



FOR RELEASE ON
April 21, 2025

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

HERNANDO COUNTY SEES AN INCREASE IN EXISTING SINGLE FAMILY HOMES FOR SALE

The median sales price of existing single-family homes in Hernando County increased to \$334,990 in March 2025 from \$325,500 in March 2024, according to statistics released today by the Hernando County Association of REALTORS®. The number of closed sales of existing single-family homes increased 16.1 percent to 410 in March 2025 from 353 a year ago.

The median sales price of existing townhouses-condos decreased year-over-year by 21.8 percent to \$232,500 in March 2025, a decrease from \$297,450 in March 2024.

The inventory (active listings) of existing single-family homes for sale in Hernando County increased 32.8 percent to 1,420 compared to 1,069 in March 2024. The inventory of existing townhouses and condominiums for sale in Hernando County decreased 4.1 percent to 47 listings from 49 listings in March 2024.

New single-family homes for-sale listings increased 22.0 percent to 538 single-family homes compared to 441 listings in March 2024. New townhouse-condo listings decreased 65.4 percent to 9 compared to 26 listings in March 2024.

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 March 2025, an increase of 30.3 percent when compared to 3.3 in March 2024. Townhouse-condo months' supply of inventory for March 2025 increased by 11.8 percent to 3.8 months supply of inventory compared to 3.4 in March 2024.

The median percent of original list price increased with sellers receiving 97.1 percent of their asking price for existing single-family homes in March 2025 compared to 96.9 percent in March 2024. The townhouse-condo median percent of original list price decreased 0.7 percent to 94.5 percent in March 2025 compared to 95.2 percent in March 2024.

New pending sales (under contract but have not closed yet) for single-family homes increased 22.4 percent to 497 in March 2025, compared to 406 in March 2024. Townhouses and condominium new pending sales decreased by 31.6 percent in March 2025 with 13 compared to 19 in March 2024.

Median time to sale on single-family homes increased by 32.1 percent in March 2025 to 103 days compared to 78 days in March 2024. The townhouses-condos median time to sale increased by 33.7 percent in March 2025 to 127 days from 95 days in March 2024.

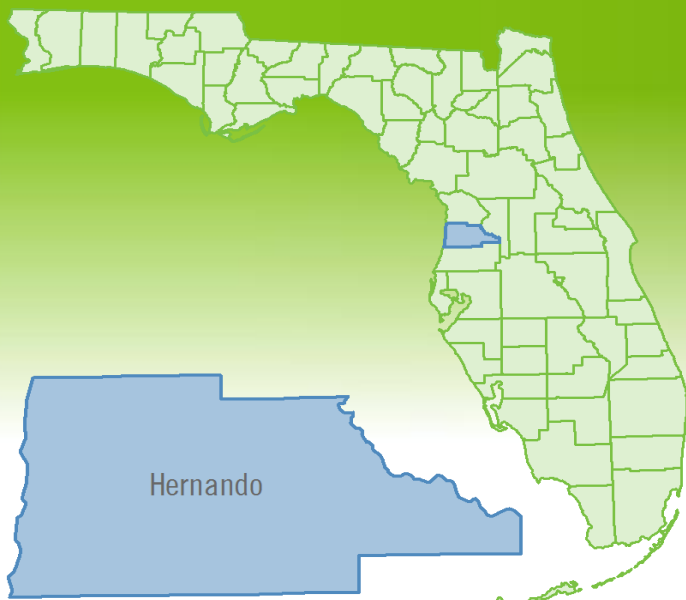
- 30 -

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 900 REALTOR® members.

Monthly Market Detail - March 2025

Single-Family Homes

Hernando County



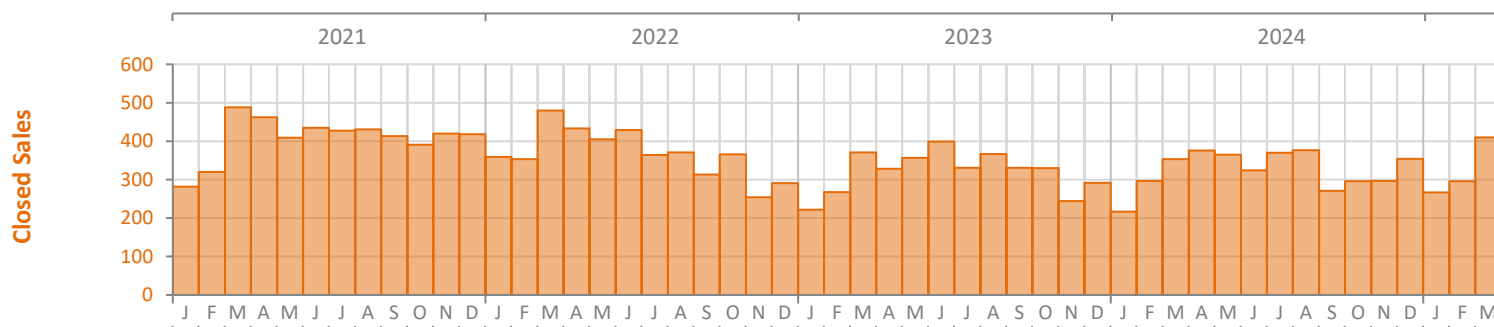
Summary Statistics	March 2025	March 2024	Percent Change Year-over-Year
Closed Sales	410	353	16.1%
Paid in Cash	86	78	10.3%
Median Sale Price	\$334,990	\$325,500	2.9%
Average Sale Price	\$356,292	\$350,741	1.6%
Dollar Volume	\$146.1 Million	\$123.8 Million	18.0%
Median Percent of Original List Price Received	97.1%	96.9%	0.2%
Median Time to Contract	57 Days	37 Days	54.1%
Median Time to Sale	103 Days	78 Days	32.1%
New Pending Sales	497	406	22.4%
New Listings	538	441	22.0%
Pending Inventory	609	587	3.7%
Inventory (Active Listings)	1,420	1,069	32.8%
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	973	12.2%
March 2025	410	16.1%
February 2025	296	-0.3%
January 2025	267	23.0%
December 2024	354	21.2%
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%



Monthly Market Detail - March 2025

Single-Family Homes

Hernando County

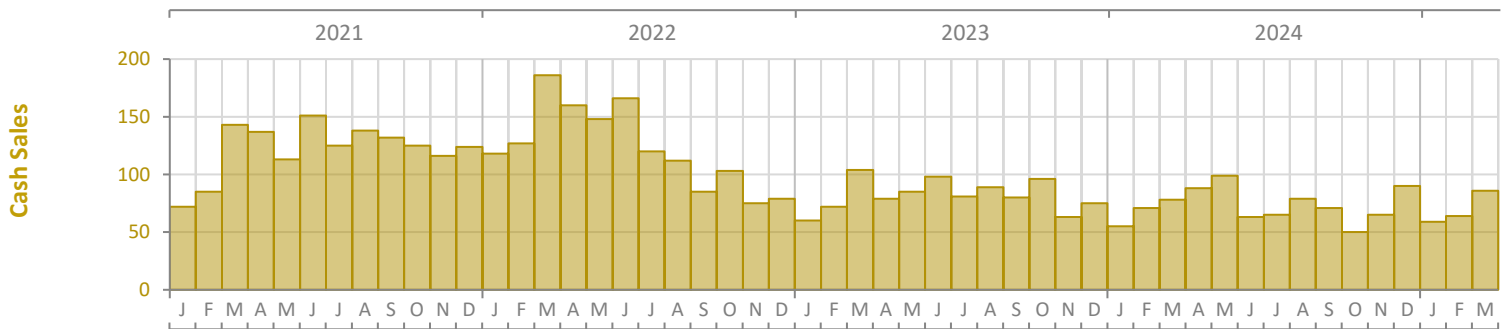


Cash Sales

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	209	2.5%
March 2025	86	10.3%
February 2025	64	-9.9%
January 2025	59	7.3%
December 2024	90	20.0%
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%

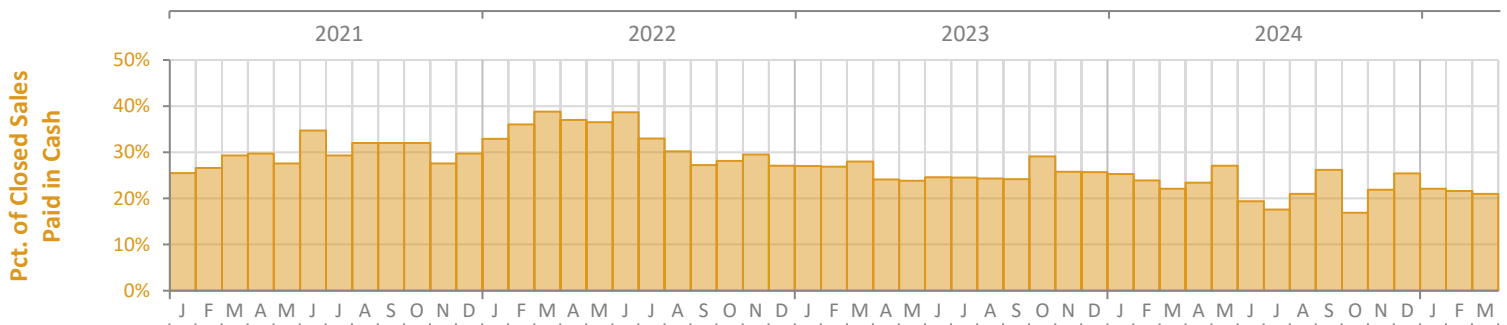


Cash Sales as a Percentage of Closed Sales

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	21.5%	-8.5%
March 2025	21.0%	-5.0%
February 2025	21.6%	-9.6%
January 2025	22.1%	-12.6%
December 2024	25.4%	-1.2%
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%



Monthly Market Detail - March 2025

Single-Family Homes

Hernando County

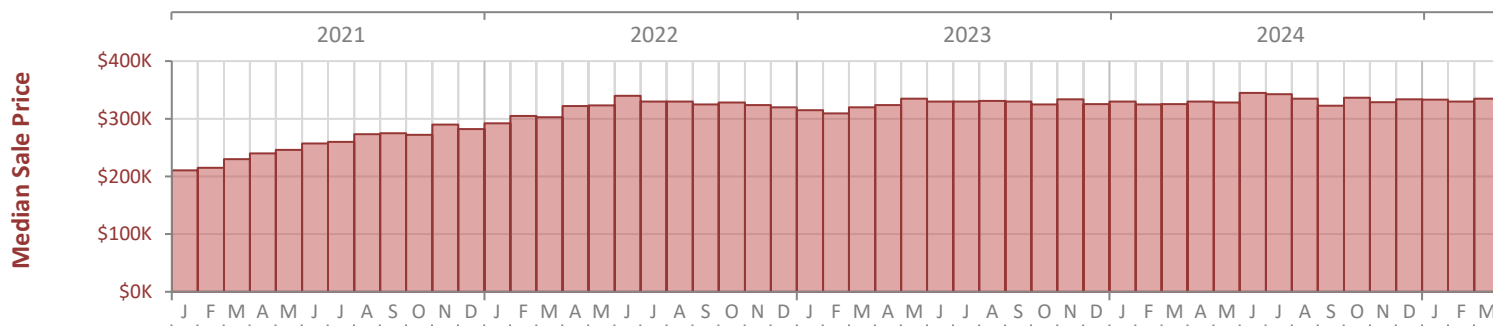


Median Sale Price

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	\$332,300	1.9%
March 2025	\$334,990	2.9%
February 2025	\$329,990	1.5%
January 2025	\$333,000	0.9%
December 2024	\$333,700	2.5%
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%

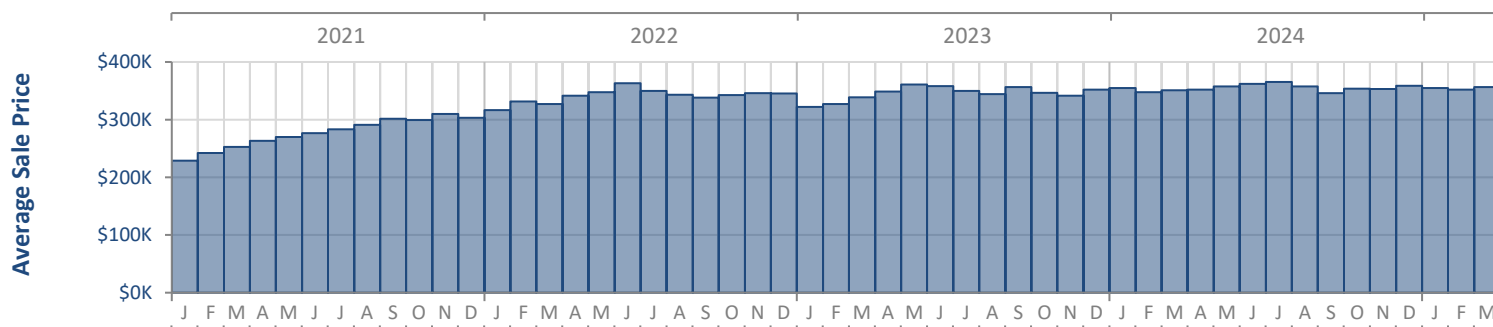


Average Sale Price

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	\$354,713	1.1%
March 2025	\$356,292	1.6%
February 2025	\$352,270	1.3%
January 2025	\$354,996	0.0%
December 2024	\$358,557	1.8%
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%



Monthly Market Detail - March 2025

Single-Family Homes

Hernando County

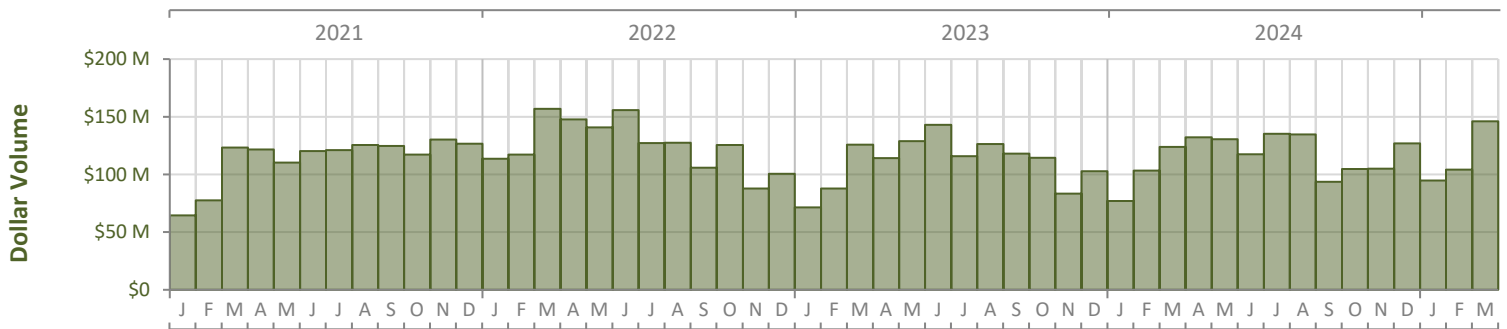


Dollar Volume

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	\$345.1 Million	13.5%
March 2025	\$146.1 Million	18.0%
February 2025	\$104.3 Million	1.0%
January 2025	\$94.8 Million	23.1%
December 2024	\$126.9 Million	23.5%
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%

