

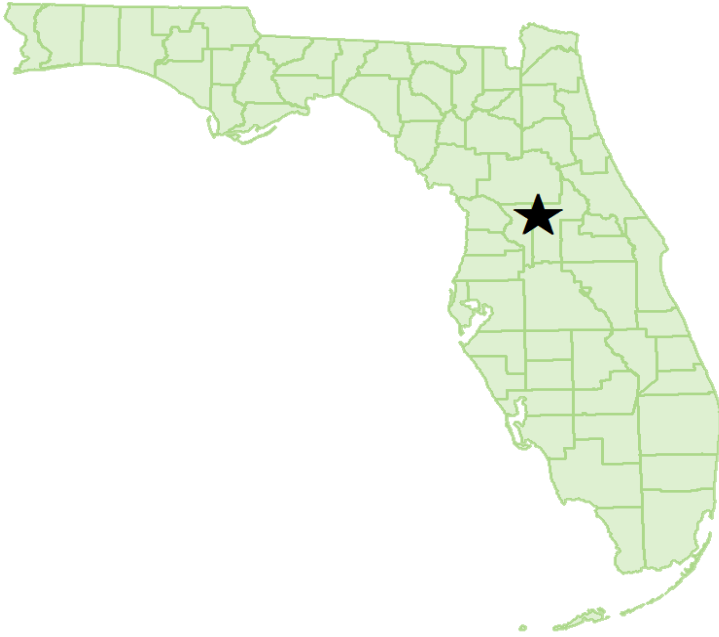
Monthly Market Detail - January 2023

Single-Family Homes

REALTORS® of Lake & Sumter Counties Inc.



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



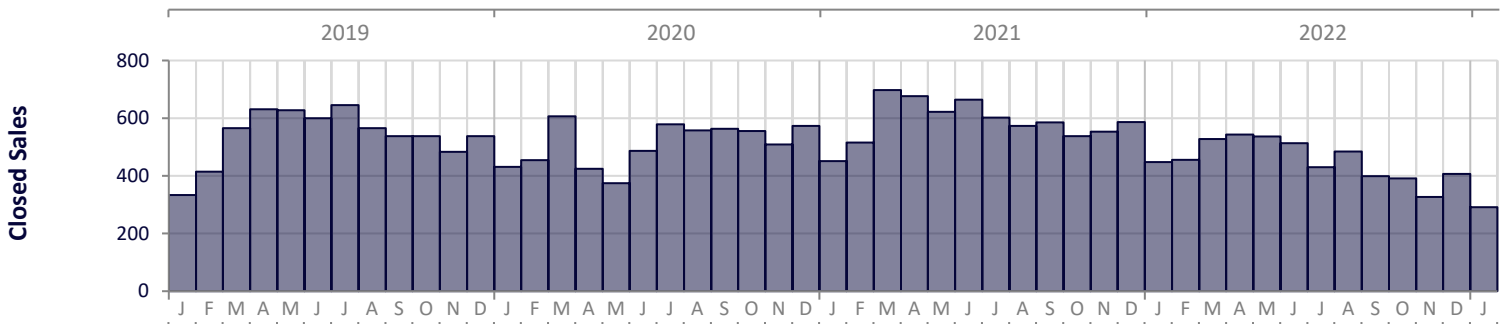
Summary Statistics	January 2023	January 2022	Percent Change Year-over-Year
Closed Sales	291	448	-35.0%
Paid in Cash	137	158	-13.3%
Median Sale Price	\$360,000	\$345,000	4.3%
Average Sale Price	\$409,932	\$387,023	5.9%
Dollar Volume	\$119.3 Million	\$173.4 Million	-31.2%
Median Percent of Original List Price Received	95.2%	100.0%	-4.8%
Median Time to Contract	41 Days	10 Days	310.0%
Median Time to Sale	82 Days	53 Days	54.7%
New Pending Sales	496	551	-10.0%
New Listings	566	547	3.5%
Pending Inventory	804	728	10.4%
Inventory (Active Listings)	1,429	481	197.1%
Months Supply of Inventory	3.2	0.8	300.0%

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	291	-35.0%
January 2023	291	-35.0%
December 2022	407	-30.7%
November 2022	327	-40.9%
October 2022	391	-27.3%
September 2022	399	-31.8%
August 2022	484	-15.5%
July 2022	430	-28.6%
June 2022	513	-22.7%
May 2022	537	-13.7%
April 2022	543	-19.7%
March 2022	528	-24.2%
February 2022	456	-11.6%
January 2022	448	-0.7%



Produced by Florida Realtors® with data provided by Florida's multiple listing services. Statistics for each month compiled from MLS feeds on the 15th day of the following month. Data released on Tuesday, February 21, 2023. Next data release is Tuesday, March 21, 2023.

