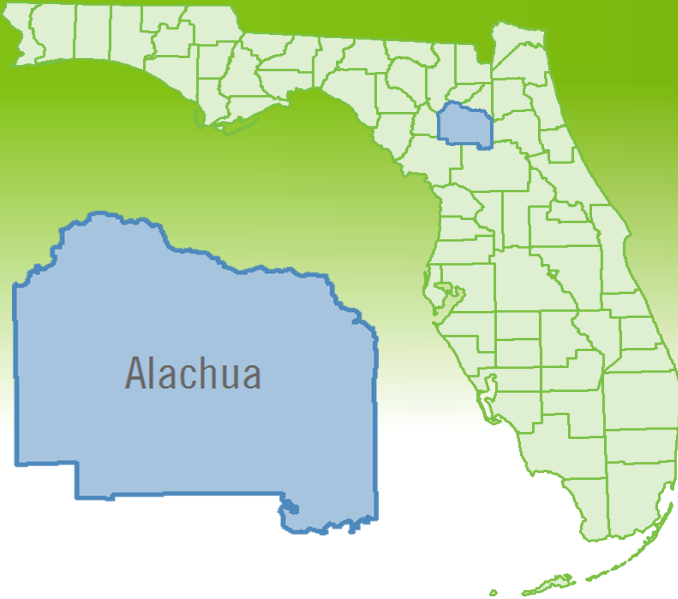


# Monthly Market Detail - September 2021

## Single-Family Homes

### Alachua County



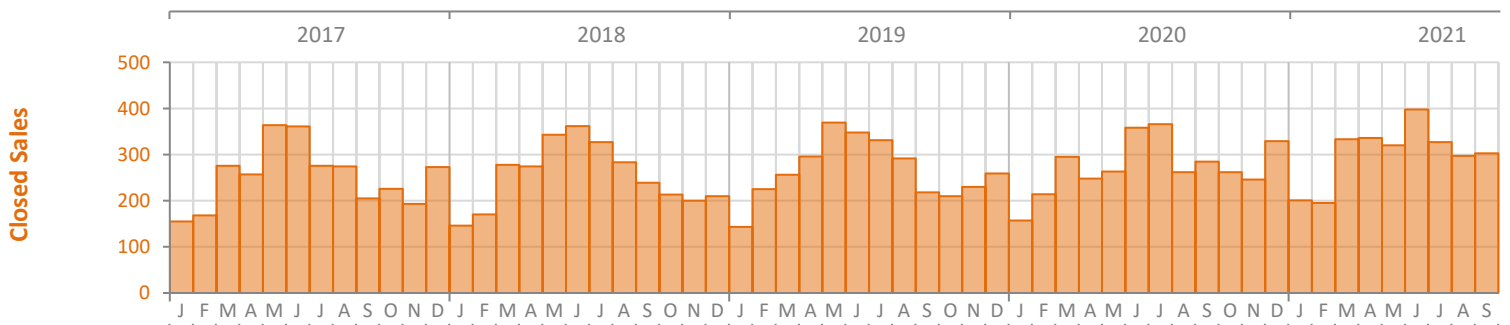
Summary Statistics	September 2021	September 2020	Percent Change Year-over-Year
Closed Sales	303	285	6.3%
Paid in Cash	52	46	13.0%
Median Sale Price	\$315,750	\$275,800	14.5%
Average Sale Price	\$383,203	\$318,050	20.5%
Dollar Volume	\$116.1 Million	\$90.6 Million	28.1%
Median Percent of Original List Price Received	100.0%	98.6%	1.4%
Median Time to Contract	10 Days	14 Days	-28.6%
Median Time to Sale	59 Days	65 Days	-9.2%
New Pending Sales	293	276	6.2%
New Listings	296	308	-3.9%
Pending Inventory	580	478	21.3%
Inventory (Active Listings)	504	554	-9.0%
Months Supply of Inventory	1.7	2.1	-19.0%

## 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	2,710	10.7%
<b>September 2021</b>	<b>303</b>	<b>6.3%</b>
August 2021	297	13.4%
July 2021	327	-10.7%
June 2021	398	11.2%
May 2021	320	21.7%
April 2021	336	35.5%
March 2021	333	12.9%
February 2021	195	-8.9%
January 2021	201	28.0%
December 2020	329	27.0%
November 2020	246	7.0%
October 2020	262	24.8%
September 2020	285	30.7%

