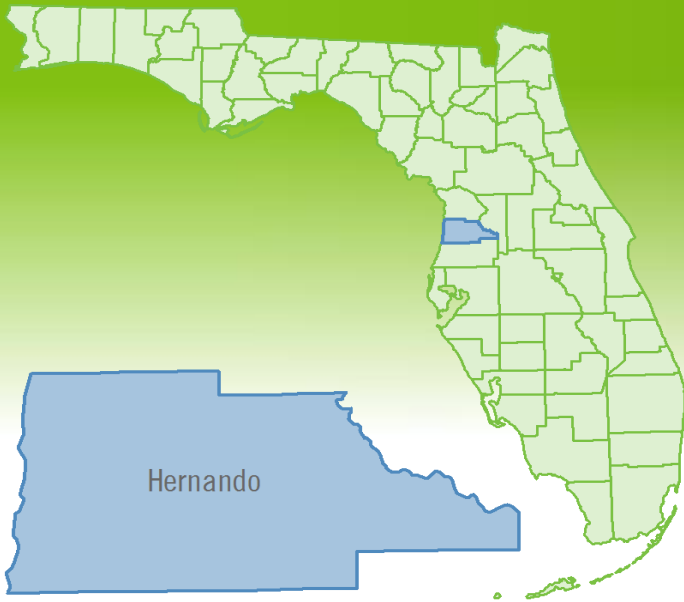


# Monthly Market Detail - May 2026

## Single-Family Homes

### Hernando County



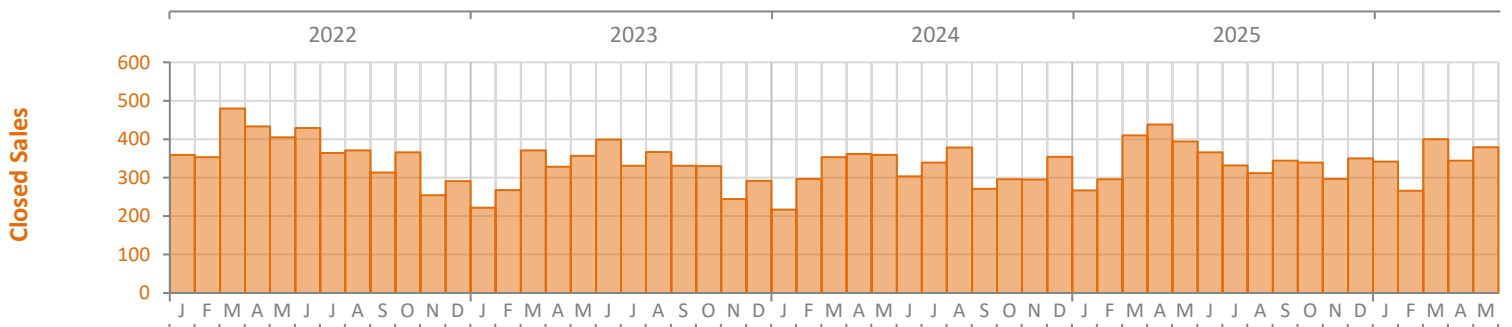
Summary Statistics	May 2026	May 2025	Percent Change Year-over-Year
Closed Sales	379	394	-3.8%
Paid in Cash	84	71	18.3%
Median Sale Price	\$315,000	\$339,900	-7.3%
Average Sale Price	\$346,175	\$361,270	-4.2%
Dollar Volume	\$131.2 Million	\$142.3 Million	-7.8%
Median Percent of Original List Price Received	96.3%	97.2%	-0.9%
Median Time to Contract	50 Days	42 Days	19.0%
Median Time to Sale	93 Days	84 Days	10.7%
New Pending Sales	431	372	15.9%
New Listings	516	524	-1.5%
Pending Inventory	603	513	17.5%
Inventory (Active Listings)	1,540	1,571	-2.0%
Months Supply of Inventory	4.5	4.7	-4.3%

## 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	1,731	-4.1%
<b>May 2026</b>	<b>379</b>	<b>-3.8%</b>
April 2026	344	-21.5%
March 2026	400	-2.4%
February 2026	266	-10.1%
January 2026	342	28.1%
December 2025	350	-1.1%
November 2025	297	0.7%
October 2025	339	14.5%
September 2025	344	26.9%
August 2025	312	-17.5%
July 2025	332	-2.1%
June 2025	366	20.8%
May 2025	394	9.7%

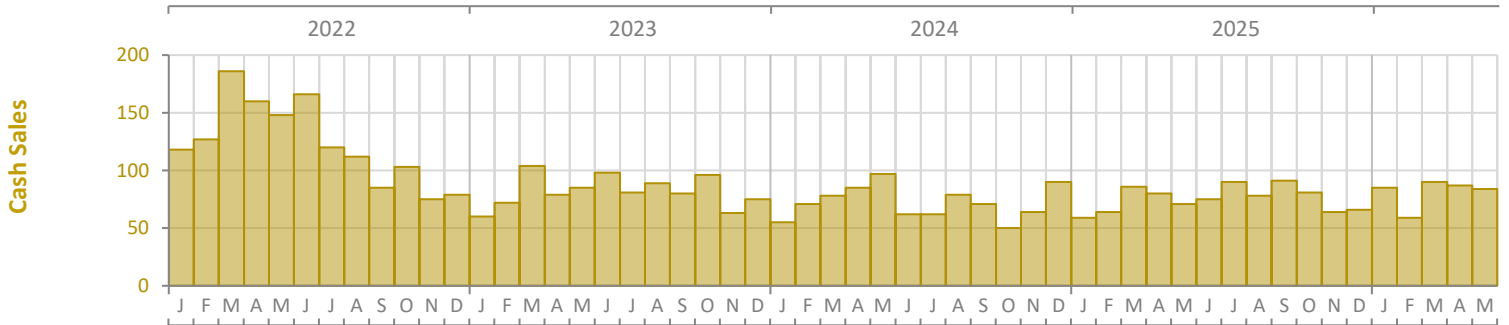


## Cash Sales

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	405	12.5%
<b>May 2026</b>	<b>84</b>	<b>18.3%</b>
April 2026	87	8.8%
March 2026	90	4.7%
February 2026	59	-7.8%
January 2026	85	44.1%
December 2025	66	-26.7%
November 2025	64	0.0%
October 2025	81	62.0%
September 2025	91	28.2%
August 2025	78	-1.3%
July 2025	90	45.2%
June 2025	75	21.0%
May 2025	71	-26.8%

