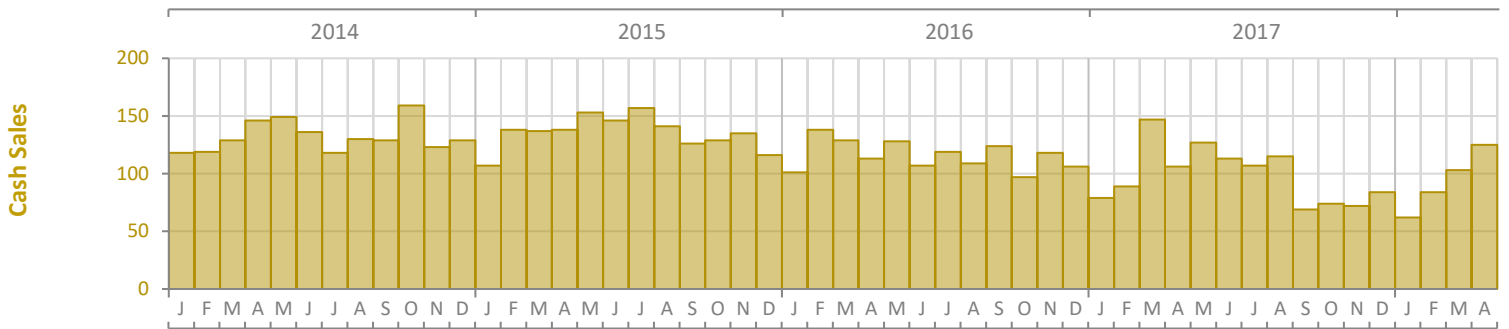


Cash Sales

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	374	-11.2%
April 2018	125	17.9%
March 2018	103	-29.9%
February 2018	84	-5.6%
January 2018	62	-21.5%
December 2017	84	-20.8%
November 2017	72	-39.0%
October 2017	74	-23.7%
September 2017	69	-44.4%
August 2017	115	5.5%
July 2017	107	-10.1%
June 2017	113	5.6%
May 2017	127	-0.8%
April 2017	106	-6.2%

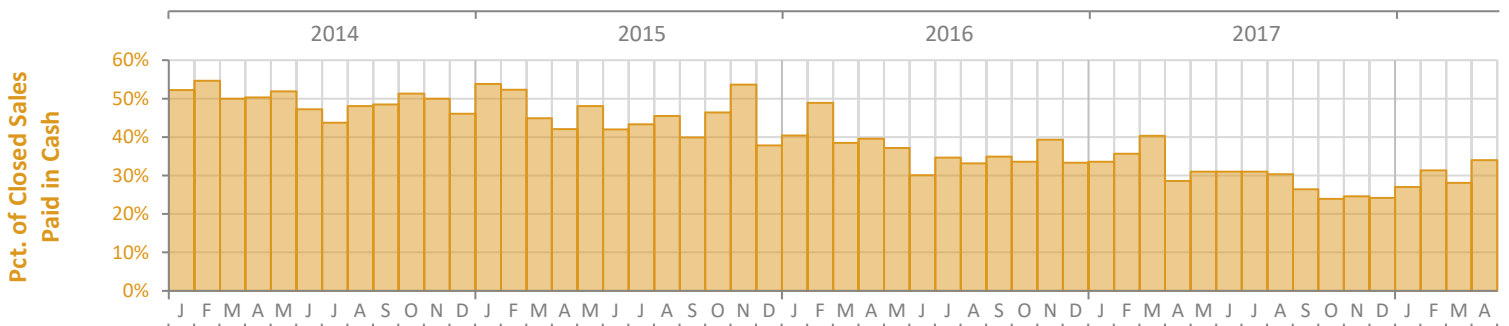


Cash Sales as a Percentage of Closed Sales

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

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

Month	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Year-to-Date	30.3%	-12.2%
April 2018	34.0%	18.9%
March 2018	28.1%	-30.3%
February 2018	31.3%	-12.3%
January 2018	27.0%	-19.6%
December 2017	24.2%	-27.3%
November 2017	24.6%	-37.4%
October 2017	23.9%	-28.9%
September 2017	26.4%	-24.4%
August 2017	30.3%	-8.7%
July 2017	31.0%	-10.7%
June 2017	31.0%	3.0%
May 2017	31.0%	-16.7%
April 2017	28.6%	-27.8%