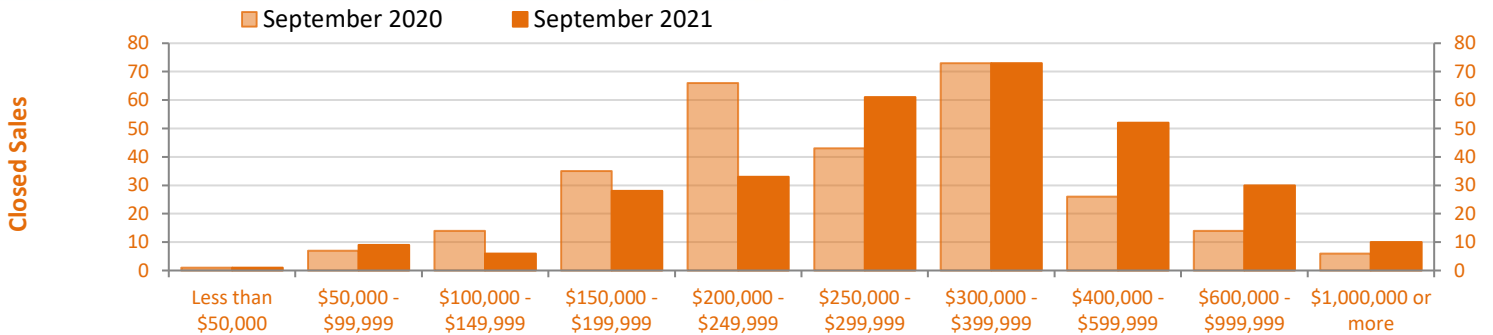


## Closed Sales by Sale Price

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	9	28.6%
\$100,000 - \$149,999	6	-57.1%
\$150,000 - \$199,999	28	-20.0%
\$200,000 - \$249,999	33	-50.0%
\$250,000 - \$299,999	61	41.9%
\$300,000 - \$399,999	73	0.0%
\$400,000 - \$599,999	52	100.0%
\$600,000 - \$999,999	30	114.3%
\$1,000,000 or more	10	66.7%

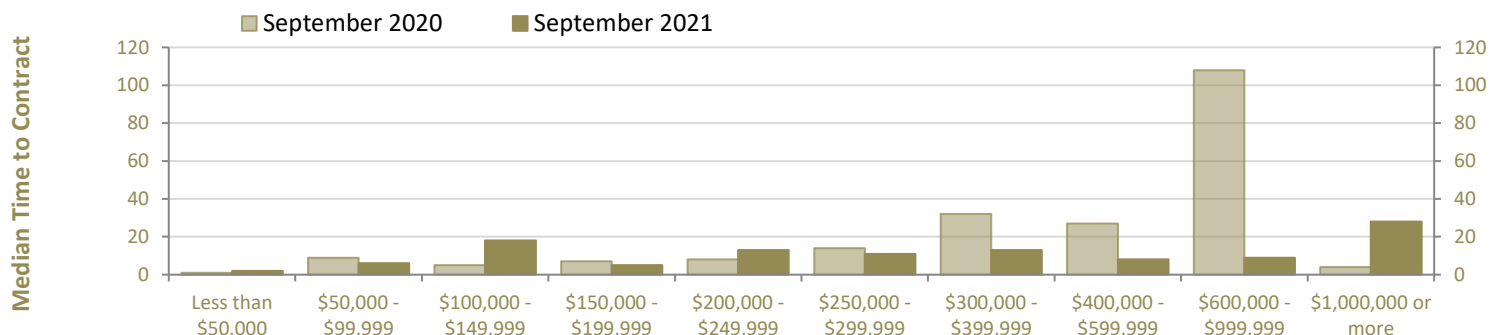


## Median Time to Contract by Sale Price

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	2 Days	100.0%
\$50,000 - \$99,999	6 Days	-33.3%
\$100,000 - \$149,999	18 Days	260.0%
\$150,000 - \$199,999	5 Days	-28.6%
\$200,000 - \$249,999	13 Days	62.5%
\$250,000 - \$299,999	11 Days	-21.4%
\$300,000 - \$399,999	13 Days	-59.4%
\$400,000 - \$599,999	8 Days	-70.4%
\$600,000 - \$999,999	9 Days	-91.7%
\$1,000,000 or more	28 Days	600.0%

