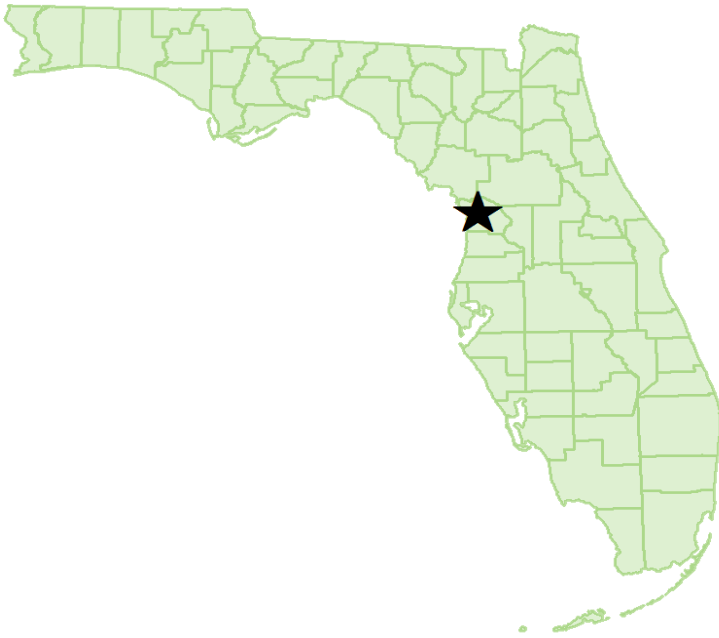


Monthly Market Detail - March 2026

Manufactured Homes

REALTORS® Association of Citrus County

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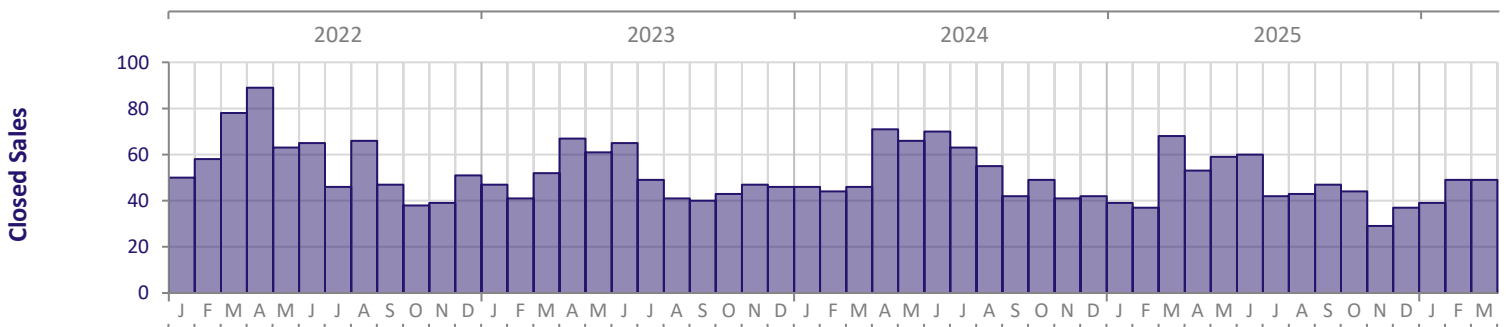
Summary Statistics	March 2026	March 2025	Percent Change Year-over-Year
Closed Sales	49	68	-27.9%
Paid in Cash	28	37	-24.3%
Median Sale Price	\$163,000	\$165,000	-1.2%
Average Sale Price	\$158,169	\$164,359	-3.8%
Dollar Volume	\$7.8 Million	\$11.2 Million	-30.7%
Median Percent of Original List Price Received	91.2%	93.8%	-2.8%
Median Time to Contract	58 Days	27 Days	114.8%
Median Time to Sale	82 Days	68 Days	20.6%
New Pending Sales	68	72	-5.6%
New Listings	61	69	-11.6%
Pending Inventory	75	72	4.2%
Inventory (Active Listings)	212	189	12.2%
Months Supply of Inventory	4.6	3.5	31.4%

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	137	-4.9%
March 2026	49	-27.9%
February 2026	49	32.4%
January 2026	39	0.0%
December 2025	37	-11.9%
November 2025	29	-29.3%
October 2025	44	-10.2%
September 2025	47	11.9%
August 2025	43	-21.8%
July 2025	42	-33.3%
June 2025	60	-14.3%
May 2025	59	-10.6%
April 2025	53	-25.4%
March 2025	68	47.8%