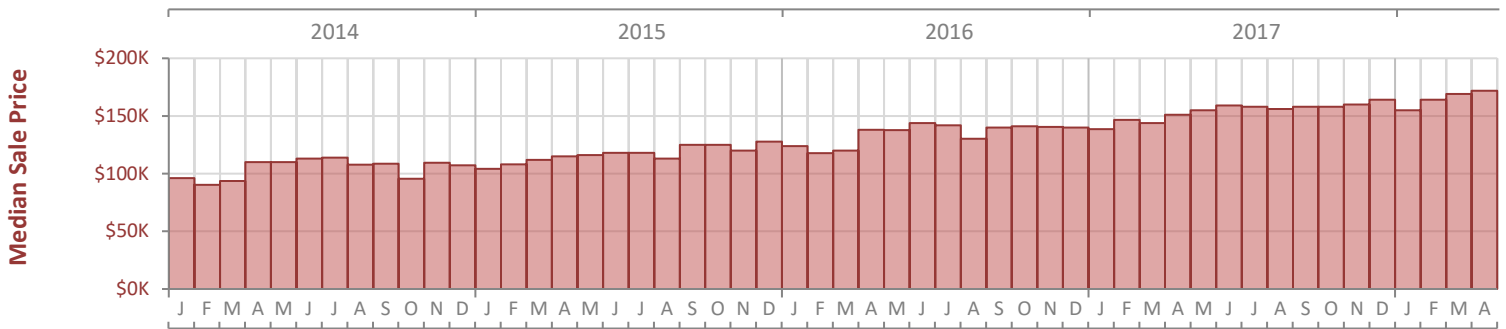


Median Sale Price

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	13.8%
April 2018	\$172,000	13.9%
March 2018	\$169,000	17.4%
February 2018	\$164,000	11.9%
January 2018	\$155,000	11.8%
December 2017	\$164,000	17.2%
November 2017	\$160,000	13.9%
October 2017	\$158,000	12.1%
September 2017	\$158,000	12.9%
August 2017	\$156,000	19.8%
July 2017	\$157,900	11.2%
June 2017	\$159,000	10.6%
May 2017	\$155,000	12.6%
April 2017	\$151,000	9.4%