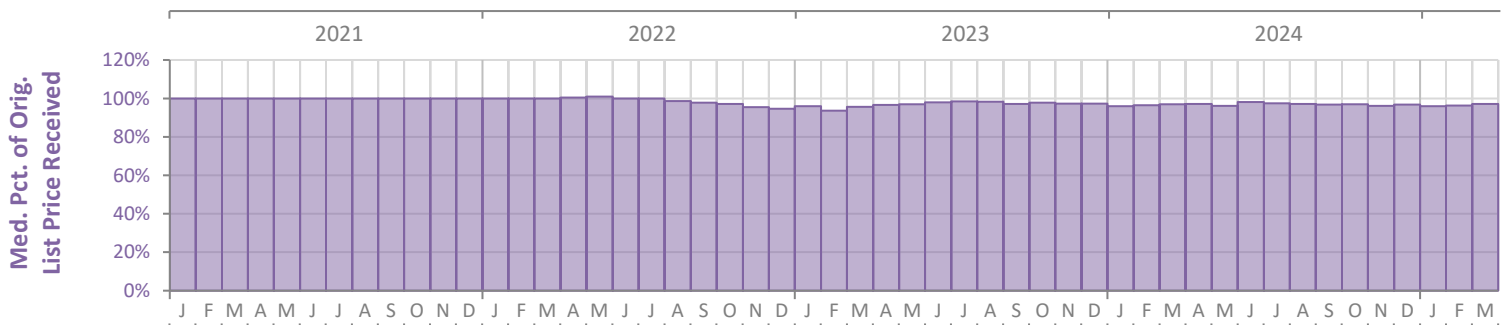


Median Percent of Original List Price Received

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

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

Month	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
Year-to-Date	96.6%	0.0%
March 2025	97.1%	0.2%
February 2025	96.3%	-0.2%
January 2025	96.0%	0.1%
December 2024	96.8%	-0.5%
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%



Monthly Market Detail - March 2025

Single-Family Homes

Hernando County

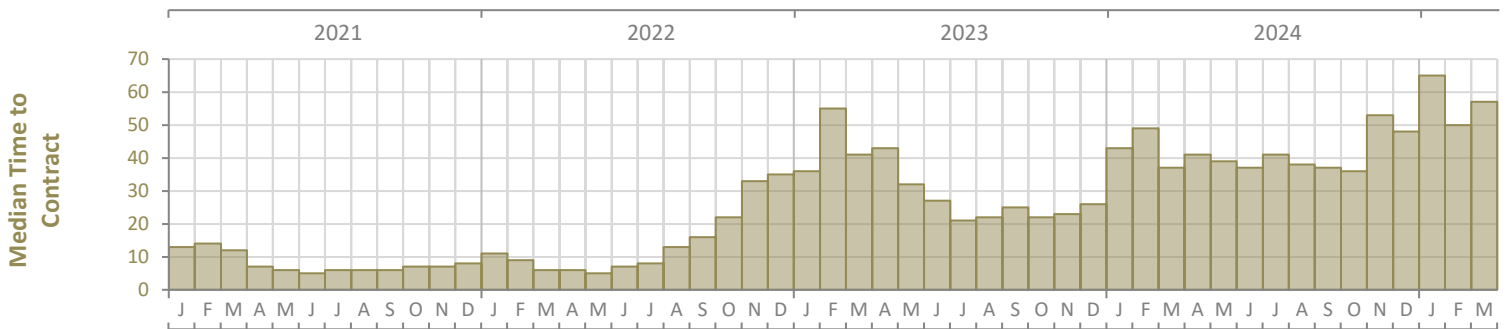


Median Time to Contract

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	57 Days	29.5%
March 2025	57 Days	54.1%
February 2025	50 Days	2.0%
January 2025	65 Days	51.2%
December 2024	48 Days	84.6%
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%

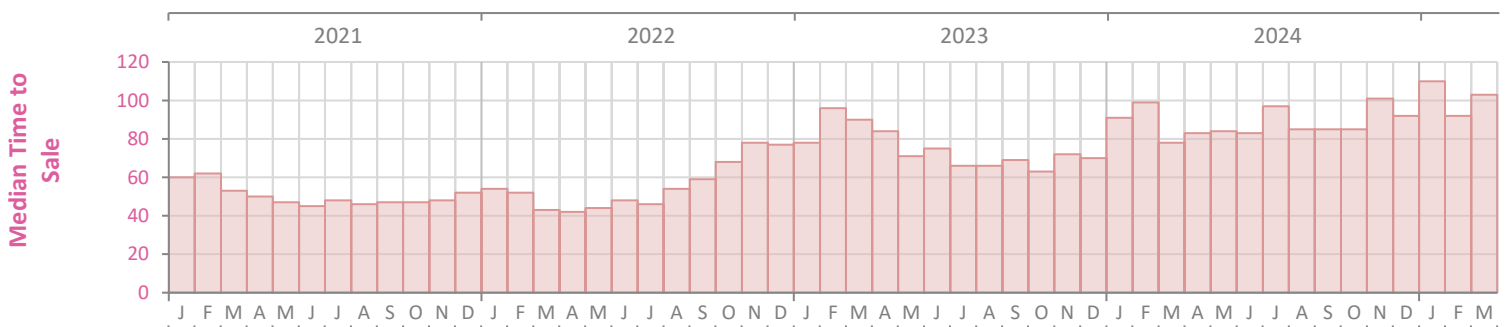


Median Time to Sale

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	100 Days	8.7%
March 2025	103 Days	32.1%
February 2025	92 Days	-7.1%
January 2025	110 Days	20.9%
December 2024	92 Days	31.4%
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%



Monthly Market Detail - March 2025

Single-Family Homes

Hernando County

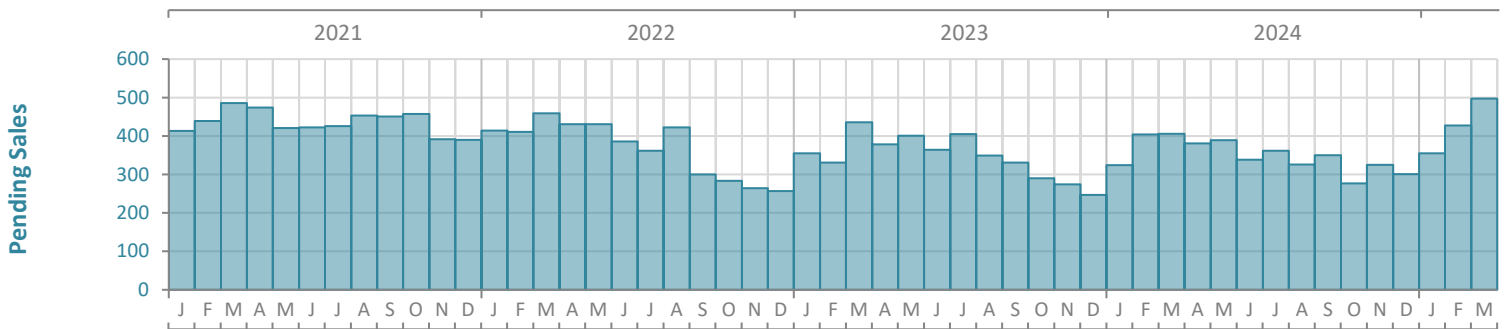


New Pending Sales

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	1,279	12.8%
March 2025	497	22.4%
February 2025	427	5.7%
January 2025	355	9.6%
December 2024	301	21.9%
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%

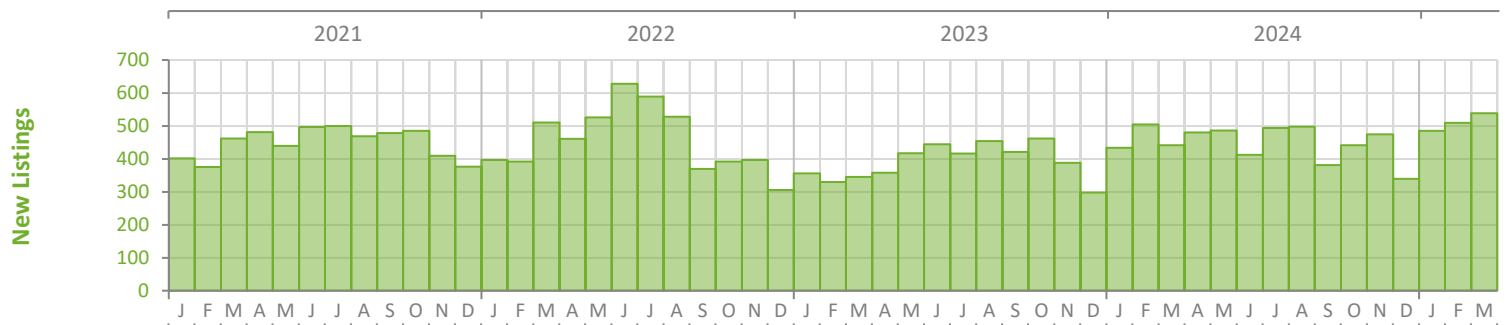


New Listings

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	1,532	11.1%
March 2025	538	22.0%
February 2025	509	1.0%
January 2025	485	11.8%
December 2024	339	13.8%
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%



Monthly Market Detail - March 2025

Single-Family Homes

Hernando County

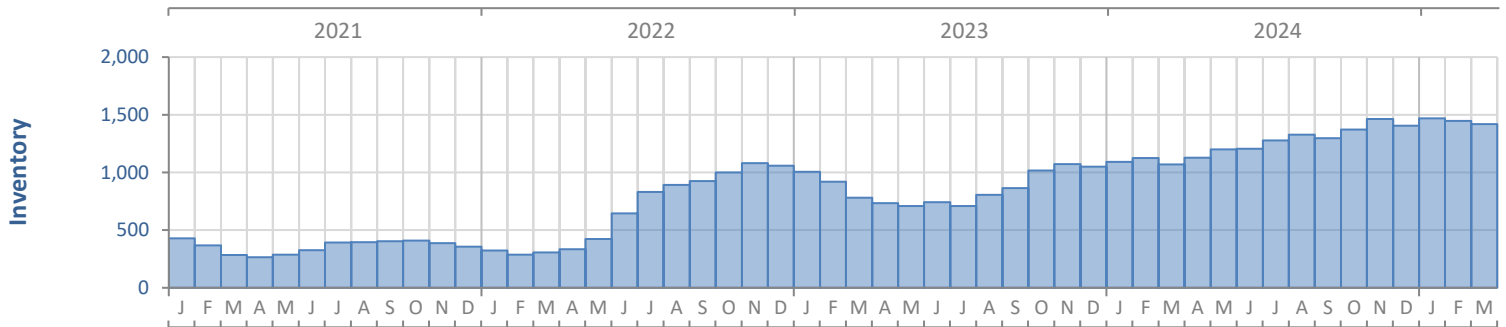


Inventory (Active Listings)

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)	1,445	31.9%
March 2025	1,420	32.8%
February 2025	1,447	28.6%
January 2025	1,468	34.4%
December 2024	1,406	34.0%
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%

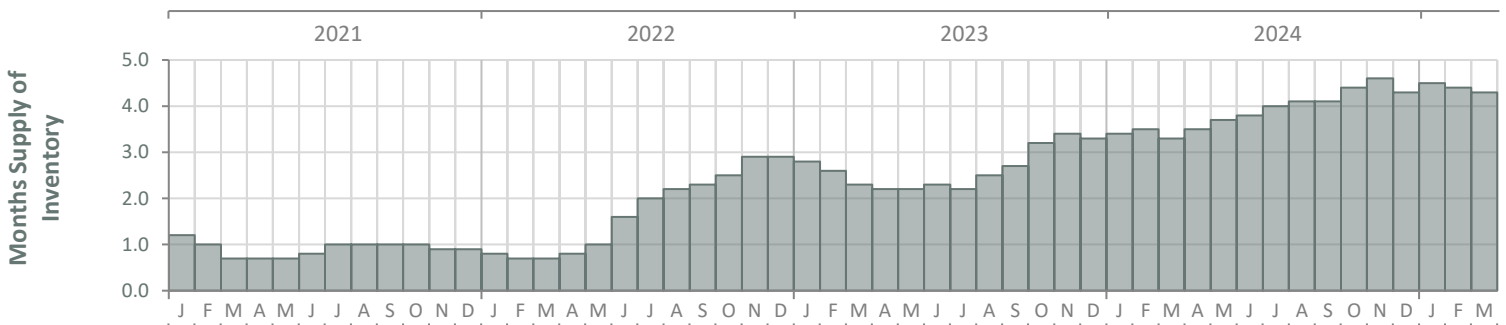


Months Supply of Inventory

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)	4.4	29.4%
March 2025	4.3	30.3%
February 2025	4.4	25.7%
January 2025	4.5	32.4%
December 2024	4.3	30.3%
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%



