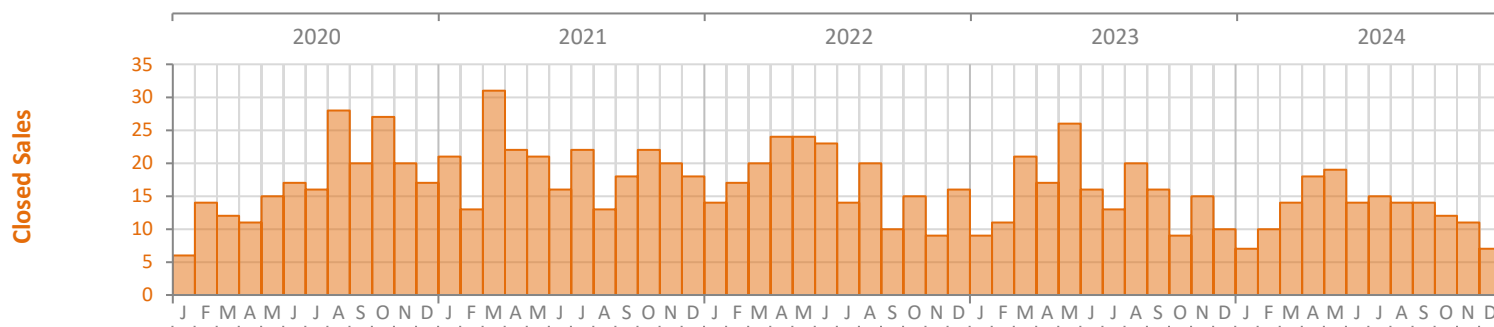
Summary Statistics	December 2024	December 2023	Percent Change Year-over-Year
Closed Sales	7	10	-30.0%
Paid in Cash	3	3	0.0%
Median Sale Price	\$230,000	\$197,450	16.5%
Average Sale Price	\$249,570	\$221,668	12.6%
Dollar Volume	\$1.7 Million	\$2.2 Million	-21.2%
Median Percent of Original List Price Received	94.7%	100.0%	-5.3%
Median Time to Contract	38 Days	17 Days	123.5%
Median Time to Sale	69 Days	35 Days	97.1%
New Pending Sales	7	9	-22.2%
New Listings	11	11	0.0%
Pending Inventory	8	9	-11.1%
Inventory (Active Listings)	50	49	2.0%
Months Supply of Inventory	3.9	3.2	21.9%

## 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	155	-15.3%
<b>December 2024</b>	<b>7</b>	<b>-30.0%</b>
November 2024	11	-26.7%
October 2024	12	33.3%
September 2024	14	-12.5%
August 2024	14	-30.0%
July 2024	15	15.4%
June 2024	14	-12.5%
May 2024	19	-26.9%
April 2024	18	5.9%
March 2024	14	-33.3%
February 2024	10	-9.1%
January 2024	7	-22.2%
December 2023	10	-37.5%



# Monthly Market Detail - December 2024

## Townhouses and Condos

### Hernando County

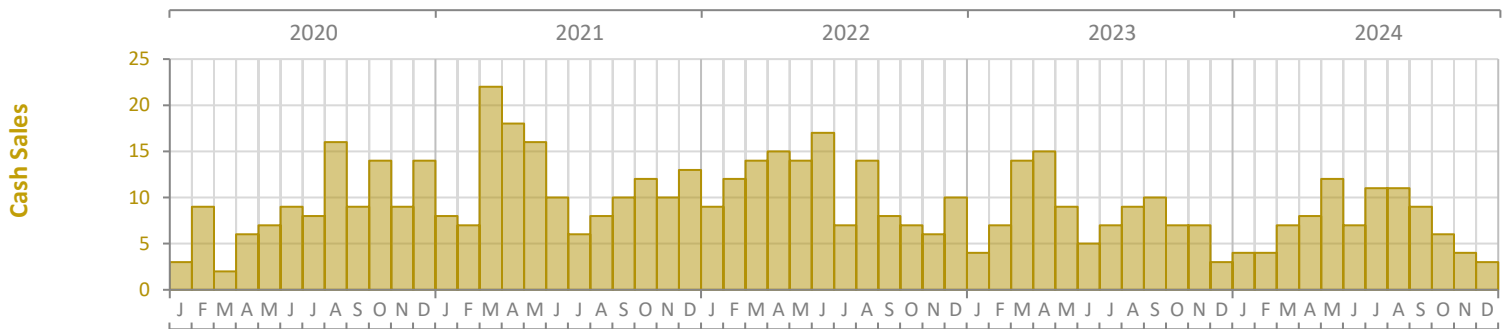


## Cash Sales

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	86	-11.3%
<b>December 2024</b>	<b>3</b>	<b>0.0%</b>
November 2024	4	-42.9%
October 2024	6	-14.3%
September 2024	9	-10.0%
August 2024	11	22.2%
July 2024	11	57.1%
June 2024	7	40.0%
May 2024	12	33.3%
April 2024	8	-46.7%
March 2024	7	-50.0%
February 2024	4	-42.9%
January 2024	4	0.0%
December 2023	3	-70.0%

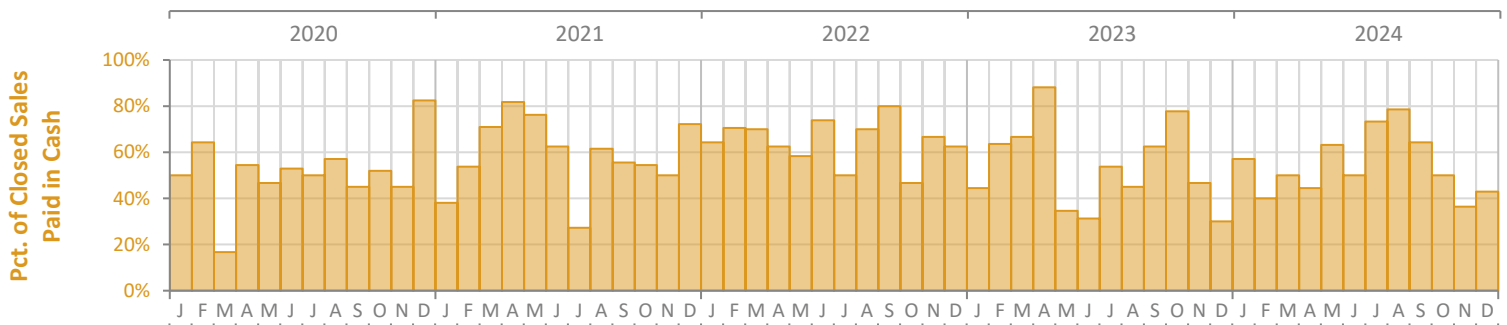


## Cash Sales as a Percentage of Closed Sales

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	55.5%	4.7%
<b>December 2024</b>	<b>42.9%</b>	<b>43.0%</b>
November 2024	36.4%	-22.1%
October 2024	50.0%	-35.7%
September 2024	64.3%	2.9%
August 2024	78.6%	74.7%
July 2024	73.3%	36.2%
June 2024	50.0%	59.7%
May 2024	63.2%	82.7%
April 2024	44.4%	-49.7%
March 2024	50.0%	-25.0%
February 2024	40.0%	-37.1%
January 2024	57.1%	28.6%
December 2023	30.0%	-52.0%





# Monthly Market Detail - December 2024

## Townhouses and Condos

### Hernando County

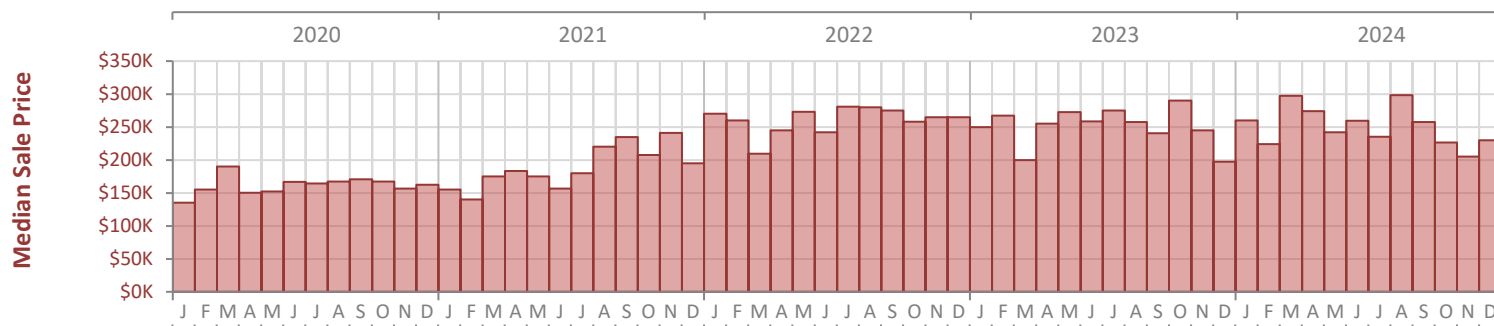


## Median Sale Price

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	\$231,500	-9.2%
<b>December 2024</b>	<b>\$230,000</b>	<b>16.5%</b>
November 2024	\$205,333	-16.2%
October 2024	\$226,500	-21.9%
September 2024	\$257,500	7.0%
August 2024	\$298,238	15.8%
July 2024	\$235,000	-14.5%
June 2024	\$259,500	0.4%
May 2024	\$242,000	-11.2%
April 2024	\$274,150	7.5%
March 2024	\$297,450	48.7%
February 2024	\$224,000	-16.3%
January 2024	\$259,900	4.0%
December 2023	\$197,450	-25.5%