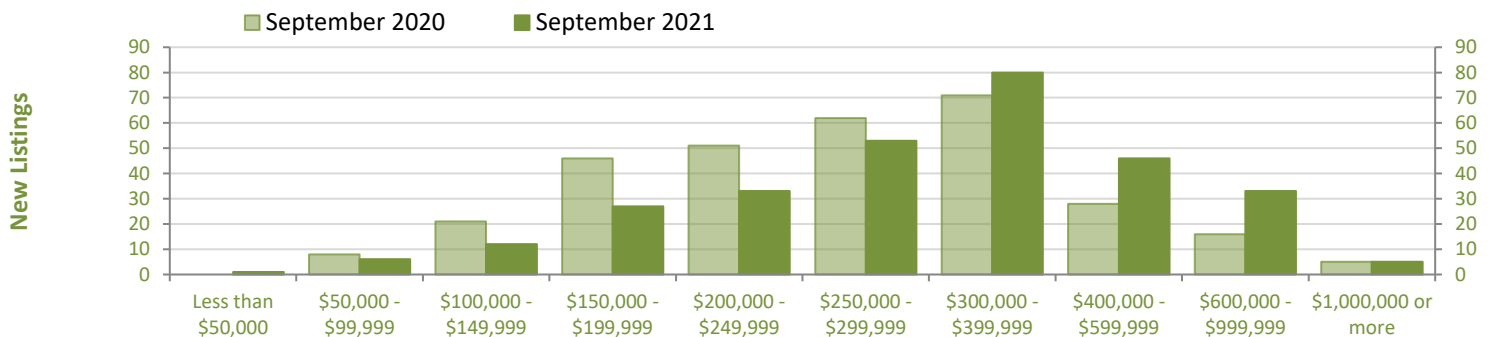


## New Listings by Initial Listing Price

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	6	-25.0%
\$100,000 - \$149,999	12	-42.9%
\$150,000 - \$199,999	27	-41.3%
\$200,000 - \$249,999	33	-35.3%
\$250,000 - \$299,999	53	-14.5%
\$300,000 - \$399,999	80	12.7%
\$400,000 - \$599,999	46	64.3%
\$600,000 - \$999,999	33	106.3%
\$1,000,000 or more	5	0.0%

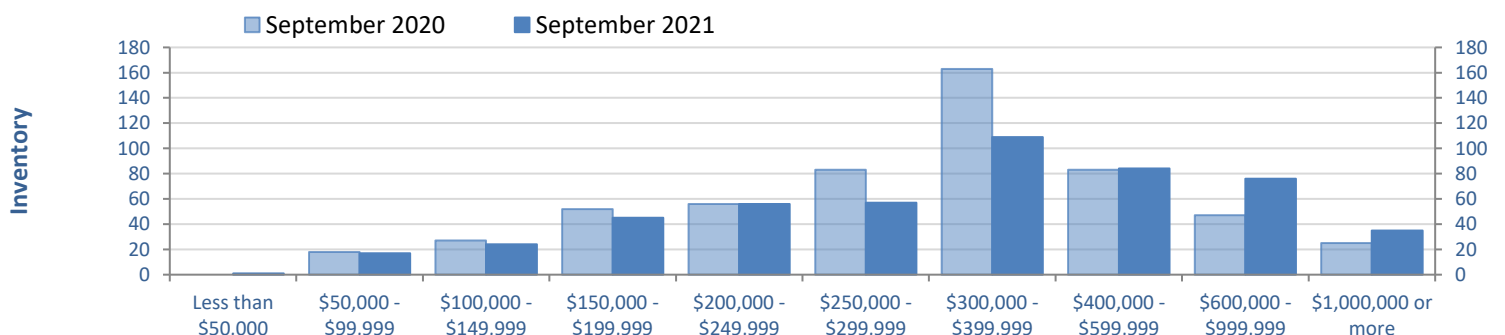


## Inventory by Current Listing Price

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	1	N/A
\$50,000 - \$99,999	17	-5.6%
\$100,000 - \$149,999	24	-11.1%
\$150,000 - \$199,999	45	-13.5%
\$200,000 - \$249,999	56	0.0%
\$250,000 - \$299,999	57	-31.3%
\$300,000 - \$399,999	109	-33.1%
\$400,000 - \$599,999	84	1.2%
\$600,000 - \$999,999	76	61.7%
\$1,000,000 or more	35	40.0%