Monthly Market Detail - March 2025

Single-Family Homes

Hernando County

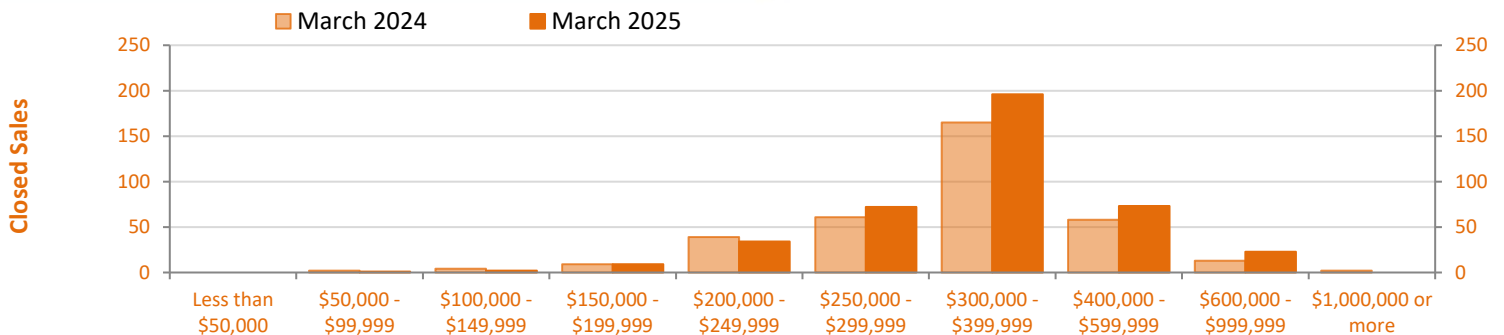


Closed Sales by Sale Price

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	0	N/A
\$50,000 - \$99,999	1	-50.0%
\$100,000 - \$149,999	2	-50.0%
\$150,000 - \$199,999	9	0.0%
\$200,000 - \$249,999	34	-12.8%
\$250,000 - \$299,999	72	18.0%
\$300,000 - \$399,999	196	18.8%
\$400,000 - \$599,999	73	25.9%
\$600,000 - \$999,999	23	76.9%
\$1,000,000 or more	0	-100.0%

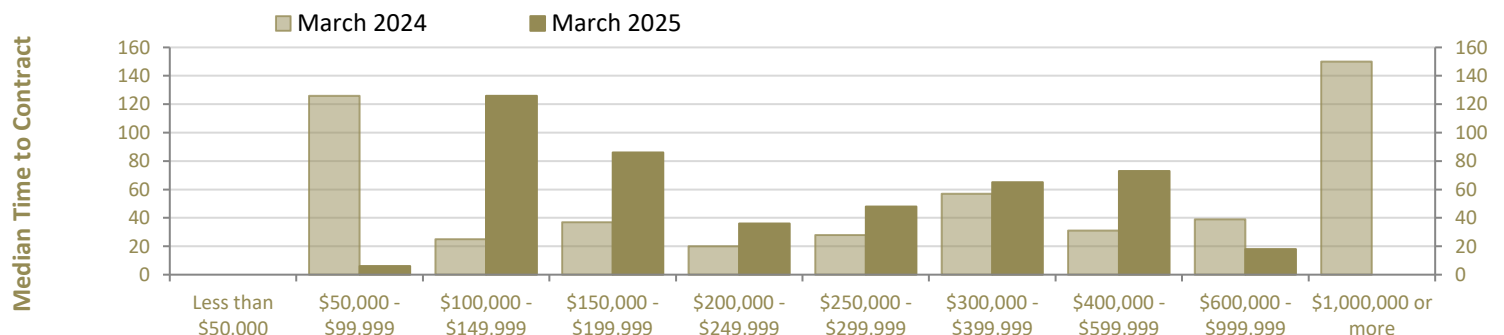


Median Time to Contract by Sale Price

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	6 Days	-95.2%
\$100,000 - \$149,999	126 Days	404.0%
\$150,000 - \$199,999	86 Days	132.4%
\$200,000 - \$249,999	36 Days	80.0%
\$250,000 - \$299,999	48 Days	71.4%
\$300,000 - \$399,999	65 Days	14.0%
\$400,000 - \$599,999	73 Days	135.5%
\$600,000 - \$999,999	18 Days	-53.8%
\$1,000,000 or more	(No Sales)	N/A



Monthly Market Detail - March 2025

Single-Family Homes

Hernando County

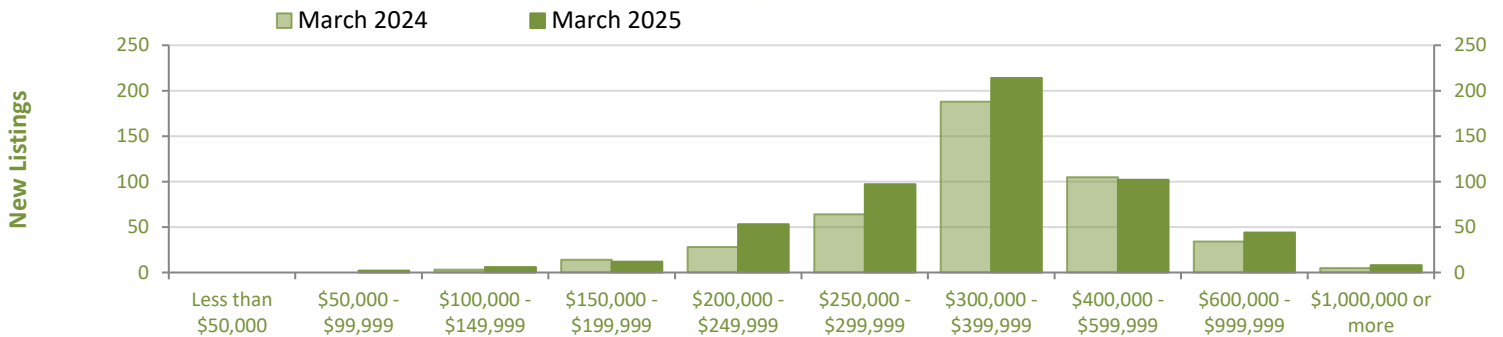


New Listings by Initial Listing Price

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	0	N/A
\$50,000 - \$99,999	2	N/A
\$100,000 - \$149,999	6	100.0%
\$150,000 - \$199,999	12	-14.3%
\$200,000 - \$249,999	53	89.3%
\$250,000 - \$299,999	97	51.6%
\$300,000 - \$399,999	214	13.8%
\$400,000 - \$599,999	102	-2.9%
\$600,000 - \$999,999	44	29.4%
\$1,000,000 or more	8	60.0%

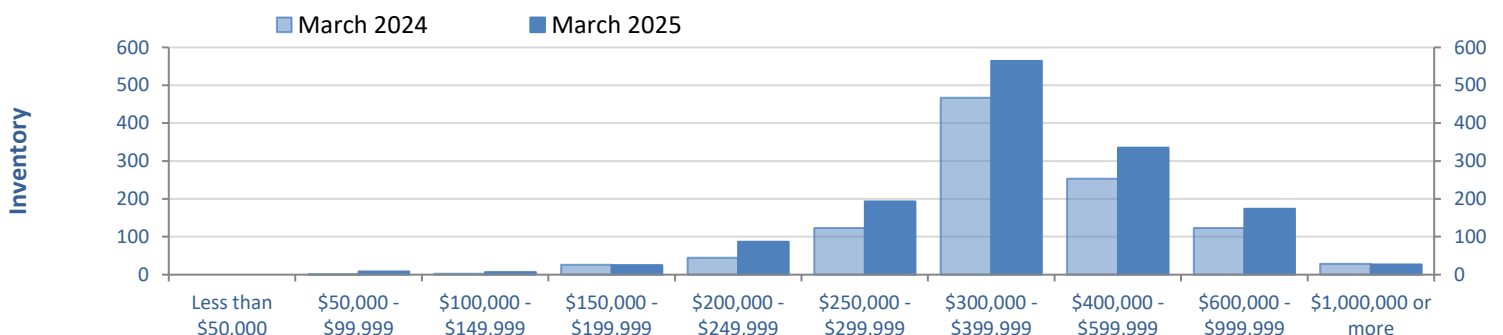


Inventory by Current Listing Price

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

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

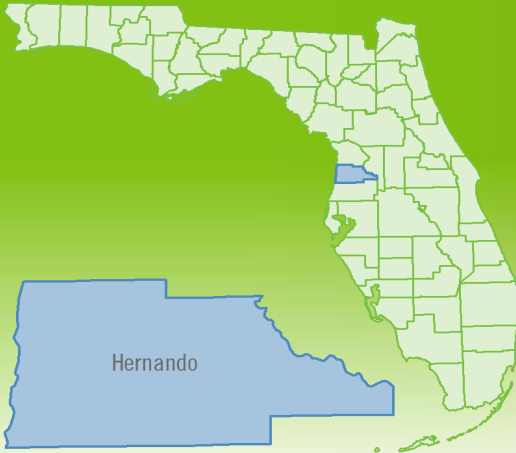
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	8	700.0%
\$100,000 - \$149,999	7	250.0%
\$150,000 - \$199,999	25	-3.8%
\$200,000 - \$249,999	87	93.3%
\$250,000 - \$299,999	193	56.9%
\$300,000 - \$399,999	564	20.8%
\$400,000 - \$599,999	335	32.4%
\$600,000 - \$999,999	174	41.5%
\$1,000,000 or more	27	-6.9%



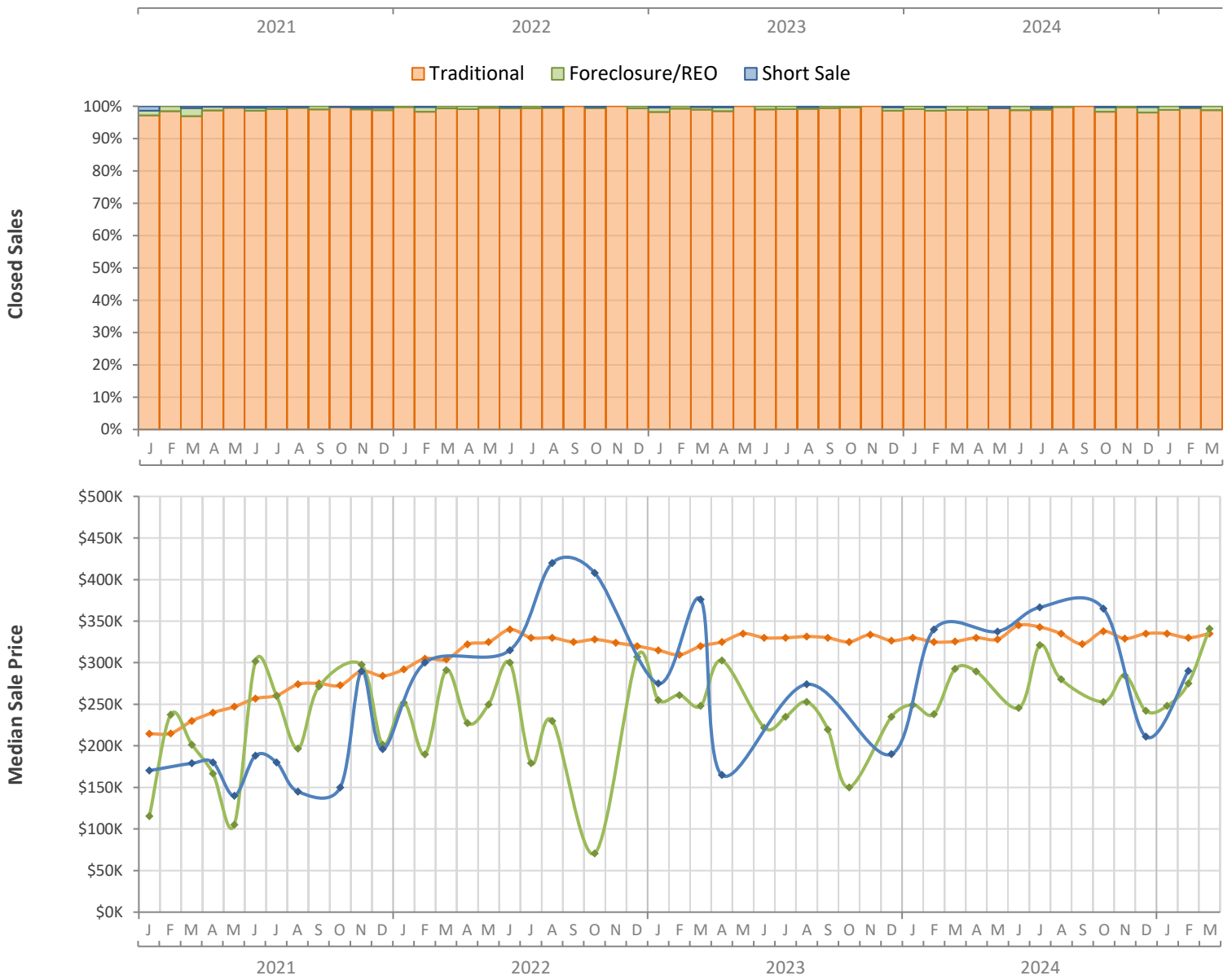
Monthly Distressed Market - March 2025

Single-Family Homes

Hernando County



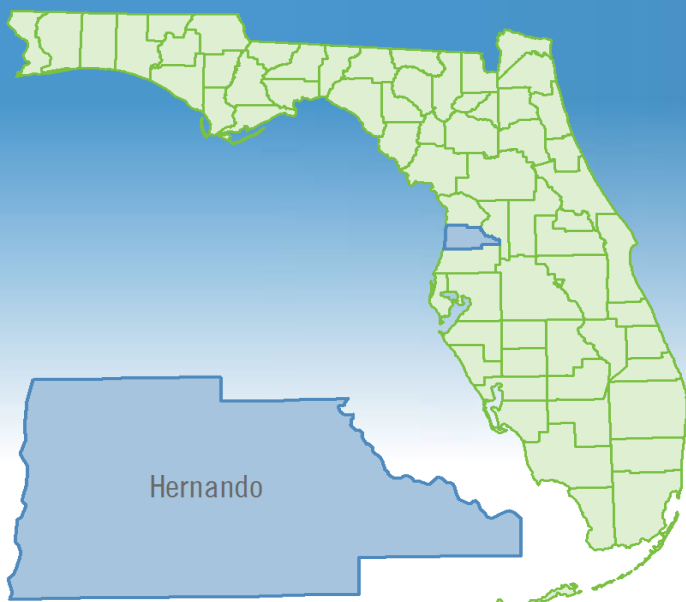
		March 2025	March 2024	Percent Change Year-over-Year
Traditional	Closed Sales	405	349	16.0%
	Median Sale Price	\$334,990	\$325,500	2.9%
Foreclosure/REO	Closed Sales	5	4	25.0%
	Median Sale Price	\$341,000	\$292,500	16.6%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



