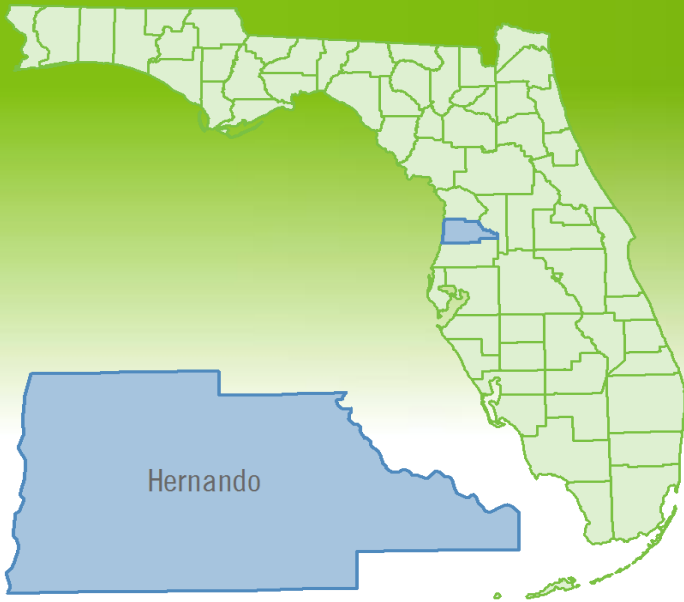


Monthly Market Detail - July 2022

Single-Family Homes

Hernando County



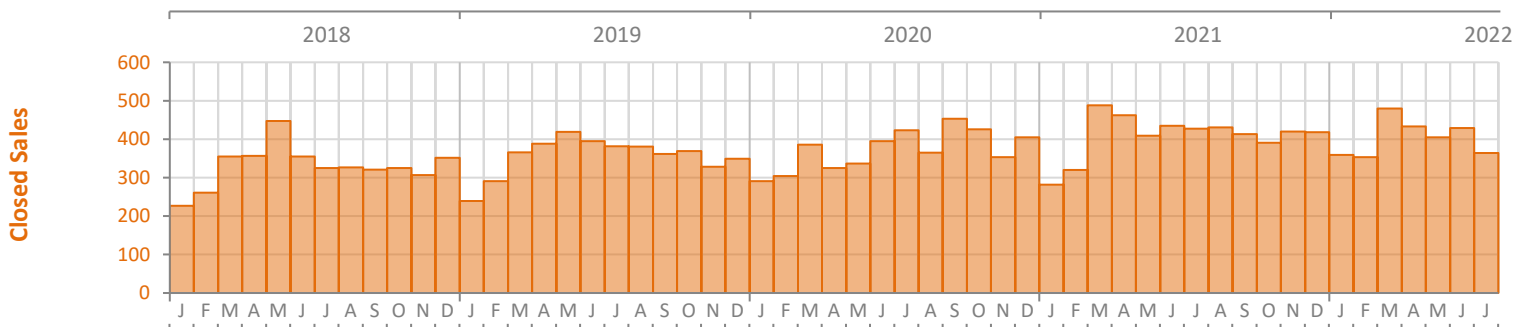
Summary Statistics	July 2022	July 2021	Percent Change Year-over-Year
Closed Sales	364	427	-14.8%
Paid in Cash	120	125	-4.0%
Median Sale Price	\$330,000	\$260,000	26.9%
Average Sale Price	\$349,722	\$283,460	23.4%
Dollar Volume	\$127.3 Million	\$121.0 Million	5.2%
Median Percent of Original List Price Received	100.0%	100.0%	0.0%
Median Time to Contract	8 Days	6 Days	33.3%
Median Time to Sale	46 Days	48 Days	-4.2%
New Pending Sales	362	426	-15.0%
New Listings	589	500	17.8%
Pending Inventory	564	616	-8.4%
Inventory (Active Listings)	831	393	111.5%
Months Supply of Inventory	2.0	1.0	100.0%

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	2,823	0.0%
July 2022	364	-14.8%
June 2022	429	-1.4%
May 2022	405	-1.0%
April 2022	433	-6.3%
March 2022	480	-1.6%
February 2022	353	10.3%
January 2022	359	27.3%
December 2021	418	3.2%
November 2021	420	19.0%
October 2021	391	-8.2%
September 2021	413	-8.8%
August 2021	431	18.1%
July 2021	427	0.9%