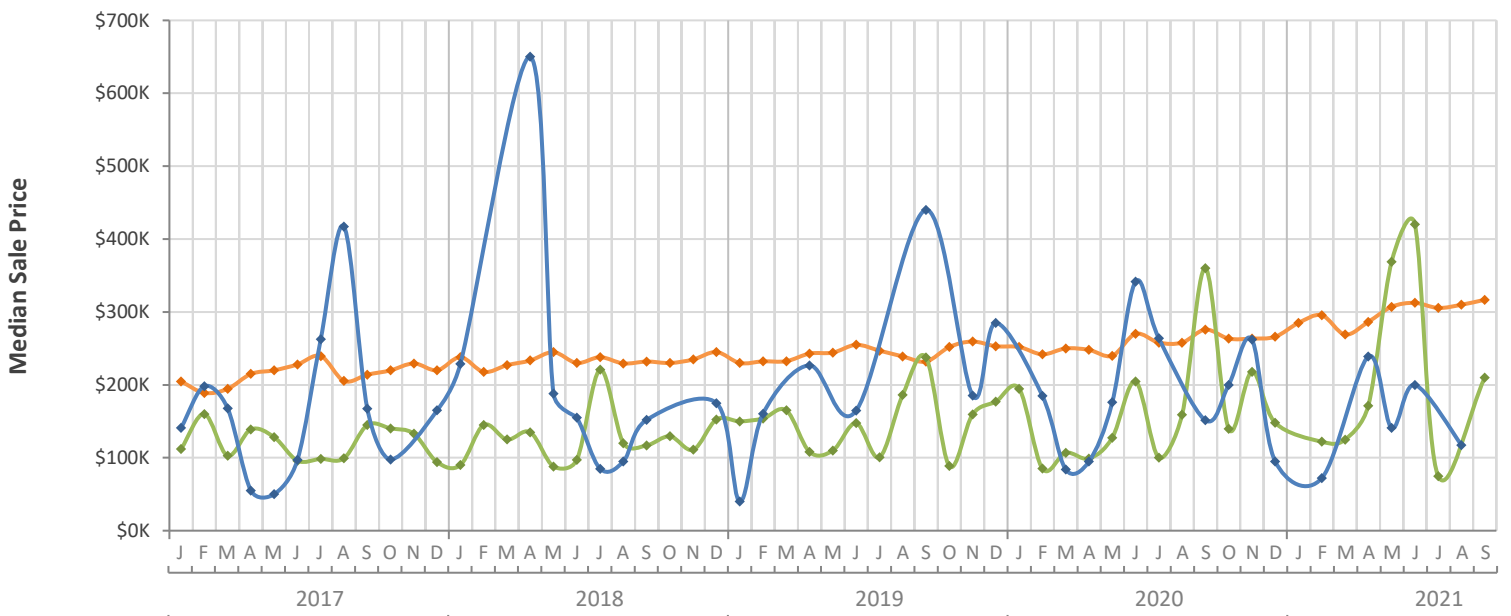
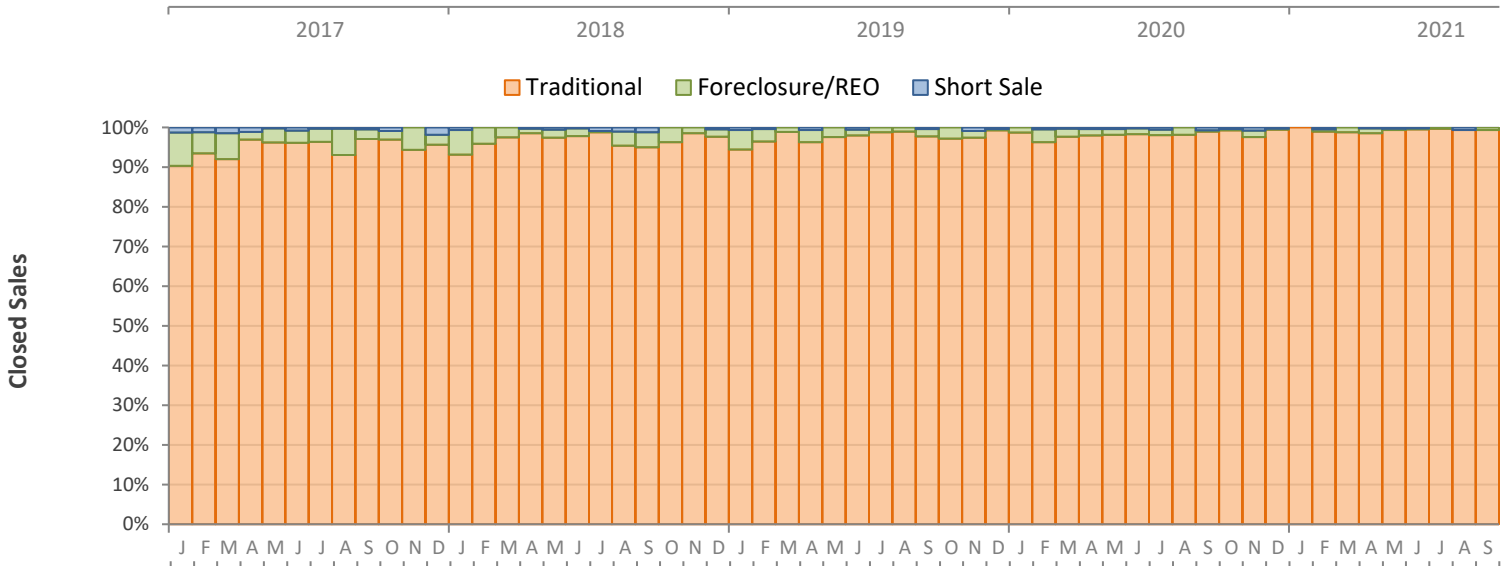
# Monthly Distressed Market - September 2021

## Single-Family Homes

### Alachua County



		September 2021	September 2020	Percent Change Year-over-Year
Traditional	Closed Sales	301	282	6.7%
	Median Sale Price	\$316,750	\$275,850	14.8%
Foreclosure/REO	Closed Sales	2	1	100.0%
	Median Sale Price	\$209,889	\$360,150	-41.7%
Short Sale	Closed Sales	0	2	-100.0%
	Median Sale Price	(No Sales)	\$151,500	N/A