Monthly Market Detail - March 2025

Townhouses and Condos

Hernando County



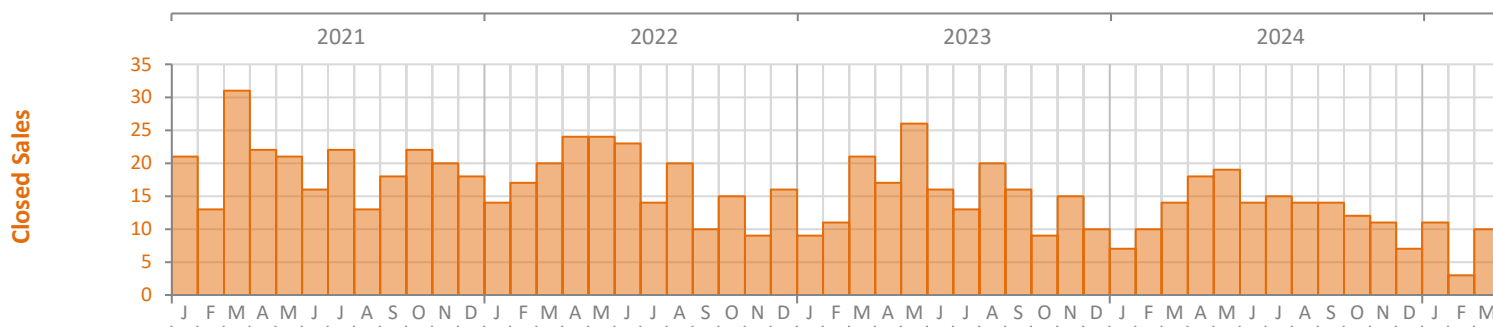
Summary Statistics	March 2025	March 2024	Percent Change Year-over-Year
Closed Sales	10	14	-28.6%
Paid in Cash	6	7	-14.3%
Median Sale Price	\$232,500	\$297,450	-21.8%
Average Sale Price	\$213,550	\$316,843	-32.6%
Dollar Volume	\$2.1 Million	\$4.4 Million	-51.9%
Median Percent of Original List Price Received	94.5%	95.2%	-0.7%
Median Time to Contract	81 Days	56 Days	44.6%
Median Time to Sale	127 Days	95 Days	33.7%
New Pending Sales	13	19	-31.6%
New Listings	9	26	-65.4%
Pending Inventory	13	19	-31.6%
Inventory (Active Listings)	47	49	-4.1%
Months Supply of Inventory	3.8	3.4	11.8%

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	24	-22.6%
March 2025	10	-28.6%
February 2025	3	-70.0%
January 2025	11	57.1%
December 2024	7	-30.0%
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%



Monthly Market Detail - March 2025

Townhouses and Condos

Hernando County

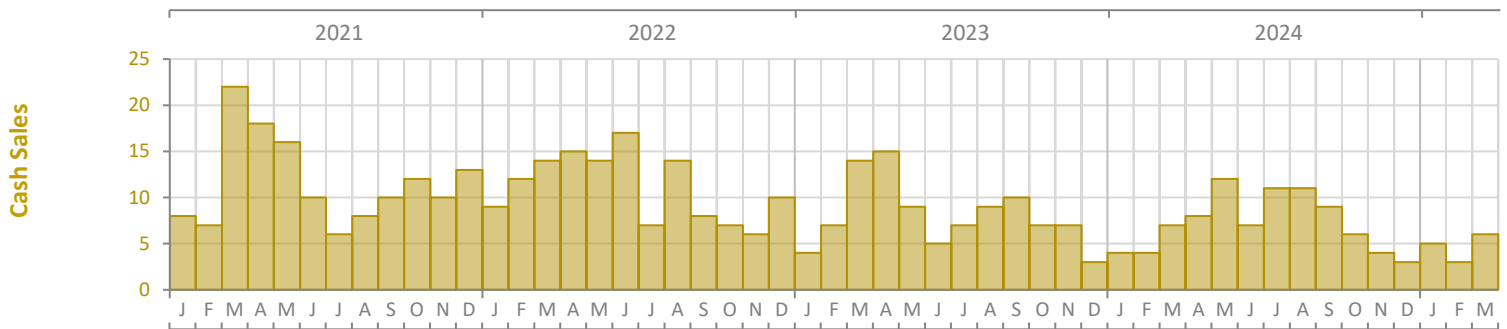


Cash Sales

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	14	-6.7%
March 2025	6	-14.3%
February 2025	3	-25.0%
January 2025	5	25.0%
December 2024	3	0.0%
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%

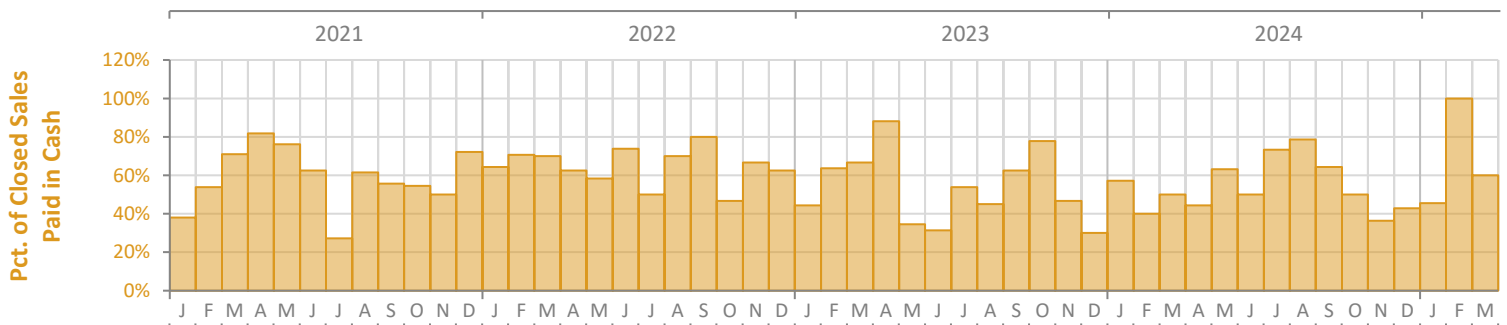


Cash Sales as a Percentage of Closed Sales

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

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

Month	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Year-to-Date	58.3%	20.5%
March 2025	60.0%	20.0%
February 2025	100.0%	150.0%
January 2025	45.5%	-20.3%
December 2024	42.9%	43.0%
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%



Monthly Market Detail - March 2025

Townhouses and Condos

Hernando County

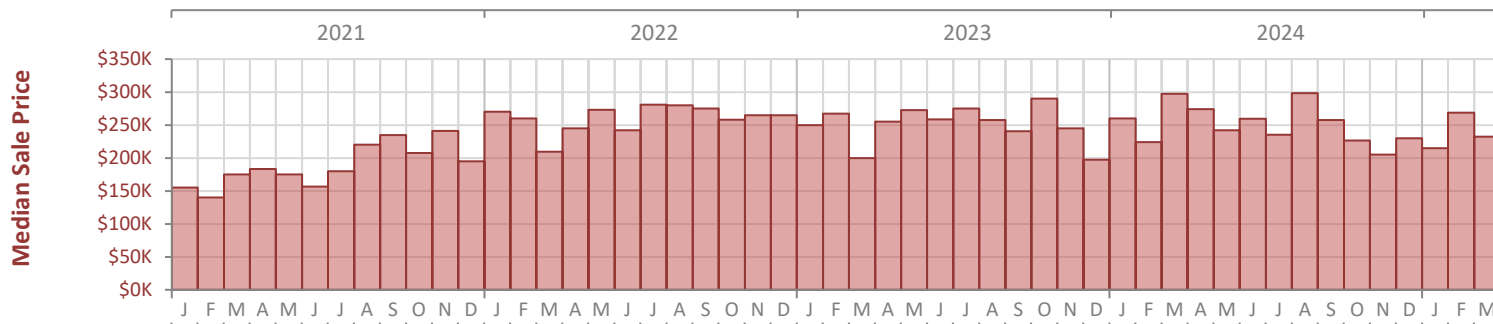


Median Sale Price

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	\$232,500	-12.3%
March 2025	\$232,500	-21.8%
February 2025	\$268,900	20.0%
January 2025	\$215,000	-17.3%
December 2024	\$230,000	16.5%
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%

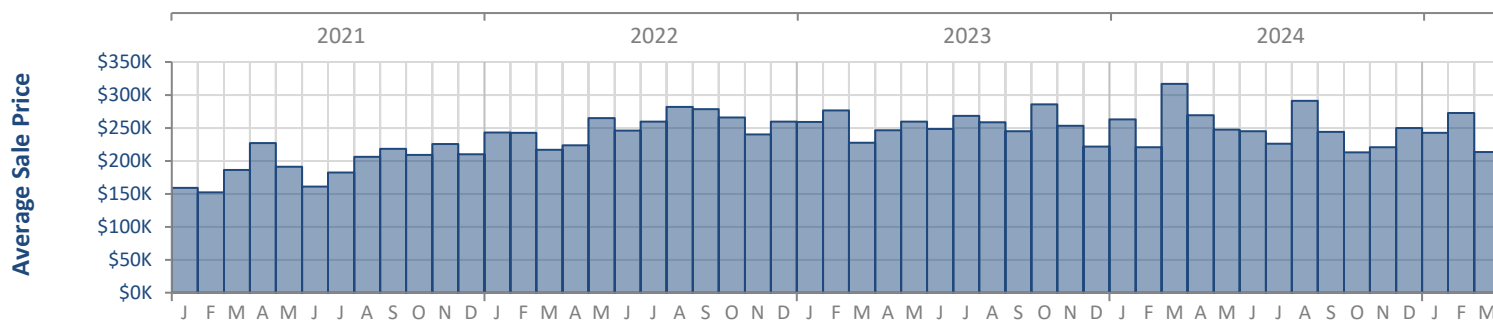


Average Sale Price

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	\$234,162	-14.4%
March 2025	\$213,550	-32.6%
February 2025	\$272,800	23.7%
January 2025	\$242,362	-7.8%
December 2024	\$249,570	12.6%
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%



Monthly Market Detail - March 2025

Townhouses and Condos

Hernando County

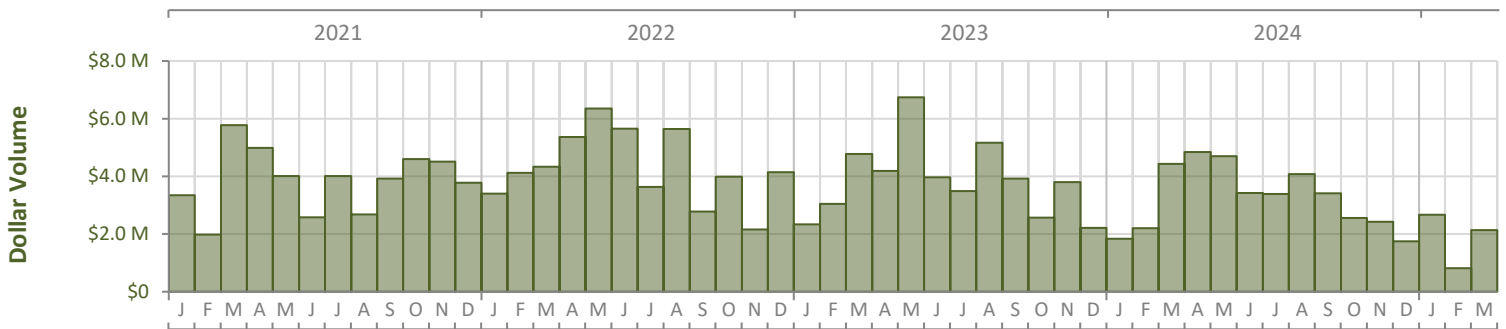


Dollar Volume

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	\$5.6 Million	-33.7%
March 2025	\$2.1 Million	-51.9%
February 2025	\$818,400	-62.9%
January 2025	\$2.7 Million	44.9%
December 2024	\$1.7 Million	-21.2%
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%

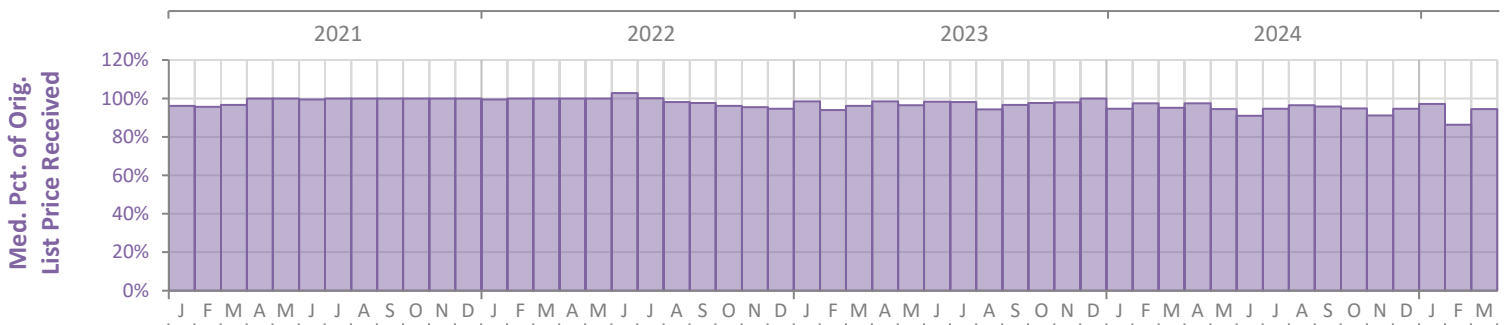


Median Percent of Original List Price Received

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	95.2%	-1.1%
March 2025	94.5%	-0.7%
February 2025	86.3%	-11.4%
January 2025	97.2%	2.6%
December 2024	94.7%	-5.3%
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%



Monthly Market Detail - March 2025

Townhouses and Condos

Hernando County

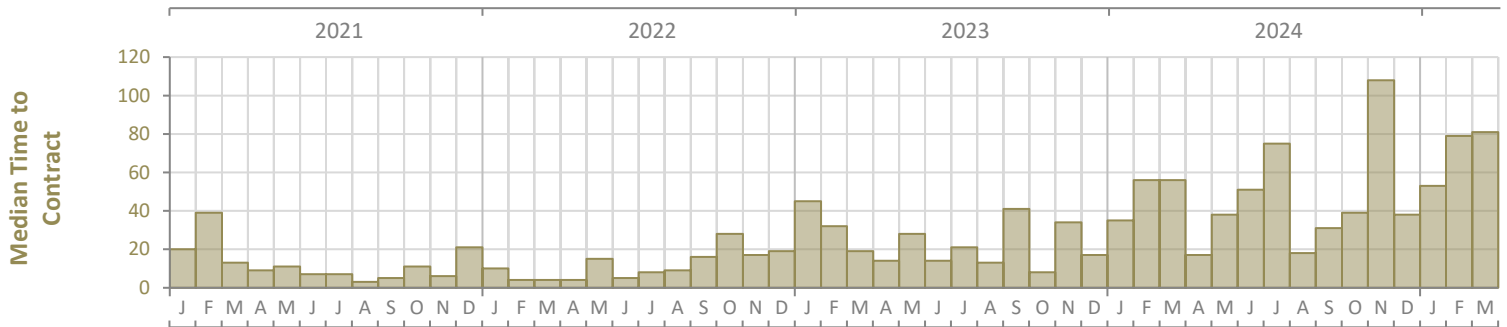


Median Time to Contract

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	64 Days	16.4%
March 2025	81 Days	44.6%
February 2025	79 Days	41.1%
January 2025	53 Days	51.4%
December 2024	38 Days	123.5%
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%