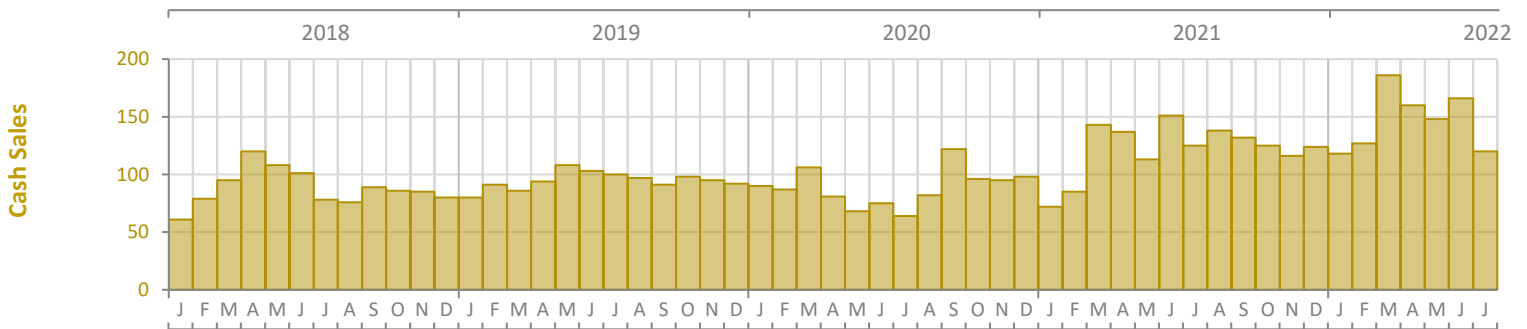


Cash Sales

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	1,025	24.1%
July 2022	120	-4.0%
June 2022	166	9.9%
May 2022	148	31.0%
April 2022	160	16.8%
March 2022	186	30.1%
February 2022	127	49.4%
January 2022	118	63.9%
December 2021	124	26.5%
November 2021	116	22.1%
October 2021	125	30.2%
September 2021	132	8.2%
August 2021	138	68.3%
July 2021	125	95.3%

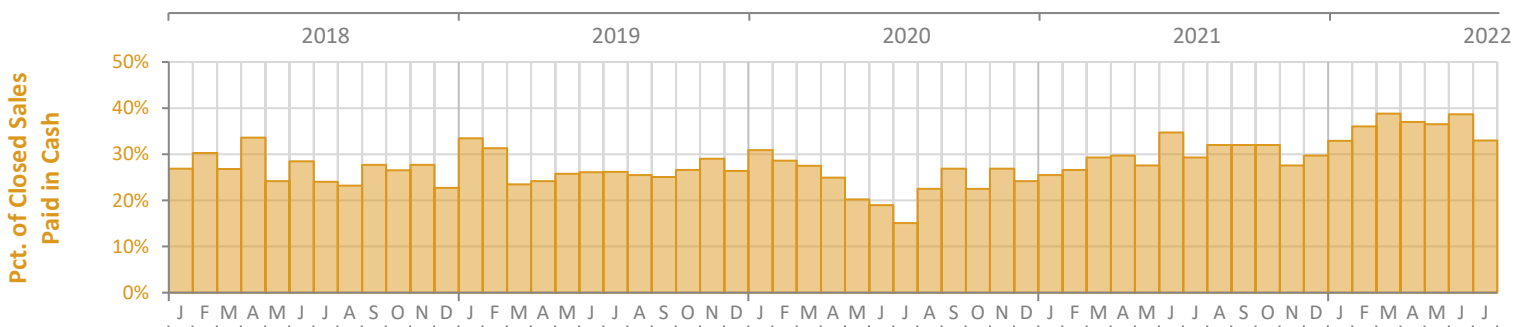


Cash Sales as a Percentage of Closed Sales

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	36.3%	23.9%
July 2022	33.0%	12.6%
June 2022	38.7%	11.5%
May 2022	36.5%	32.2%
April 2022	37.0%	24.6%
March 2022	38.8%	32.4%
February 2022	36.0%	35.3%
January 2022	32.9%	29.0%
December 2021	29.7%	22.7%
November 2021	27.6%	2.6%
October 2021	32.0%	42.2%
September 2021	32.0%	19.0%
August 2021	32.0%	42.2%
July 2021	29.3%	94.0%