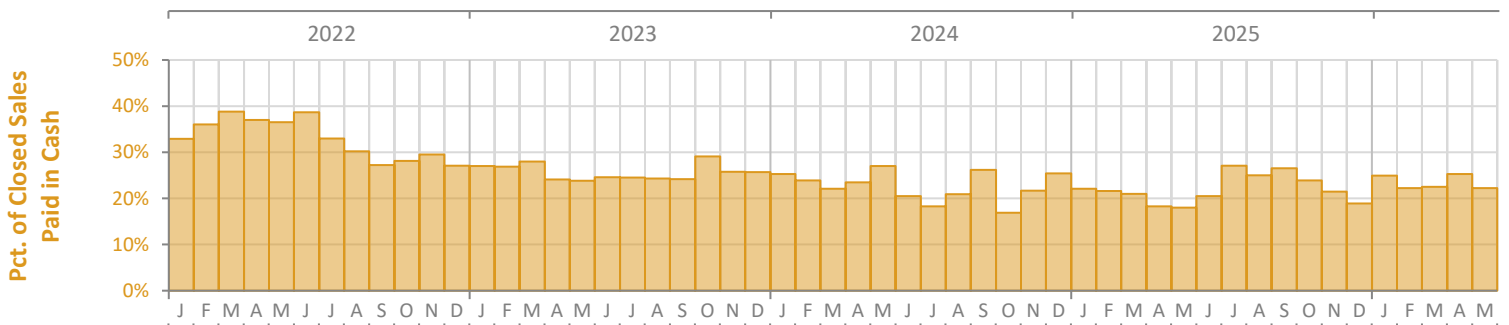


## Cash Sales as a Percentage of Closed Sales

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	23.4%	17.6%
<b>May 2026</b>	<b>22.2%</b>	<b>23.3%</b>
April 2026	25.3%	38.3%
March 2026	22.5%	7.1%
February 2026	22.2%	2.8%
January 2026	24.9%	12.7%
December 2025	18.9%	-25.6%
November 2025	21.5%	-0.9%
October 2025	23.9%	41.4%
September 2025	26.5%	1.1%
August 2025	25.0%	19.6%
July 2025	27.1%	48.1%
June 2025	20.5%	0.0%
May 2025	18.0%	-33.3%



# Monthly Market Detail - May 2026

## Single-Family Homes

### Hernando County

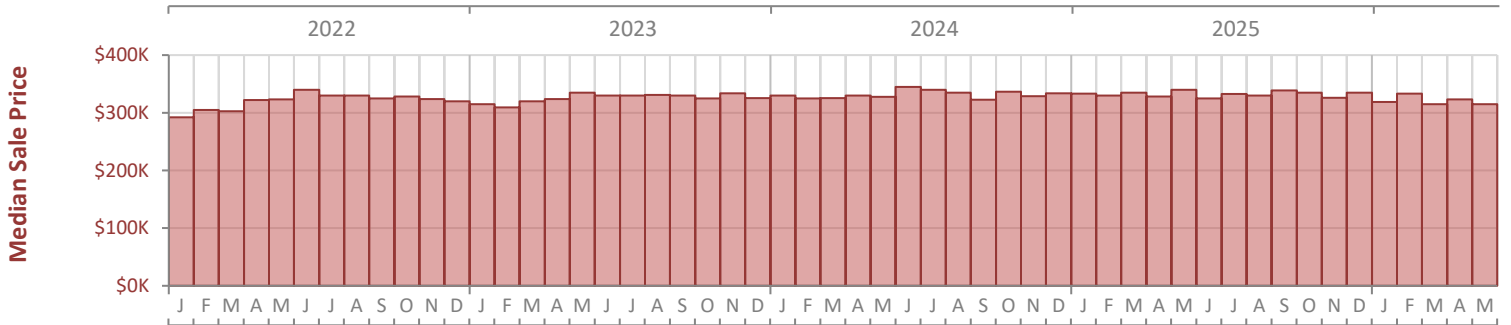


## Median Sale Price

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	\$319,900	-3.9%
<b>May 2026</b>	<b>\$315,000</b>	<b>-7.3%</b>
April 2026	\$322,970	-1.7%
March 2026	\$315,000	-6.0%
February 2026	\$332,990	0.9%
January 2026	\$318,850	-4.2%
December 2025	\$335,000	0.4%
November 2025	\$325,820	-1.0%
October 2025	\$334,945	-0.5%
September 2025	\$339,000	5.1%
August 2025	\$330,000	-1.5%
July 2025	\$332,500	-2.2%
June 2025	\$325,000	-5.8%
May 2025	\$339,900	3.8%