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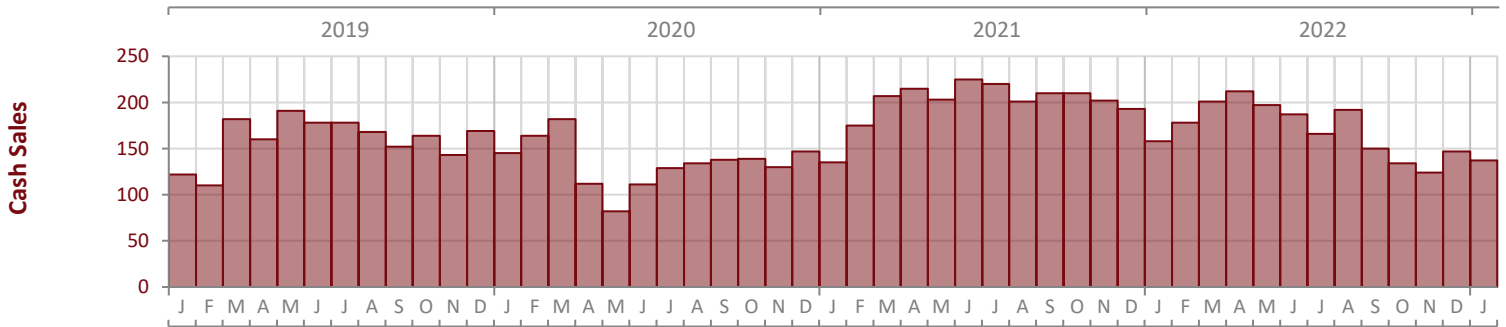
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Cash Sales

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

Economists' note: Cash Sales can be a useful indicator of the extent to which investors are participating in the market. Why? Investors are far more likely to have the funds to purchase a home available up front, whereas the typical homebuyer requires a mortgage or some other form of financing. There are, of course, many possible exceptions, so this statistic should be interpreted with care.

Month	Cash Sales	Percent Change Year-over-Year
Year-to-Date	137	-13.3%
January 2023	137	-13.3%
December 2022	147	-23.8%
November 2022	124	-38.6%
October 2022	134	-36.2%
September 2022	150	-28.6%
August 2022	192	-4.5%
July 2022	166	-24.5%
June 2022	187	-16.9%
May 2022	197	-3.0%
April 2022	212	-1.4%
March 2022	201	-2.9%
February 2022	178	1.7%
January 2022	158	17.0%

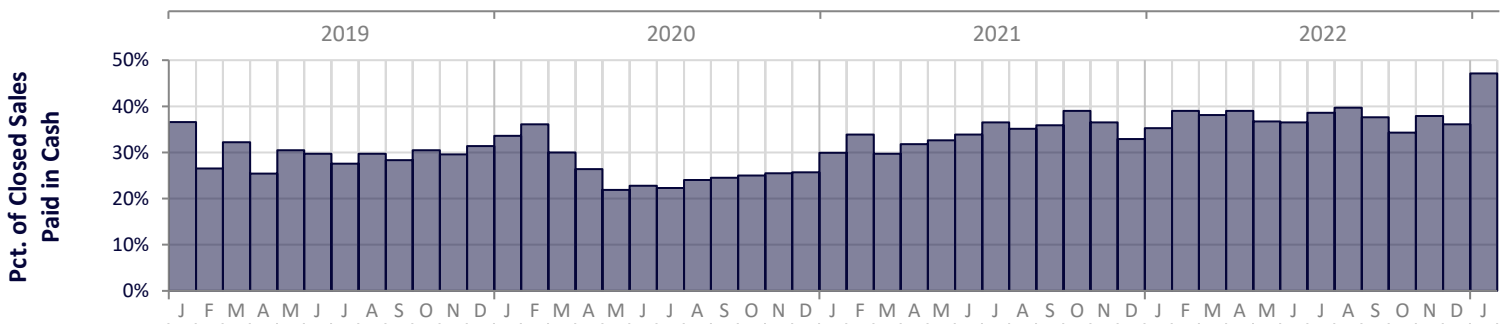


Cash Sales as a Percentage of Closed Sales

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	47.1%	33.4%
January 2023	47.1%	33.4%
December 2022	36.1%	9.7%
November 2022	37.9%	3.8%
October 2022	34.3%	-12.1%
September 2022	37.6%	4.7%
August 2022	39.7%	13.1%
July 2022	38.6%	5.8%
June 2022	36.5%	7.7%
May 2022	36.7%	12.6%
April 2022	39.0%	22.6%
March 2022	38.1%	28.3%
February 2022	39.0%	15.0%
January 2022	35.3%	18.1%



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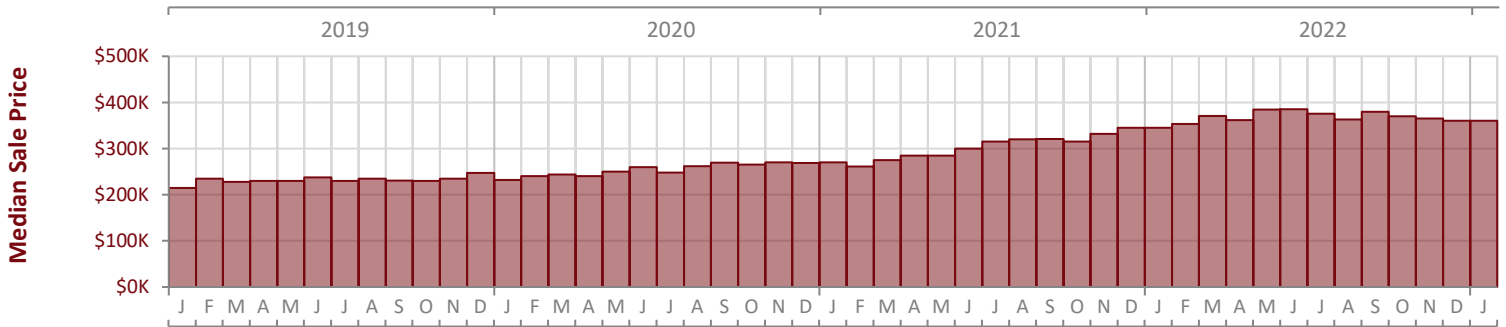
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Median Sale Price