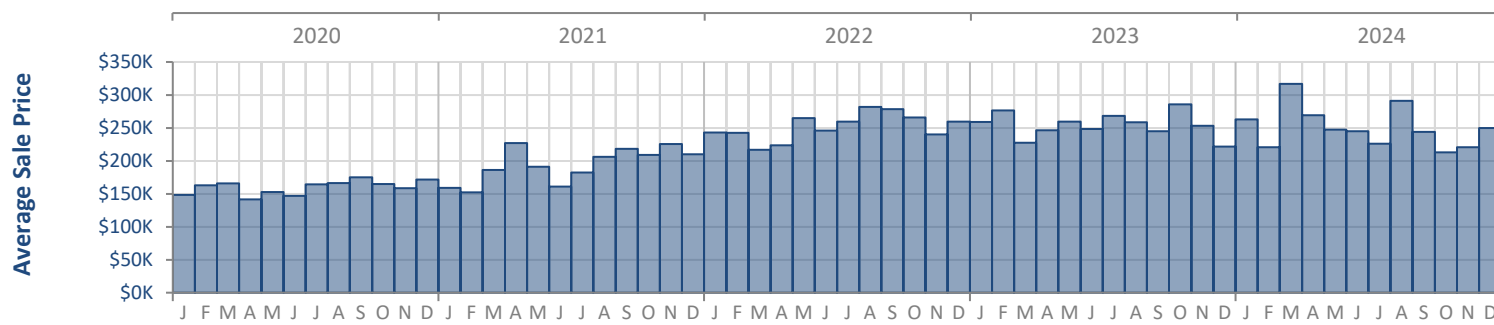


## Average Sale Price

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	\$251,991	-0.2%
<b>December 2024</b>	<b>\$249,570</b>	<b>12.6%</b>
November 2024	\$220,767	-12.8%
October 2024	\$212,708	-25.5%
September 2024	\$243,864	-0.4%
August 2024	\$291,177	12.6%
July 2024	\$225,917	-15.8%
June 2024	\$244,760	-1.4%
May 2024	\$247,266	-4.7%
April 2024	\$269,225	9.2%
March 2024	\$316,843	39.3%
February 2024	\$220,550	-20.2%
January 2024	\$262,757	1.4%
December 2023	\$221,668	-14.5%



# Monthly Market Detail - December 2024

## Townhouses and Condos

### Hernando County

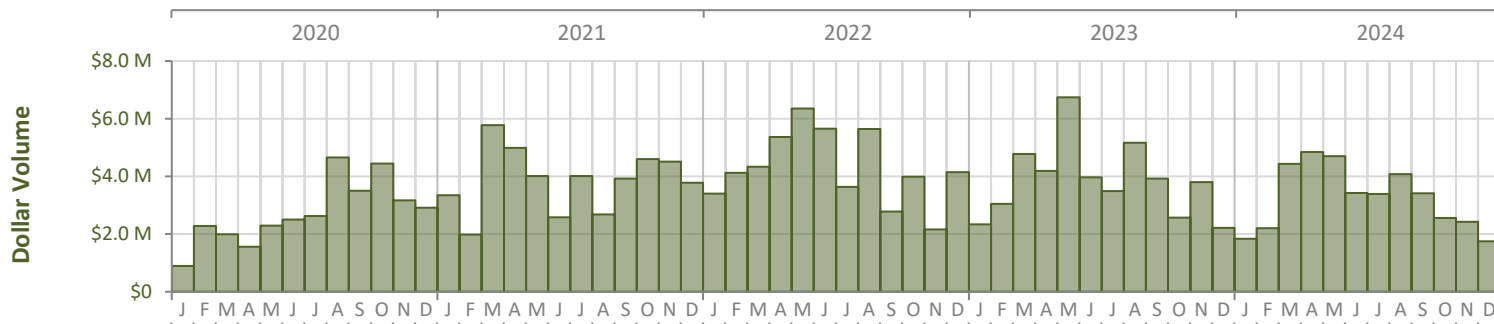


## Dollar Volume

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	\$39.1 Million	-15.5%
<b>December 2024</b>	<b>\$1.7 Million</b>	<b>-21.2%</b>
November 2024	\$2.4 Million	-36.0%
October 2024	\$2.6 Million	-0.7%
September 2024	\$3.4 Million	-12.9%
August 2024	\$4.1 Million	-21.2%
July 2024	\$3.4 Million	-2.8%
June 2024	\$3.4 Million	-13.7%
May 2024	\$4.7 Million	-30.3%
April 2024	\$4.8 Million	15.7%
March 2024	\$4.4 Million	-7.2%
February 2024	\$2.2 Million	-27.5%
January 2024	\$1.8 Million	-21.1%
December 2023	\$2.2 Million	-46.6%

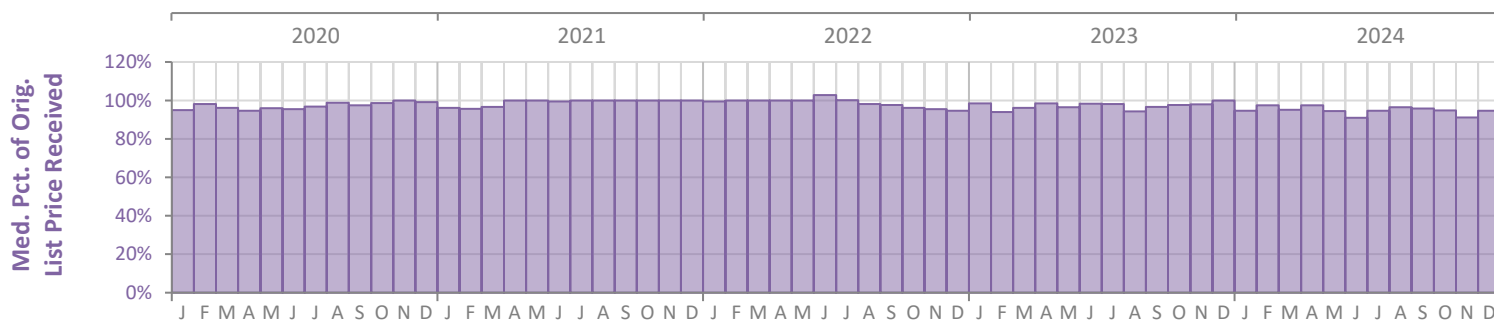


## Median Percent of Original List Price Received

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	95.3%	-2.1%
<b>December 2024</b>	<b>94.7%</b>	<b>-5.3%</b>
November 2024	91.2%	-6.8%
October 2024	94.8%	-3.0%
September 2024	95.8%	-0.9%
August 2024	96.5%	2.3%
July 2024	94.6%	-3.6%
June 2024	91.0%	-7.4%
May 2024	94.4%	-2.2%
April 2024	97.5%	-0.9%
March 2024	95.2%	-0.9%
February 2024	97.4%	3.7%
January 2024	94.7%	-3.9%
December 2023	100.0%	5.7%



# Monthly Market Detail - December 2024

## Townhouses and Condos

### Hernando County

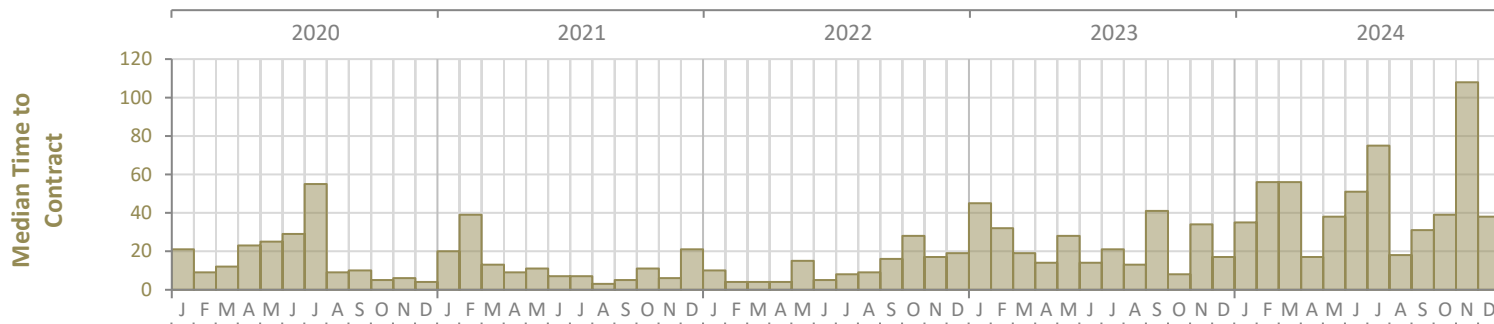


## Median Time to Contract

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	46 Days	142.1%
<b>December 2024</b>	<b>38 Days</b>	<b>123.5%</b>
November 2024	108 Days	217.6%
October 2024	39 Days	387.5%
September 2024	31 Days	-24.4%
August 2024	18 Days	38.5%
July 2024	75 Days	257.1%
June 2024	51 Days	264.3%
May 2024	38 Days	35.7%
April 2024	17 Days	21.4%
March 2024	56 Days	194.7%
February 2024	56 Days	75.0%
January 2024	35 Days	-22.2%
December 2023	17 Days	-10.5%

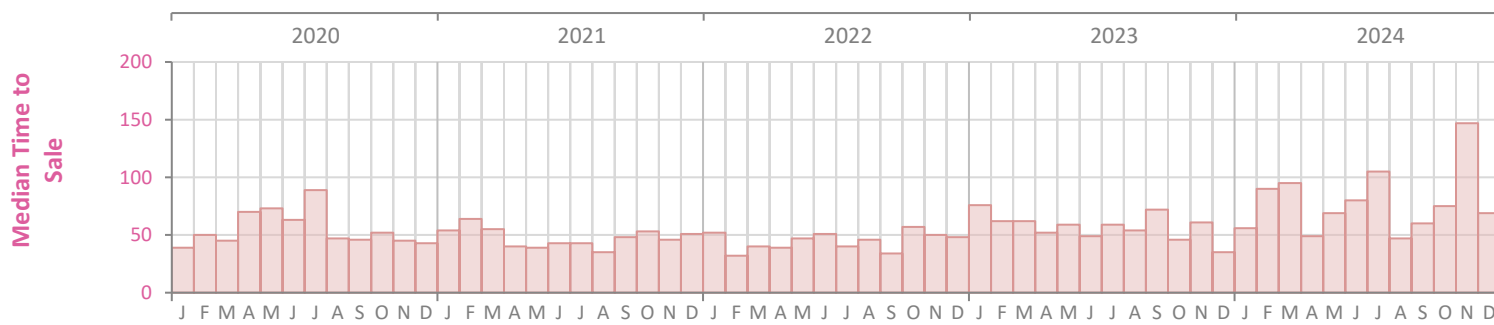


## Median Time to Sale

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	84 Days	44.8%
<b>December 2024</b>	<b>69 Days</b>	<b>97.1%</b>
November 2024	147 Days	141.0%
October 2024	75 Days	63.0%
September 2024	60 Days	-16.7%
August 2024	47 Days	-13.0%
July 2024	105 Days	78.0%
June 2024	80 Days	63.3%
May 2024	69 Days	16.9%
April 2024	49 Days	-5.8%
March 2024	95 Days	53.2%
February 2024	90 Days	45.2%
January 2024	56 Days	-26.3%
December 2023	35 Days	-27.1%