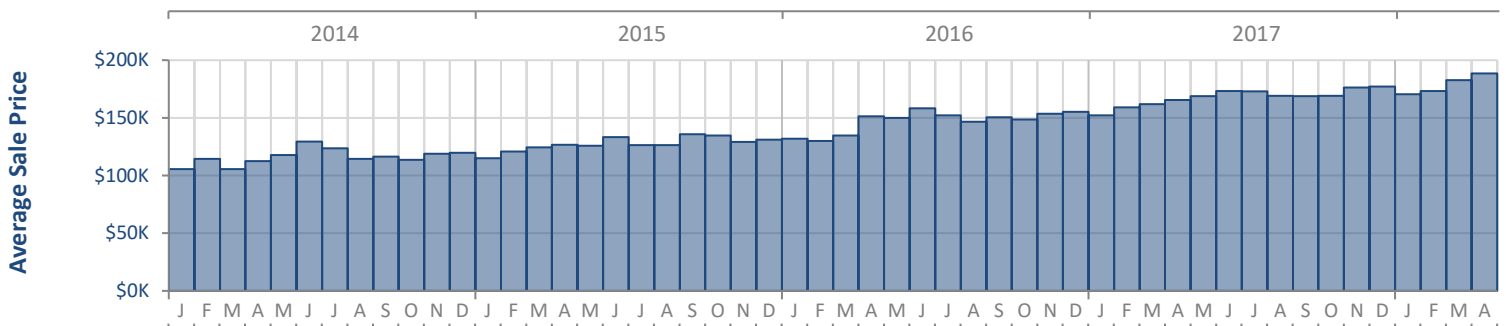


Average Sale Price

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	\$180,094	12.2%
April 2018	\$188,476	13.9%
March 2018	\$182,809	13.0%
February 2018	\$173,186	8.9%
January 2018	\$170,401	12.1%
December 2017	\$177,258	14.1%
November 2017	\$176,375	14.9%
October 2017	\$169,084	13.9%
September 2017	\$168,773	12.1%
August 2017	\$169,160	15.4%
July 2017	\$172,921	13.6%
June 2017	\$173,211	9.5%
May 2017	\$168,865	12.7%
April 2017	\$165,464	9.3%

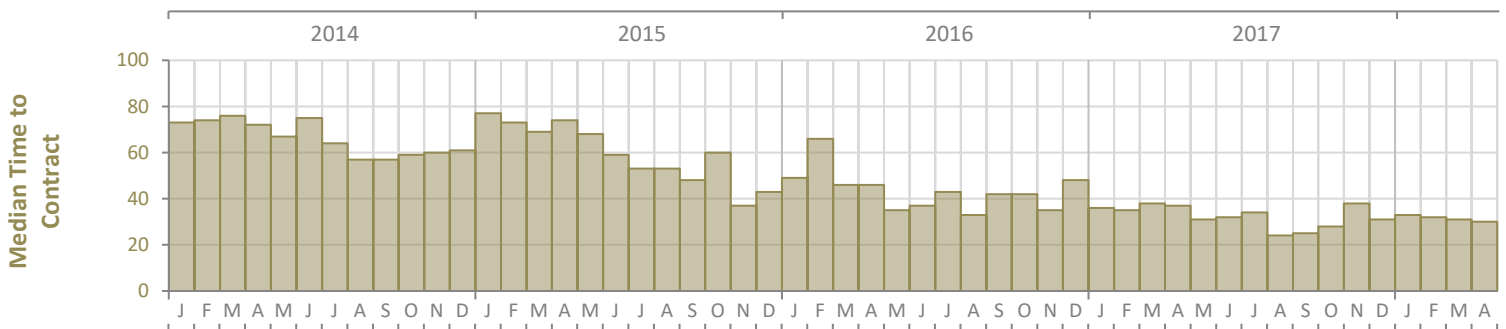


Median Time to Contract

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	31 Days	-16.2%
April 2018	30 Days	-18.9%
March 2018	31 Days	-18.4%
February 2018	32 Days	-8.6%
January 2018	33 Days	-8.3%
December 2017	31 Days	-35.4%
November 2017	38 Days	8.6%
October 2017	28 Days	-33.3%
September 2017	25 Days	-40.5%
August 2017	24 Days	-27.3%
July 2017	34 Days	-20.9%
June 2017	32 Days	-13.5%
May 2017	31 Days	-11.4%
April 2017	37 Days	-19.6%