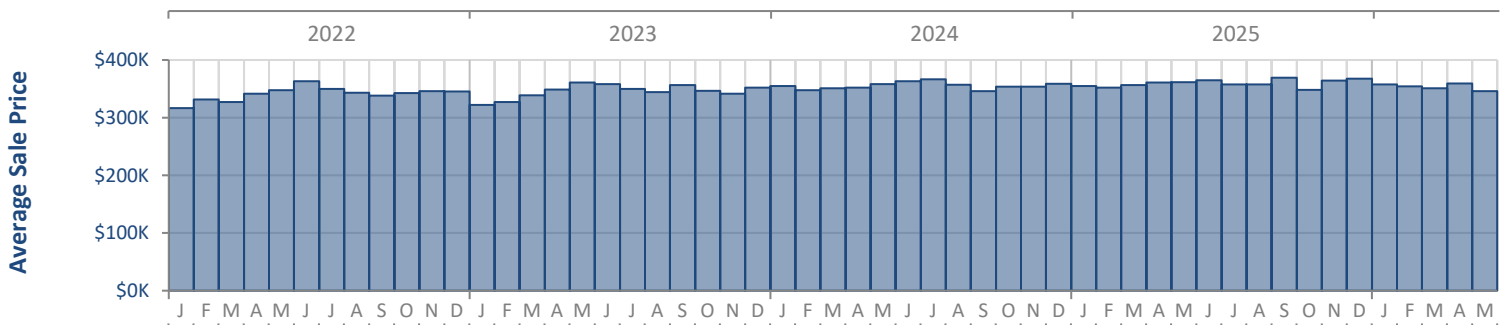


## Average Sale Price

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	\$353,439	-1.2%
<b>May 2026</b>	<b>\$346,175</b>	<b>-4.2%</b>
April 2026	\$359,405	-0.4%
March 2026	\$350,749	-1.6%
February 2026	\$354,507	0.6%
January 2026	\$357,806	0.8%
December 2025	\$367,806	2.6%
November 2025	\$364,407	3.1%
October 2025	\$348,085	-1.7%
September 2025	\$369,030	6.7%
August 2025	\$357,590	0.1%
July 2025	\$357,777	-2.4%
June 2025	\$364,847	0.4%
May 2025	\$361,270	0.9%



# Monthly Market Detail - May 2026

## Single-Family Homes

### Hernando County

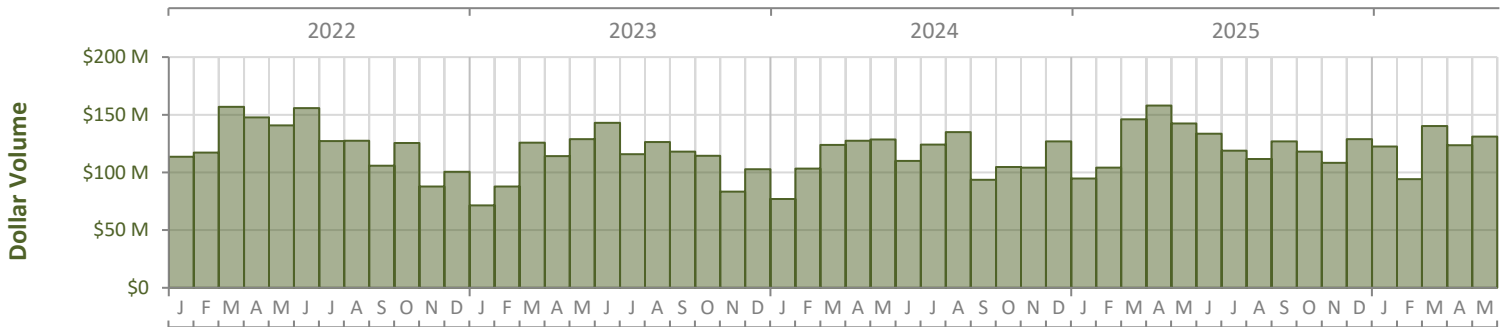


## Dollar Volume

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	\$611.8 Million	-5.2%
<b>May 2026</b>	<b>\$131.2 Million</b>	<b>-7.8%</b>
April 2026	\$123.6 Million	-21.8%
March 2026	\$140.3 Million	-4.0%
February 2026	\$94.3 Million	-9.6%
January 2026	\$122.4 Million	29.1%
December 2025	\$128.7 Million	1.4%
November 2025	\$108.2 Million	3.8%
October 2025	\$118.0 Million	12.6%
September 2025	\$126.9 Million	35.5%
August 2025	\$111.6 Million	-17.4%
July 2025	\$118.8 Million	-4.4%
June 2025	\$133.5 Million	21.3%
May 2025	\$142.3 Million	10.7%

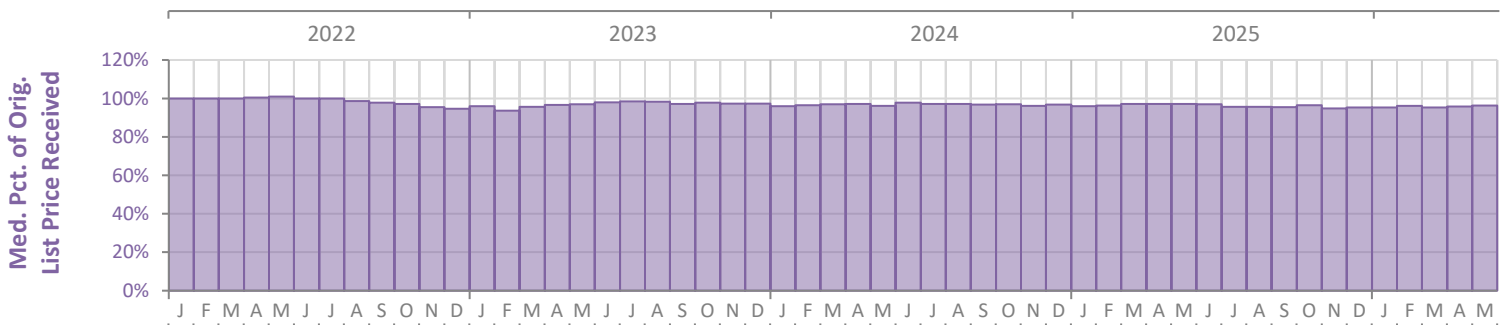


## Median Percent of Original List Price Received

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	95.8%	-1.1%
<b>May 2026</b>	<b>96.3%</b>	<b>-0.9%</b>
April 2026	95.8%	-1.4%
March 2026	95.3%	-1.9%
February 2026	96.1%	-0.2%
January 2026	95.3%	-0.7%
December 2025	95.3%	-1.5%
November 2025	94.8%	-1.5%
October 2025	96.5%	-0.4%
September 2025	95.5%	-1.3%
August 2025	95.7%	-1.4%
July 2025	95.7%	-1.5%
June 2025	96.9%	-0.9%
May 2025	97.2%	1.1%