The median sale price reported for the month (i.e. 50% of sales were above and 50% of sales were below)

Economists' note: Median Sale Price is our preferred summary statistic for price activity because, unlike Average Sale Price, Median Sale Price is not sensitive to high sale prices for small numbers of homes that may not be characteristic of the market area. Keep in mind that median price trends over time are not always solely caused by changes in the general value of local real estate. Median sale price only reflects the values of the homes that *sold* each month, and the mix of the types of homes that sell can change over time.

Month	Median Sale Price	Percent Change Year-over-Year
Year-to-Date	\$360,000	4.3%
January 2023	\$360,000	4.3%
December 2022	\$360,000	4.3%
November 2022	\$365,000	9.9%
October 2022	\$370,000	17.5%
September 2022	\$379,900	18.3%
August 2022	\$362,750	13.3%
July 2022	\$375,500	19.2%
June 2022	\$385,000	28.3%
May 2022	\$384,900	35.1%
April 2022	\$362,000	27.0%
March 2022	\$370,500	34.7%
February 2022	\$353,225	35.2%
January 2022	\$345,000	27.8%

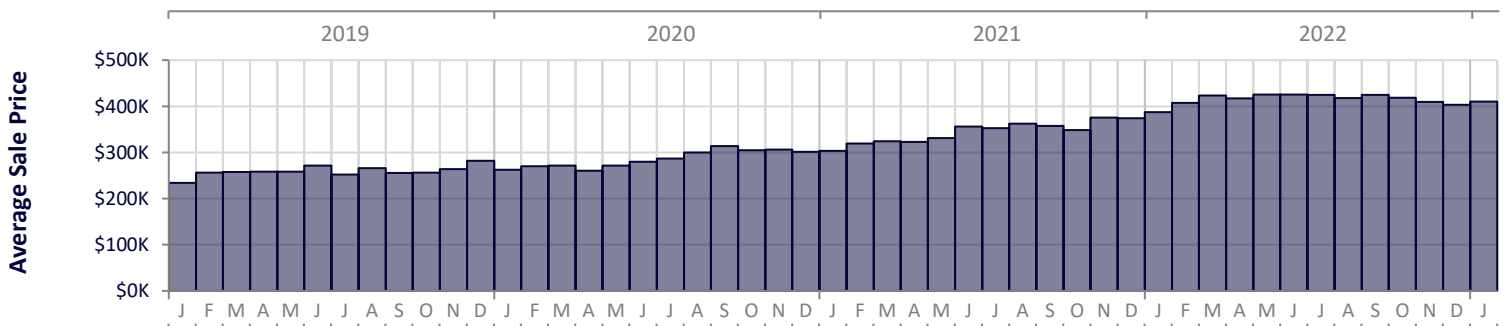


Average Sale Price

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

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

Month	Average Sale Price	Percent Change Year-over-Year
Year-to-Date	\$409,932	5.9%
January 2023	\$409,932	5.9%
December 2022	\$403,384	7.8%
November 2022	\$409,833	9.1%
October 2022	\$418,714	20.0%
September 2022	\$424,867	18.8%
August 2022	\$417,684	15.2%
July 2022	\$424,594	20.3%
June 2022	\$425,695	19.5%
May 2022	\$425,745	28.4%
April 2022	\$417,368	29.1%
March 2022	\$423,117	30.4%
February 2022	\$407,257	27.5%
January 2022	\$387,023	27.7%



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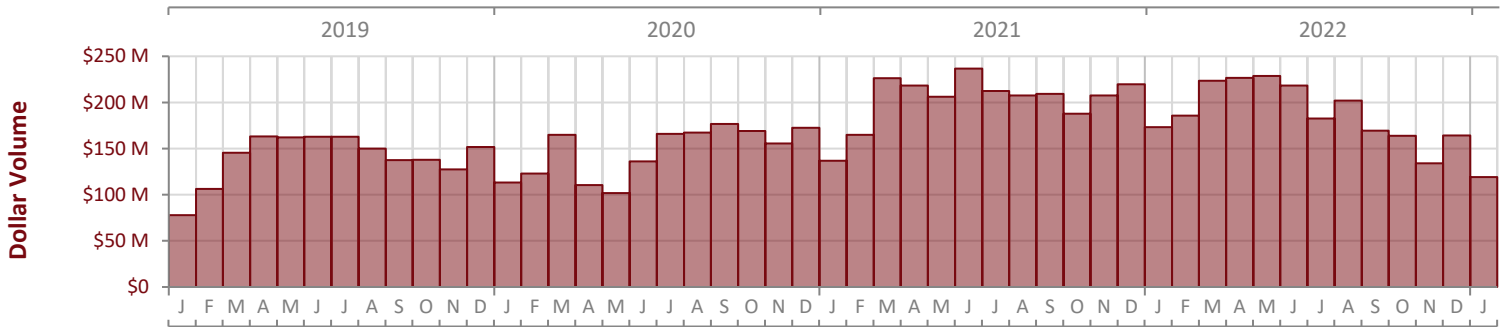
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Dollar Volume

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

Economists' note: Dollar Volume is simply the sum of all sale prices in a given time period, and can quickly be calculated by multiplying Closed Sales by Average Sale Price. It is a strong indicator of the health of the real estate industry in a market, and is of particular interest to real estate professionals, investors, analysts, and government agencies. Potential home sellers and home buyers, on the other hand, will likely be better served by paying attention to trends in the two components of Dollar Volume (i.e. sales and prices) individually.