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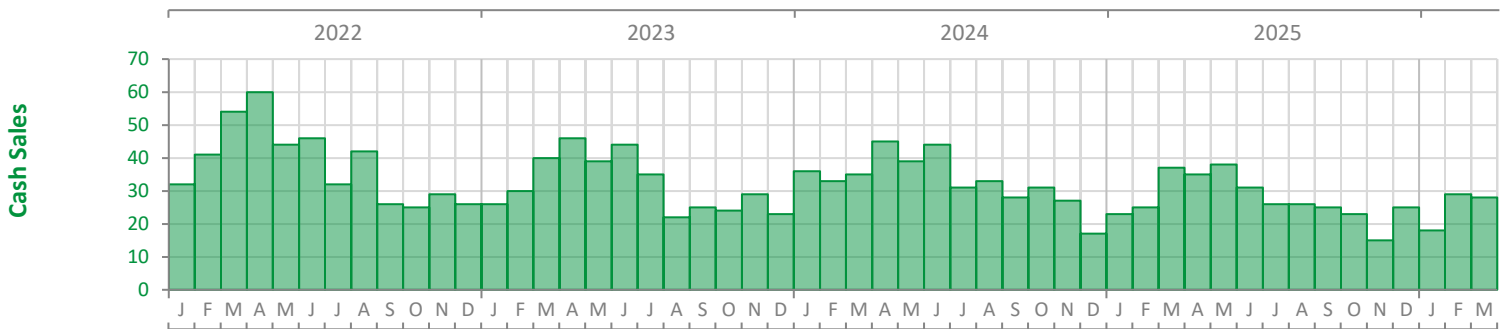


Cash Sales

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	75	-11.8%
March 2026	28	-24.3%
February 2026	29	16.0%
January 2026	18	-21.7%
December 2025	25	47.1%
November 2025	15	-44.4%
October 2025	23	-25.8%
September 2025	25	-10.7%
August 2025	26	-21.2%
July 2025	26	-16.1%
June 2025	31	-29.5%
May 2025	38	-2.6%
April 2025	35	-22.2%
March 2025	37	5.7%

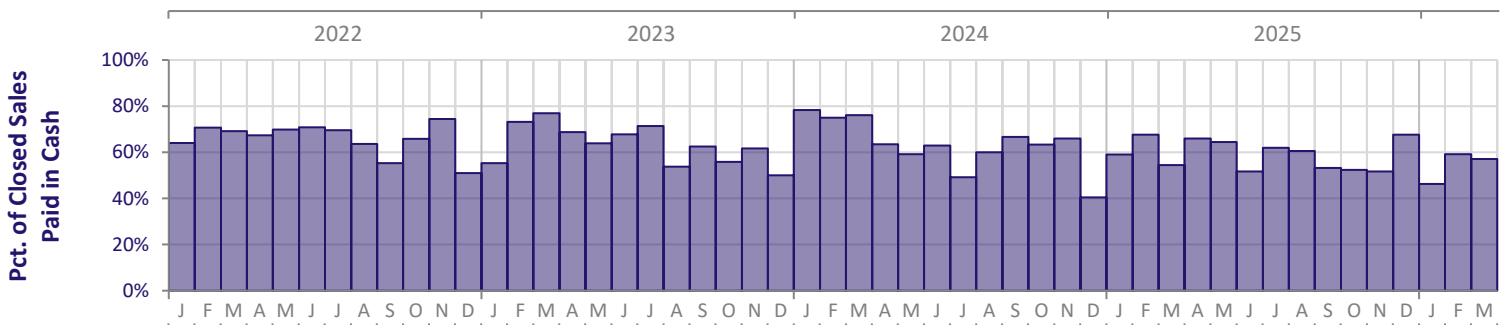


Cash Sales as a Percentage of Closed Sales

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	54.7%	-7.3%
March 2026	57.1%	5.0%
February 2026	59.2%	-12.4%
January 2026	46.2%	-21.7%
December 2025	67.6%	66.9%
November 2025	51.7%	-21.5%
October 2025	52.3%	-17.4%
September 2025	53.2%	-20.2%
August 2025	60.5%	0.8%
July 2025	61.9%	25.8%
June 2025	51.7%	-17.8%
May 2025	64.4%	9.0%
April 2025	66.0%	4.1%
March 2025	54.4%	-28.5%



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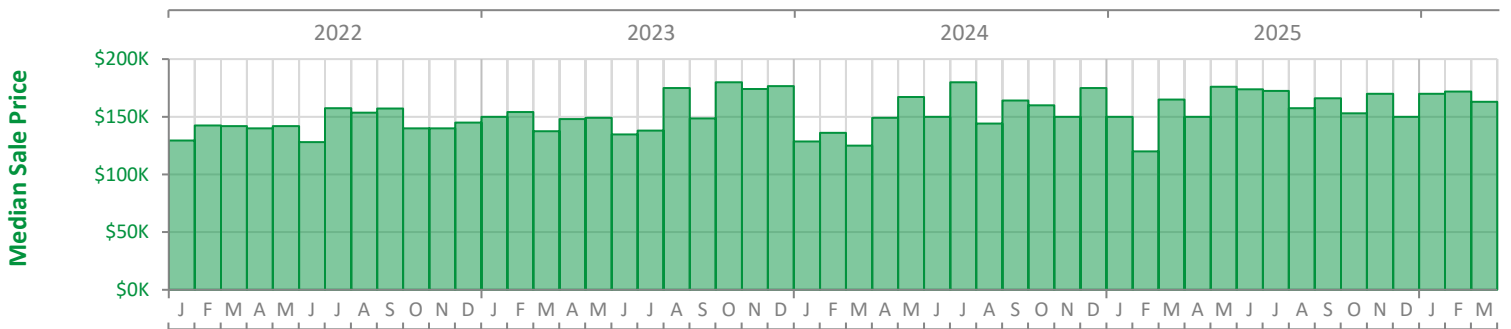