# Monthly Market Detail - September 2021

## Townhouses and Condos

### Alachua County



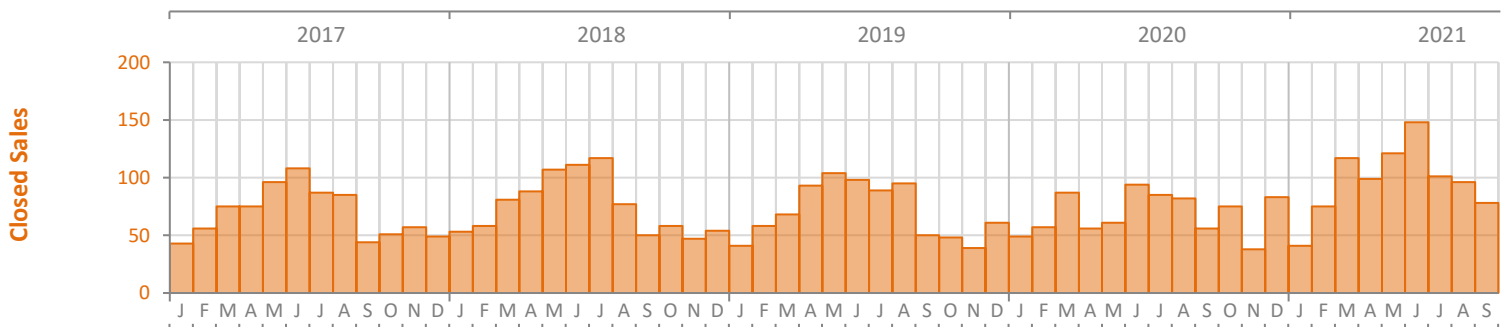
Summary Statistics	September 2021	September 2020	Percent Change Year-over-Year
Closed Sales	78	56	39.3%
Paid in Cash	19	27	-29.6%
Median Sale Price	\$144,950	\$135,000	7.4%
Average Sale Price	\$151,081	\$149,759	0.9%
Dollar Volume	\$11.8 Million	\$8.4 Million	40.5%
Median Percent of Original List Price Received	98.2%	97.2%	1.0%
Median Time to Contract	18 Days	14 Days	28.6%
Median Time to Sale	59 Days	58 Days	1.7%
New Pending Sales	81	76	6.6%
New Listings	69	80	-13.8%
Pending Inventory	140	98	42.9%
Inventory (Active Listings)	132	171	-22.8%
Months Supply of Inventory	1.5	2.6	-42.3%

## 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	876	39.7%
<b>September 2021</b>	<b>78</b>	<b>39.3%</b>
August 2021	96	17.1%
July 2021	101	18.8%
June 2021	148	57.4%
May 2021	121	98.4%
April 2021	99	76.8%
March 2021	117	34.5%
February 2021	75	31.6%
January 2021	41	-16.3%
December 2020	83	36.1%
November 2020	38	-2.6%
October 2020	75	56.3%
September 2020	56	12.0%

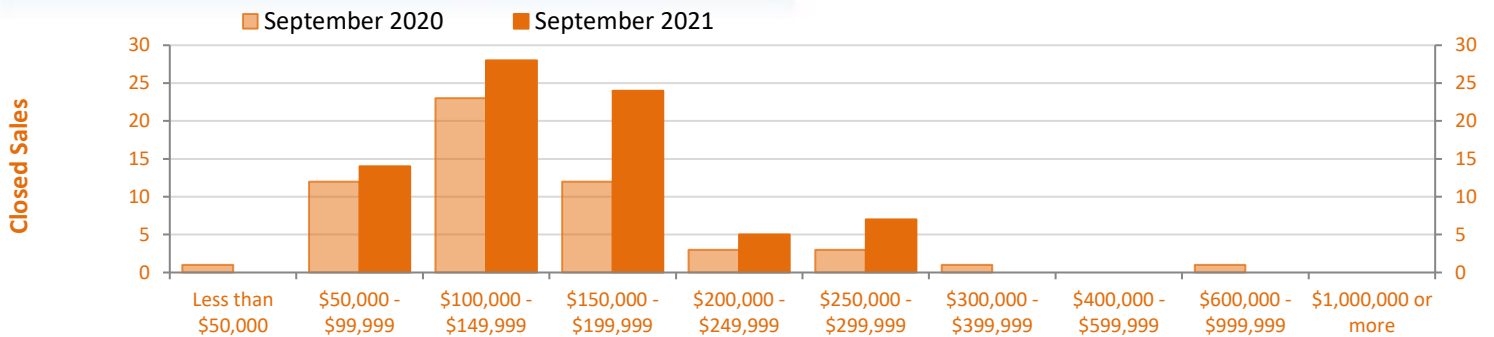


## Closed Sales by Sale Price

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	-100.0%
\$50,000 - \$99,999	14	16.7%
\$100,000 - \$149,999	28	21.7%
\$150,000 - \$199,999	24	100.0%
\$200,000 - \$249,999	5	66.7%
\$250,000 - \$299,999	7	133.3%
\$300,000 - \$399,999	0	-100.0%
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	-100.0%
\$1,000,000 or more	0	N/A