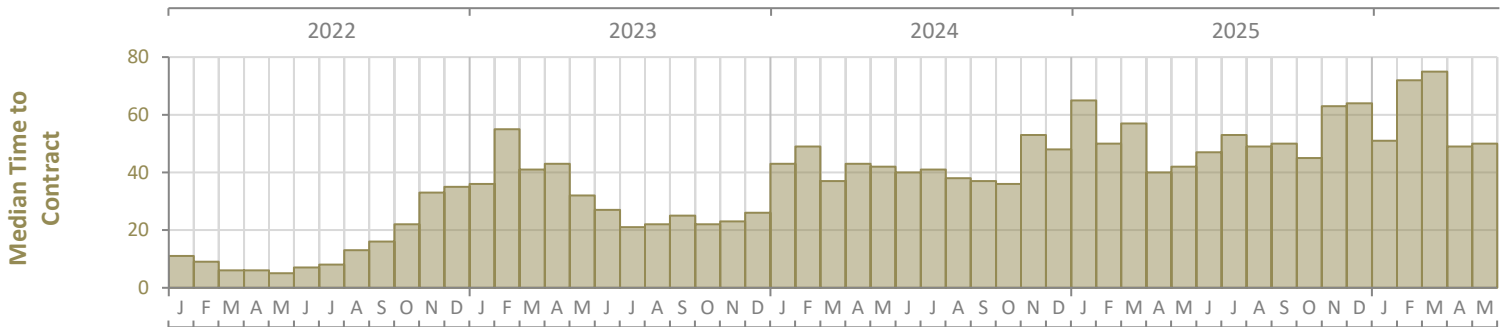


## Median Time to Contract

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	11.8%
<b>May 2026</b>	<b>50 Days</b>	<b>19.0%</b>
April 2026	49 Days	22.5%
March 2026	75 Days	31.6%
February 2026	72 Days	44.0%
January 2026	51 Days	-21.5%
December 2025	64 Days	33.3%
November 2025	63 Days	18.9%
October 2025	45 Days	25.0%
September 2025	50 Days	35.1%
August 2025	49 Days	28.9%
July 2025	53 Days	29.3%
June 2025	47 Days	17.5%
May 2025	42 Days	0.0%

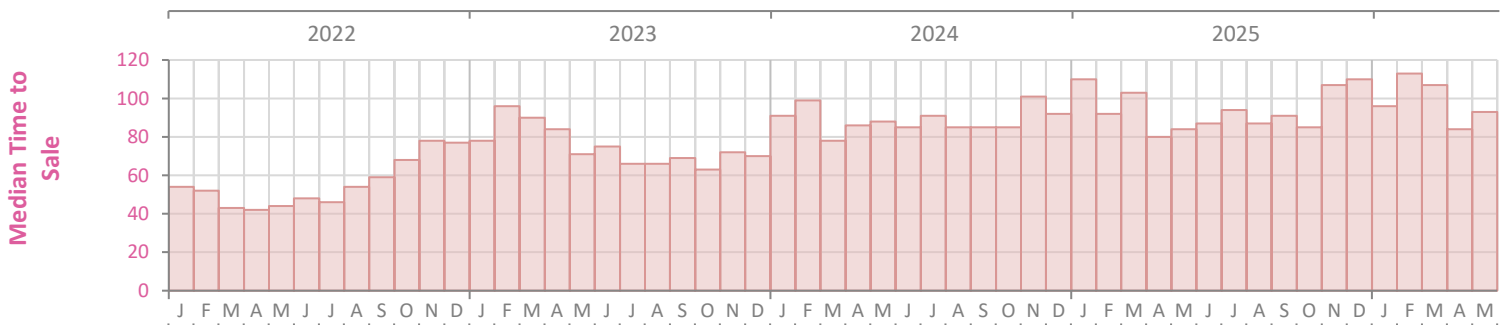


## Median Time to Sale

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	99 Days	7.6%
<b>May 2026</b>	<b>93 Days</b>	<b>10.7%</b>
April 2026	84 Days	5.0%
March 2026	107 Days	3.9%
February 2026	113 Days	22.8%
January 2026	96 Days	-12.7%
December 2025	110 Days	19.6%
November 2025	107 Days	5.9%
October 2025	85 Days	0.0%
September 2025	91 Days	7.1%
August 2025	87 Days	2.4%
July 2025	94 Days	3.3%
June 2025	87 Days	2.4%
May 2025	84 Days	-4.5%





# Monthly Market Detail - May 2026

## Single-Family Homes

### Hernando County

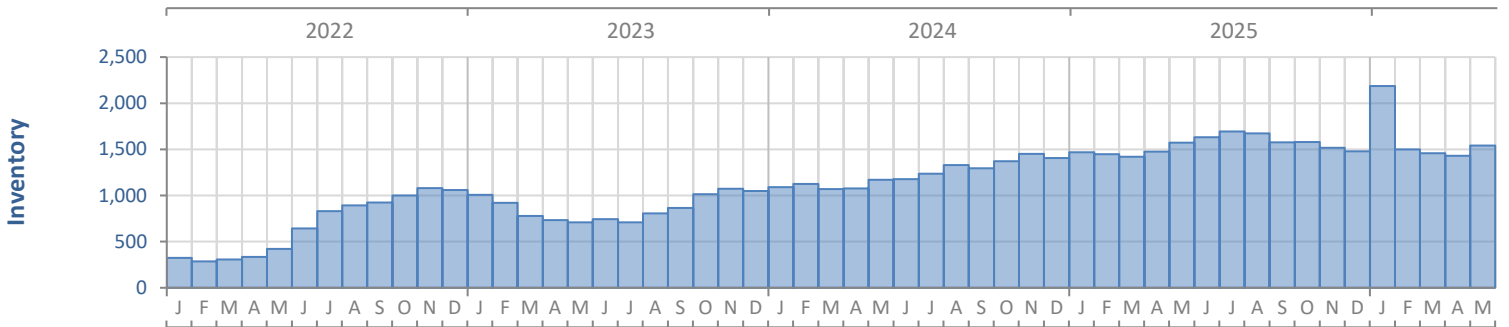


## Inventory (Active Listings)

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)	1,624	10.0%
<b>May 2026</b>	<b>1,540</b>	<b>-2.0%</b>
April 2026	1,430	-3.2%
March 2026	1,460	2.8%
February 2026	1,501	3.7%
January 2026	2,187	49.0%
December 2025	1,479	5.2%
November 2025	1,516	4.6%
October 2025	1,579	15.0%
September 2025	1,576	21.6%
August 2025	1,674	26.0%
July 2025	1,694	36.8%
June 2025	1,632	38.4%
May 2025	1,571	34.3%