# Monthly Market Detail - December 2024

## Townhouses and Condos

### Hernando County

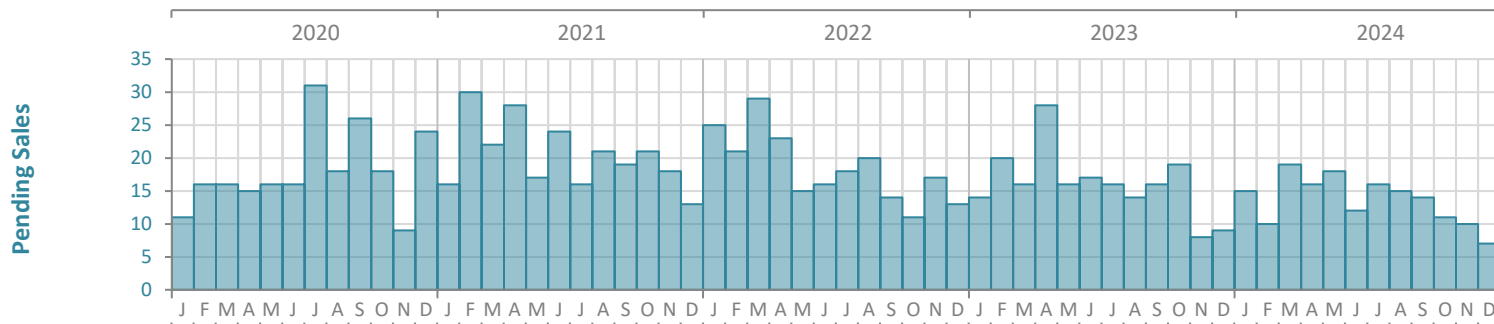


## New Pending Sales

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	163	-15.5%
<b>December 2024</b>	<b>7</b>	<b>-22.2%</b>
November 2024	10	25.0%
October 2024	11	-42.1%
September 2024	14	-12.5%
August 2024	15	7.1%
July 2024	16	0.0%
June 2024	12	-29.4%
May 2024	18	12.5%
April 2024	16	-42.9%
March 2024	19	18.8%
February 2024	10	-50.0%
January 2024	15	7.1%
December 2023	9	-30.8%

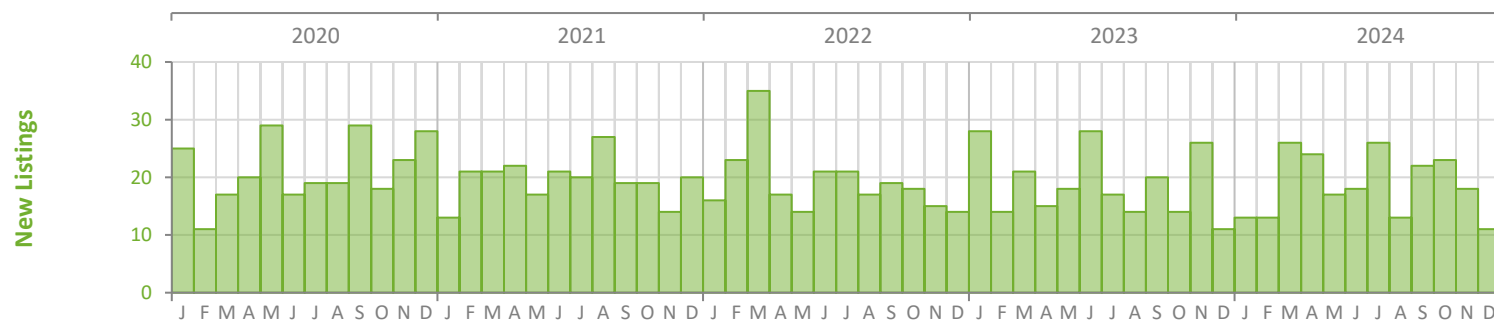


## New Listings

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	224	-0.9%
<b>December 2024</b>	<b>11</b>	<b>0.0%</b>
November 2024	18	-30.8%
October 2024	23	64.3%
September 2024	22	10.0%
August 2024	13	-7.1%
July 2024	26	52.9%
June 2024	18	-35.7%
May 2024	17	-5.6%
April 2024	24	60.0%
March 2024	26	23.8%
February 2024	13	-7.1%
January 2024	13	-53.6%
December 2023	11	-21.4%



# Monthly Market Detail - December 2024

## Townhouses and Condos

### Hernando County

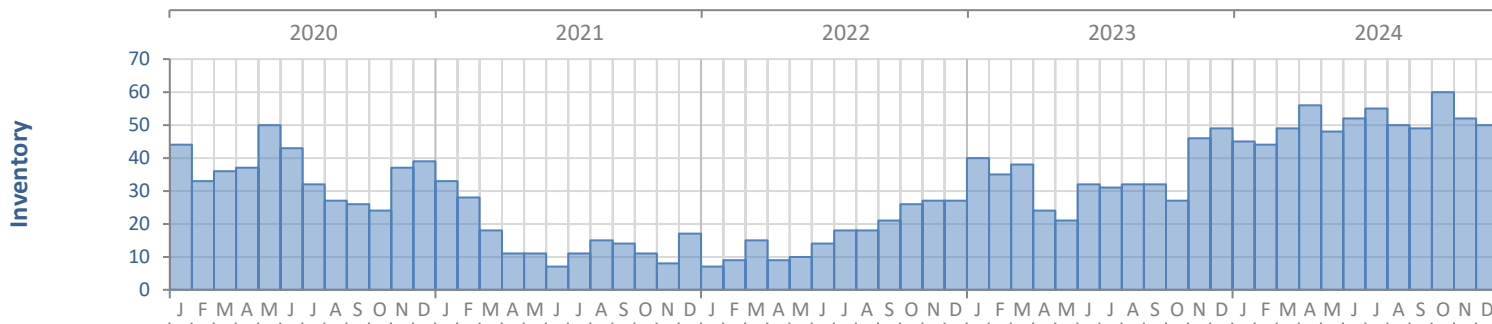


## Inventory (Active Listings)

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)	51	49.9%
<b>December 2024</b>	<b>50</b>	<b>2.0%</b>
November 2024	52	13.0%
October 2024	60	122.2%
September 2024	49	53.1%
August 2024	50	56.3%
July 2024	55	77.4%
June 2024	52	62.5%
May 2024	48	128.6%
April 2024	56	133.3%
March 2024	49	28.9%
February 2024	44	25.7%
January 2024	45	12.5%
December 2023	49	81.5%

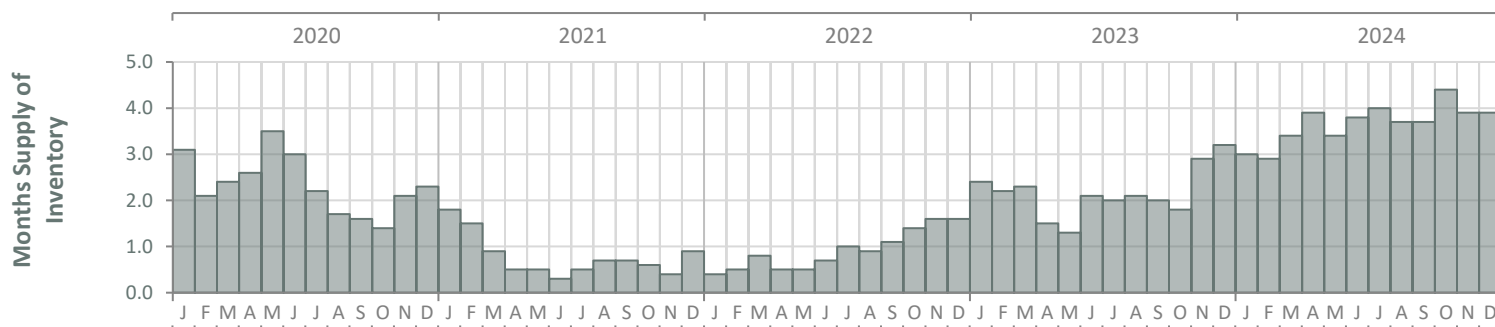


## Months Supply of Inventory

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)	3.7	68.2%
<b>December 2024</b>	<b>3.9</b>	<b>21.9%</b>
November 2024	3.9	34.5%
October 2024	4.4	144.4%
September 2024	3.7	85.0%
August 2024	3.7	76.2%
July 2024	4.0	100.0%
June 2024	3.8	81.0%
May 2024	3.4	161.5%
April 2024	3.9	160.0%
March 2024	3.4	47.8%
February 2024	2.9	31.8%
January 2024	3.0	25.0%
December 2023	3.2	100.0%





# Monthly Market Detail - December 2024

## Townhouses and Condos

### Hernando County

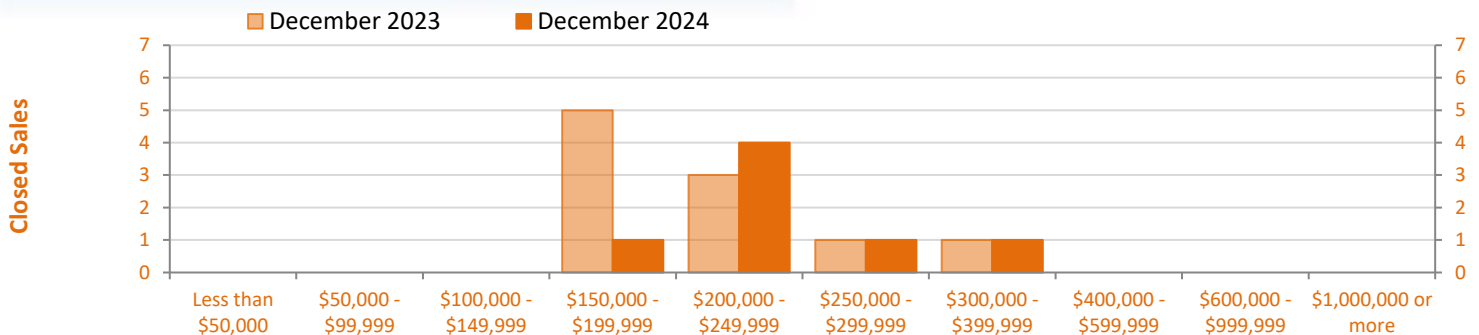


## Closed Sales by Sale Price

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	0	N/A
\$100,000 - \$149,999	0	N/A
\$150,000 - \$199,999	1	-80.0%
\$200,000 - \$249,999	4	33.3%
\$250,000 - \$299,999	1	0.0%
\$300,000 - \$399,999	1	0.0%
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