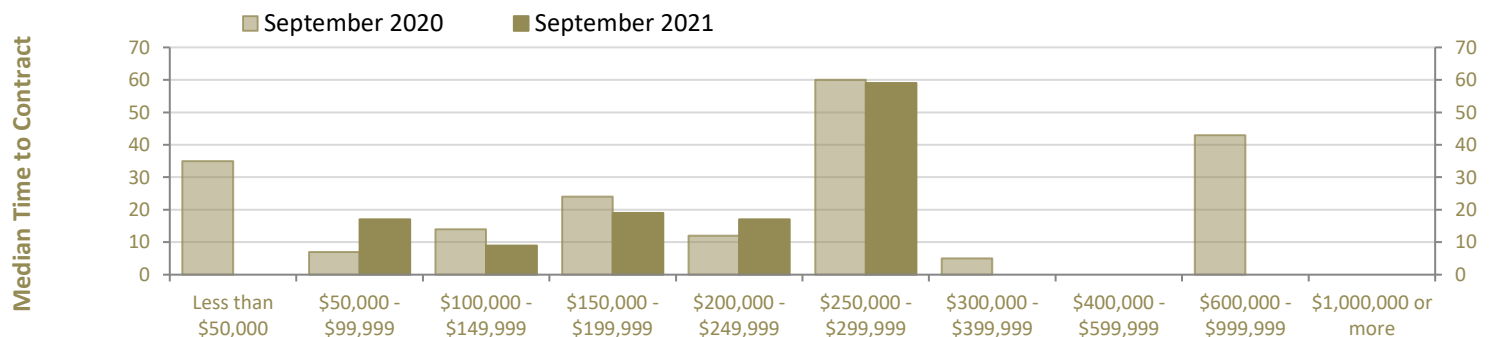


## Median Time to Contract by Sale Price

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 \$50,000	(No Sales)	N/A
\$50,000 - \$99,999	17 Days	142.9%
\$100,000 - \$149,999	9 Days	-35.7%
\$150,000 - \$199,999	19 Days	-20.8%
\$200,000 - \$249,999	17 Days	41.7%
\$250,000 - \$299,999	59 Days	-1.7%
\$300,000 - \$399,999	(No Sales)	N/A
\$400,000 - \$599,999	(No Sales)	N/A
\$600,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	(No Sales)	N/A

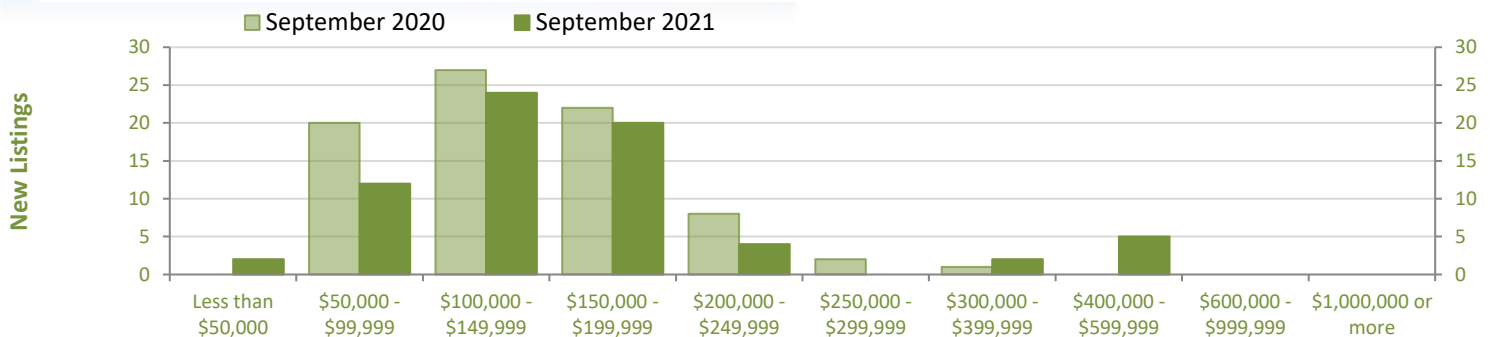


## New Listings by Initial Listing Price

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 \$50,000	2	N/A
\$50,000 - \$99,999	12	-40.0%
\$100,000 - \$149,999	24	-11.1%
\$150,000 - \$199,999	20	-9.1%
\$200,000 - \$249,999	4	-50.0%
\$250,000 - \$299,999	0	-100.0%
\$300,000 - \$399,999	2	100.0%
\$400,000 - \$599,999	5	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