Median Sale Price

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	\$167,500	10.2%
March 2026	\$163,000	-1.2%
February 2026	\$172,000	43.3%
January 2026	\$170,000	13.3%
December 2025	\$150,000	-14.3%
November 2025	\$169,900	13.3%
October 2025	\$152,950	-4.4%
September 2025	\$166,000	1.2%
August 2025	\$157,500	9.4%
July 2025	\$172,500	-4.2%
June 2025	\$173,750	15.8%
May 2025	\$176,000	5.3%
April 2025	\$150,000	0.7%
March 2025	\$165,000	32.0%

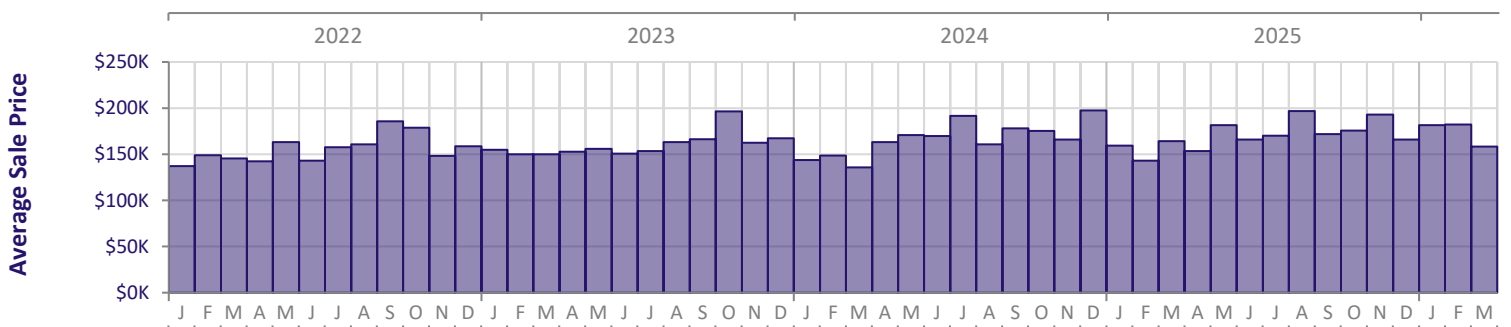


Average Sale Price

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	\$173,420	10.1%
March 2026	\$158,169	-3.8%
February 2026	\$182,106	27.2%
January 2026	\$181,669	14.0%
December 2025	\$165,785	-16.0%
November 2025	\$192,834	16.3%
October 2025	\$175,682	0.3%
September 2025	\$171,721	-3.5%
August 2025	\$196,942	22.6%
July 2025	\$169,931	-11.3%
June 2025	\$165,808	-2.4%
May 2025	\$181,415	6.3%
April 2025	\$153,409	-5.9%
March 2025	\$164,359	21.1%



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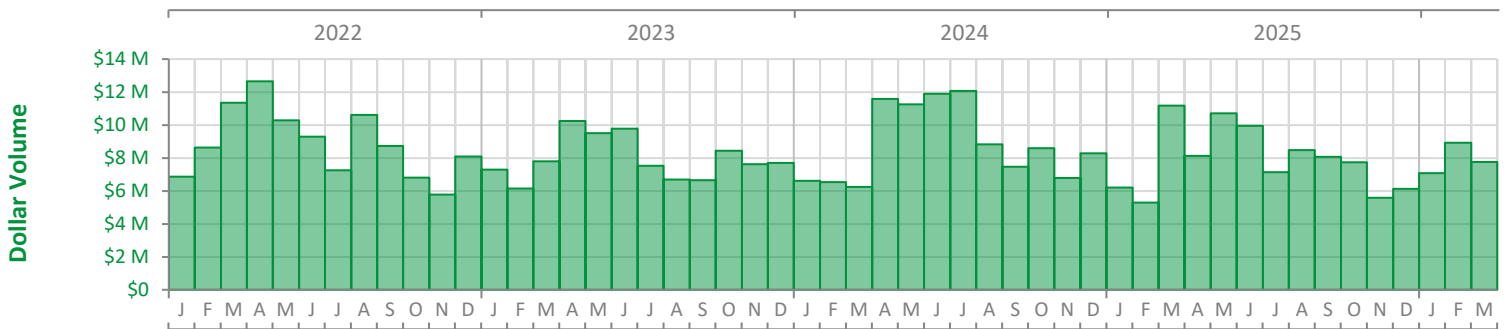