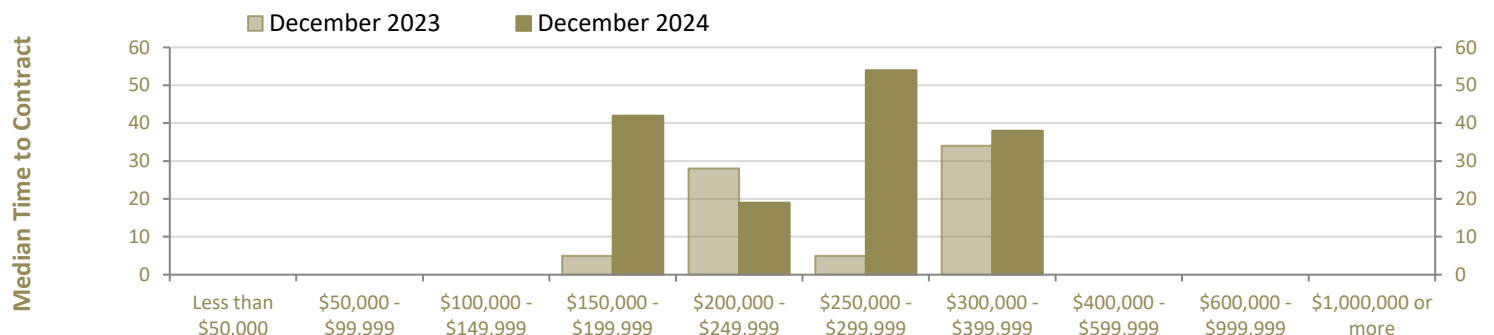


## Median Time to Contract by Sale Price

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

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

Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$50,000	(No Sales)	N/A
\$50,000 - \$99,999	(No Sales)	N/A
\$100,000 - \$149,999	(No Sales)	N/A
\$150,000 - \$199,999	42 Days	740.0%
\$200,000 - \$249,999	19 Days	-32.1%
\$250,000 - \$299,999	54 Days	980.0%
\$300,000 - \$399,999	38 Days	11.8%
\$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 - December 2024

## Townhouses and Condos

### Hernando County

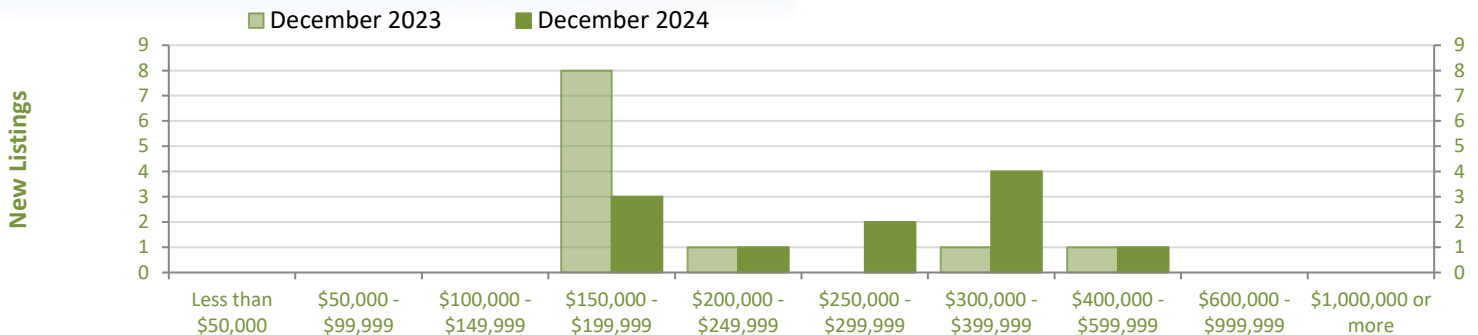


## New Listings by Initial Listing Price

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	0	N/A
\$100,000 - \$149,999	0	N/A
\$150,000 - \$199,999	3	-62.5%
\$200,000 - \$249,999	1	0.0%
\$250,000 - \$299,999	2	N/A
\$300,000 - \$399,999	4	300.0%
\$400,000 - \$599,999	1	0.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

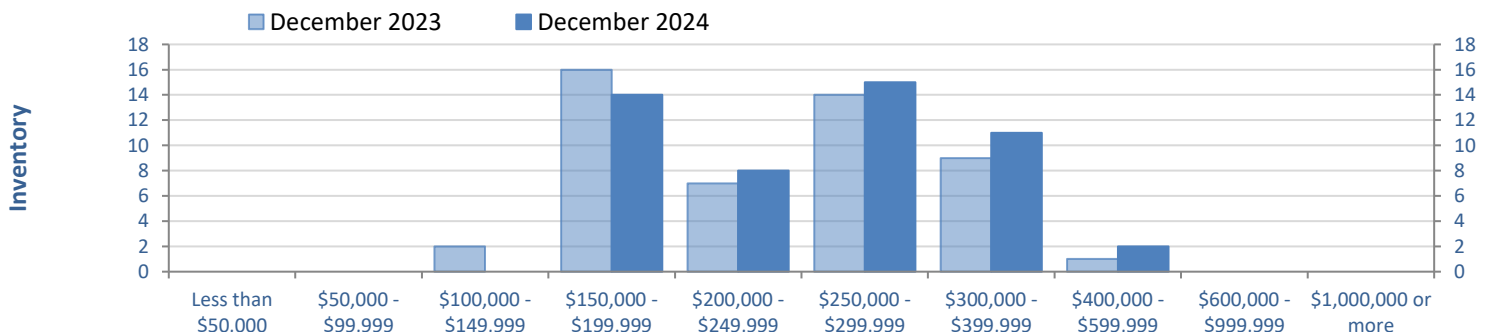


## Inventory by Current Listing Price

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

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

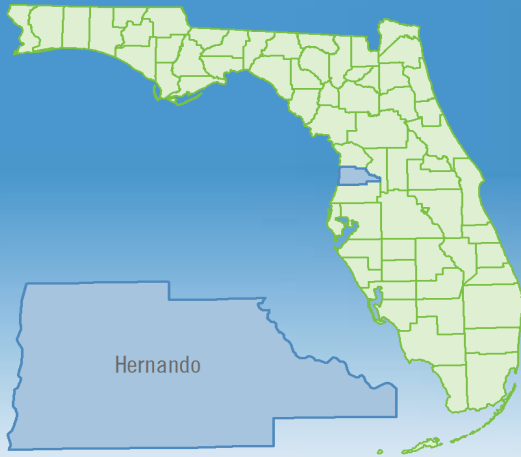
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	0	N/A
\$100,000 - \$149,999	0	-100.0%
\$150,000 - \$199,999	14	-12.5%
\$200,000 - \$249,999	8	14.3%
\$250,000 - \$299,999	15	7.1%
\$300,000 - \$399,999	11	22.2%
\$400,000 - \$599,999	2	100.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A



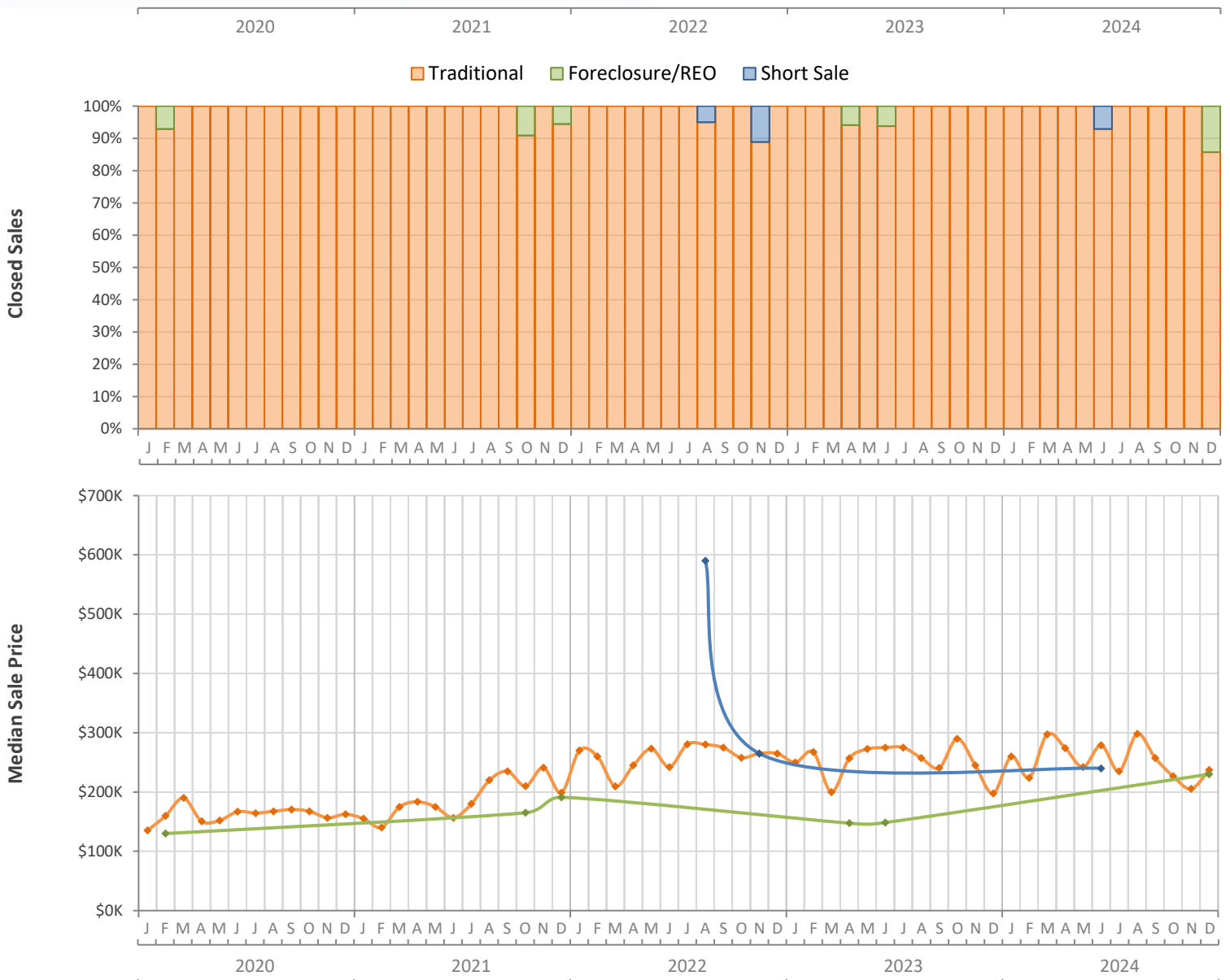
# Monthly Distressed Market - December 2024