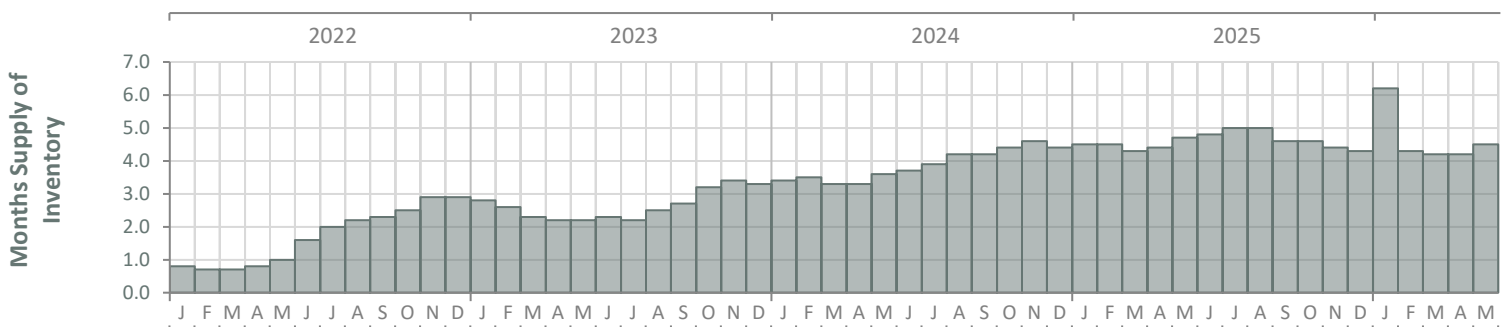


## Months Supply of Inventory

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)	4.7	4.4%
<b>May 2026</b>	<b>4.5</b>	<b>-4.3%</b>
April 2026	4.2	-4.5%
March 2026	4.2	-2.3%
February 2026	4.3	-4.4%
January 2026	6.2	37.8%
December 2025	4.3	-2.3%
November 2025	4.4	-4.3%
October 2025	4.6	4.5%
September 2025	4.6	9.5%
August 2025	5.0	19.0%
July 2025	5.0	28.2%
June 2025	4.8	29.7%
May 2025	4.7	30.6%



# Monthly Market Detail - May 2026

## Single-Family Homes

### Hernando County

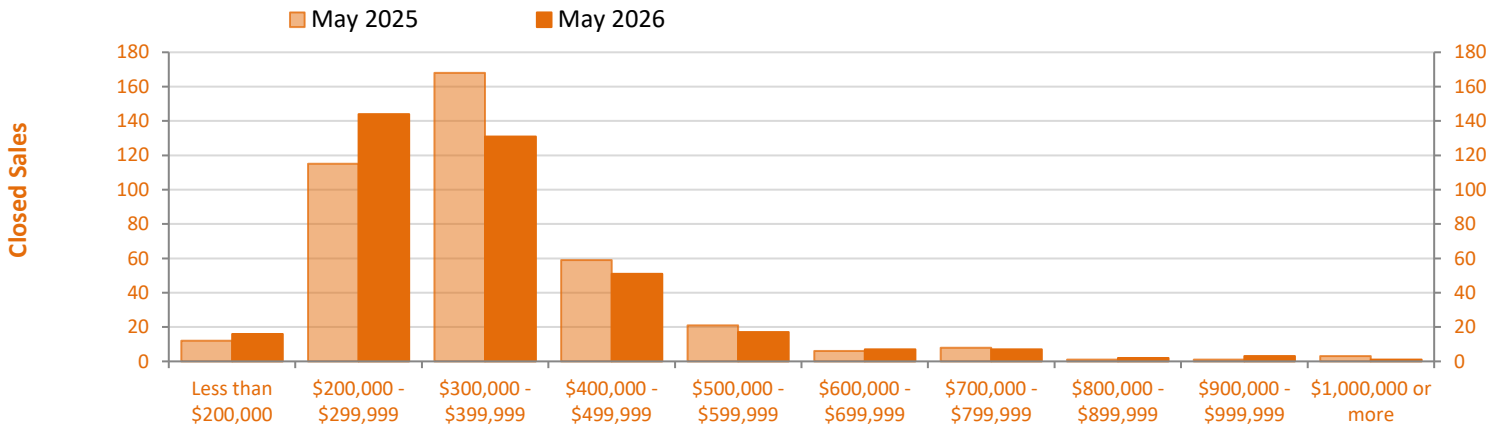


## Closed Sales by Sale Price

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.