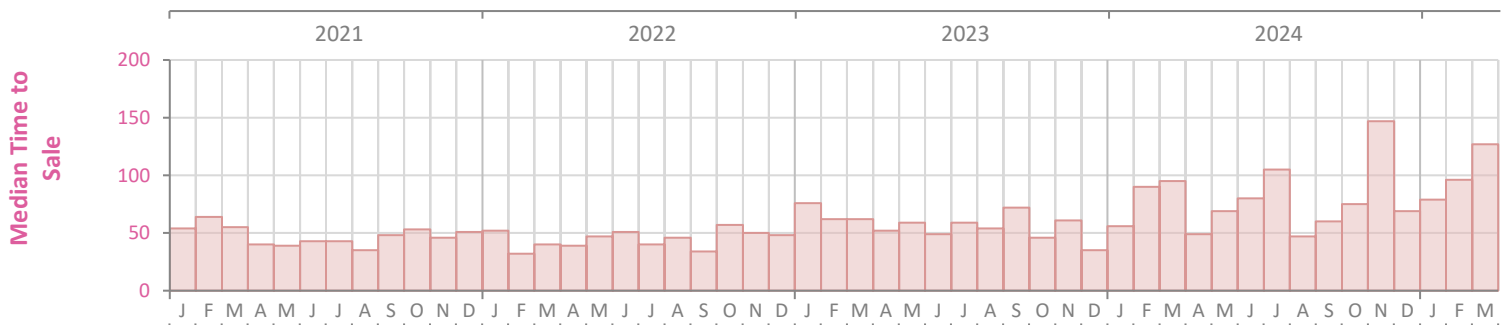


Median Time to Sale

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	93 Days	6.9%
March 2025	127 Days	33.7%
February 2025	96 Days	6.7%
January 2025	79 Days	41.1%
December 2024	69 Days	97.1%
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%



Monthly Market Detail - March 2025

Townhouses and Condos

Hernando County

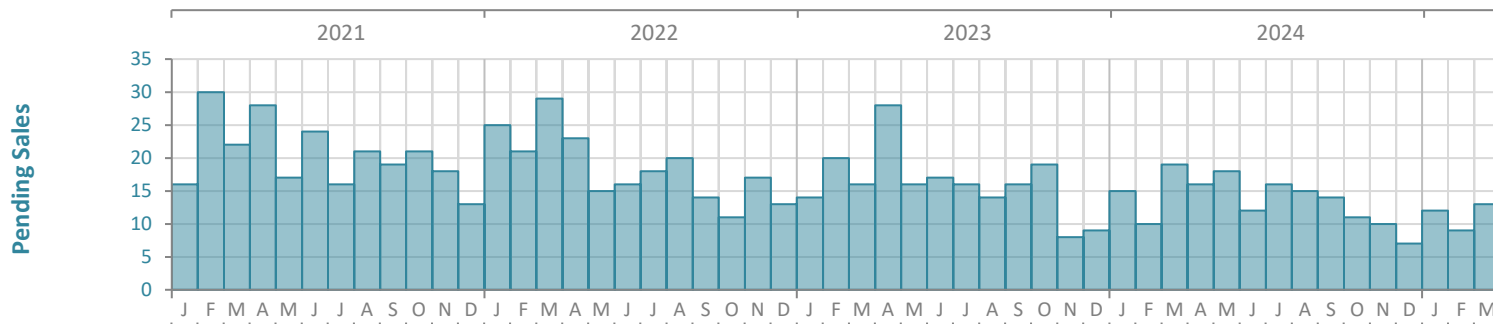


New Pending Sales

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	34	-22.7%
March 2025	13	-31.6%
February 2025	9	-10.0%
January 2025	12	-20.0%
December 2024	7	-22.2%
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%

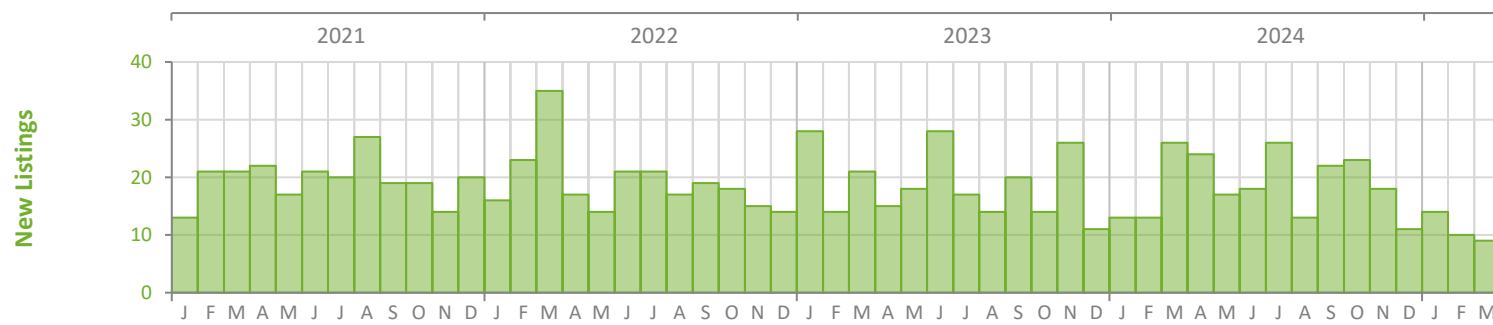


New Listings

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	33	-36.5%
March 2025	9	-65.4%
February 2025	10	-23.1%
January 2025	14	7.7%
December 2024	11	0.0%
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%



Monthly Market Detail - March 2025

Townhouses and Condos

Hernando County

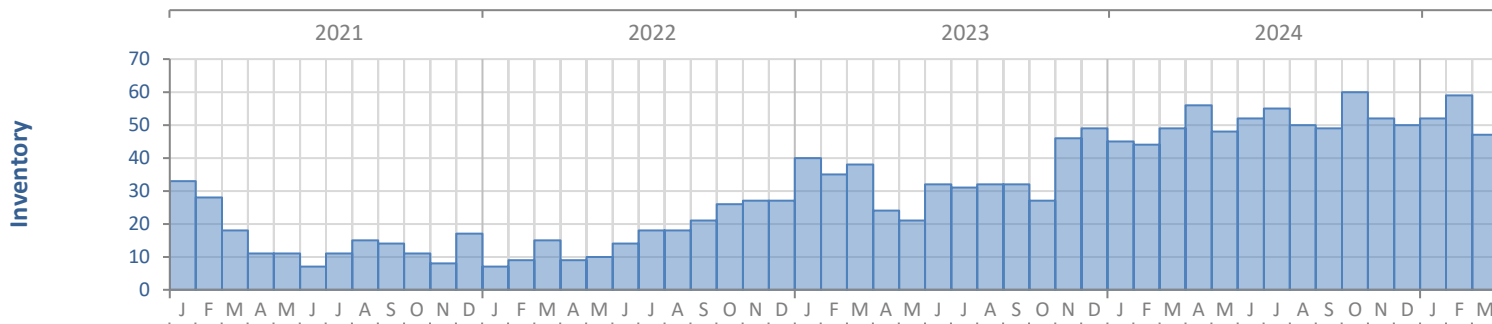


Inventory (Active Listings)

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)	53	14.6%
March 2025	47	-4.1%
February 2025	59	34.1%
January 2025	52	15.6%
December 2024	50	2.0%
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%

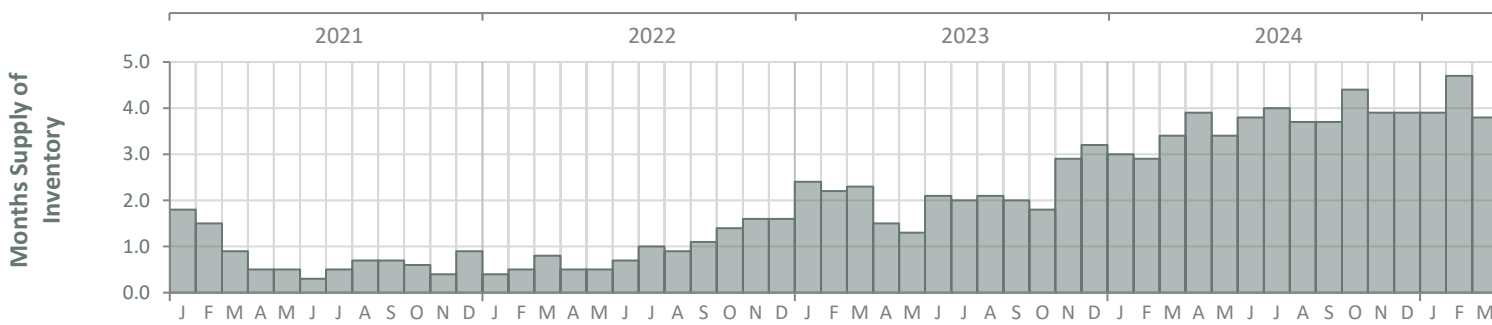


Months Supply of Inventory

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)	4.1	32.3%
March 2025	3.8	11.8%
February 2025	4.7	62.1%
January 2025	3.9	30.0%
December 2024	3.9	21.9%
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%



Monthly Market Detail - March 2025

Townhouses and Condos

Hernando County

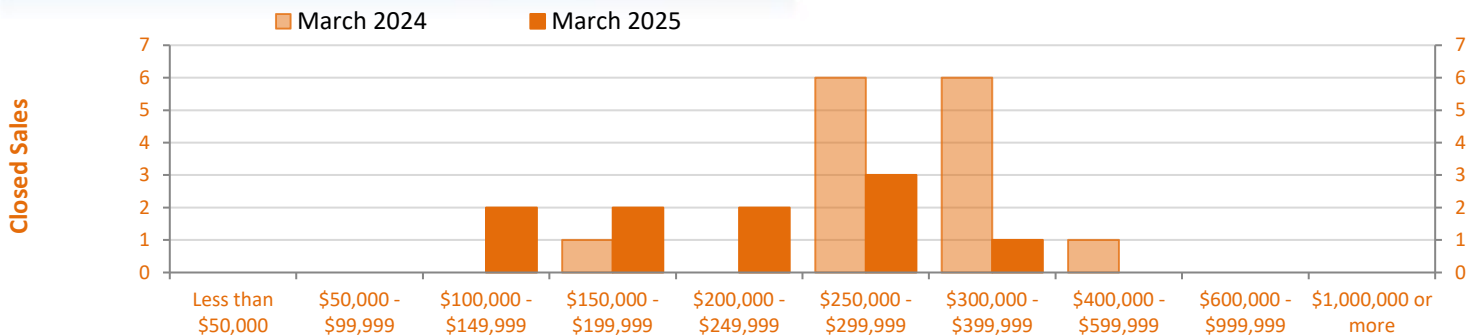


Closed Sales by Sale Price

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	2	N/A
\$150,000 - \$199,999	2	100.0%
\$200,000 - \$249,999	2	N/A
\$250,000 - \$299,999	3	-50.0%
\$300,000 - \$399,999	1	-83.3%
\$400,000 - \$599,999	0	-100.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

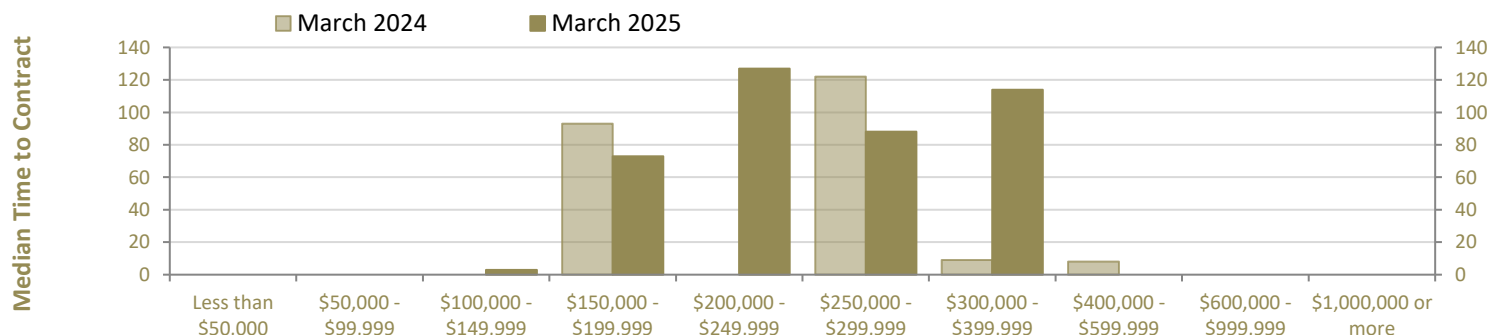


Median Time to Contract by Sale Price

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

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

Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$50,000	(No Sales)	N/A
\$50,000 - \$99,999	(No Sales)	N/A
\$100,000 - \$149,999	3 Days	N/A
\$150,000 - \$199,999	73 Days	-21.5%
\$200,000 - \$249,999	127 Days	N/A
\$250,000 - \$299,999	88 Days	-27.9%
\$300,000 - \$399,999	114 Days	1166.7%
\$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 - March 2025