## Townhouses and Condos

### Hernando County



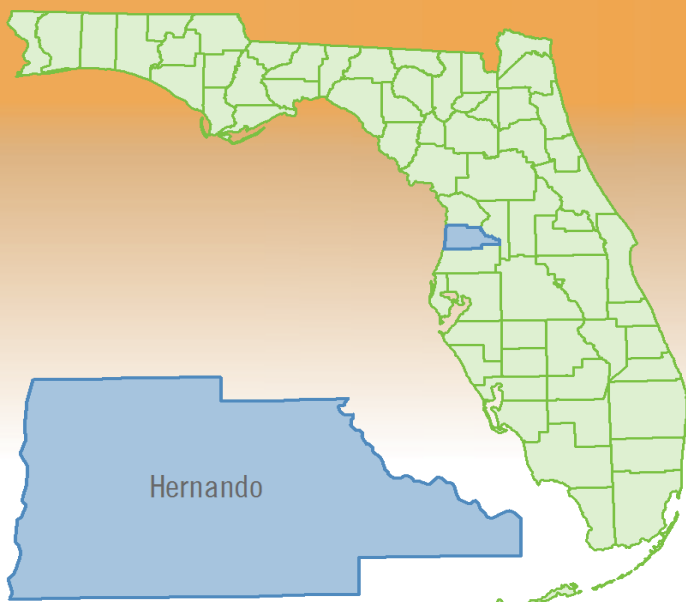
		December 2024	December 2023	Percent Change Year-over-Year
Traditional	Closed Sales	6	10	-40.0%
	Median Sale Price	\$237,000	\$197,450	20.0%
Foreclosure/REO	Closed Sales	1	0	N/A
	Median Sale Price	\$230,000	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



# Monthly Market Detail - December 2024

## Manufactured Homes

### Hernando County



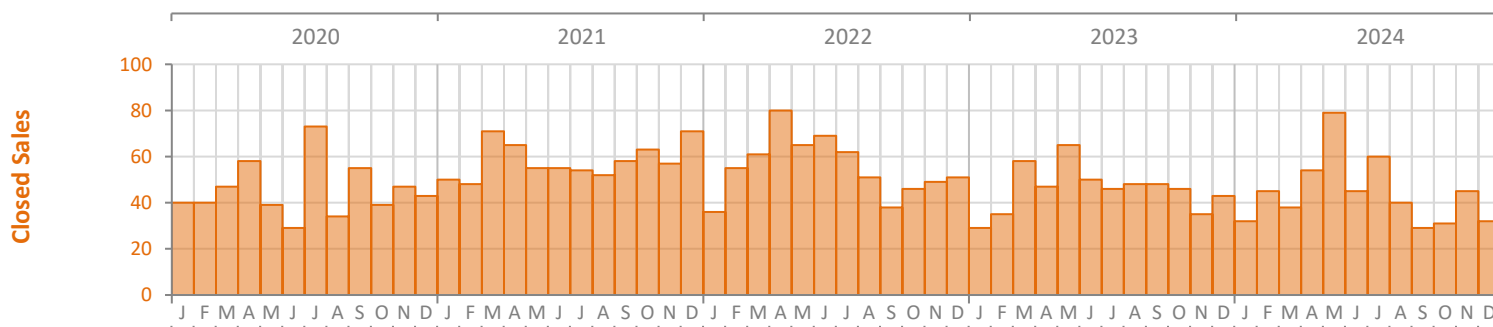
Summary Statistics	December 2024	December 2023	Percent Change Year-over-Year
Closed Sales	32	43	-25.6%
Paid in Cash	14	22	-36.4%
Median Sale Price	\$187,750	\$162,900	15.3%
Average Sale Price	\$201,500	\$166,684	20.9%
Dollar Volume	\$6.4 Million	\$7.2 Million	-10.0%
Median Percent of Original List Price Received	93.2%	93.5%	-0.3%
Median Time to Contract	54 Days	36 Days	50.0%
Median Time to Sale	86 Days	67 Days	28.4%
New Pending Sales	44	32	37.5%
New Listings	52	46	13.0%
Pending Inventory	52	33	57.6%
Inventory (Active Listings)	205	182	12.6%
Months Supply of Inventory	4.6	4.0	15.0%

## 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	530	-3.6%
<b>December 2024</b>	<b>32</b>	<b>-25.6%</b>
November 2024	45	28.6%
October 2024	31	-32.6%
September 2024	29	-39.6%
August 2024	40	-16.7%
July 2024	60	30.4%
June 2024	45	-10.0%
May 2024	79	21.5%
April 2024	54	14.9%
March 2024	38	-34.5%
February 2024	45	28.6%
January 2024	32	10.3%
December 2023	43	-15.7%



# Monthly Market Detail - December 2024

## Manufactured Homes

### Hernando County

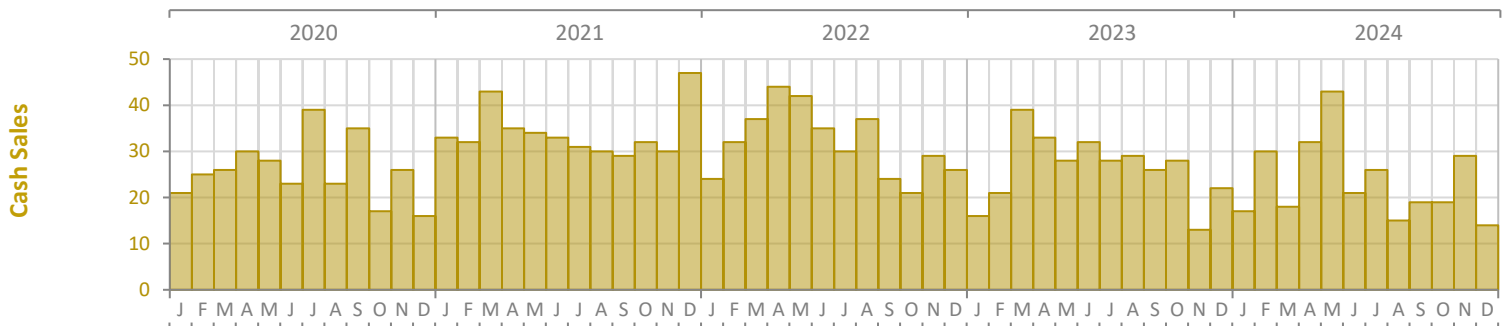


## Cash Sales

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	283	-10.2%
<b>December 2024</b>	<b>14</b>	<b>-36.4%</b>
November 2024	29	123.1%
October 2024	19	-32.1%
September 2024	19	-26.9%
August 2024	15	-48.3%
July 2024	26	-7.1%
June 2024	21	-34.4%
May 2024	43	53.6%
April 2024	32	-3.0%
March 2024	18	-53.8%
February 2024	30	42.9%
January 2024	17	6.3%
December 2023	22	-15.4%

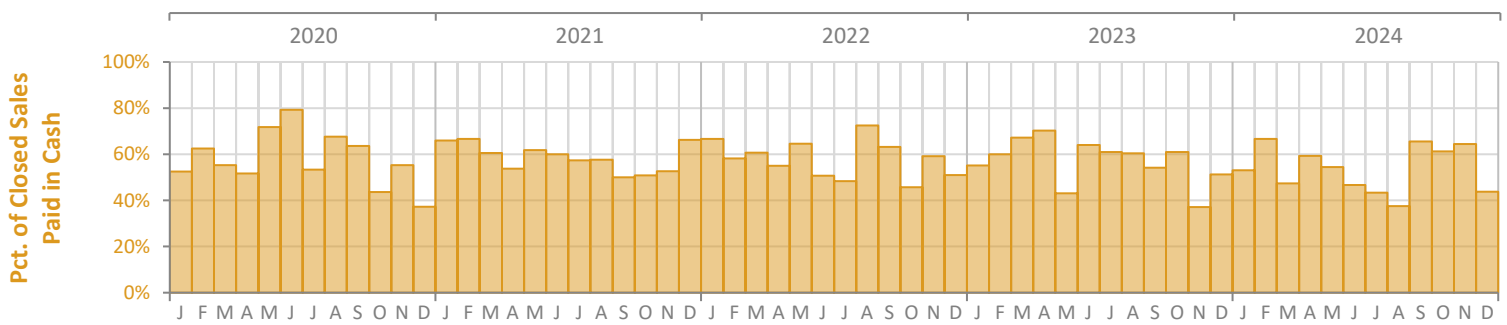


## Cash Sales as a Percentage of Closed Sales

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

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

Month	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Year-to-Date	53.4%	-6.8%
<b>December 2024</b>	<b>43.8%</b>	<b>-14.5%</b>
November 2024	64.4%	73.6%
October 2024	61.3%	0.7%
September 2024	65.5%	20.8%
August 2024	37.5%	-37.9%
July 2024	43.3%	-28.9%
June 2024	46.7%	-27.0%
May 2024	54.4%	26.2%
April 2024	59.3%	-15.5%
March 2024	47.4%	-29.5%
February 2024	66.7%	11.2%
January 2024	53.1%	-3.8%
December 2023	51.2%	0.4%