Dollar Volume

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	\$23.8 Million	4.7%
March 2026	\$7.8 Million	-30.7%
February 2026	\$8.9 Million	68.5%
January 2026	\$7.1 Million	14.0%
December 2025	\$6.1 Million	-26.0%
November 2025	\$5.6 Million	-17.7%
October 2025	\$7.7 Million	-10.0%
September 2025	\$8.1 Million	8.0%
August 2025	\$8.5 Million	-4.1%
July 2025	\$7.1 Million	-40.8%
June 2025	\$9.9 Million	-16.3%
May 2025	\$10.7 Million	-5.0%
April 2025	\$8.1 Million	-29.8%
March 2025	\$11.2 Million	79.0%

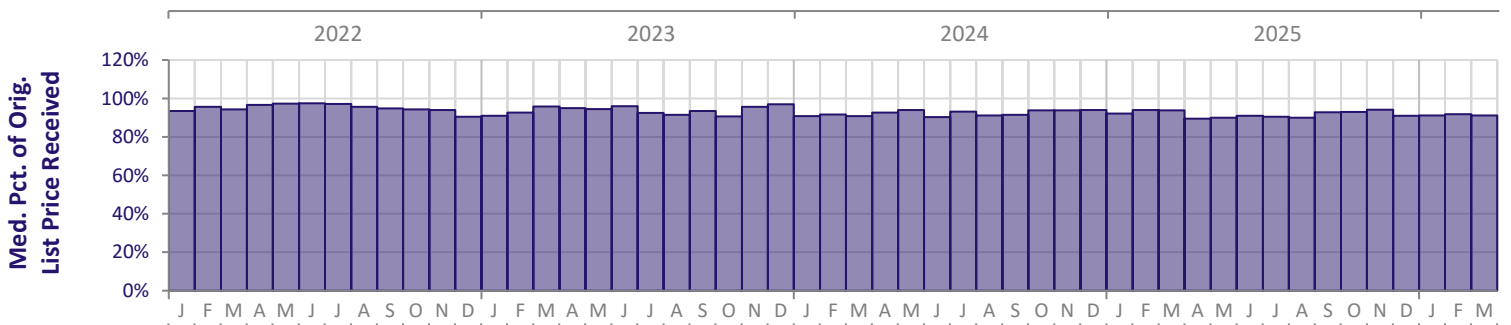


Median Percent of Original List Price Received

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	91.3%	-2.2%
March 2026	91.2%	-2.8%
February 2026	91.8%	-2.2%
January 2026	91.2%	-1.0%
December 2025	91.0%	-3.1%
November 2025	94.2%	0.4%
October 2025	92.9%	-1.0%
September 2025	92.8%	1.4%
August 2025	90.0%	-1.3%
July 2025	90.5%	-2.9%
June 2025	91.0%	0.8%
May 2025	90.0%	-4.3%
April 2025	89.5%	-3.3%
March 2025	93.8%	3.3%



Monthly Market Detail - March 2026

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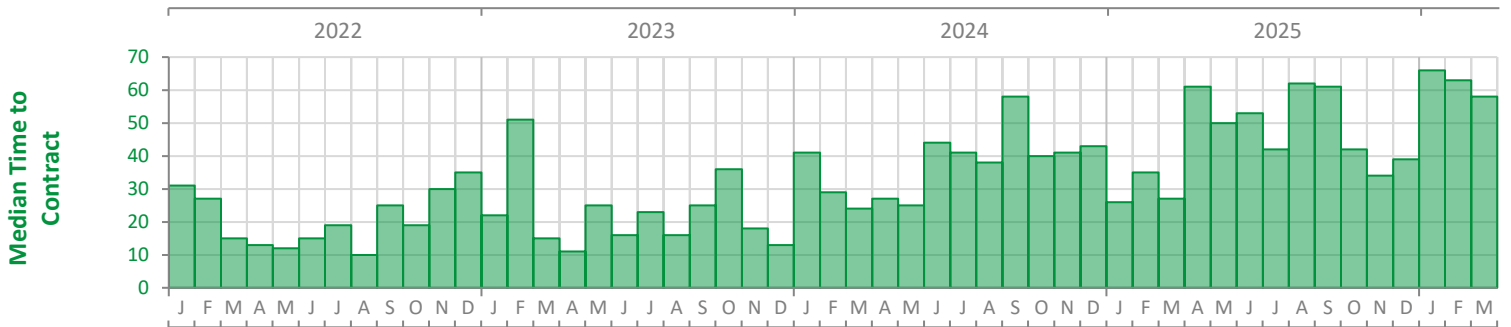


Median Time to Contract

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	66 Days	127.6%
March 2026	58 Days	114.8%
February 2026	63 Days	80.0%
January 2026	66 Days	153.8%
December 2025	39 Days	-9.3%
November 2025	34 Days	-17.1%
October 2025	42 Days	5.0%
September 2025	61 Days	5.2%
August 2025	62 Days	63.2%
July 2025	42 Days	2.4%
June 2025	53 Days	20.5%
May 2025	50 Days	100.0%
April 2025	61 Days	125.9%
March 2025	27 Days	12.5%