Townhouses and Condos

Hernando County

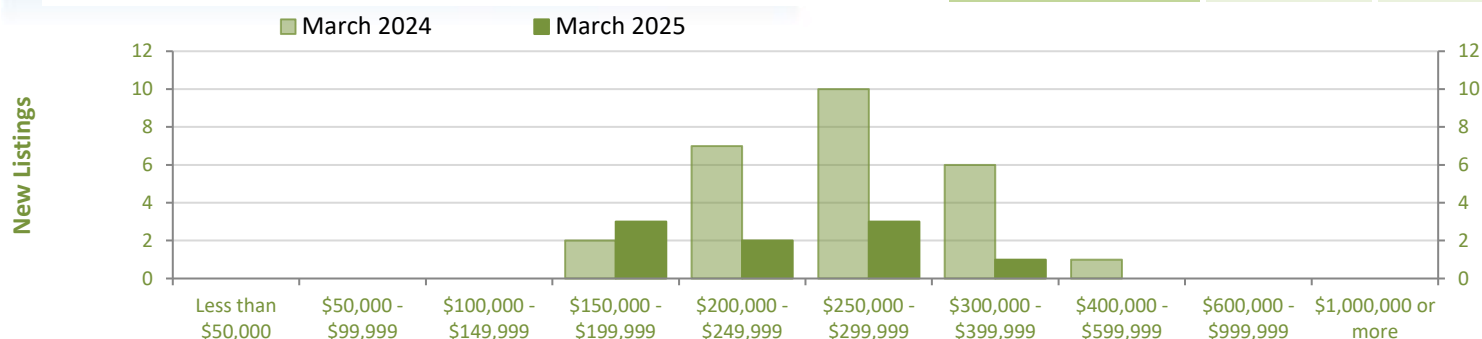


New Listings by Initial Listing Price

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	50.0%
\$200,000 - \$249,999	2	-71.4%
\$250,000 - \$299,999	3	-70.0%
\$300,000 - \$399,999	1	-83.3%
\$400,000 - \$599,999	0	-100.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

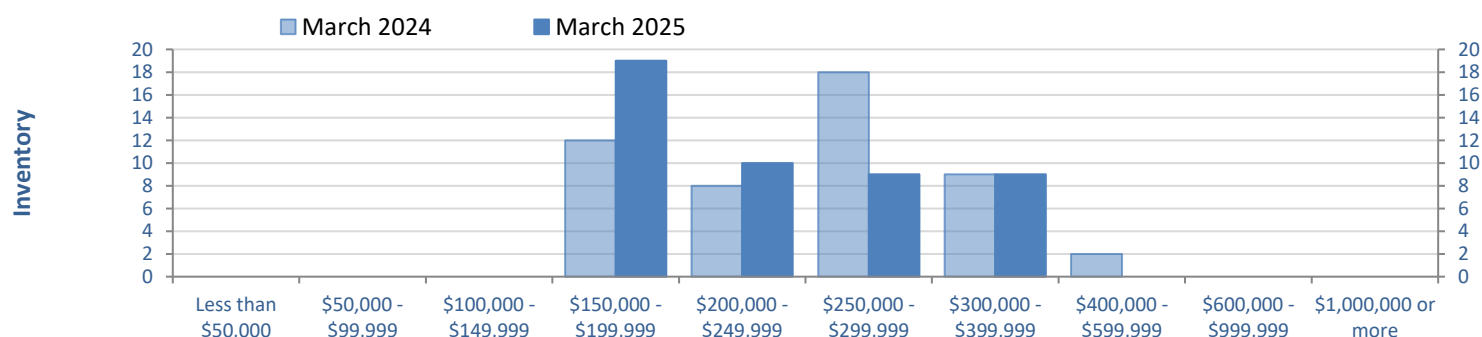


Inventory by Current Listing Price

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.

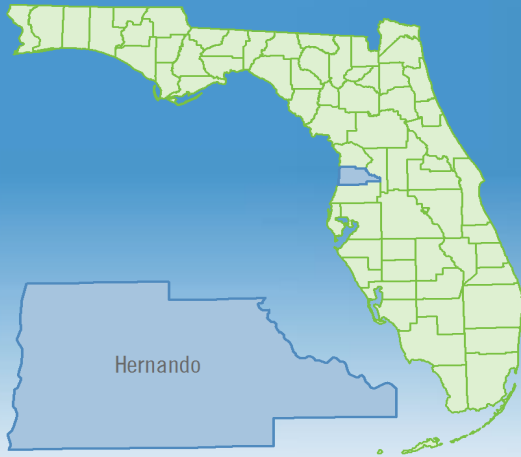
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	0	N/A
\$100,000 - \$149,999	0	N/A
\$150,000 - \$199,999	19	58.3%
\$200,000 - \$249,999	10	25.0%
\$250,000 - \$299,999	9	-50.0%
\$300,000 - \$399,999	9	0.0%
\$400,000 - \$599,999	0	-100.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A



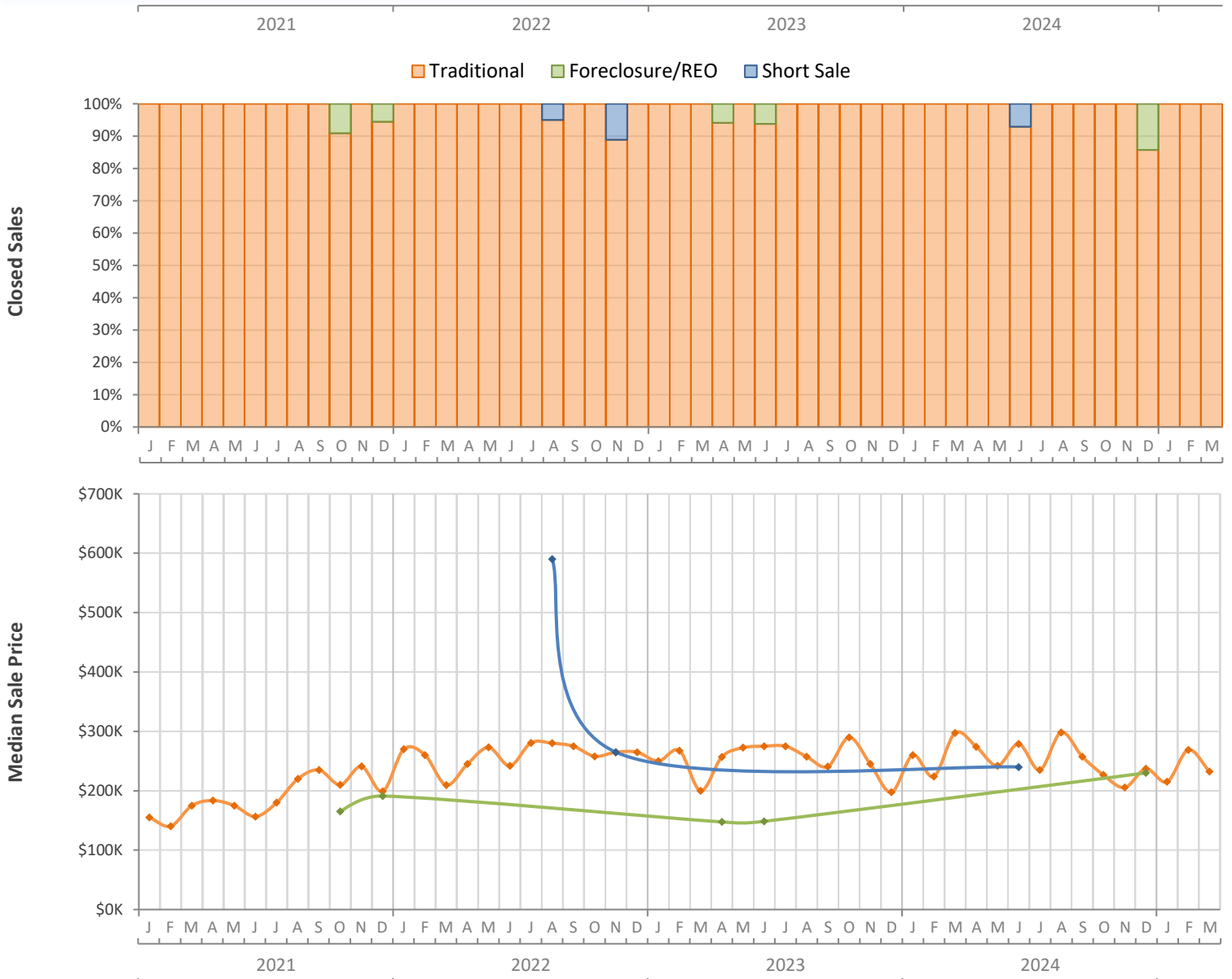
Monthly Distressed Market - March 2025

Townhouses and Condos

Hernando County



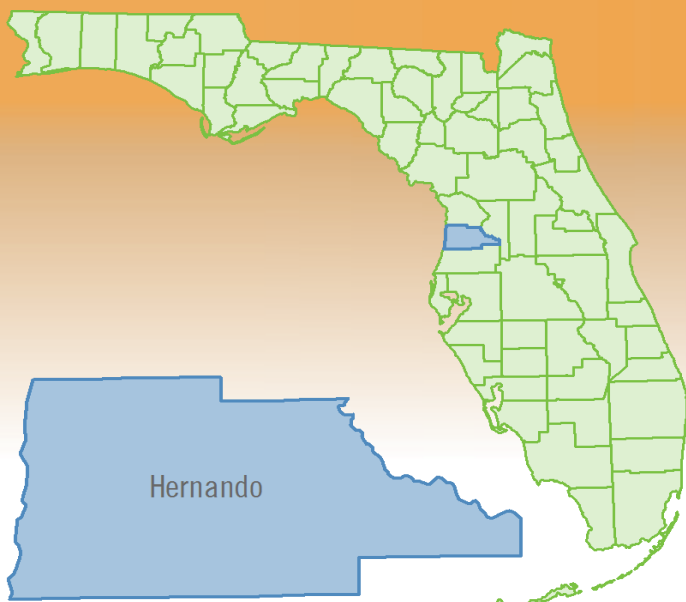
		March 2025	March 2024	Percent Change Year-over-Year
Traditional	Closed Sales	10	14	-28.6%
	Median Sale Price	\$232,500	\$297,450	-21.8%
Foreclosure/REO	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



Monthly Market Detail - March 2025

Manufactured Homes

Hernando County



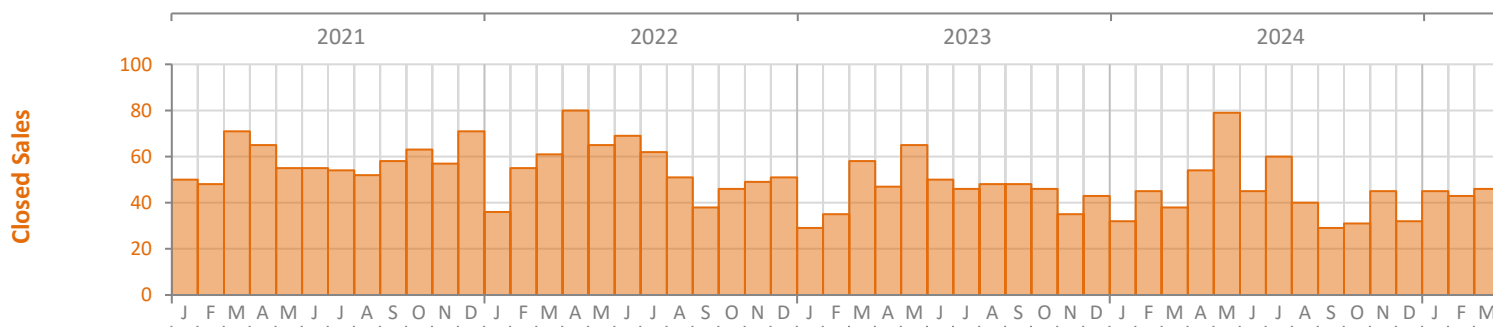
Summary Statistics	March 2025	March 2024	Percent Change Year-over-Year
Closed Sales	46	38	21.1%
Paid in Cash	30	18	66.7%
Median Sale Price	\$166,000	\$180,000	-7.8%
Average Sale Price	\$168,234	\$182,547	-7.8%
Dollar Volume	\$7.7 Million	\$6.9 Million	11.6%
Median Percent of Original List Price Received	93.1%	90.8%	2.5%
Median Time to Contract	52 Days	41 Days	26.8%
Median Time to Sale	77 Days	75 Days	2.7%
New Pending Sales	60	59	1.7%
New Listings	89	89	0.0%
Pending Inventory	61	72	-15.3%
Inventory (Active Listings)	257	212	21.2%
Months Supply of Inventory	5.6	4.7	19.1%

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	134	16.5%
March 2025	46	21.1%
February 2025	43	-4.4%
January 2025	45	40.6%
December 2024	32	-25.6%
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%



Monthly Market Detail - March 2025

Manufactured Homes

Hernando County

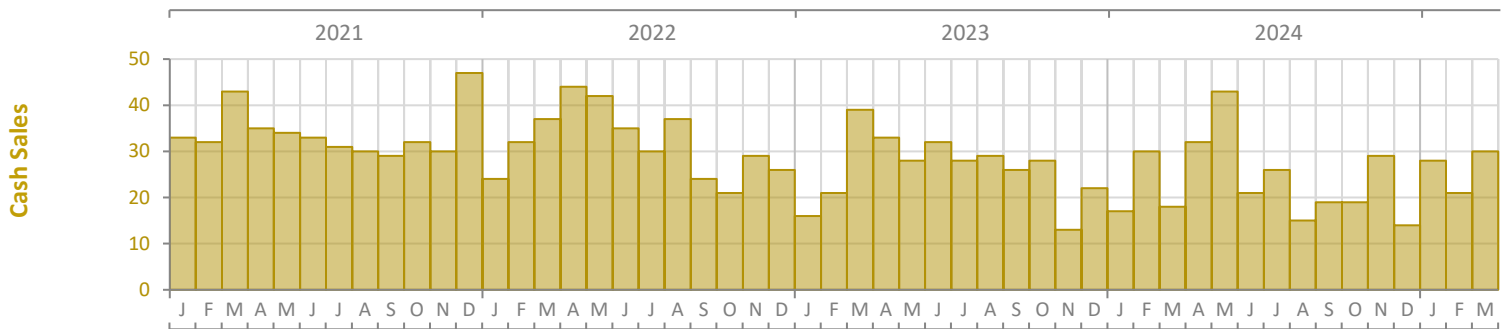


Cash Sales

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	79	21.5%
March 2025	30	66.7%
February 2025	21	-30.0%
January 2025	28	64.7%
December 2024	14	-36.4%
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%