Monthly Market Detail - July 2022

Single-Family Homes

Hernando County

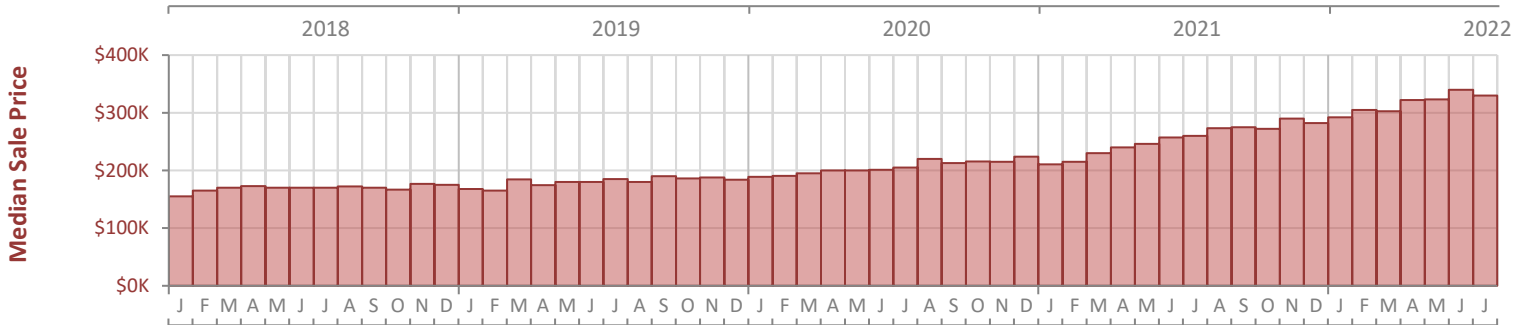


Median Sale Price

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	\$319,750	33.2%
July 2022	\$330,000	26.9%
June 2022	\$339,900	32.3%
May 2022	\$323,350	31.4%
April 2022	\$322,000	34.2%
March 2022	\$302,500	31.6%
February 2022	\$304,990	41.9%
January 2022	\$292,000	38.7%
December 2021	\$281,964	25.8%
November 2021	\$289,900	34.9%
October 2021	\$272,000	26.2%
September 2021	\$275,000	29.1%
August 2021	\$273,000	24.1%
July 2021	\$260,000	26.8%

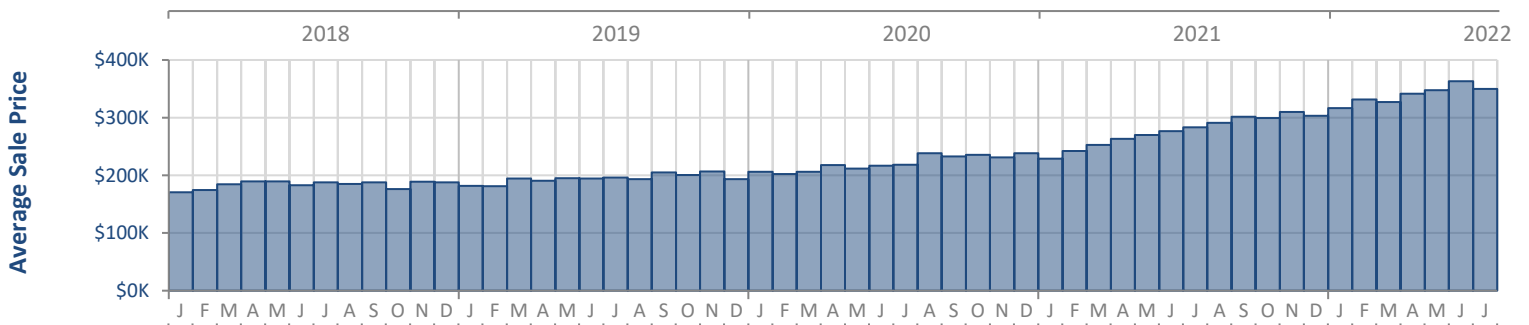


Average Sale Price

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	\$339,847	29.9%
July 2022	\$349,722	23.4%
June 2022	\$363,182	31.3%
May 2022	\$347,637	28.9%
April 2022	\$341,292	29.7%
March 2022	\$326,955	29.4%
February 2022	\$331,756	37.0%
January 2022	\$316,613	38.4%
December 2021	\$303,076	27.3%
November 2021	\$310,000	34.2%
October 2021	\$299,609	27.3%
September 2021	\$301,843	29.6%
August 2021	\$291,048	22.3%
July 2021	\$283,460	29.9%



Monthly Market Detail - July 2022

Single-Family Homes

Hernando County

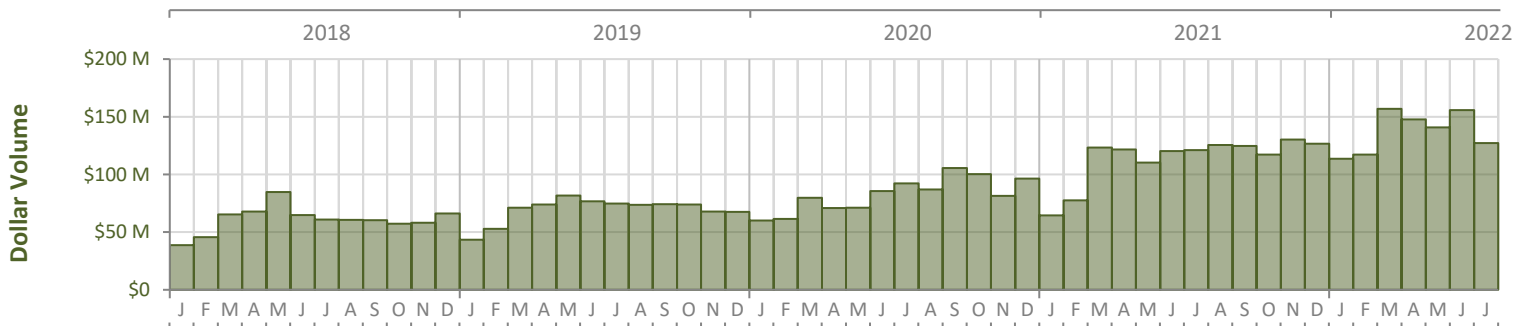


Dollar Volume

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	\$959.4 Million	29.9%
July 2022	\$127.3 Million	5.2%
June 2022	\$155.8 Million	29.5%
May 2022	\$140.8 Million	27.7%
April 2022	\$147.8 Million	21.6%
March 2022	\$156.9 Million	27.3%
February 2022	\$117.1 Million	51.1%
January 2022	\$113.7 Million	76.1%
December 2021	\$126.7 Million	31.3%
November 2021	\$130.2 Million	59.6%
October 2021	\$117.1 Million	16.8%
September 2021	\$124.7 Million	18.1%
August 2021	\$125.4 Million	44.4%
July 2021	\$121.0 Million	31.1%