# Monthly Market Detail - December 2024

## Manufactured Homes

### Hernando County

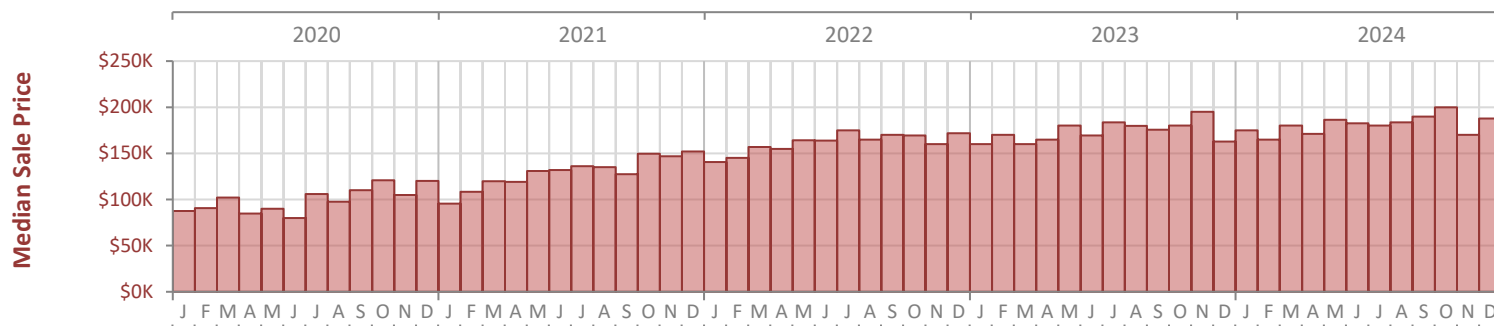


## Median Sale Price

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	\$179,000	2.6%
<b>December 2024</b>	<b>\$187,750</b>	<b>15.3%</b>
November 2024	\$170,000	-12.8%
October 2024	\$200,000	11.1%
September 2024	\$190,000	8.3%
August 2024	\$183,500	2.0%
July 2024	\$180,000	-2.0%
June 2024	\$182,500	7.7%
May 2024	\$186,250	3.5%
April 2024	\$171,000	3.6%
March 2024	\$180,000	12.5%
February 2024	\$165,000	-2.9%
January 2024	\$175,000	9.4%
December 2023	\$162,900	-5.3%

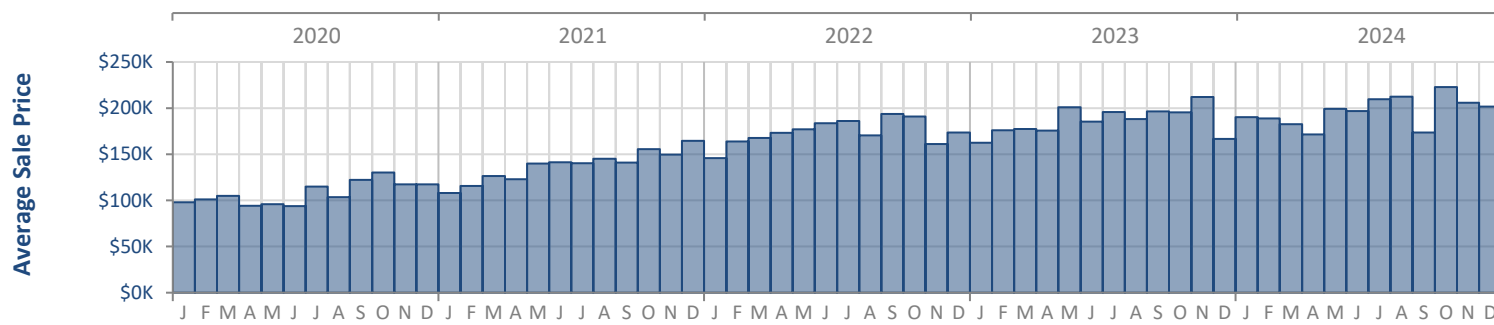


## Average Sale Price

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	\$196,424	5.1%
<b>December 2024</b>	<b>\$201,500</b>	<b>20.9%</b>
November 2024	\$205,717	-2.9%
October 2024	\$222,885	14.1%
September 2024	\$173,497	-11.6%
August 2024	\$212,463	12.9%
July 2024	\$209,713	7.1%
June 2024	\$196,676	6.0%
May 2024	\$199,380	-0.8%
April 2024	\$171,513	-2.5%
March 2024	\$182,547	2.8%
February 2024	\$188,764	7.2%
January 2024	\$190,091	16.9%
December 2023	\$166,684	-4.0%



# Monthly Market Detail - December 2024

## Manufactured Homes

### Hernando County

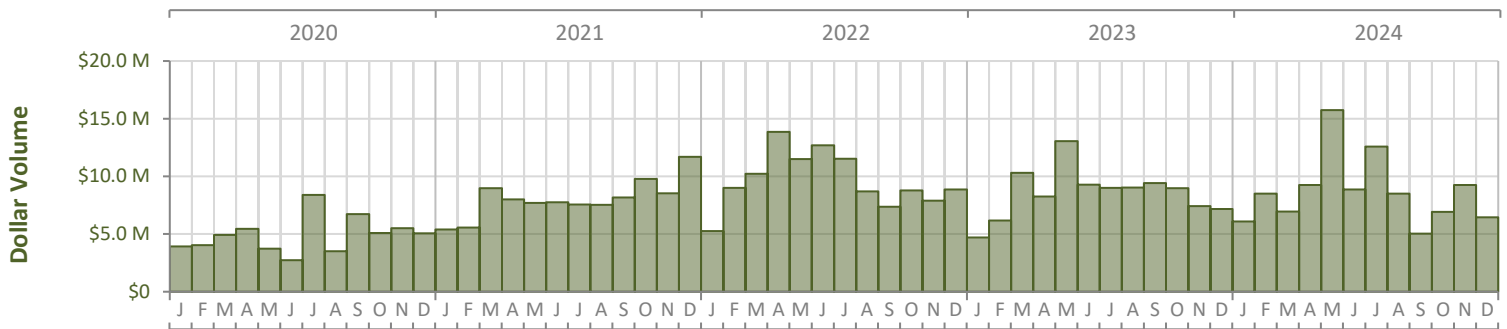


## Dollar Volume

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	\$104.1 Million	1.3%
<b>December 2024</b>	<b>\$6.4 Million</b>	<b>-10.0%</b>
November 2024	\$9.3 Million	24.8%
October 2024	\$6.9 Million	-23.1%
September 2024	\$5.0 Million	-46.6%
August 2024	\$8.5 Million	-5.9%
July 2024	\$12.6 Million	39.7%
June 2024	\$8.9 Million	-4.6%
May 2024	\$15.8 Million	20.6%
April 2024	\$9.3 Million	12.1%
March 2024	\$6.9 Million	-32.6%
February 2024	\$8.5 Million	37.9%
January 2024	\$6.1 Million	29.0%
December 2023	\$7.2 Million	-19.0%

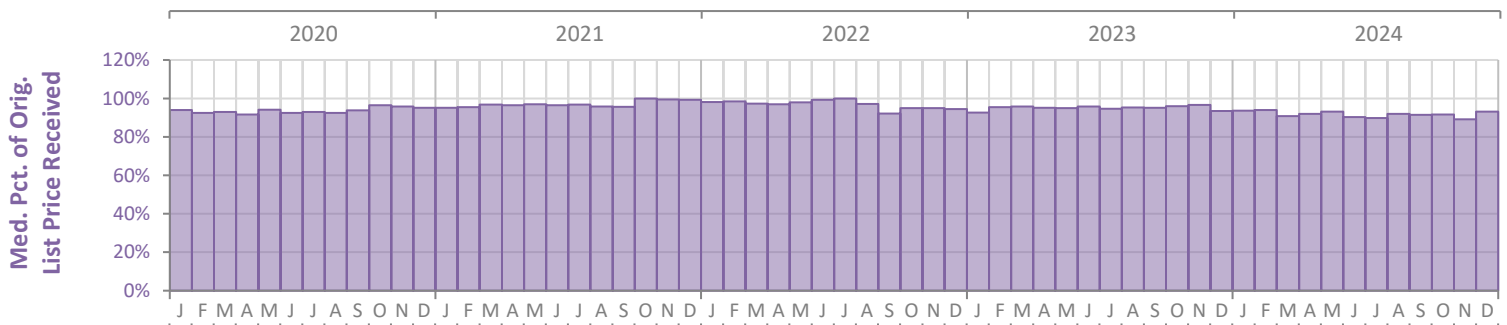


## Median Percent of Original List Price Received

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	91.9%	-3.4%
<b>December 2024</b>	<b>93.2%</b>	<b>-0.3%</b>
November 2024	89.1%	-7.8%
October 2024	91.7%	-4.4%
September 2024	91.5%	-3.8%
August 2024	92.0%	-3.5%
July 2024	89.8%	-5.2%
June 2024	90.3%	-5.7%
May 2024	93.2%	-1.9%
April 2024	91.9%	-3.5%
March 2024	90.8%	-5.2%
February 2024	93.9%	-1.7%
January 2024	93.7%	1.1%
December 2023	93.5%	-1.0%



# Monthly Market Detail - December 2024

## Manufactured Homes

### Hernando County

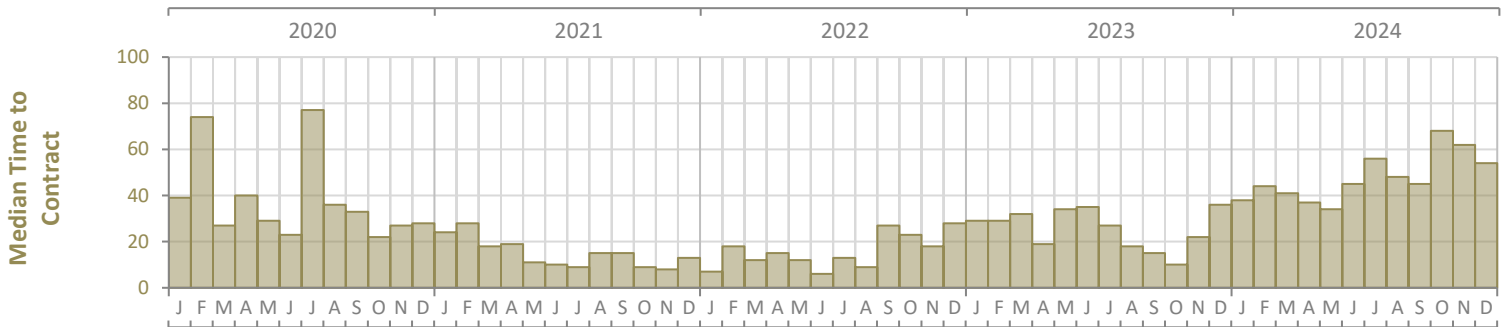


## Median Time to Contract

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	45 Days	87.5%
<b>December 2024</b>	<b>54 Days</b>	<b>50.0%</b>
November 2024	62 Days	181.8%
October 2024	68 Days	580.0%
September 2024	45 Days	200.0%
August 2024	48 Days	166.7%
July 2024	56 Days	107.4%
June 2024	45 Days	28.6%
May 2024	34 Days	0.0%
April 2024	37 Days	94.7%
March 2024	41 Days	28.1%
February 2024	44 Days	51.7%
January 2024	38 Days	31.0%
December 2023	36 Days	28.6%