Month	Dollar Volume	Percent Change Year-over-Year
Year-to-Date	\$119.3 Million	-31.2%
January 2023	\$119.3 Million	-31.2%
December 2022	\$164.2 Million	-25.2%
November 2022	\$134.0 Million	-35.5%
October 2022	\$163.7 Million	-12.8%
September 2022	\$169.5 Million	-19.0%
August 2022	\$202.2 Million	-2.7%
July 2022	\$182.6 Million	-14.1%
June 2022	\$218.4 Million	-7.7%
May 2022	\$228.6 Million	10.9%
April 2022	\$226.6 Million	3.7%
March 2022	\$223.4 Million	-1.2%
February 2022	\$185.7 Million	12.7%
January 2022	\$173.4 Million	26.8%

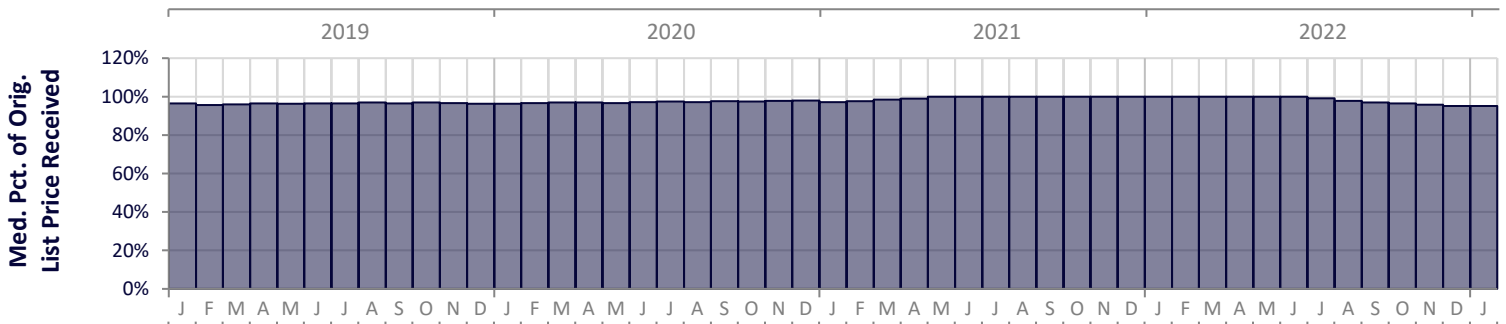


Median Percent of Original List Price Received

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%	-4.8%
January 2023	95.2%	-4.8%
December 2022	95.1%	-4.9%
November 2022	95.8%	-4.2%
October 2022	96.4%	-3.6%
September 2022	96.9%	-3.1%
August 2022	97.8%	-2.2%
July 2022	99.2%	-0.8%
June 2022	100.0%	0.0%
May 2022	100.0%	0.0%
April 2022	100.0%	1.1%
March 2022	100.0%	1.6%
February 2022	100.0%	2.4%
January 2022	100.0%	3.0%



Monthly Market Detail - January 2023

Single-Family Homes

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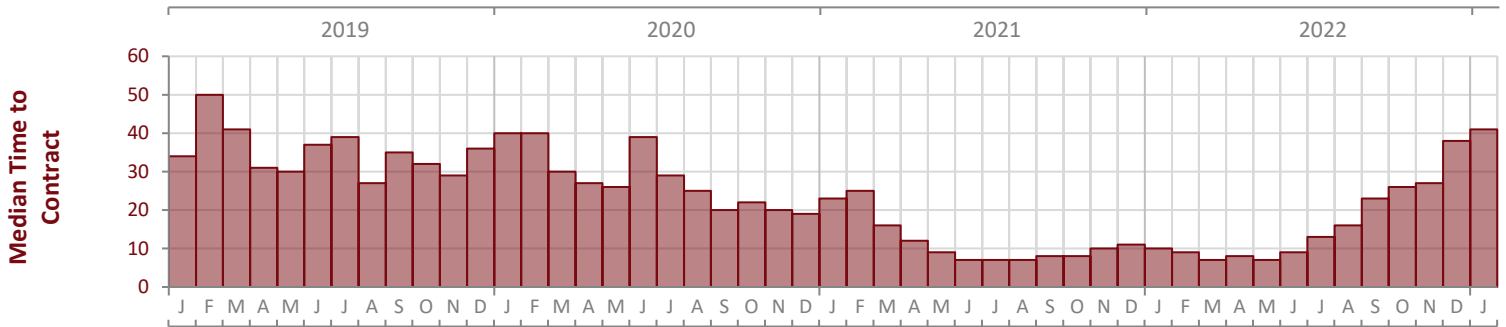
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Median Time to Contract