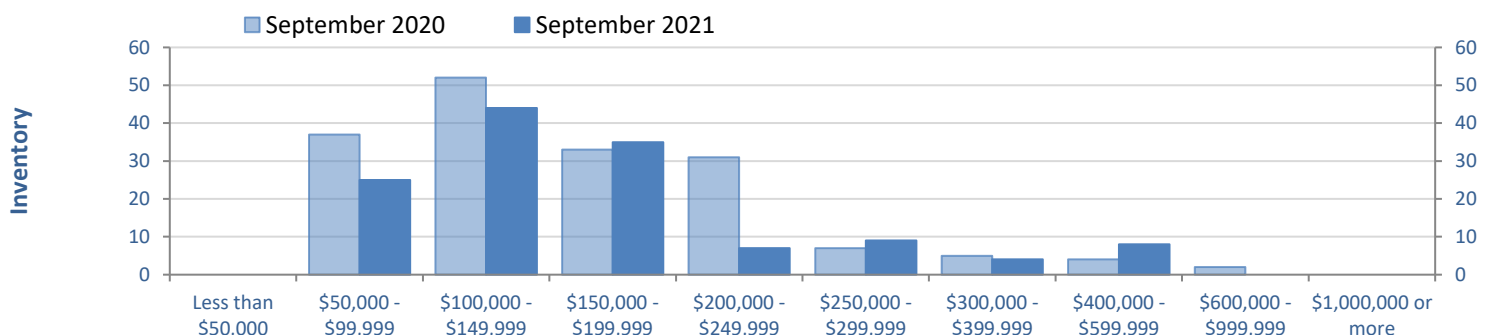


## Inventory by Current Listing Price

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 \$50,000	0	N/A
\$50,000 - \$99,999	25	-32.4%
\$100,000 - \$149,999	44	-15.4%
\$150,000 - \$199,999	35	6.1%
\$200,000 - \$249,999	7	-77.4%
\$250,000 - \$299,999	9	28.6%
\$300,000 - \$399,999	4	-20.0%
\$400,000 - \$599,999	8	100.0%
\$600,000 - \$999,999	0	-100.0%
\$1,000,000 or more	0	N/A