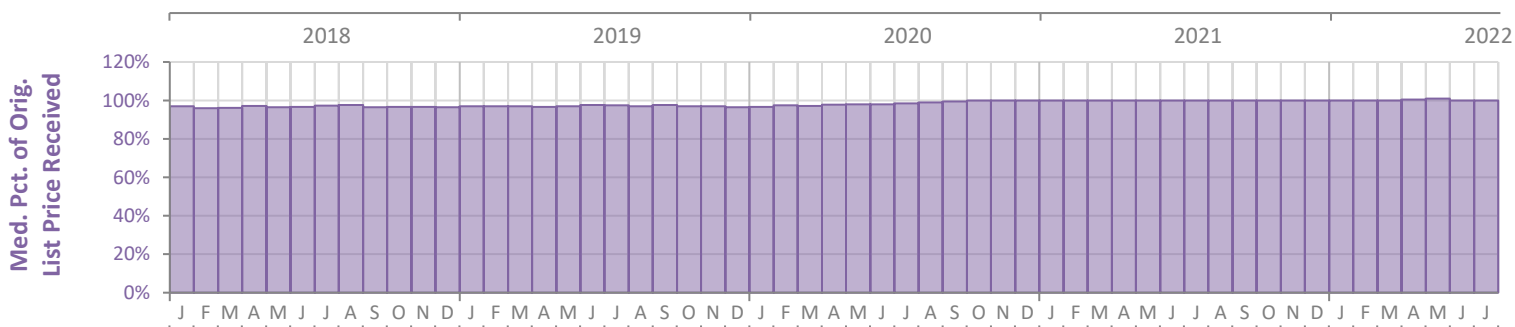


Median Percent of Original List Price Received

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	100.0%	0.0%
July 2022	100.0%	0.0%
June 2022	100.0%	0.0%
May 2022	100.9%	0.9%
April 2022	100.5%	0.5%
March 2022	100.0%	0.0%
February 2022	100.0%	0.0%
January 2022	100.0%	0.0%
December 2021	100.0%	0.0%
November 2021	100.0%	0.0%
October 2021	100.0%	0.0%
September 2021	100.0%	0.5%
August 2021	100.0%	1.0%
July 2021	100.0%	1.5%

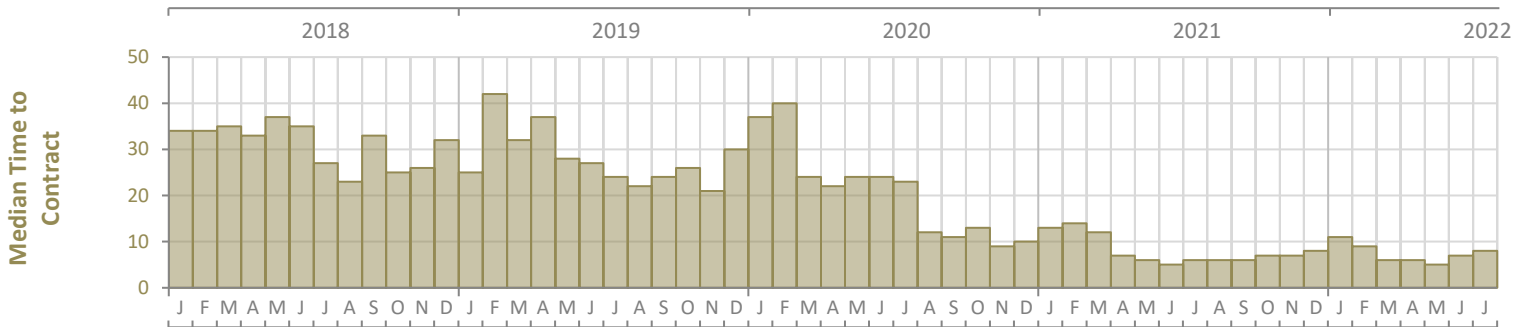


Median Time to Contract

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	7 Days	0.0%
July 2022	8 Days	33.3%
June 2022	7 Days	40.0%
May 2022	5 Days	-16.7%
April 2022	6 Days	-14.3%
March 2022	6 Days	-50.0%
February 2022	9 Days	-35.7%
January 2022	11 Days	-15.4%
December 2021	8 Days	-20.0%
November 2021	7 Days	-22.2%
October 2021	7 Days	-46.2%
September 2021	6 Days	-45.5%
August 2021	6 Days	-50.0%
July 2021	6 Days	-73.9%