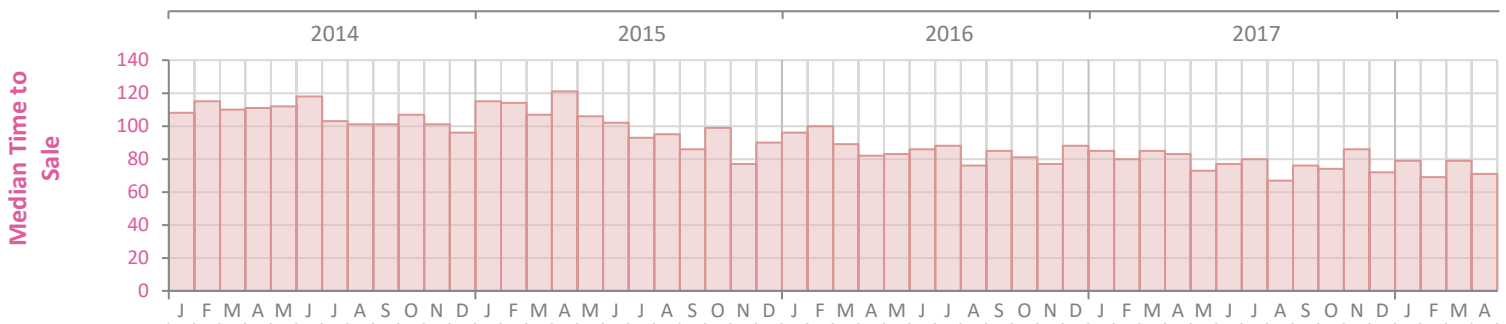


Median Time to Sale

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	74 Days	-11.9%
April 2018	71 Days	-14.5%
March 2018	79 Days	-7.1%
February 2018	69 Days	-13.8%
January 2018	79 Days	-7.1%
December 2017	72 Days	-18.2%
November 2017	86 Days	11.7%
October 2017	74 Days	-8.6%
September 2017	76 Days	-10.6%
August 2017	67 Days	-11.8%
July 2017	80 Days	-9.1%
June 2017	77 Days	-10.5%
May 2017	73 Days	-12.0%
April 2017	83 Days	1.2%

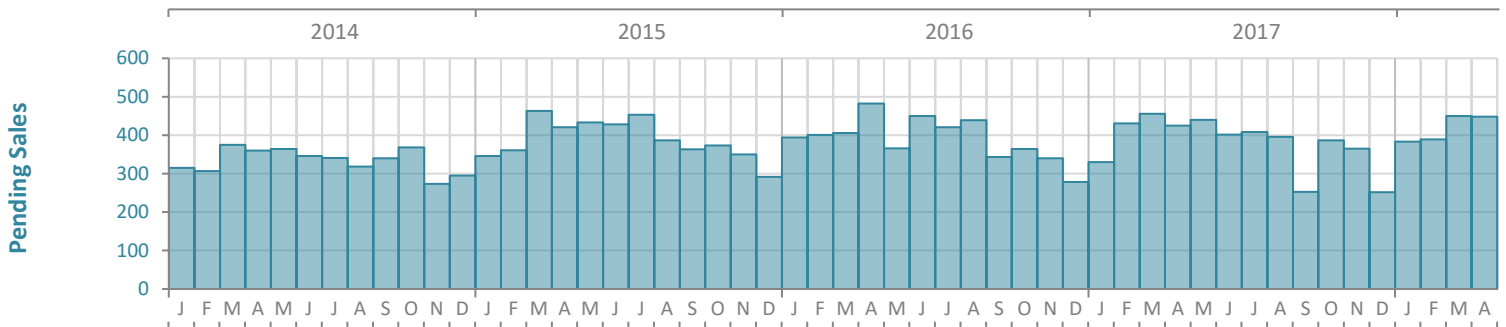


New Pending Sales

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	1,670	1.7%
April 2018	448	5.4%
March 2018	450	-1.3%
February 2018	389	-9.7%
January 2018	383	16.1%
December 2017	252	-9.4%
November 2017	365	7.4%
October 2017	387	6.3%
September 2017	253	-26.2%
August 2017	396	-9.8%
July 2017	408	-3.1%
June 2017	402	-10.7%
May 2017	440	20.2%
April 2017	425	-11.8%