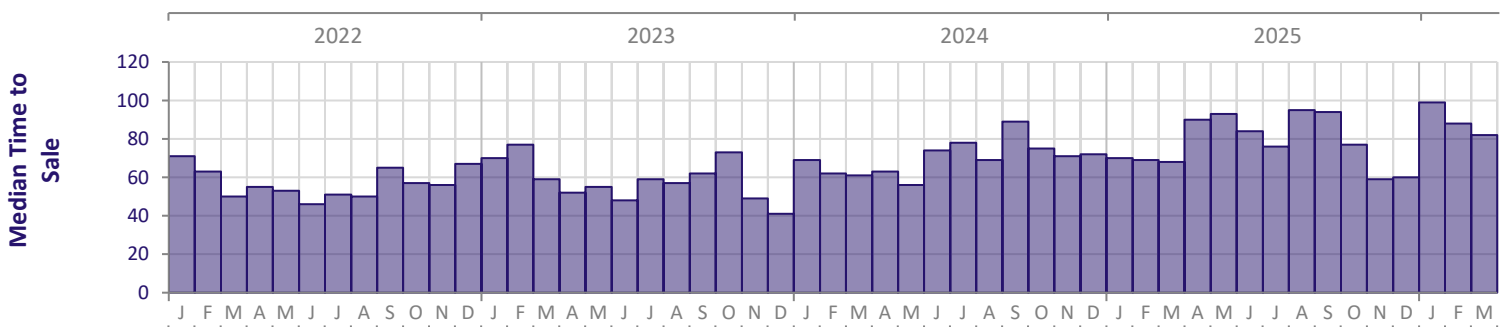


Median Time to Sale

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	100 Days	44.9%
March 2026	82 Days	20.6%
February 2026	88 Days	27.5%
January 2026	99 Days	41.4%
December 2025	60 Days	-16.7%
November 2025	59 Days	-16.9%
October 2025	77 Days	2.7%
September 2025	94 Days	5.6%
August 2025	95 Days	37.7%
July 2025	76 Days	-2.6%
June 2025	84 Days	13.5%
May 2025	93 Days	66.1%
April 2025	90 Days	42.9%
March 2025	68 Days	11.5%



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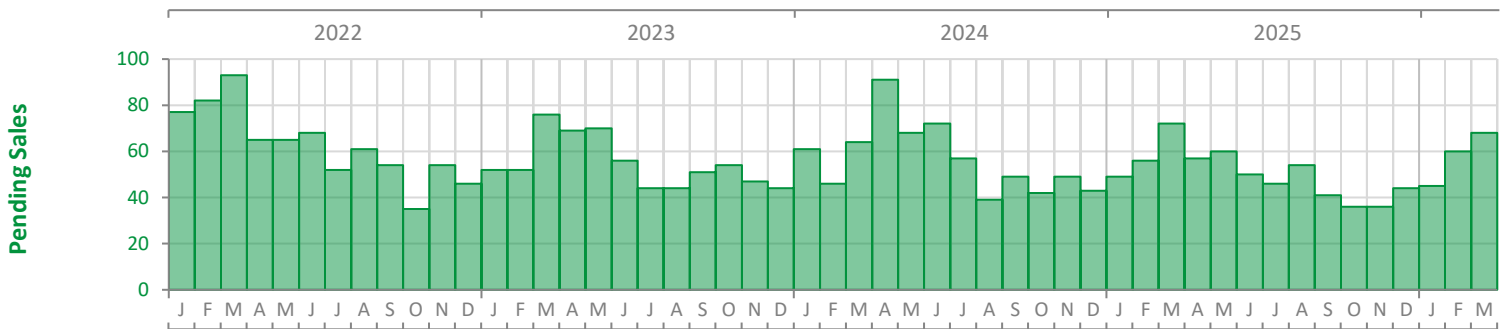


New Pending Sales

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	173	-2.3%
March 2026	68	-5.6%
February 2026	60	7.1%
January 2026	45	-8.2%
December 2025	44	2.3%
November 2025	36	-26.5%
October 2025	36	-14.3%
September 2025	41	-16.3%
August 2025	54	38.5%
July 2025	46	-19.3%
June 2025	50	-30.6%
May 2025	60	-11.8%
April 2025	57	-37.4%
March 2025	72	12.5%