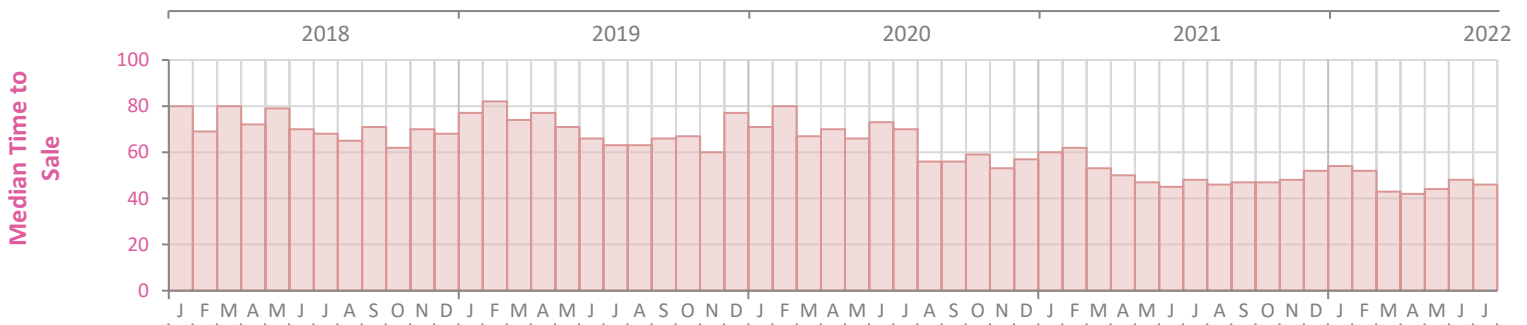


Median Time to Sale

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

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

Month	Median Time to Sale	Percent Change Year-over-Year
Year-to-Date	46 Days	-8.0%
July 2022	46 Days	-4.2%
June 2022	48 Days	6.7%
May 2022	44 Days	-6.4%
April 2022	42 Days	-16.0%
March 2022	43 Days	-18.9%
February 2022	52 Days	-16.1%
January 2022	54 Days	-10.0%
December 2021	52 Days	-8.8%
November 2021	48 Days	-9.4%
October 2021	47 Days	-20.3%
September 2021	47 Days	-16.1%
August 2021	46 Days	-17.9%
July 2021	48 Days	-31.4%

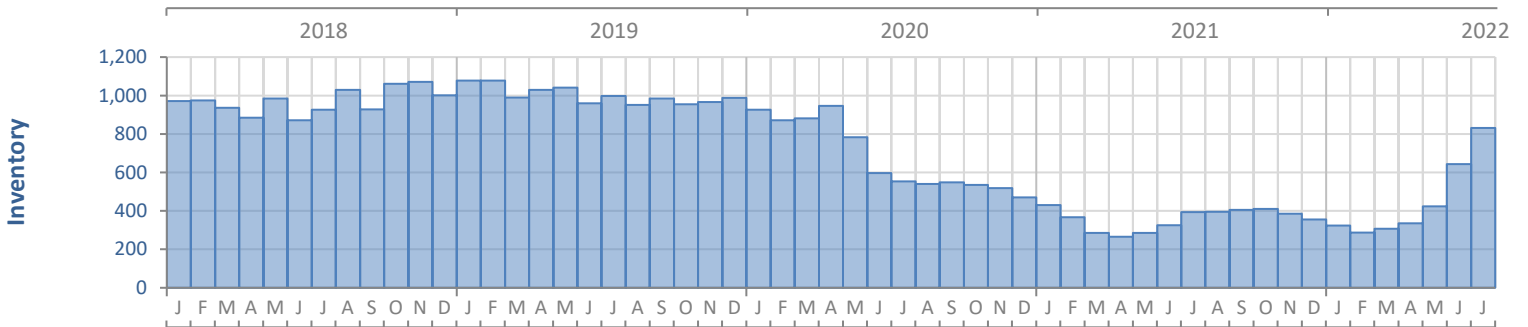


Inventory (Active Listings)

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)	450	34.0%
July 2022	831	111.5%
June 2022	644	98.2%
May 2022	423	47.9%
April 2022	335	26.4%
March 2022	307	7.7%
February 2022	287	-21.8%
January 2022	324	-24.7%
December 2021	356	-24.4%
November 2021	386	-25.6%
October 2021	410	-23.5%
September 2021	405	-26.1%
August 2021	396	-26.7%
July 2021	393	-29.1%