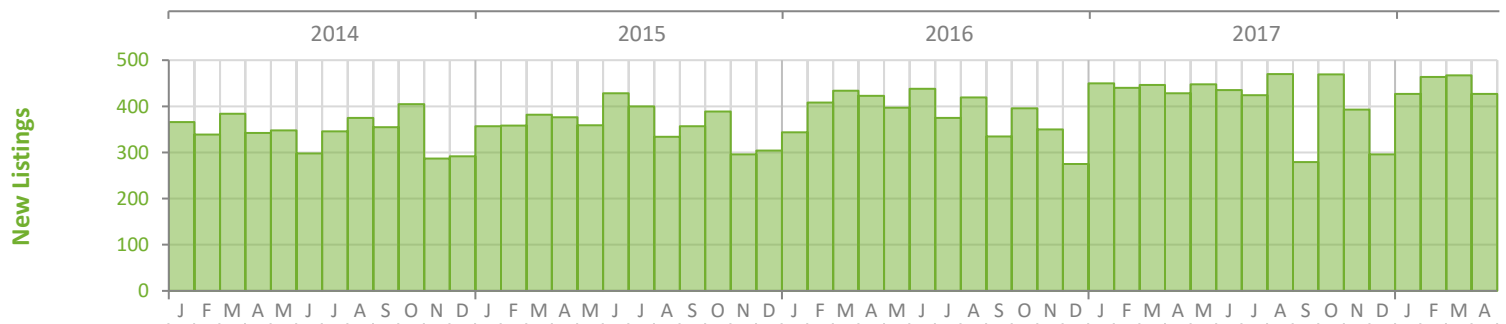


New Listings

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	1,785	1.2%
April 2018	427	-0.2%
March 2018	467	4.7%
February 2018	464	5.5%
January 2018	427	-5.1%
December 2017	296	7.6%
November 2017	393	12.3%
October 2017	469	18.4%
September 2017	279	-16.7%
August 2017	470	12.2%
July 2017	424	13.1%
June 2017	435	-0.7%
May 2017	448	12.8%
April 2017	428	1.2%

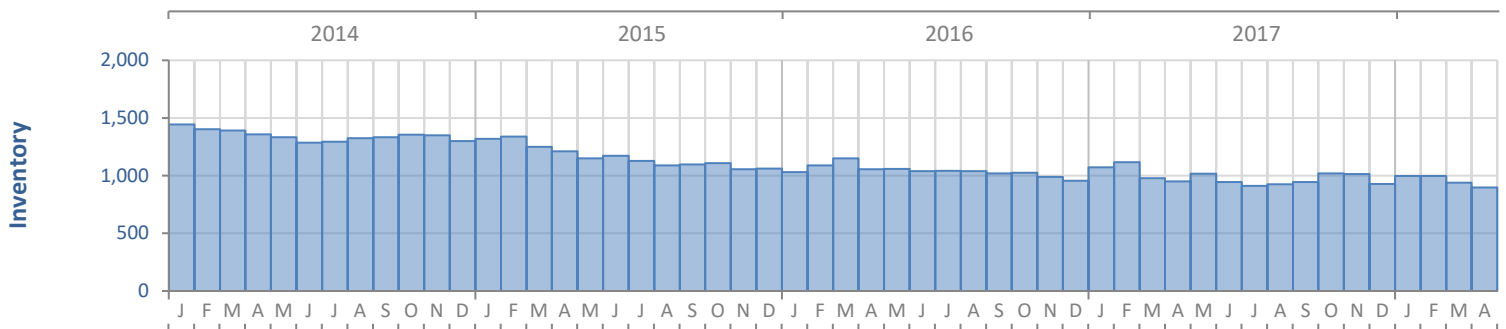


Inventory (Active Listings)

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)	957	-7.0%
April 2018	898	-5.5%
March 2018	938	-4.0%
February 2018	996	-10.9%
January 2018	997	-7.0%
December 2017	929	-2.7%
November 2017	1,015	2.7%
October 2017	1,020	-0.6%
September 2017	945	-7.4%
August 2017	926	-10.9%
July 2017	910	-12.8%
June 2017	944	-9.2%
May 2017	1,016	-4.1%
April 2017	950	-10.1%