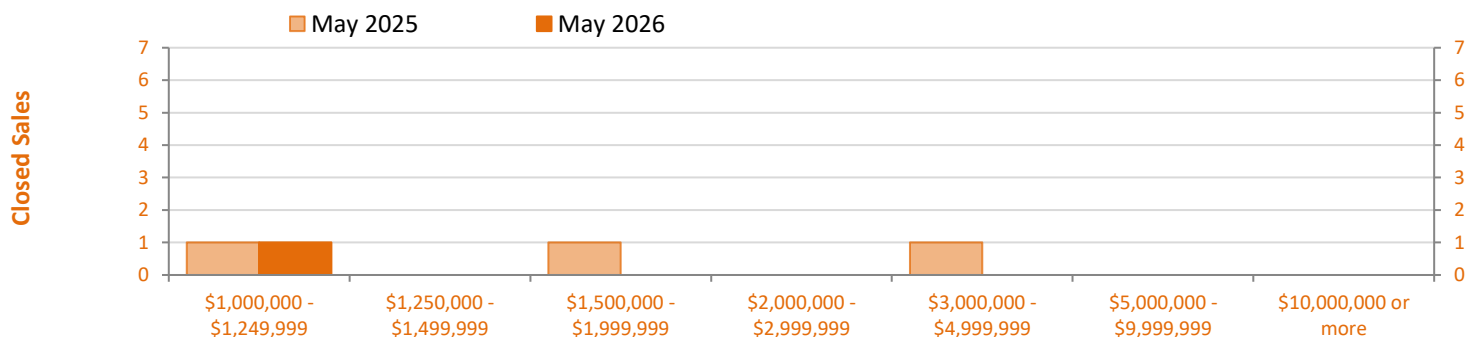
Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$200,000	16	33.3%
\$200,000 - \$299,999	144	25.2%
\$300,000 - \$399,999	131	-22.0%
\$400,000 - \$499,999	51	-13.6%
\$500,000 - \$599,999	17	-19.0%
\$600,000 - \$699,999	7	16.7%
\$700,000 - \$799,999	7	-12.5%
\$800,000 - \$899,999	2	100.0%
\$900,000 - \$999,999	3	200.0%
\$1,000,000 or more	1	-66.7%



## Million Dollar Spotlight

Closed Sales by Sale Price for properties selling for \$1,000,000 or more

Sale Price	Closed Sales	Percent Change Year-over-Year
\$1,000,000 - \$1,249,999	1	0.0%
\$1,250,000 - \$1,499,999	0	N/A
\$1,500,000 - \$1,999,999	0	-100.0%
\$2,000,000 - \$2,999,999	0	N/A
\$3,000,000 - \$4,999,999	0	-100.0%
\$5,000,000 - \$9,999,999	0	N/A
\$10,000,000 or more	0	N/A

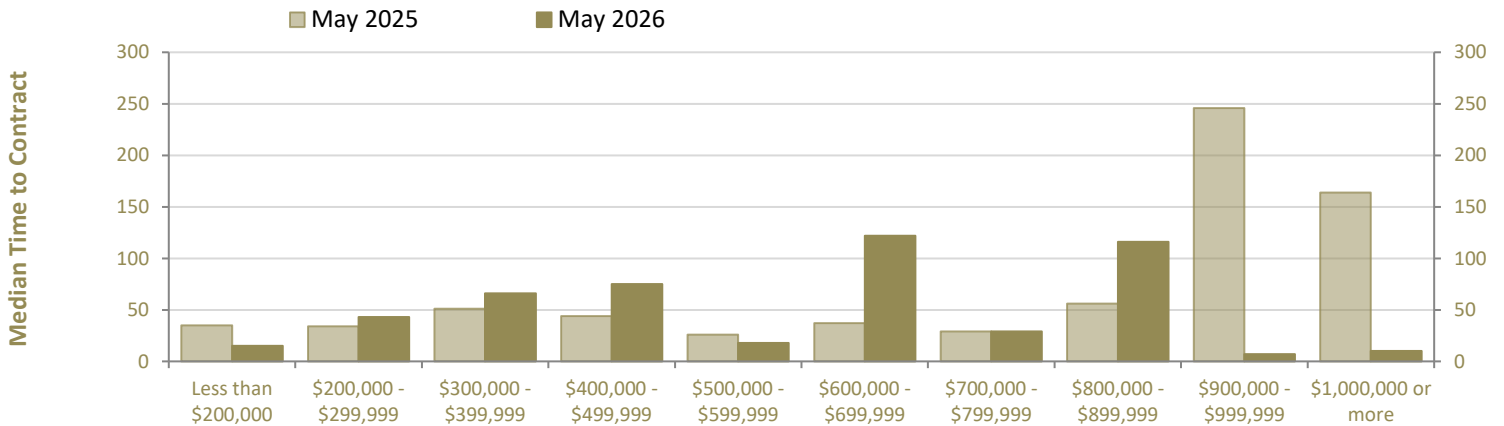


## Median Time to Contract by Sale Price

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.

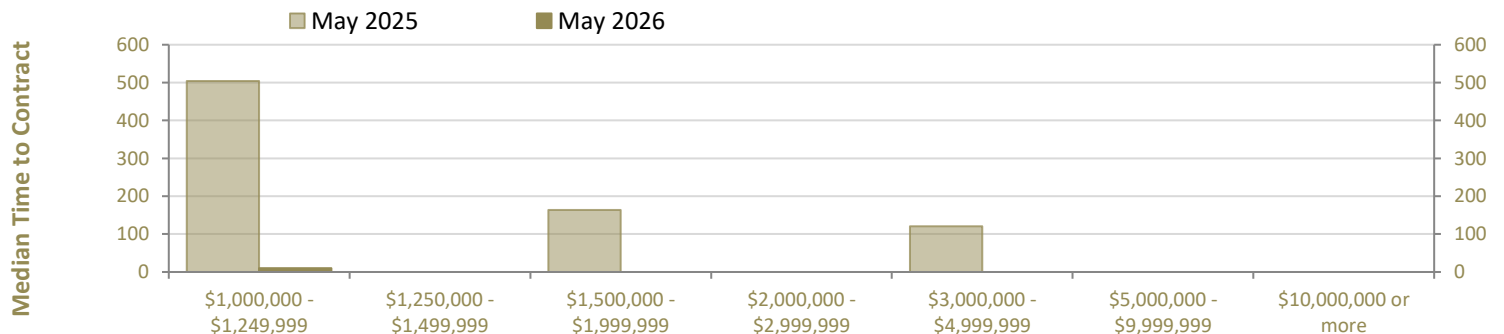
Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$200,000	15 Days	-57.1%
\$200,000 - \$299,999	43 Days	26.5%
\$300,000 - \$399,999	66 Days	29.4%
\$400,000 - \$499,999	75 Days	70.5%
\$500,000 - \$599,999	18 Days	-30.8%
\$600,000 - \$699,999	122 Days	229.7%
\$700,000 - \$799,999	29 Days	0.0%
\$800,000 - \$899,999	116 Days	107.1%
\$900,000 - \$999,999	7 Days	-97.2%
\$1,000,000 or more	10 Days	-93.9%