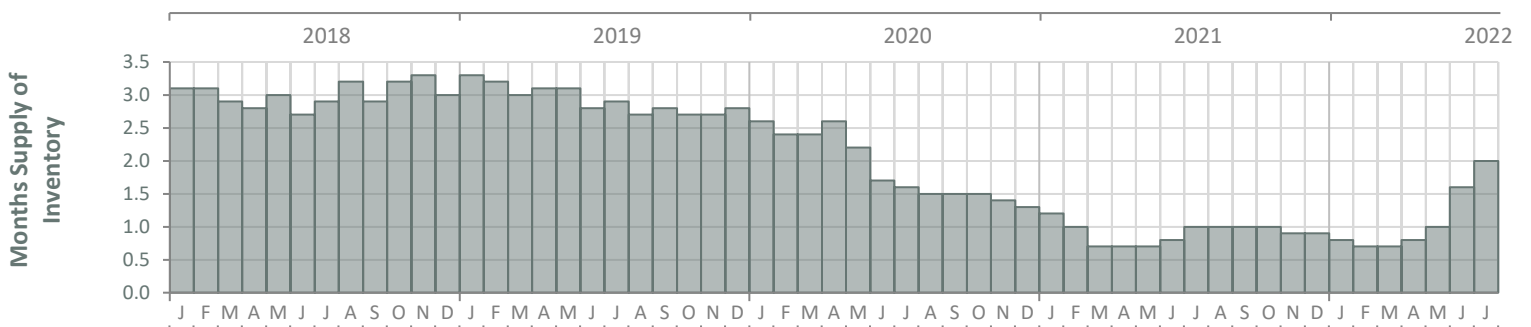


Months Supply of Inventory

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)	1.1	22.2%
July 2022	2.0	100.0%
June 2022	1.6	100.0%
May 2022	1.0	42.9%
April 2022	0.8	14.3%
March 2022	0.7	0.0%
February 2022	0.7	-30.0%
January 2022	0.8	-33.3%
December 2021	0.9	-30.8%
November 2021	0.9	-35.7%
October 2021	1.0	-33.3%
September 2021	1.0	-33.3%
August 2021	1.0	-33.3%
July 2021	1.0	-37.5%

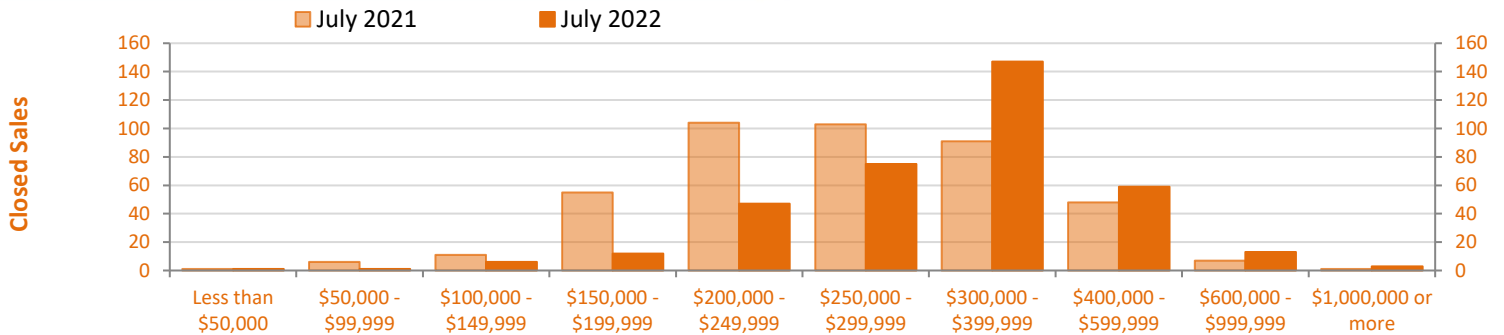


Closed Sales by Sale Price

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	1	-83.3%
\$100,000 - \$149,999	6	-45.5%
\$150,000 - \$199,999	12	-78.2%
\$200,000 - \$249,999	47	-54.8%
\$250,000 - \$299,999	75	-27.2%
\$300,000 - \$399,999	147	61.5%
\$400,000 - \$599,999	59	22.9%
\$600,000 - \$999,999	13	85.7%
\$1,000,000 or more	3	200.0%

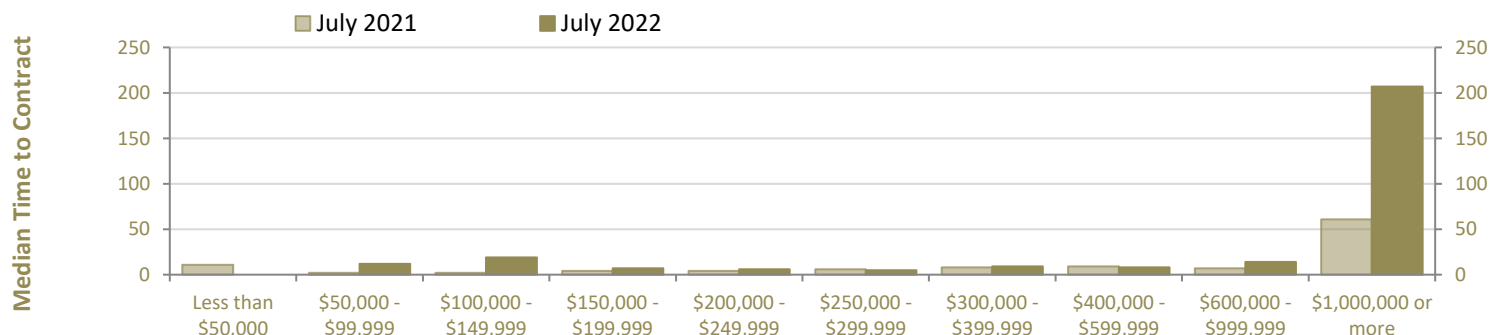


Median Time to Contract by Sale Price

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	0 Days	-100.0%
\$50,000 - \$99,999	12 Days	500.0%
\$100,000 - \$149,999	19 Days	850.0%
\$150,000 - \$199,999	7 Days	75.0%
\$200,000 - \$249,999	6 Days	50.0%
\$250,000 - \$299,999	5 Days	-16.7%
\$300,000 - \$399,999	9 Days	12.5%
\$400,000 - \$599,999	8 Days	-11.1%
\$600,000 - \$999,999	14 Days	100.0%
\$1,000,000 or more	207 Days	239.3%