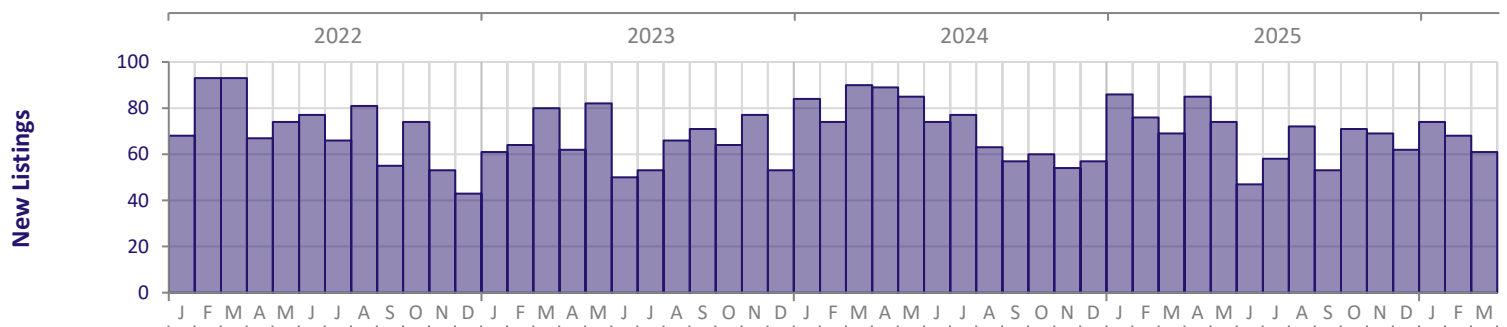


New Listings

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	203	-12.1%
March 2026	61	-11.6%
February 2026	68	-10.5%
January 2026	74	-14.0%
December 2025	62	8.8%
November 2025	69	27.8%
October 2025	71	18.3%
September 2025	53	-7.0%
August 2025	72	14.3%
July 2025	58	-24.7%
June 2025	47	-36.5%
May 2025	74	-12.9%
April 2025	85	-4.5%
March 2025	69	-23.3%



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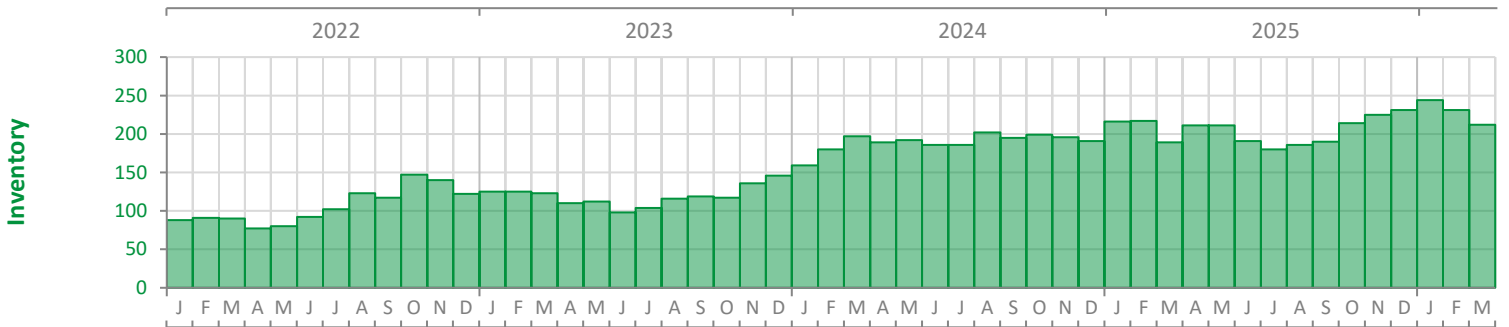


Inventory (Active Listings)

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)	229	10.5%
March 2026	212	12.2%
February 2026	231	6.5%
January 2026	244	13.0%
December 2025	231	20.9%
November 2025	225	14.8%
October 2025	214	7.5%
September 2025	190	-2.6%
August 2025	186	-7.9%
July 2025	180	-3.2%
June 2025	191	2.7%
May 2025	211	9.9%
April 2025	211	11.6%
March 2025	189	-4.1%

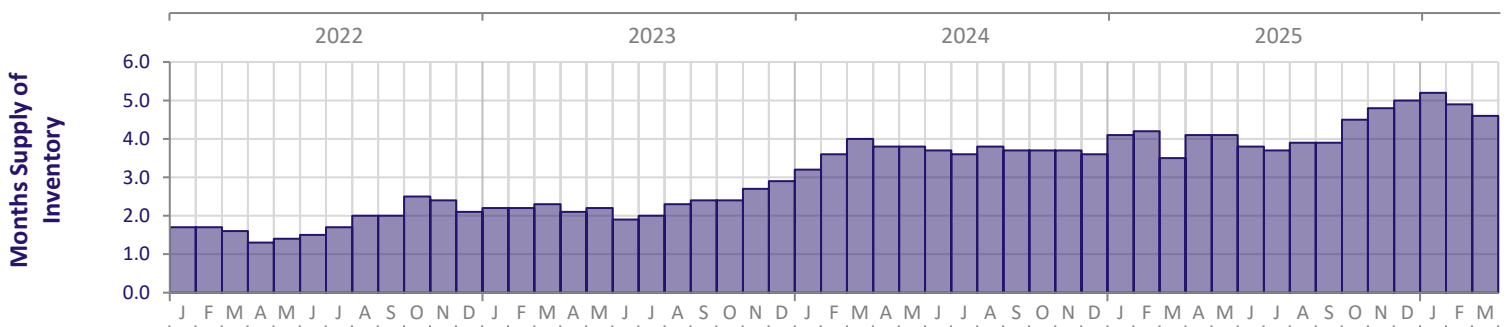


Months Supply of Inventory

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)	4.9	25.6%
March 2026	4.6	31.4%
February 2026	4.9	16.7%
January 2026	5.2	26.8%
December 2025	5.0	38.9%
November 2025	4.8	29.7%
October 2025	4.5	21.6%
September 2025	3.9	5.4%
August 2025	3.9	2.6%
July 2025	3.7	2.8%
June 2025	3.8	2.7%
May 2025	4.1	7.9%
April 2025	4.1	7.9%
March 2025	3.5	-12.5%