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

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

Month	Median Time to Contract	Percent Change Year-over-Year
Year-to-Date	41 Days	310.0%
January 2023	41 Days	310.0%
December 2022	38 Days	245.5%
November 2022	27 Days	170.0%
October 2022	26 Days	225.0%
September 2022	23 Days	187.5%
August 2022	16 Days	128.6%
July 2022	13 Days	85.7%
June 2022	9 Days	28.6%
May 2022	7 Days	-22.2%
April 2022	8 Days	-33.3%
March 2022	7 Days	-56.3%
February 2022	9 Days	-64.0%
January 2022	10 Days	-56.5%

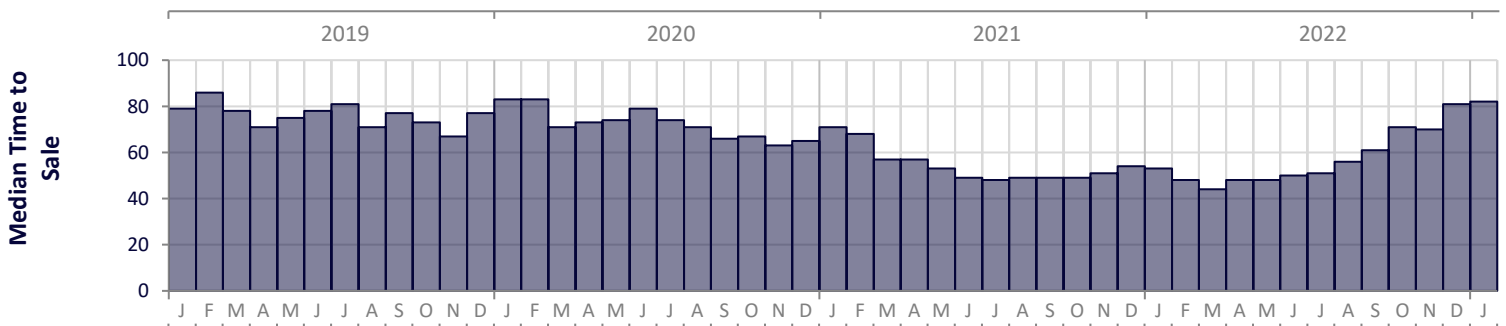


Median Time to Sale

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	82 Days	54.7%
January 2023	82 Days	54.7%
December 2022	81 Days	50.0%
November 2022	70 Days	37.3%
October 2022	71 Days	44.9%
September 2022	61 Days	24.5%
August 2022	56 Days	14.3%
July 2022	51 Days	6.3%
June 2022	50 Days	2.0%
May 2022	48 Days	-9.4%
April 2022	48 Days	-15.8%
March 2022	44 Days	-22.8%
February 2022	48 Days	-29.4%
January 2022	53 Days	-25.4%



Monthly Market Detail - January 2023

Single-Family Homes

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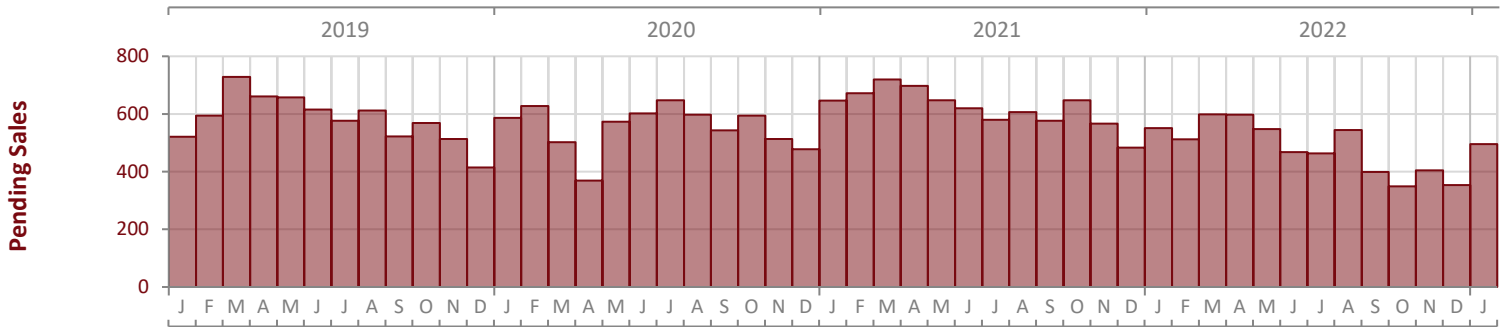
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New Pending Sales

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

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

Month	New Pending Sales	Percent Change Year-over-Year
Year-to-Date	496	-10.0%
January 2023	496	-10.0%
December 2022	354	-26.7%
November 2022	404	-28.7%
October 2022	349	-46.1%
September 2022	399	-30.8%
August 2022	544	-10.2%
July 2022	463	-20.2%
June 2022	468	-24.5%
May 2022	548	-15.4%
April 2022	598	-14.2%
March 2022	599	-16.8%
February 2022	512	-23.8%
January 2022	551	-14.7%