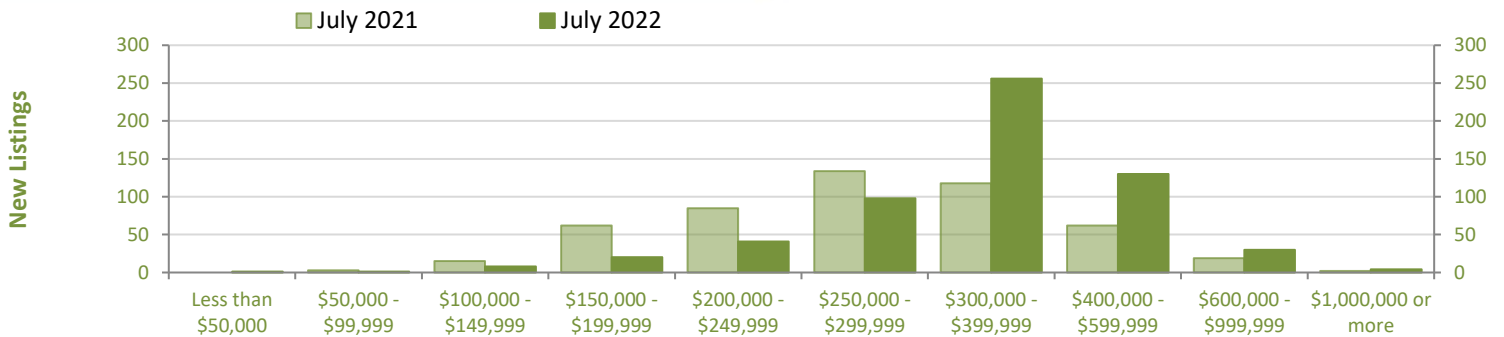


New Listings by Initial Listing Price

The number of properties put onto the market during the month

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

Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$50,000	1	N/A
\$50,000 - \$99,999	1	-66.7%
\$100,000 - \$149,999	8	-46.7%
\$150,000 - \$199,999	20	-67.7%
\$200,000 - \$249,999	41	-51.8%
\$250,000 - \$299,999	98	-26.9%
\$300,000 - \$399,999	256	116.9%
\$400,000 - \$599,999	130	109.7%
\$600,000 - \$999,999	30	57.9%
\$1,000,000 or more	4	100.0%

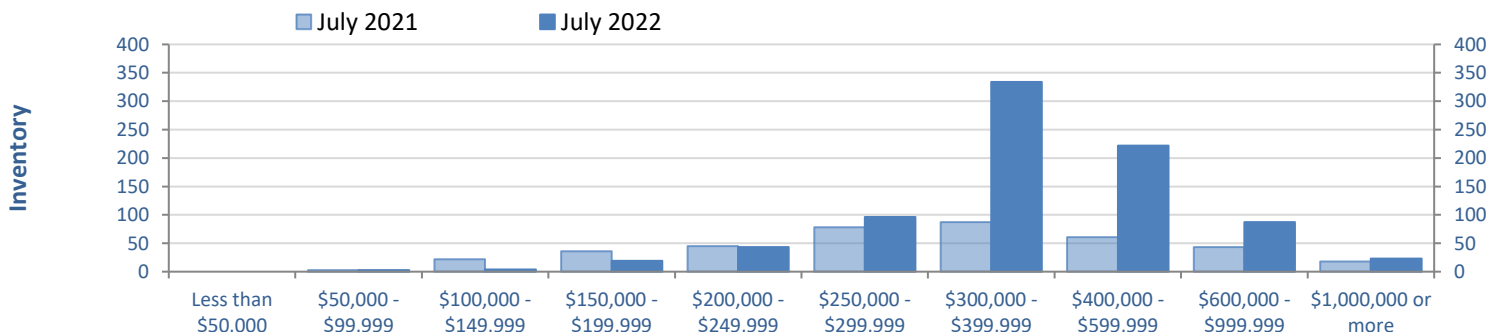


Inventory by Current Listing Price

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.