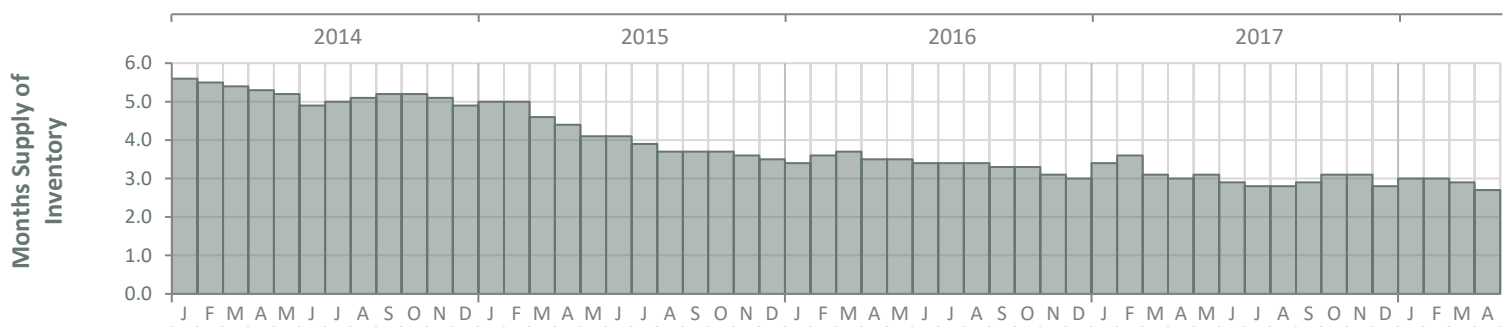


Months Supply of Inventory

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)	2.9	-12.1%
April 2018	2.7	-10.0%
March 2018	2.9	-6.5%
February 2018	3.0	-16.7%
January 2018	3.0	-11.8%
December 2017	2.8	-6.7%
November 2017	3.1	0.0%
October 2017	3.1	-6.1%
September 2017	2.9	-12.1%
August 2017	2.8	-17.6%
July 2017	2.8	-17.6%
June 2017	2.9	-14.7%
May 2017	3.1	-11.4%
April 2017	3.0	-14.3%

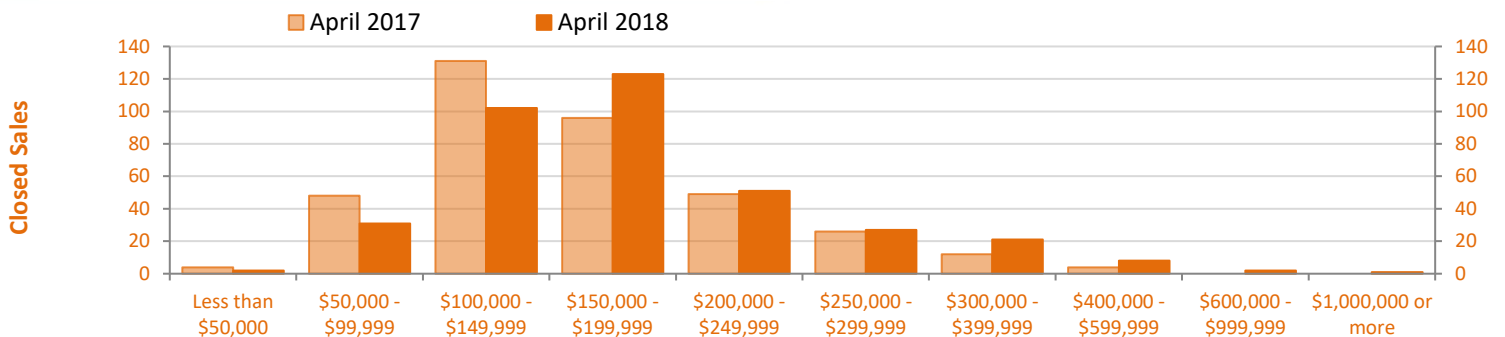


Closed Sales by Sale Price

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	2	-50.0%
\$50,000 - \$99,999	31	-35.4%
\$100,000 - \$149,999	102	-22.1%
\$150,000 - \$199,999	123	28.1%
\$200,000 - \$249,999	51	4.1%
\$250,000 - \$299,999	27	3.8%
\$300,000 - \$399,999	21	75.0%
\$400,000 - \$599,999	8	100.0%
\$600,000 - \$999,999	2	N/A
\$1,000,000 or more	1	N/A