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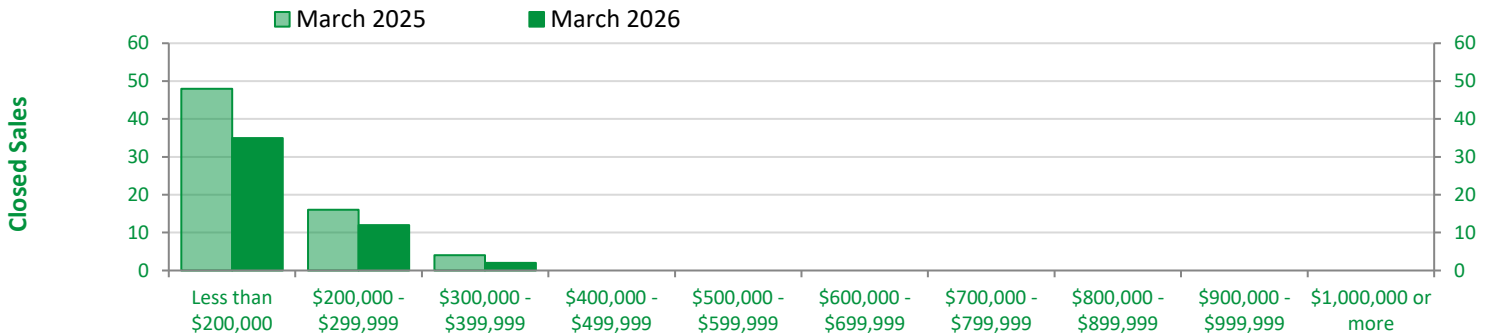


Closed Sales by Sale Price

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 \$200,000	35	-27.1%
\$200,000 - \$299,999	12	-25.0%
\$300,000 - \$399,999	2	-50.0%
\$400,000 - \$499,999	0	N/A
\$500,000 - \$599,999	0	N/A
\$600,000 - \$699,999	0	N/A
\$700,000 - \$799,999	0	N/A
\$800,000 - \$899,999	0	N/A
\$900,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

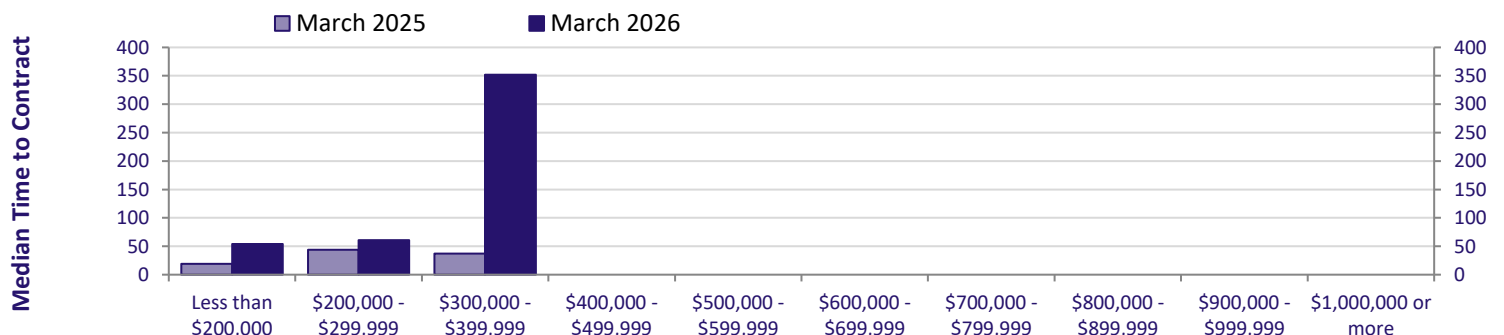


Median Time to Contract by Sale Price

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 \$200,000	54 Days	184.2%
\$200,000 - \$299,999	61 Days	38.6%
\$300,000 - \$399,999	352 Days	851.4%
\$400,000 - \$499,999	(No Sales)	N/A
\$500,000 - \$599,999	(No Sales)	N/A
\$600,000 - \$699,999	(No Sales)	N/A
\$700,000 - \$799,999	(No Sales)	N/A
\$800,000 - \$899,999	(No Sales)	N/A
\$900,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	(No Sales)	N/A