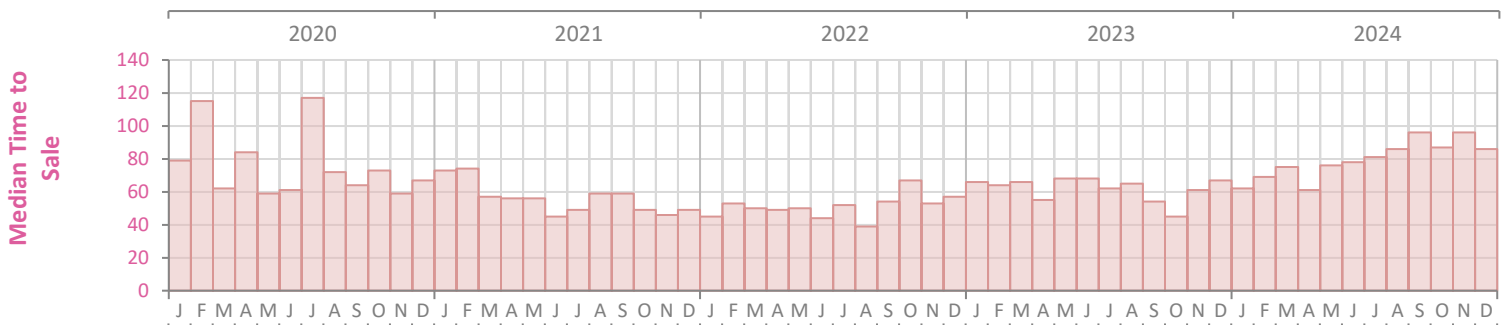


## Median Time to Sale

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	79 Days	29.5%
<b>December 2024</b>	<b>86 Days</b>	<b>28.4%</b>
November 2024	96 Days	57.4%
October 2024	87 Days	93.3%
September 2024	96 Days	77.8%
August 2024	86 Days	32.3%
July 2024	81 Days	30.6%
June 2024	78 Days	14.7%
May 2024	76 Days	11.8%
April 2024	61 Days	10.9%
March 2024	75 Days	13.6%
February 2024	69 Days	7.8%
January 2024	62 Days	-6.1%
December 2023	67 Days	17.5%

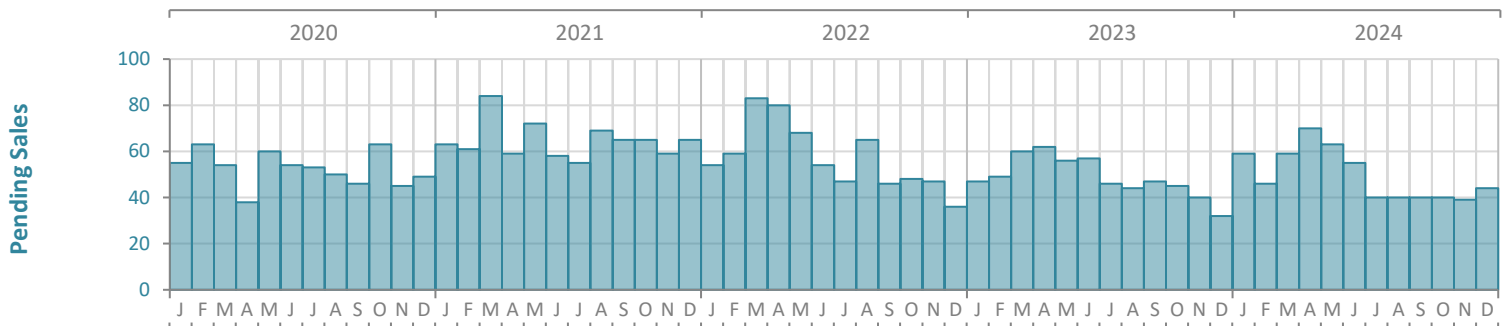


## New Pending Sales

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	595	1.7%
<b>December 2024</b>	<b>44</b>	<b>37.5%</b>
November 2024	39	-2.5%
October 2024	40	-11.1%
September 2024	40	-14.9%
August 2024	40	-9.1%
July 2024	40	-13.0%
June 2024	55	-3.5%
May 2024	63	12.5%
April 2024	70	12.9%
March 2024	59	-1.7%
February 2024	46	-6.1%
January 2024	59	25.5%
December 2023	32	-11.1%

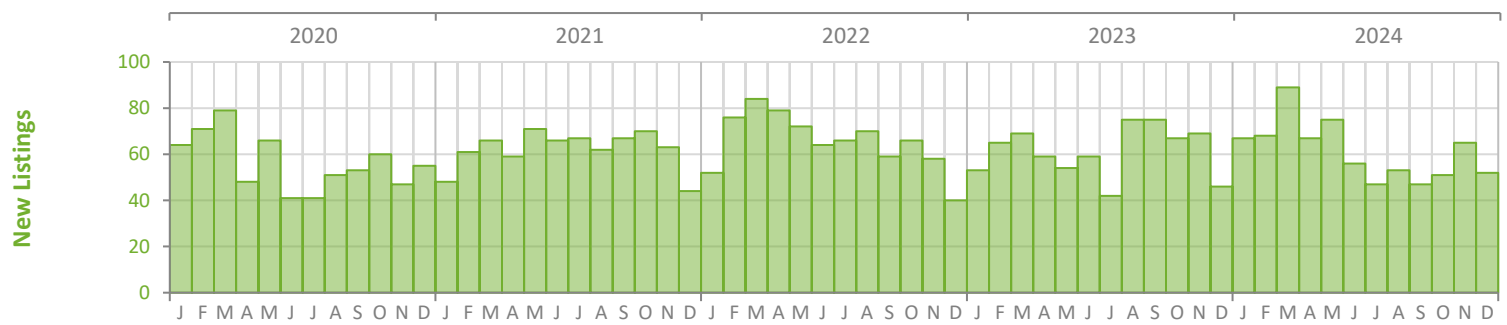


## New Listings

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	737	0.5%
<b>December 2024</b>	<b>52</b>	<b>13.0%</b>
November 2024	65	-5.8%
October 2024	51	-23.9%
September 2024	47	-37.3%
August 2024	53	-29.3%
July 2024	47	11.9%
June 2024	56	-5.1%
May 2024	75	38.9%
April 2024	67	13.6%
March 2024	89	29.0%
February 2024	68	4.6%
January 2024	67	26.4%
December 2023	46	15.0%



# Monthly Market Detail - December 2024

## Manufactured Homes

### Hernando County

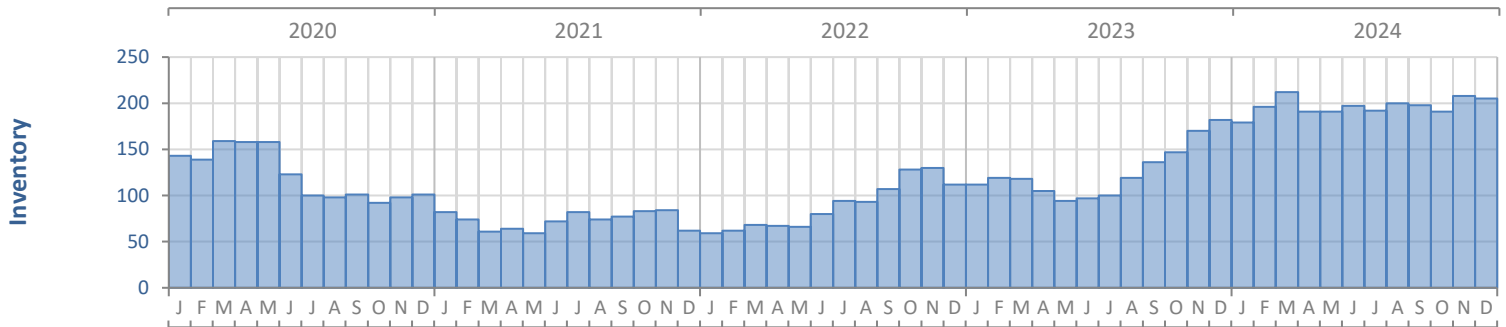


## Inventory (Active Listings)

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)	197	57.5%
<b>December 2024</b>	<b>205</b>	<b>12.6%</b>
November 2024	208	22.4%
October 2024	191	29.9%
September 2024	198	45.6%
August 2024	200	68.1%
July 2024	192	92.0%
June 2024	197	103.1%
May 2024	191	103.2%
April 2024	191	81.9%
March 2024	212	79.7%
February 2024	196	64.7%
January 2024	179	59.8%
December 2023	182	62.5%

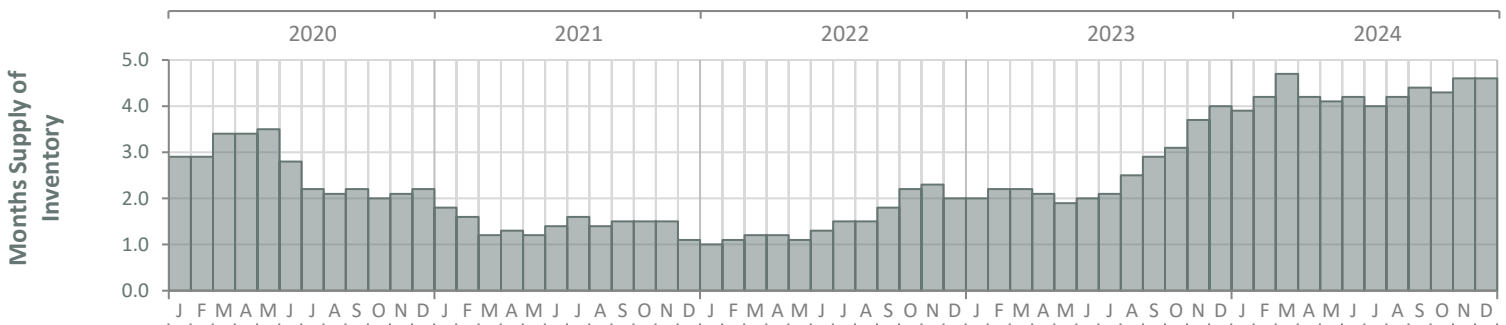


## Months Supply of Inventory

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)	4.3	65.4%
<b>December 2024</b>	<b>4.6</b>	<b>15.0%</b>
November 2024	4.6	24.3%
October 2024	4.3	38.7%
September 2024	4.4	51.7%
August 2024	4.2	68.0%
July 2024	4.0	90.5%
June 2024	4.2	110.0%
May 2024	4.1	115.8%
April 2024	4.2	100.0%
March 2024	4.7	113.6%
February 2024	4.2	90.9%
January 2024	3.9	95.0%
December 2023	4.0	100.0%