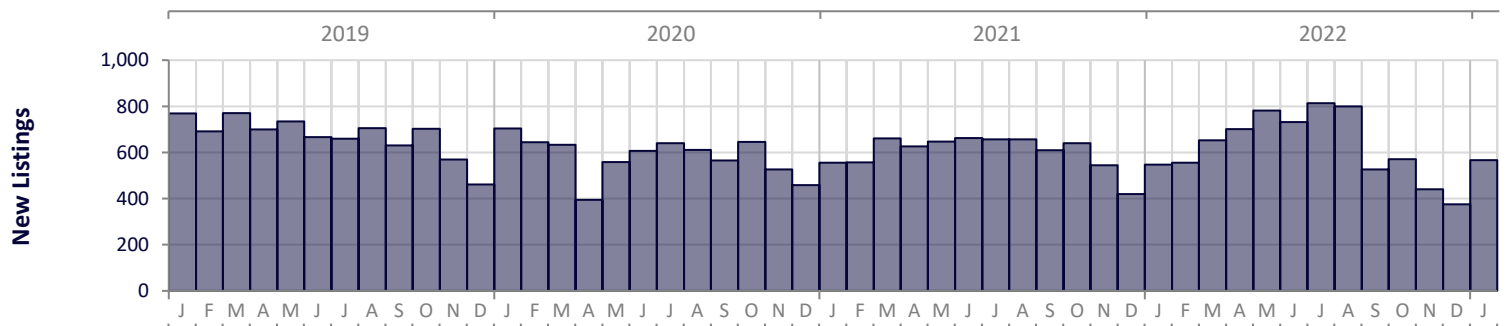


New Listings

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	566	3.5%
January 2023	566	3.5%
December 2022	375	-10.5%
November 2022	440	-19.1%
October 2022	571	-10.8%
September 2022	527	-13.6%
August 2022	800	21.8%
July 2022	814	23.9%
June 2022	732	10.6%
May 2022	782	20.9%
April 2022	701	11.8%
March 2022	652	-1.4%
February 2022	555	-0.4%
January 2022	547	-1.4%



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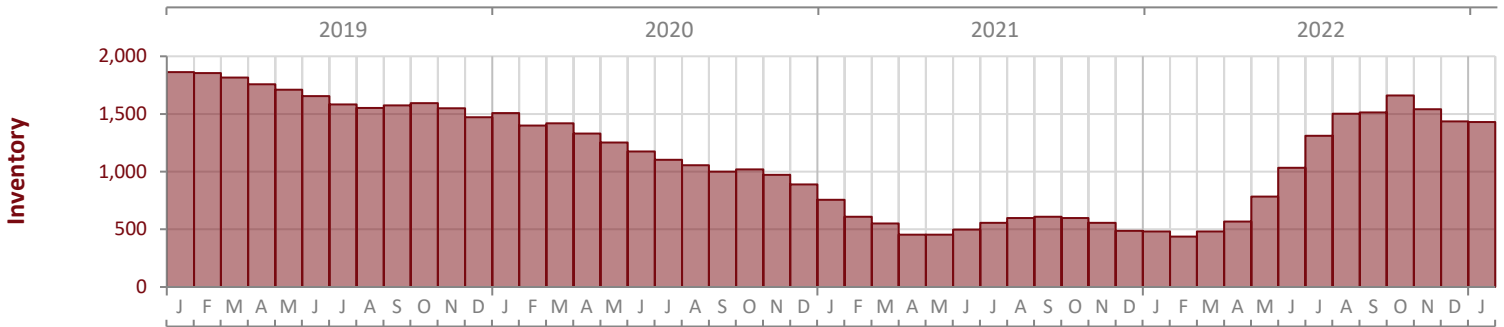
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Inventory (Active Listings)

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

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

Month	Inventory	Percent Change Year-over-Year
YTD (Monthly Avg)	1,429	197.1%
January 2023	1,429	197.1%
December 2022	1,437	194.5%
November 2022	1,542	176.8%
October 2022	1,660	177.6%
September 2022	1,513	148.4%
August 2022	1,501	150.6%
July 2022	1,310	135.6%
June 2022	1,033	107.8%
May 2022	783	72.1%
April 2022	568	24.8%
March 2022	480	-12.7%
February 2022	437	-28.2%
January 2022	481	-36.5%

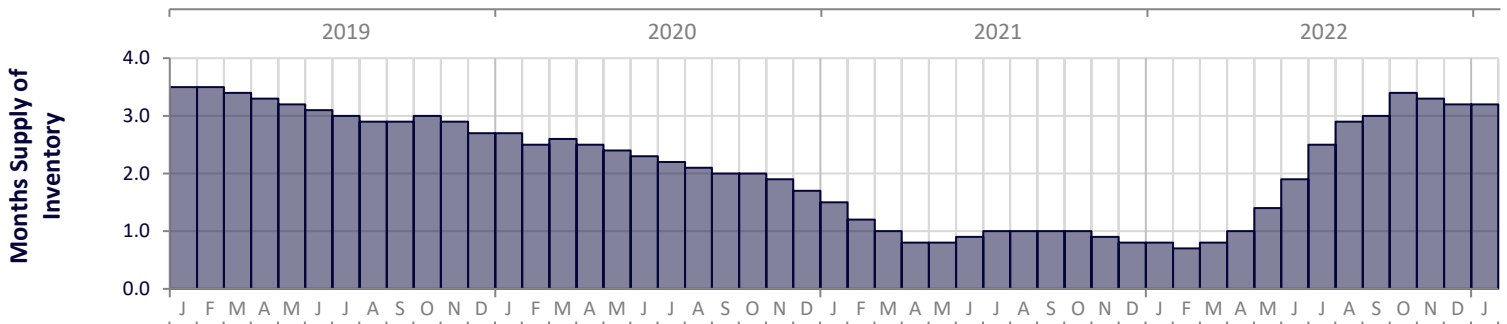


Months Supply of Inventory

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)	3.2	300.0%
January 2023	3.2	300.0%
December 2022	3.2	300.0%
November 2022	3.3	266.7%
October 2022	3.4	240.0%
September 2022	3.0	200.0%
August 2022	2.9	190.0%
July 2022	2.5	150.0%
June 2022	1.9	111.1%
May 2022	1.4	75.0%
April 2022	1.0	25.0%
March 2022	0.8	-20.0%
February 2022	0.7	-41.7%
January 2022	0.8	-46.7%