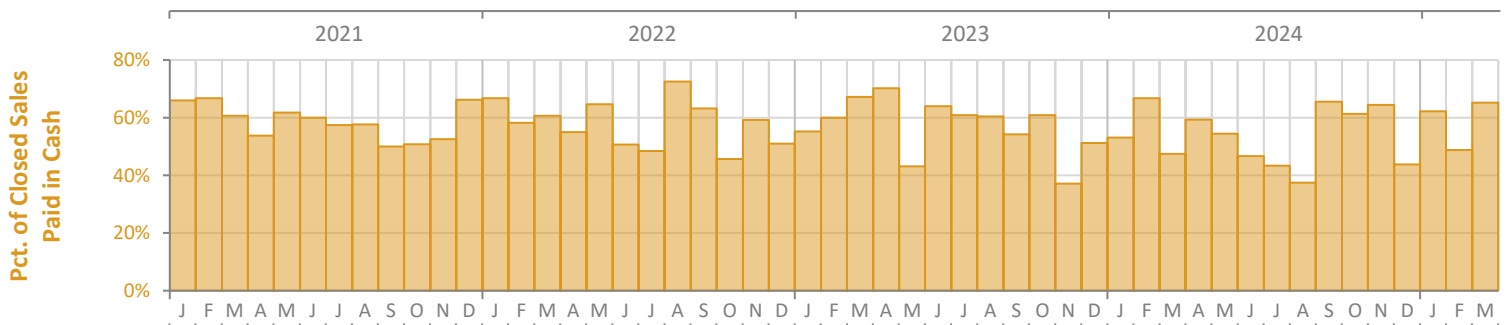


Cash Sales as a Percentage of Closed Sales

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

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

Month	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Year-to-Date	59.0%	4.4%
March 2025	65.2%	37.6%
February 2025	48.8%	-26.8%
January 2025	62.2%	17.1%
December 2024	43.8%	-14.5%
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%



Monthly Market Detail - March 2025

Manufactured Homes

Hernando County

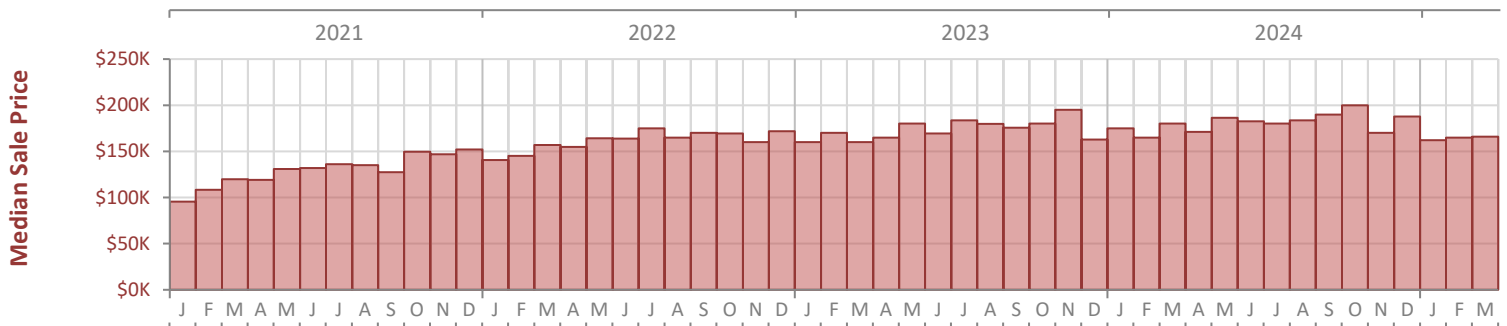


Median Sale Price

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	\$165,000	-4.6%
March 2025	\$166,000	-7.8%
February 2025	\$165,000	0.0%
January 2025	\$162,000	-7.4%
December 2024	\$187,750	15.3%
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%

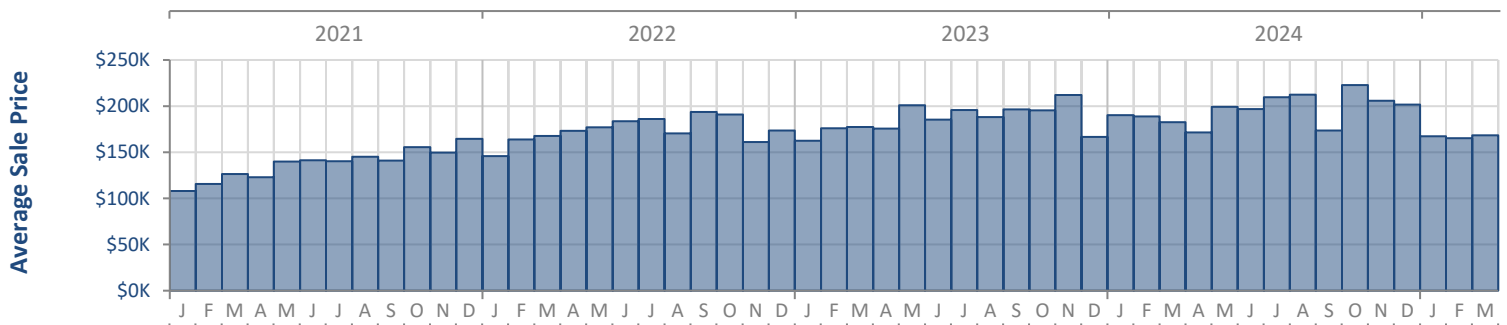


Average Sale Price

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	\$166,946	-10.8%
March 2025	\$168,234	-7.8%
February 2025	\$165,230	-12.5%
January 2025	\$167,270	-12.0%
December 2024	\$201,500	20.9%
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%



Monthly Market Detail - March 2025

Manufactured Homes

Hernando County

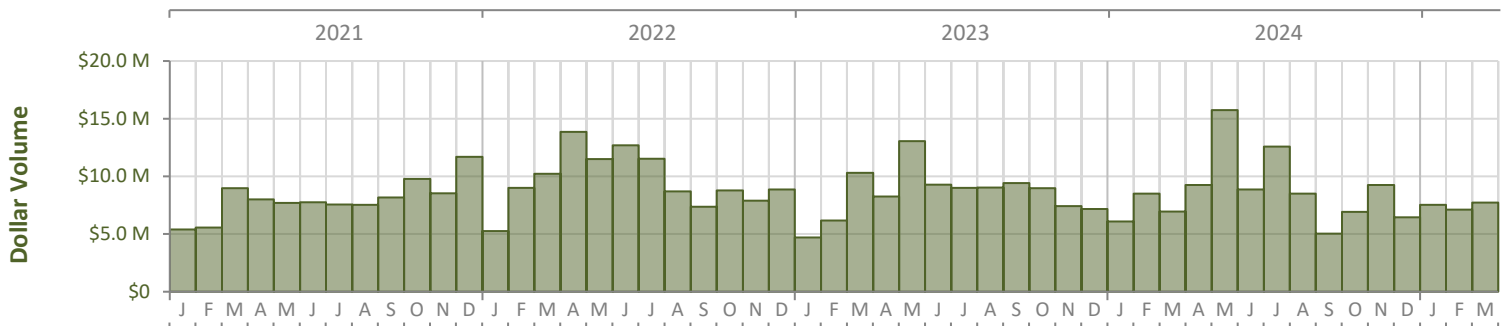


Dollar Volume

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	\$22.4 Million	4.0%
March 2025	\$7.7 Million	11.6%
February 2025	\$7.1 Million	-16.4%
January 2025	\$7.5 Million	23.7%
December 2024	\$6.4 Million	-10.0%
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%

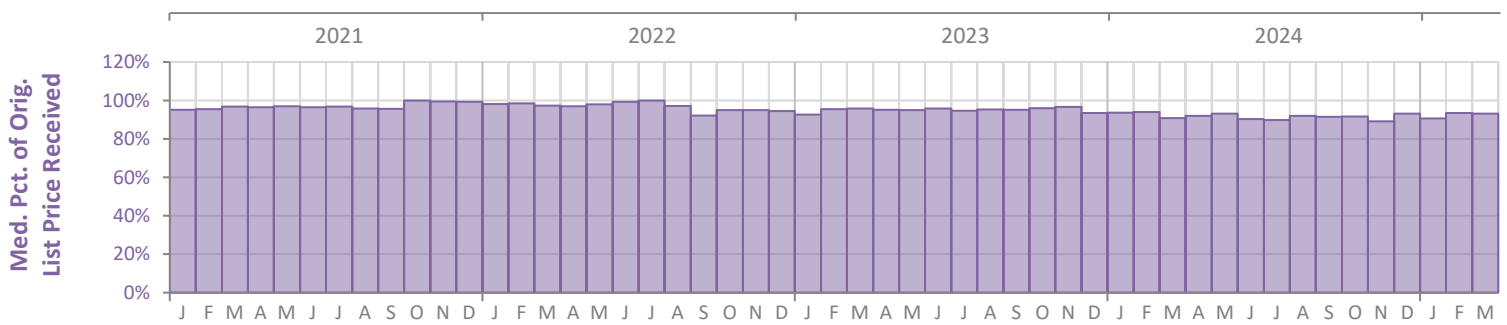


Median Percent of Original List Price Received

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	92.5%	-0.9%
March 2025	93.1%	2.5%
February 2025	93.5%	-0.4%
January 2025	90.7%	-3.2%
December 2024	93.2%	-0.3%
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%



Monthly Market Detail - March 2025

Manufactured Homes

Hernando County

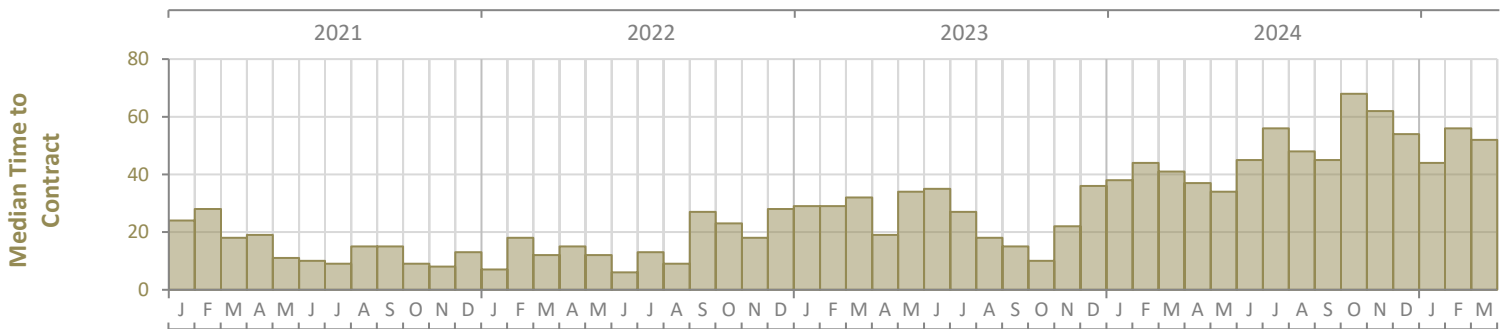


Median Time to Contract

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	52 Days	26.8%
March 2025	52 Days	26.8%
February 2025	56 Days	27.3%
January 2025	44 Days	15.8%
December 2024	54 Days	50.0%
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%

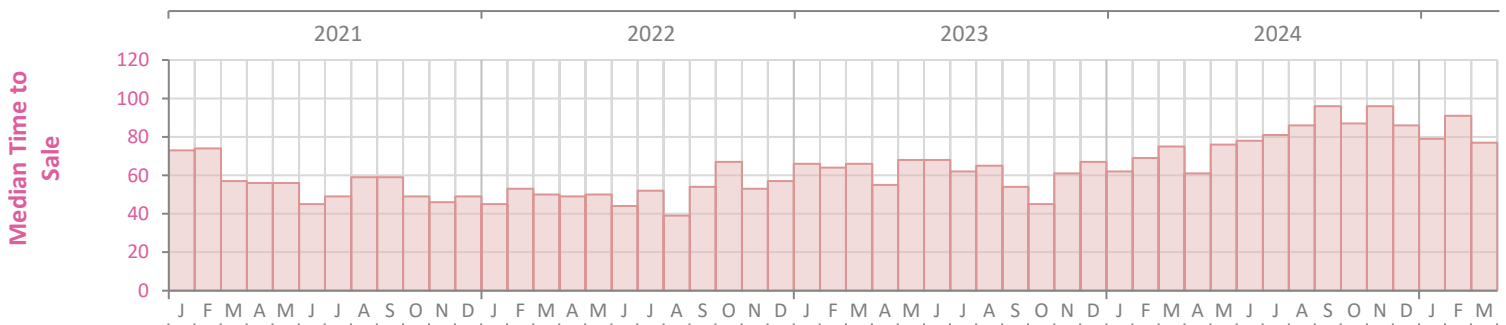


Median Time to Sale

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	80 Days	15.9%
March 2025	77 Days	2.7%
February 2025	91 Days	31.9%
January 2025	79 Days	27.4%
December 2024	86 Days	28.4%
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%

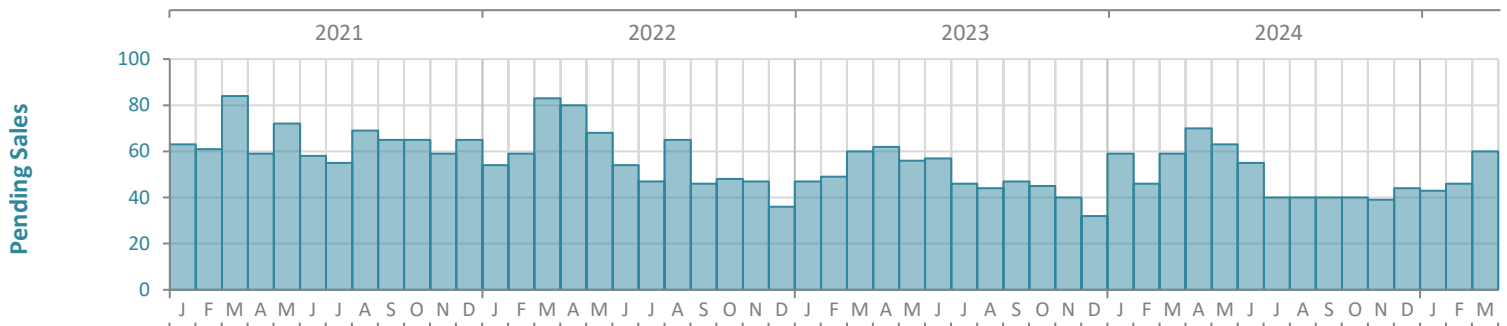


New Pending Sales

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	149	-9.1%
March 2025	60	1.7%
February 2025	46	0.0%
January 2025	43	-27.1%
December 2024	44	37.5%
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%