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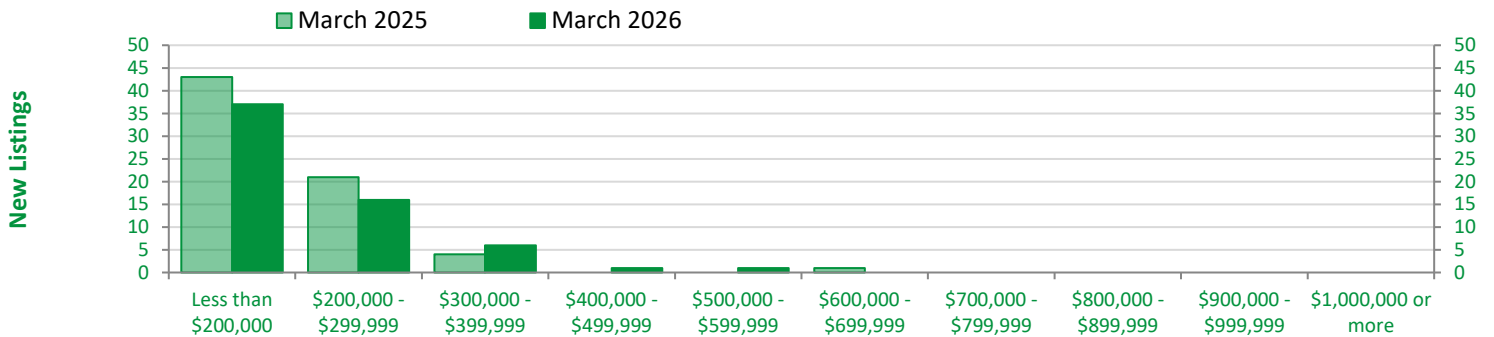


New Listings by Initial Listing Price

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 \$200,000	37	-14.0%
\$200,000 - \$299,999	16	-23.8%
\$300,000 - \$399,999	6	50.0%
\$400,000 - \$499,999	1	N/A
\$500,000 - \$599,999	1	N/A
\$600,000 - \$699,999	0	-100.0%
\$700,000 - \$799,999	0	N/A
\$800,000 - \$899,999	0	N/A
\$900,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

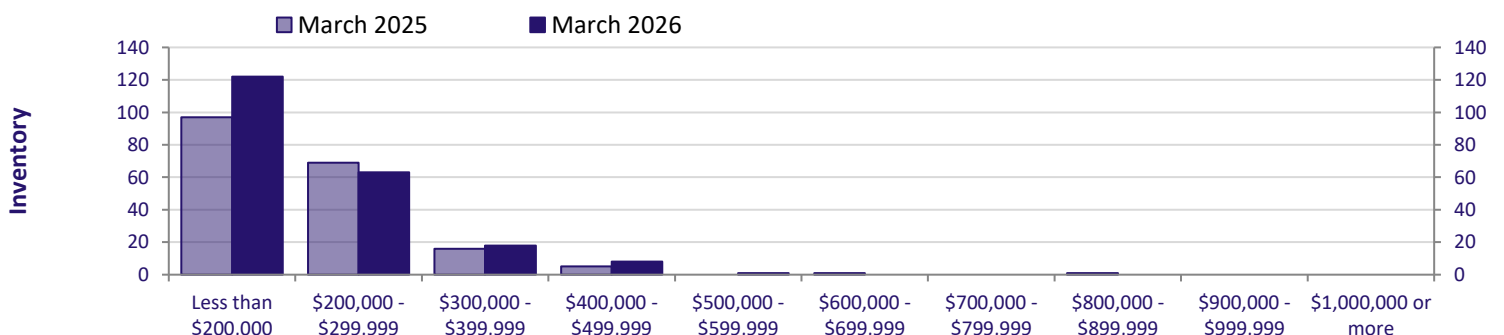


Inventory by Current Listing Price

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 \$200,000	122	25.8%
\$200,000 - \$299,999	63	-8.7%
\$300,000 - \$399,999	18	12.5%
\$400,000 - \$499,999	8	60.0%
\$500,000 - \$599,999	1	N/A
\$600,000 - \$699,999	0	-100.0%
\$700,000 - \$799,999	0	N/A
\$800,000 - \$899,999	0	-100.0%
\$900,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

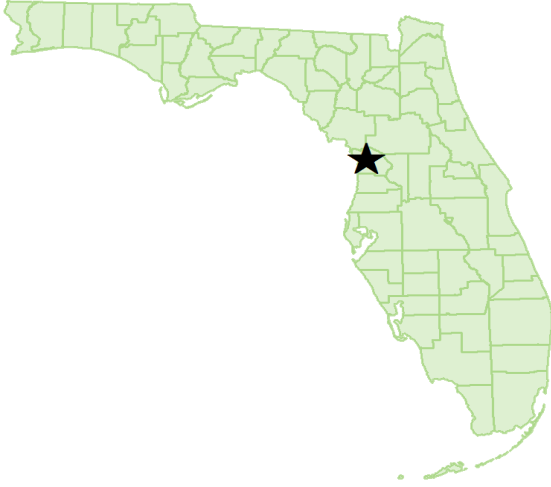
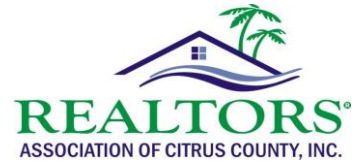


Monthly Distressed Market - March 2026

Manufactured Homes

REALTORS® Association of Citrus County

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



		March 2026	March 2025	Percent Change Year-over-Year
Traditional	Closed Sales	49	68	-27.9%
	Median Sale Price	\$163,000	\$165,000	-1.2%
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