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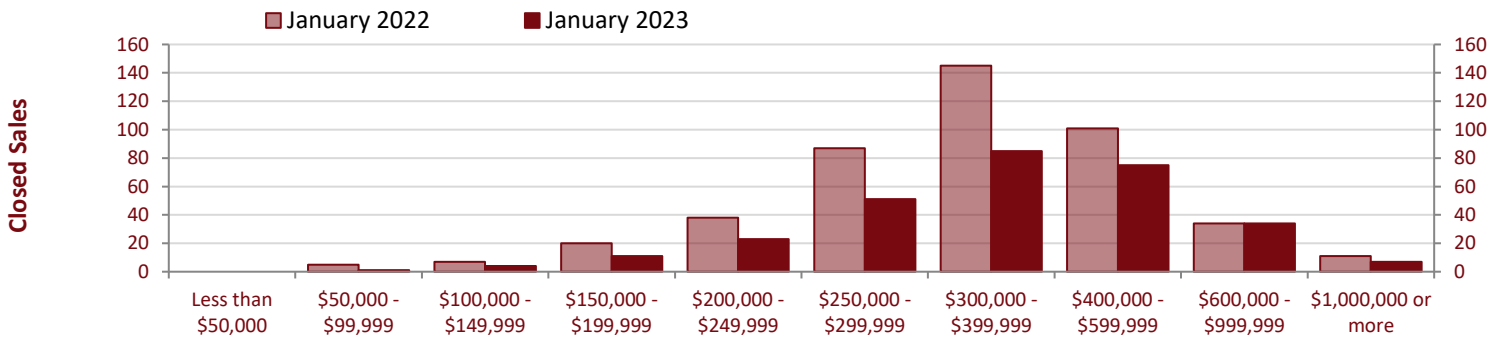
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Closed Sales by Sale Price

The number of sales transactions which closed during the month

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

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	1	-80.0%
\$100,000 - \$149,999	4	-42.9%
\$150,000 - \$199,999	11	-45.0%
\$200,000 - \$249,999	23	-39.5%
\$250,000 - \$299,999	51	-41.4%
\$300,000 - \$399,999	85	-41.4%
\$400,000 - \$599,999	75	-25.7%
\$600,000 - \$999,999	34	0.0%
\$1,000,000 or more	7	-36.4%

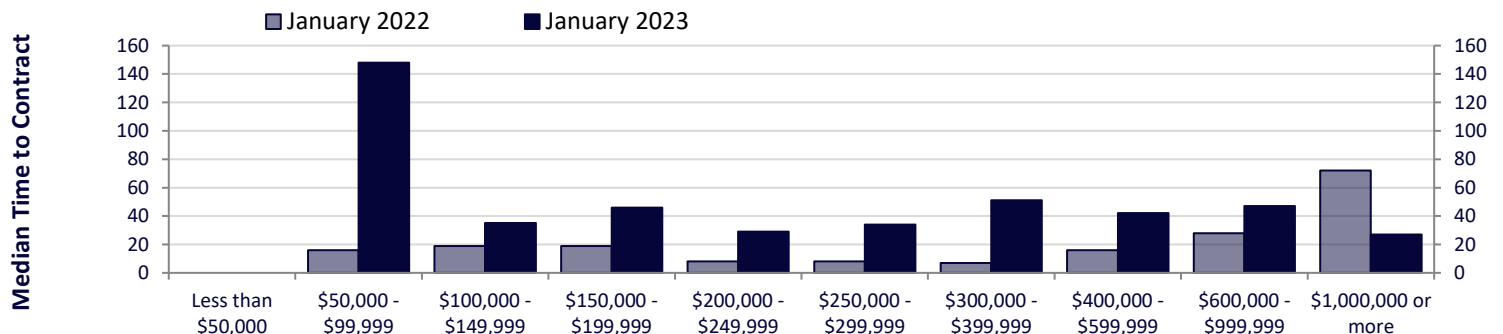


Median Time to Contract by Sale Price

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	148 Days	825.0%
\$100,000 - \$149,999	35 Days	84.2%
\$150,000 - \$199,999	46 Days	142.1%
\$200,000 - \$249,999	29 Days	262.5%
\$250,000 - \$299,999	34 Days	325.0%
\$300,000 - \$399,999	51 Days	628.6%
\$400,000 - \$599,999	42 Days	162.5%
\$600,000 - \$999,999	47 Days	67.9%
\$1,000,000 or more	27 Days	-62.5%