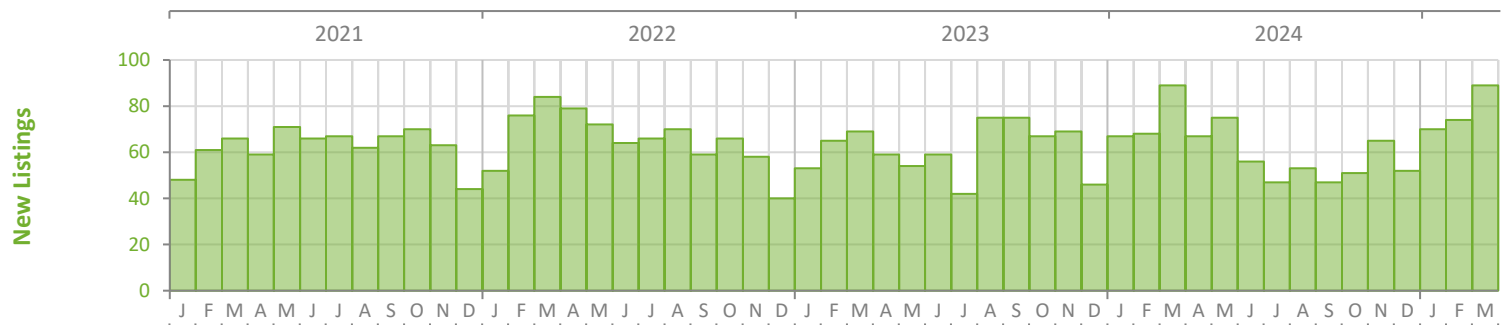


New Listings

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	233	4.0%
March 2025	89	0.0%
February 2025	74	8.8%
January 2025	70	4.5%
December 2024	52	13.0%
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%



Monthly Market Detail - March 2025

Manufactured Homes

Hernando County

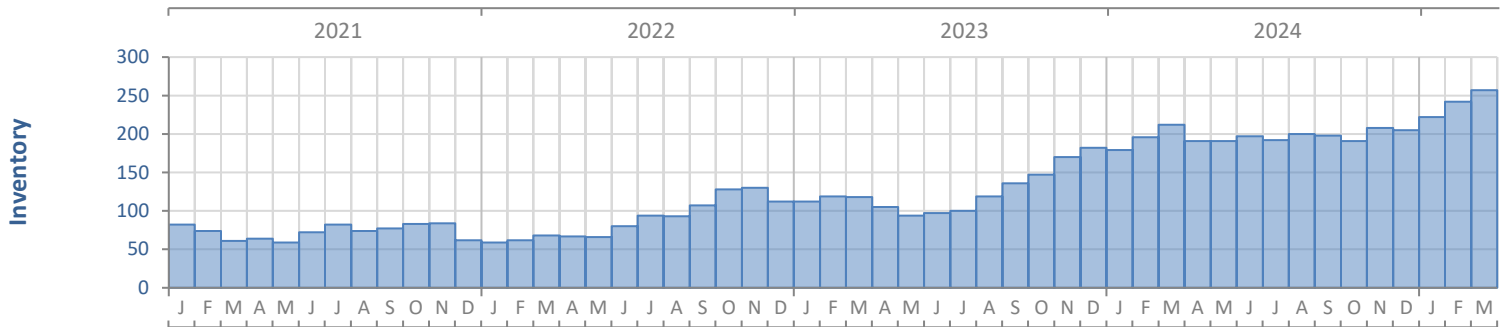


Inventory (Active Listings)

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)	240	22.8%
March 2025	257	21.2%
February 2025	242	23.5%
January 2025	222	24.0%
December 2024	205	12.6%
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%

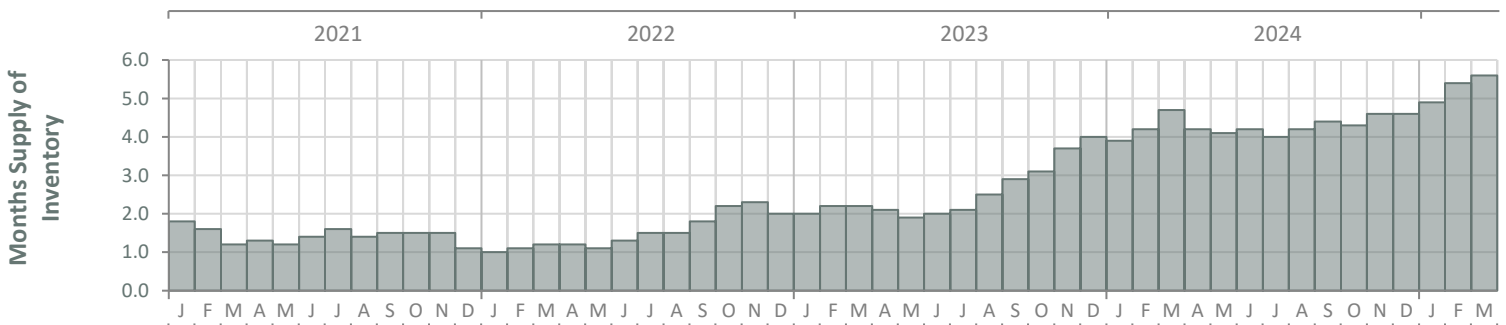


Months Supply of Inventory

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

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

Month	Months Supply	Percent Change Year-over-Year
YTD (Monthly Avg)	5.3	23.3%
March 2025	5.6	19.1%
February 2025	5.4	28.6%
January 2025	4.9	25.6%
December 2024	4.6	15.0%
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%



Monthly Market Detail - March 2025

Manufactured Homes

Hernando County

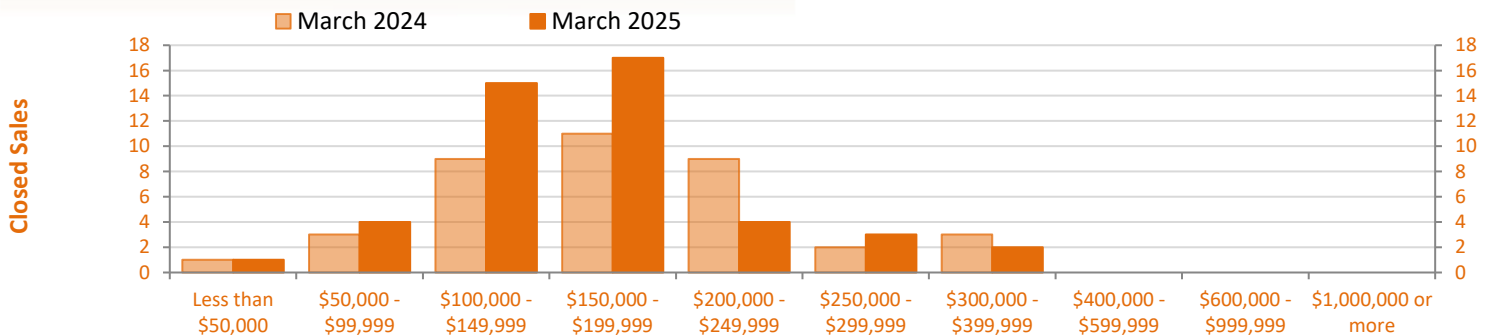


Closed Sales by Sale Price

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	1	0.0%
\$50,000 - \$99,999	4	33.3%
\$100,000 - \$149,999	15	66.7%
\$150,000 - \$199,999	17	54.5%
\$200,000 - \$249,999	4	-55.6%
\$250,000 - \$299,999	3	50.0%
\$300,000 - \$399,999	2	-33.3%
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

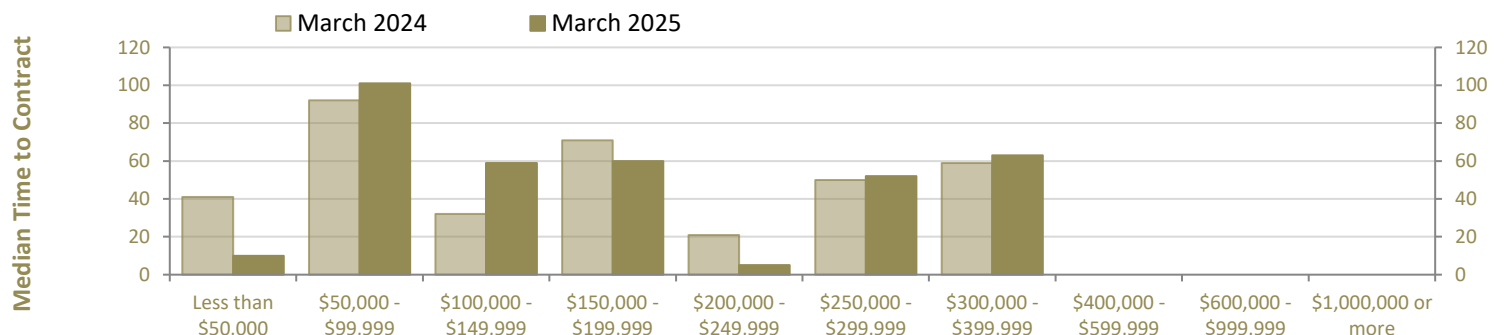


Median Time to Contract by Sale Price

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	10 Days	-75.6%
\$50,000 - \$99,999	101 Days	9.8%
\$100,000 - \$149,999	59 Days	84.4%
\$150,000 - \$199,999	60 Days	-15.5%
\$200,000 - \$249,999	5 Days	-76.2%
\$250,000 - \$299,999	52 Days	4.0%
\$300,000 - \$399,999	63 Days	6.8%
\$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

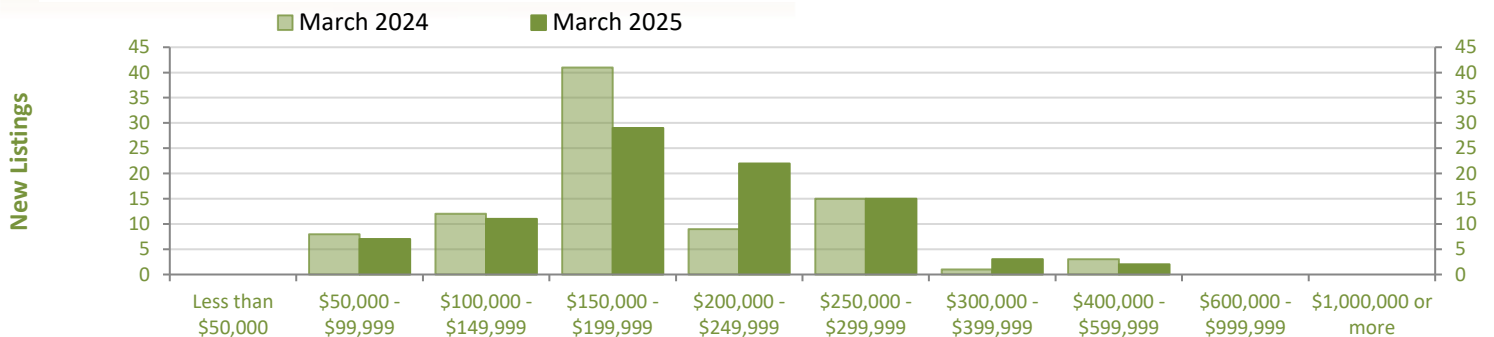


New Listings by Initial Listing Price

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	7	-12.5%
\$100,000 - \$149,999	11	-8.3%
\$150,000 - \$199,999	29	-29.3%
\$200,000 - \$249,999	22	144.4%
\$250,000 - \$299,999	15	0.0%
\$300,000 - \$399,999	3	200.0%
\$400,000 - \$599,999	2	-33.3%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

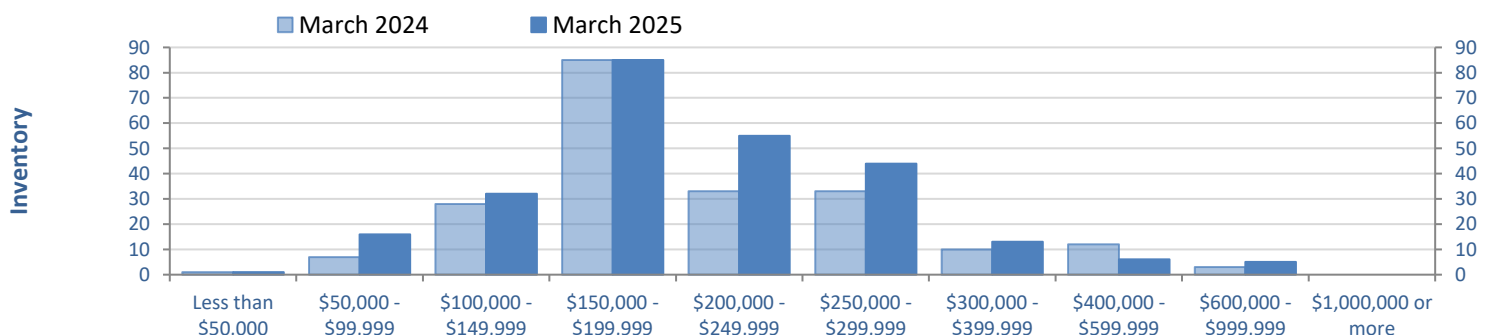


Inventory by Current Listing Price

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.

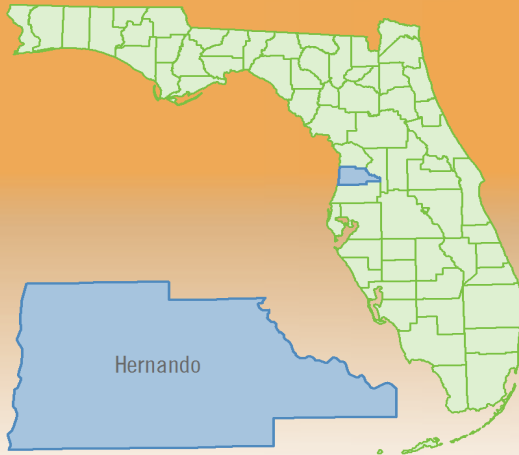
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	1	0.0%
\$50,000 - \$99,999	16	128.6%
\$100,000 - \$149,999	32	14.3%
\$150,000 - \$199,999	85	0.0%
\$200,000 - \$249,999	55	66.7%
\$250,000 - \$299,999	44	33.3%
\$300,000 - \$399,999	13	30.0%
\$400,000 - \$599,999	6	-50.0%
\$600,000 - \$999,999	5	66.7%
\$1,000,000 or more	0	N/A



Monthly Distressed Market - March 2025

Manufactured Homes

Hernando County



		March 2025	March 2024	Percent Change Year-over-Year
Traditional	Closed Sales	46	38	21.1%
	Median Sale Price	\$166,000	\$180,000	-7.8%
Foreclosure/REO	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