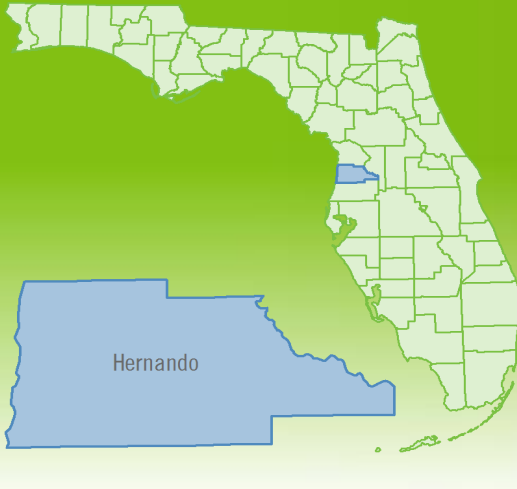
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	3	0.0%
\$100,000 - \$149,999	4	-81.8%
\$150,000 - \$199,999	19	-47.2%
\$200,000 - \$249,999	43	-4.4%
\$250,000 - \$299,999	96	23.1%
\$300,000 - \$399,999	334	283.9%
\$400,000 - \$599,999	222	263.9%
\$600,000 - \$999,999	87	102.3%
\$1,000,000 or more	23	27.8%



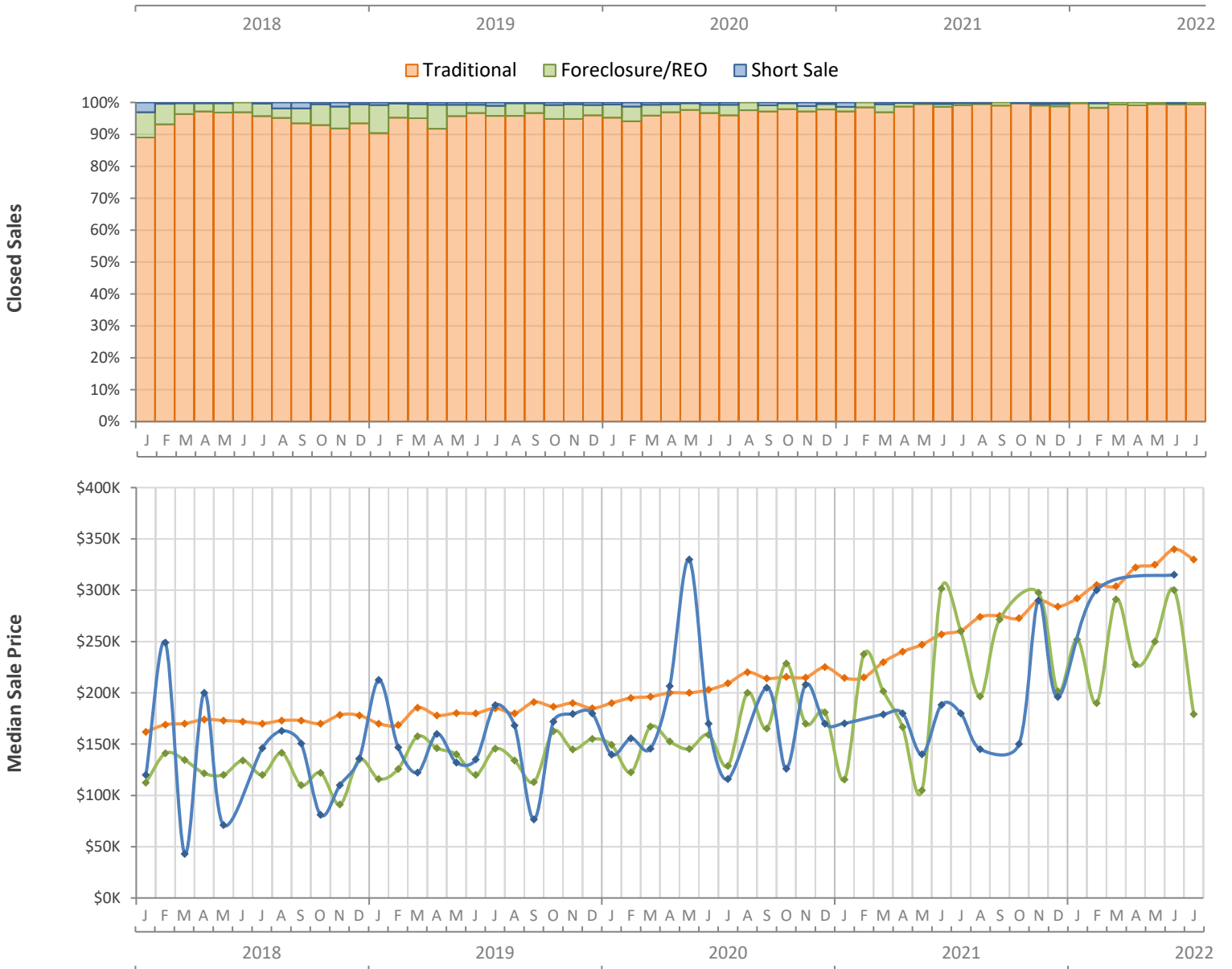
Monthly Distressed Market - July 2022

Single-Family Homes

Hernando County



		July 2022	July 2021	Percent Change Year-over-Year
Traditional	Closed Sales	362	423	-14.4%
	Median Sale Price	\$330,000	\$260,500	26.7%
Foreclosure/REO	Closed Sales	2	3	-33.3%
	Median Sale Price	\$179,150	\$260,000	-31.1%
Short Sale	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$180,000	N/A



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 Thursday, August 18, 2022. Next data release is Wednesday, September 21, 2022.