## Million Dollar Spotlight

Median Time to Contract by Sale Price for properties selling for \$1,000,000 or more

Sale Price	Median Time to Contract	Percent Change Year-over-Year
\$1,000,000 - \$1,249,999	10 Days	-98.0%
\$1,250,000 - \$1,499,999	(No Sales)	N/A
\$1,500,000 - \$1,999,999	(No Sales)	N/A
\$2,000,000 - \$2,999,999	(No Sales)	N/A
\$3,000,000 - \$4,999,999	(No Sales)	N/A
\$5,000,000 - \$9,999,999	(No Sales)	N/A
\$10,000,000 or more	(No Sales)	N/A

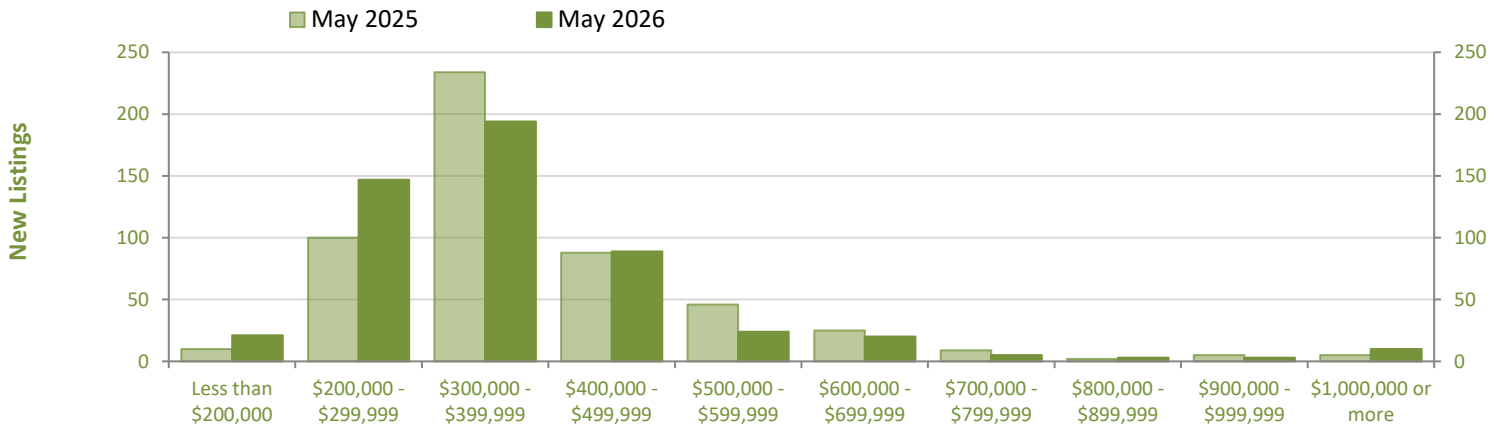


## New Listings by Initial Listing Price

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.

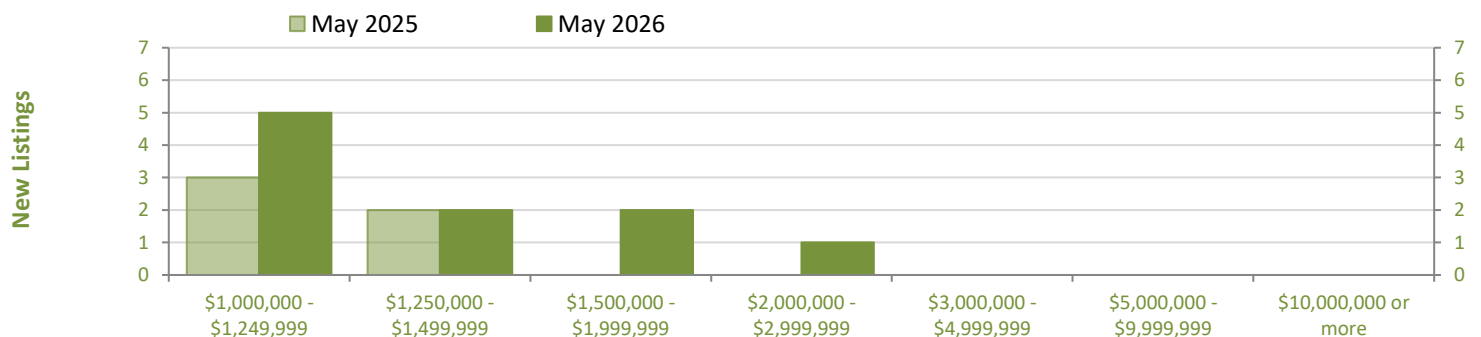
Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$200,000	21	110.0%
\$200,000 - \$299,999	147	47.0%
\$300,000 - \$399,999	194	-17.1%
\$400,000 - \$499,999	89	1.1%
\$500,000 - \$599,999	24	-47.8%
\$600,000 - \$699,999	20	-20.0%
\$700,000 - \$799,999	5	-44.4%
\$800,000 - \$899,999	3	50.0%
\$900,000 - \$999,999	3	-40.0%
\$1,000,000 or more	10	100.0%



## Million Dollar Spotlight

New Listings by Initial Listing Price for properties listed for \$1,000,000 or more

Initial Listing Price	New Listings	Percent Change Year-over-Year
\$1,000,000 - \$1,249,999	5	66.7%
\$1,250,000 - \$1,499,999	2	0.0%
\$1,500,000 - \$1,999,999	2	N/A
\$2,000,000 - \$2,999,999	1	N/A
\$3,000,000 - \$4,999,999	0	N/A
\$5,000,000 - \$9,999,999	0	N/A
\$10,000,000 or more	0	N/A