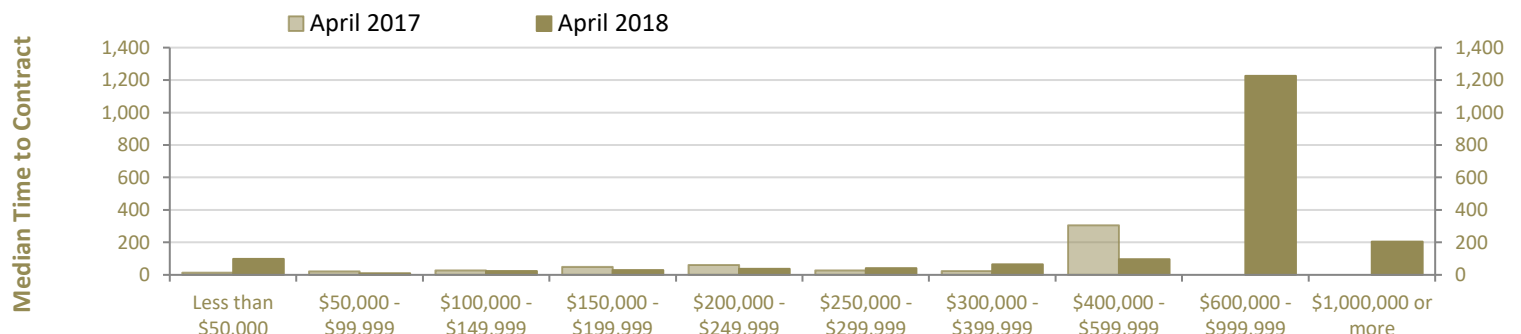


Median Time to Contract by Sale Price

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	98 Days	653.8%
\$50,000 - \$99,999	9 Days	-57.1%
\$100,000 - \$149,999	24 Days	-14.3%
\$150,000 - \$199,999	30 Days	-37.5%
\$200,000 - \$249,999	37 Days	-39.3%
\$250,000 - \$299,999	42 Days	55.6%
\$300,000 - \$399,999	65 Days	182.6%
\$400,000 - \$599,999	97 Days	-68.3%
\$600,000 - \$999,999	1226 Days	N/A
\$1,000,000 or more	205 Days	N/A

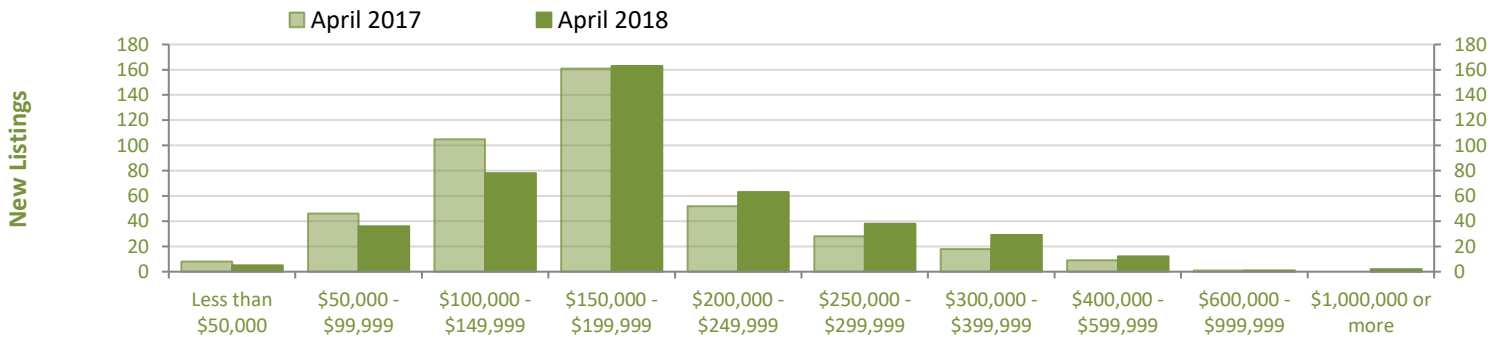


New Listings by Initial Listing Price

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	5	-37.5%
\$50,000 - \$99,999	36	-21.7%
\$100,000 - \$149,999	78	-25.7%
\$150,000 - \$199,999	163	1.2%
\$200,000 - \$249,999	63	21.2%
\$250,000 - \$299,999	38	35.7%
\$300,000 - \$399,999	29	61.1%
\$400,000 - \$599,999	12	33.3%
\$600,000 - \$999,999	1	0.0%
\$1,000,000 or more	2	N/A