# Monthly Market Detail - December 2024

## Manufactured Homes

### Hernando County

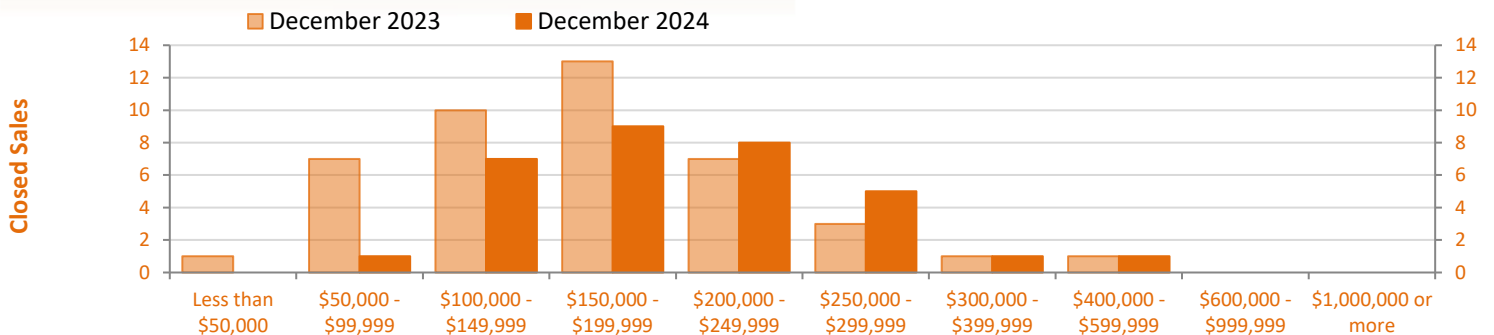


## Closed Sales by Sale Price

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	0	-100.0%
\$50,000 - \$99,999	1	-85.7%
\$100,000 - \$149,999	7	-30.0%
\$150,000 - \$199,999	9	-30.8%
\$200,000 - \$249,999	8	14.3%
\$250,000 - \$299,999	5	66.7%
\$300,000 - \$399,999	1	0.0%
\$400,000 - \$599,999	1	0.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

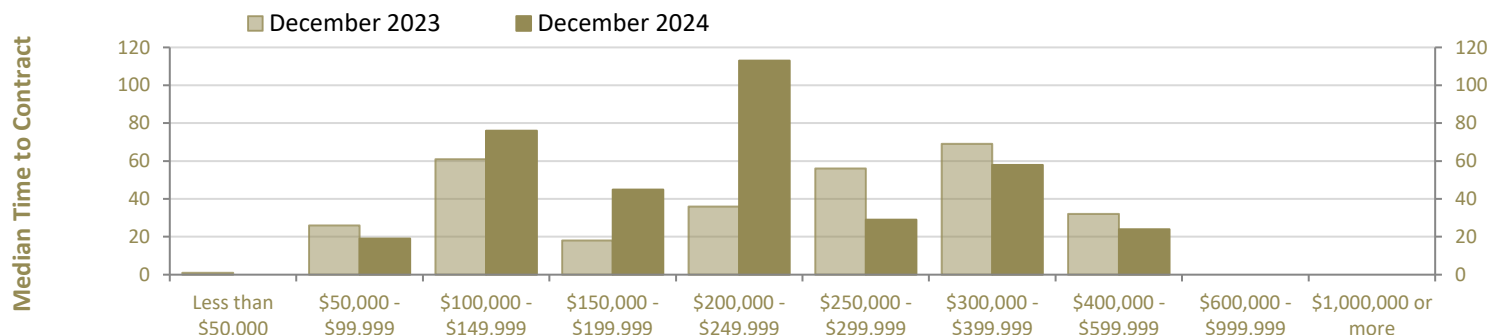


## Median Time to Contract by Sale Price

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

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

Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$50,000	(No Sales)	N/A
\$50,000 - \$99,999	19 Days	-26.9%
\$100,000 - \$149,999	76 Days	24.6%
\$150,000 - \$199,999	45 Days	150.0%
\$200,000 - \$249,999	113 Days	213.9%
\$250,000 - \$299,999	29 Days	-48.2%
\$300,000 - \$399,999	58 Days	-15.9%
\$400,000 - \$599,999	24 Days	-25.0%
\$600,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	(No Sales)	N/A

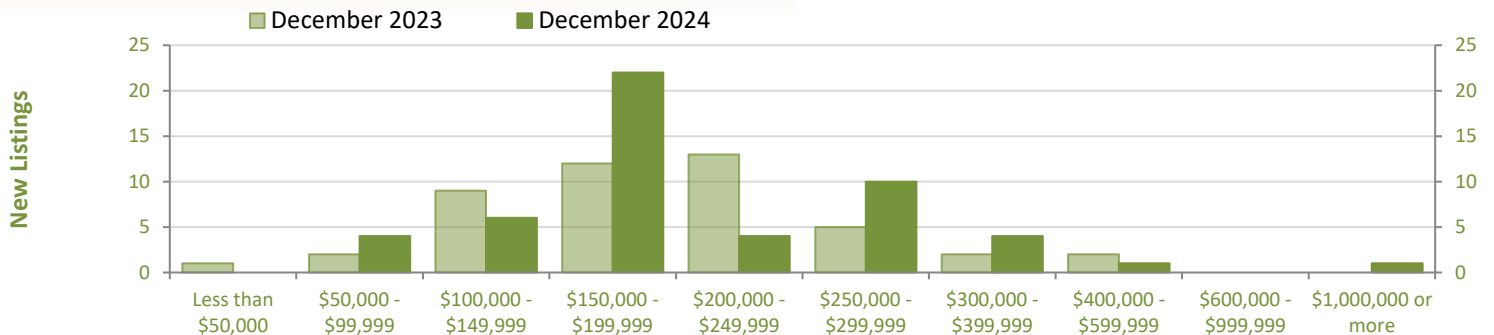


## New Listings by Initial Listing Price

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	0	-100.0%
\$50,000 - \$99,999	4	100.0%
\$100,000 - \$149,999	6	-33.3%
\$150,000 - \$199,999	22	83.3%
\$200,000 - \$249,999	4	-69.2%
\$250,000 - \$299,999	10	100.0%
\$300,000 - \$399,999	4	100.0%
\$400,000 - \$599,999	1	-50.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	1	N/A

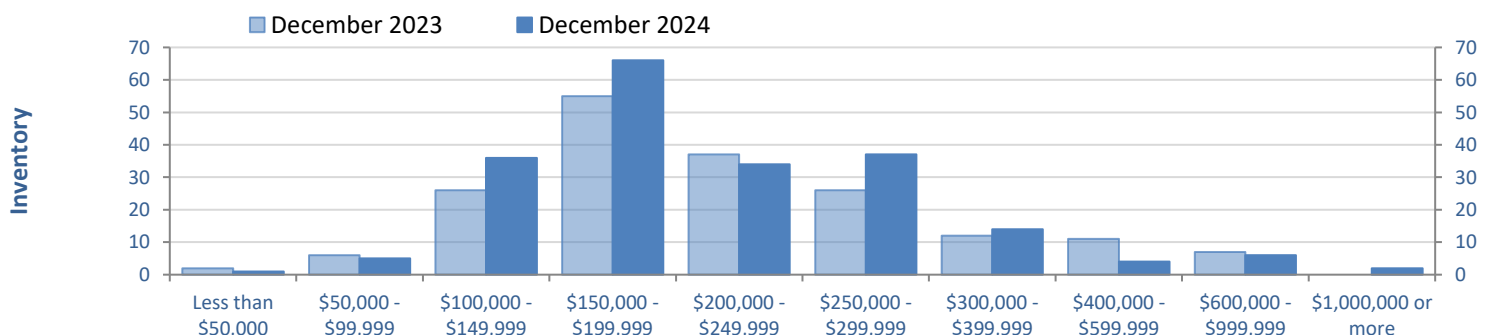


## Inventory by Current Listing Price

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.

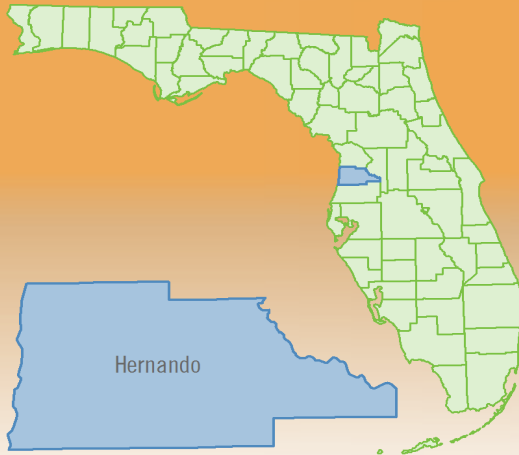
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	1	-50.0%
\$50,000 - \$99,999	5	-16.7%
\$100,000 - \$149,999	36	38.5%
\$150,000 - \$199,999	66	20.0%
\$200,000 - \$249,999	34	-8.1%
\$250,000 - \$299,999	37	42.3%
\$300,000 - \$399,999	14	16.7%
\$400,000 - \$599,999	4	-63.6%
\$600,000 - \$999,999	6	-14.3%
\$1,000,000 or more	2	N/A



# Monthly Distressed Market - December 2024

## Manufactured Homes

### Hernando County



		December 2024	December 2023	Percent Change Year-over-Year
Traditional	Closed Sales	31	40	-22.5%
	Median Sale Price	\$186,500	\$168,900	10.4%
Foreclosure/REO	Closed Sales	1	3	-66.7%
	Median Sale Price	\$220,000	\$104,900	109.7%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