# Monthly Market Detail - May 2026

## Single-Family Homes

### Hernando County

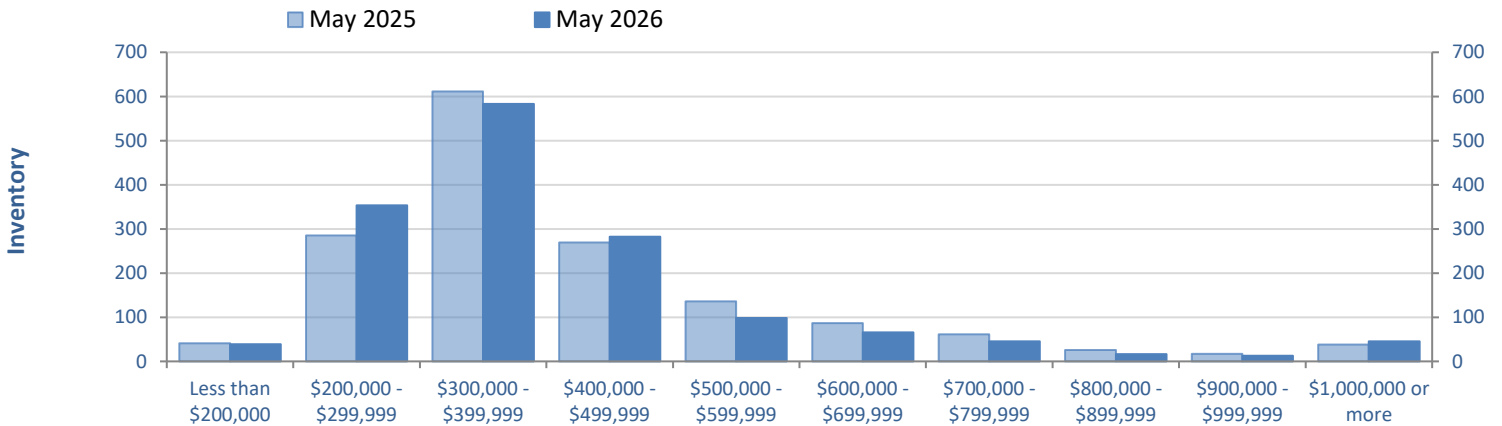


## Inventory by Current Listing Price

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.

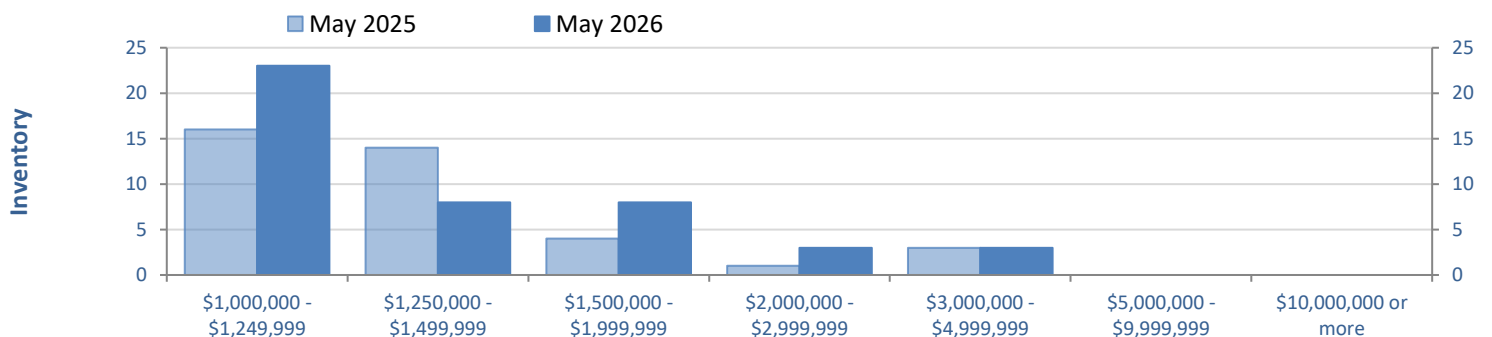
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$200,000	39	-4.9%
\$200,000 - \$299,999	353	23.9%
\$300,000 - \$399,999	583	-4.6%
\$400,000 - \$499,999	282	4.8%
\$500,000 - \$599,999	98	-27.9%
\$600,000 - \$699,999	66	-24.1%
\$700,000 - \$799,999	45	-26.2%
\$800,000 - \$899,999	16	-38.5%
\$900,000 - \$999,999	13	-23.5%
\$1,000,000 or more	45	18.4%



## Million Dollar Spotlight

Inventory by Current Listing Price for properties listed for \$1,000,000 or more

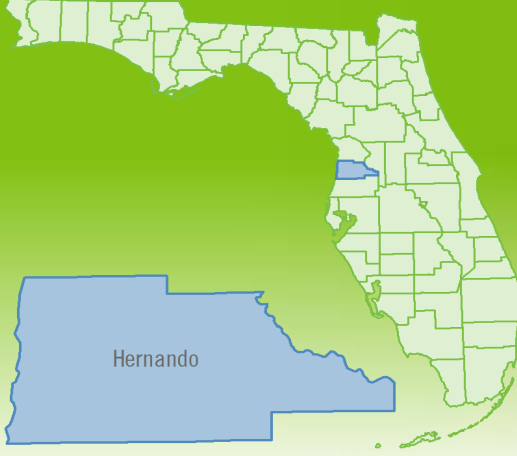
Current Listing Price	Inventory	Percent Change Year-over-Year
\$1,000,000 - \$1,249,999	23	43.8%
\$1,250,000 - \$1,499,999	8	-42.9%
\$1,500,000 - \$1,999,999	8	100.0%
\$2,000,000 - \$2,999,999	3	200.0%
\$3,000,000 - \$4,999,999	3	0.0%
\$5,000,000 - \$9,999,999	0	N/A
\$10,000,000 or more	0	N/A



# Monthly Distressed Market - May 2026

## Single-Family Homes

### Hernando County



		May 2026	May 2025	Percent Change Year-over-Year
Traditional	Closed Sales	376	386	-2.6%
	Median Sale Price	\$315,025	\$339,950	-7.3%
Foreclosure/REO	Closed Sales	3	5	-40.0%
	Median Sale Price	\$151,000	\$267,500	-43.6%
Short Sale	Closed Sales	0	3	-100.0%
	Median Sale Price	(No Sales)	\$285,000	N/A