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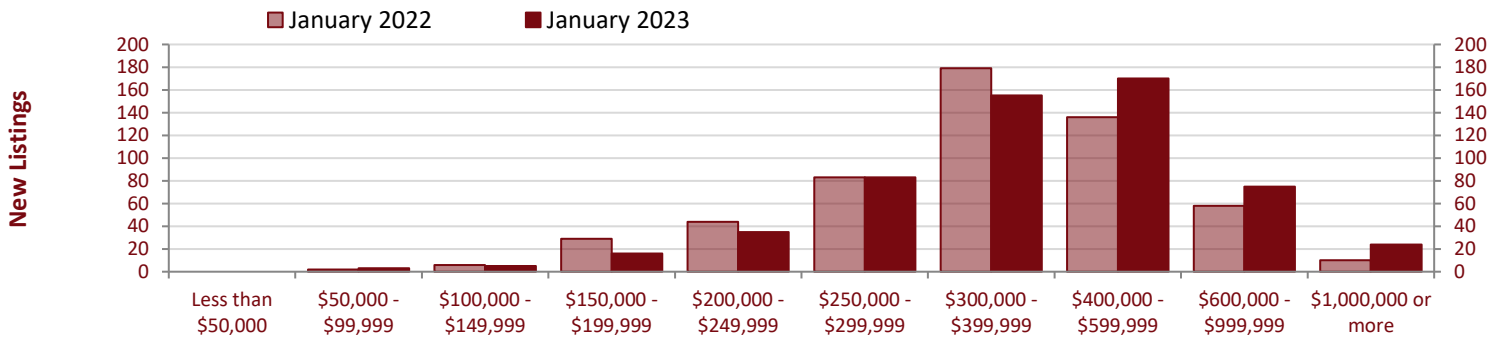
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New Listings by Initial Listing Price

The number of properties put onto the market during the month

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

Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	3	50.0%
\$100,000 - \$149,999	5	-16.7%
\$150,000 - \$199,999	16	-44.8%
\$200,000 - \$249,999	35	-20.5%
\$250,000 - \$299,999	83	0.0%
\$300,000 - \$399,999	155	-13.4%
\$400,000 - \$599,999	170	25.0%
\$600,000 - \$999,999	75	29.3%
\$1,000,000 or more	24	140.0%

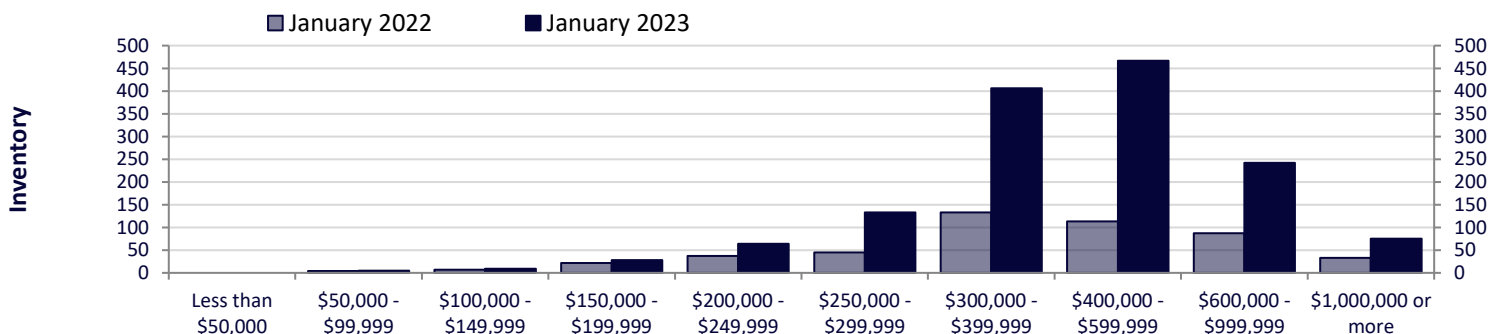


Inventory by Current Listing Price

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	5	25.0%
\$100,000 - \$149,999	9	28.6%
\$150,000 - \$199,999	28	27.3%
\$200,000 - \$249,999	64	73.0%
\$250,000 - \$299,999	133	195.6%
\$300,000 - \$399,999	406	205.3%
\$400,000 - \$599,999	467	313.3%
\$600,000 - \$999,999	242	178.2%
\$1,000,000 or more	75	127.3%

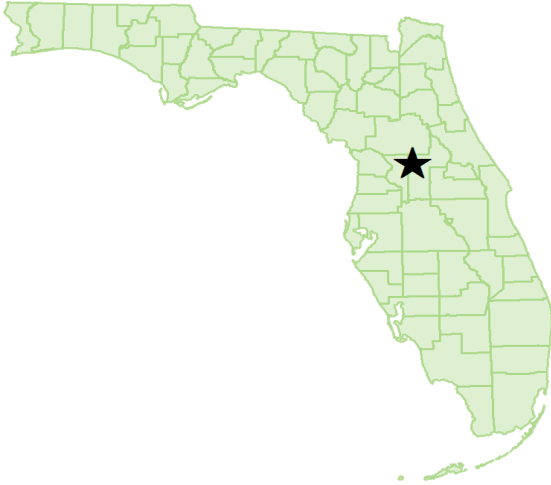


Monthly Distressed Market - January 2023

Single-Family Homes

REALTORS® of Lake & Sumter Counties Inc.

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



		January 2023	January 2022	Percent Change Year-over-Year
Traditional	Closed Sales	288	448	-35.7%
	Median Sale Price	\$360,793	\$345,000	4.6%
Foreclosure/REO	Closed Sales	3	0	N/A
	Median Sale Price	\$130,100	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