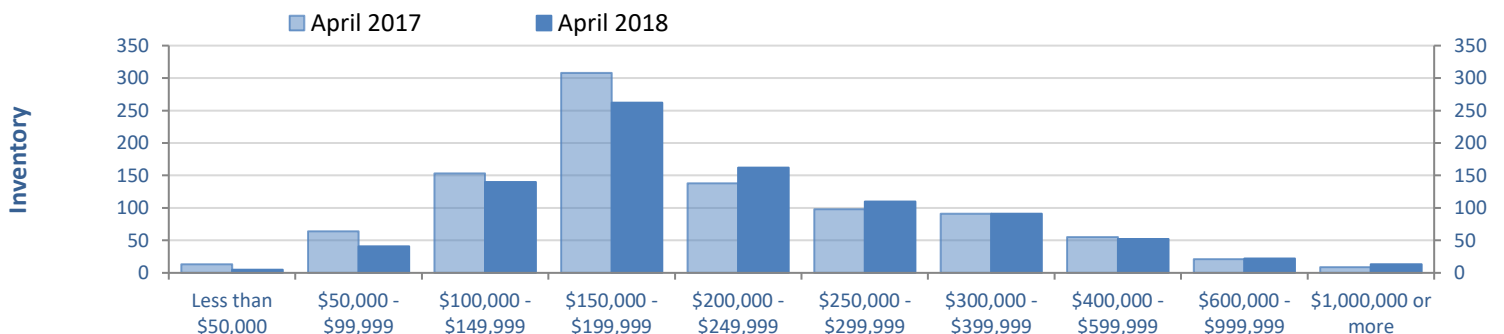


Inventory by Current Listing Price

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.

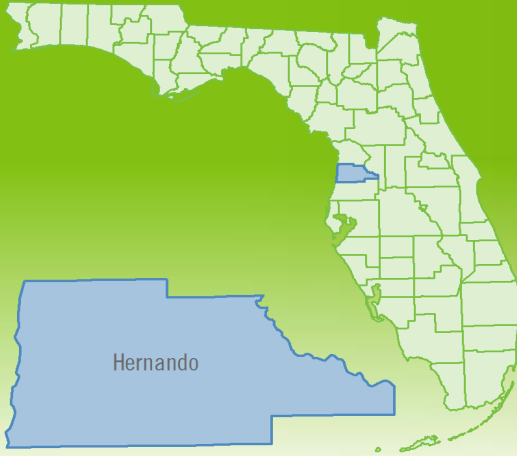
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	5	-61.5%
\$50,000 - \$99,999	41	-35.9%
\$100,000 - \$149,999	140	-8.5%
\$150,000 - \$199,999	262	-14.9%
\$200,000 - \$249,999	162	17.4%
\$250,000 - \$299,999	110	12.2%
\$300,000 - \$399,999	91	0.0%
\$400,000 - \$599,999	52	-5.5%
\$600,000 - \$999,999	22	4.8%
\$1,000,000 or more	13	44.4%



Monthly Distressed Market - April 2018

Single Family Homes

Hernando County



		April 2018	April 2017	Percent Change Year-over-Year
Traditional	Closed Sales	358	339	5.6%
	Median Sale Price	\$173,000	\$155,000	11.6%
Foreclosure/REO	Closed Sales	9	28	-67.9%
	Median Sale Price	\$121,500	\$98,500	23.4%
Short Sale	Closed Sales	1	3	-66.7%
	Median Sale Price	\$200,000	\$92,000	117.4%