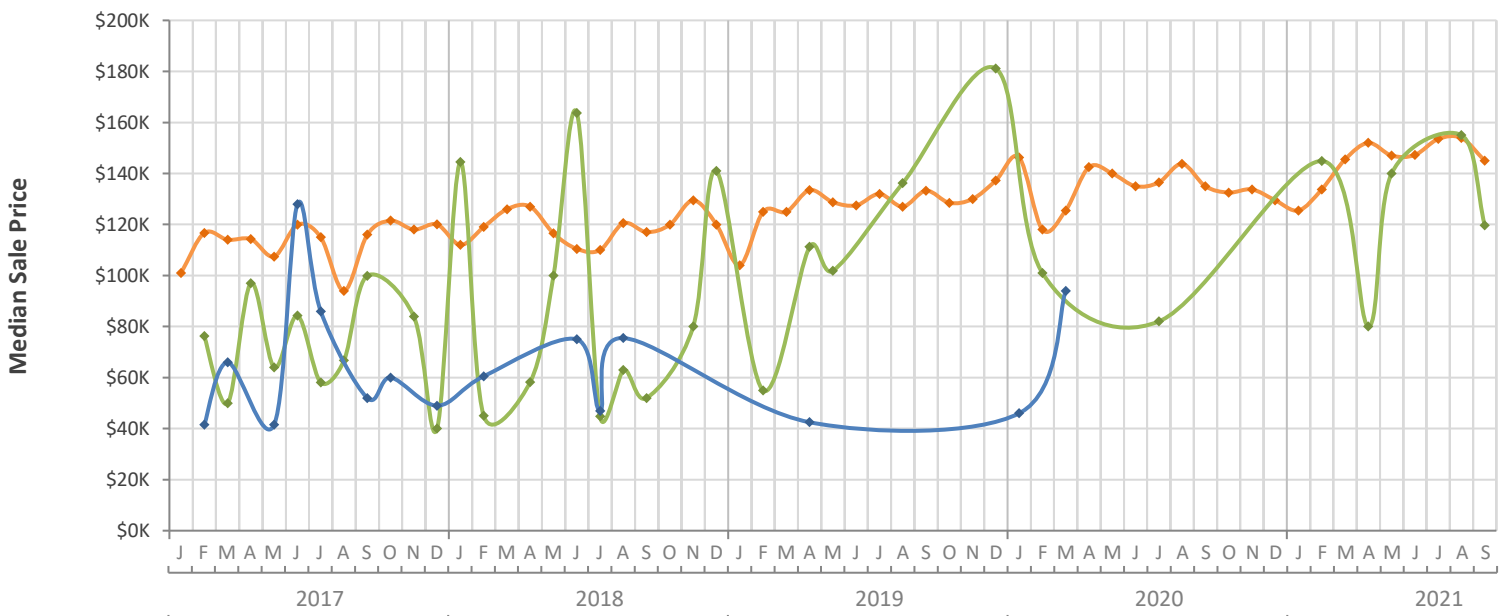
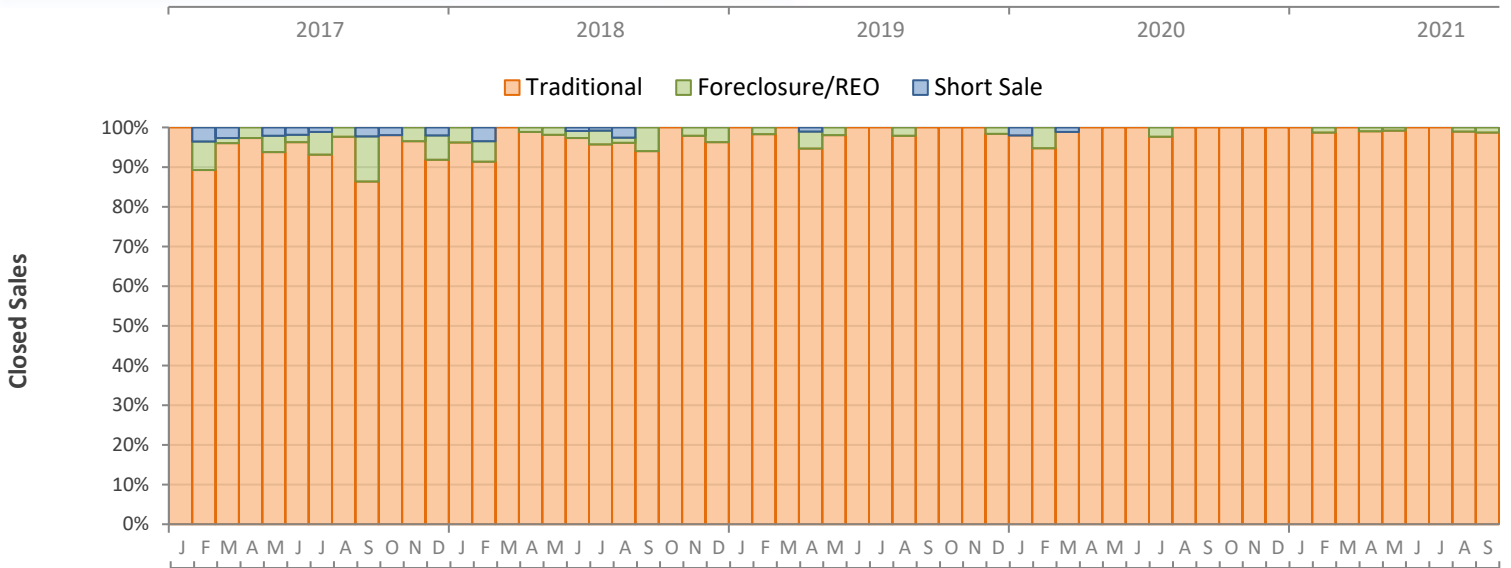
# Monthly Distressed Market - September 2021

## Townhouses and Condos

### Alachua County



		September 2021	September 2020	Percent Change Year-over-Year
Traditional	Closed Sales	77	56	37.5%
	Median Sale Price	\$145,000	\$135,000	7.4%
Foreclosure/REO	Closed Sales	1	0	N/A
	Median Sale Price	\$119,700	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

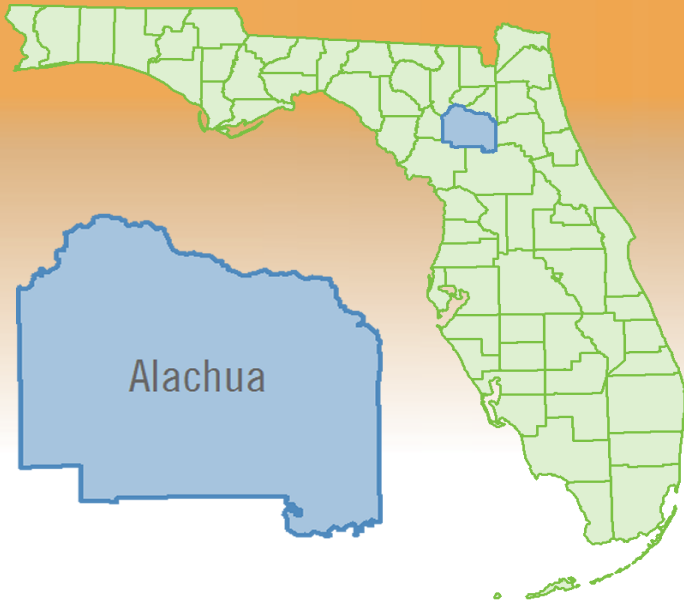




# Monthly Market Detail - September 2021

## Manufactured Homes

### Alachua County



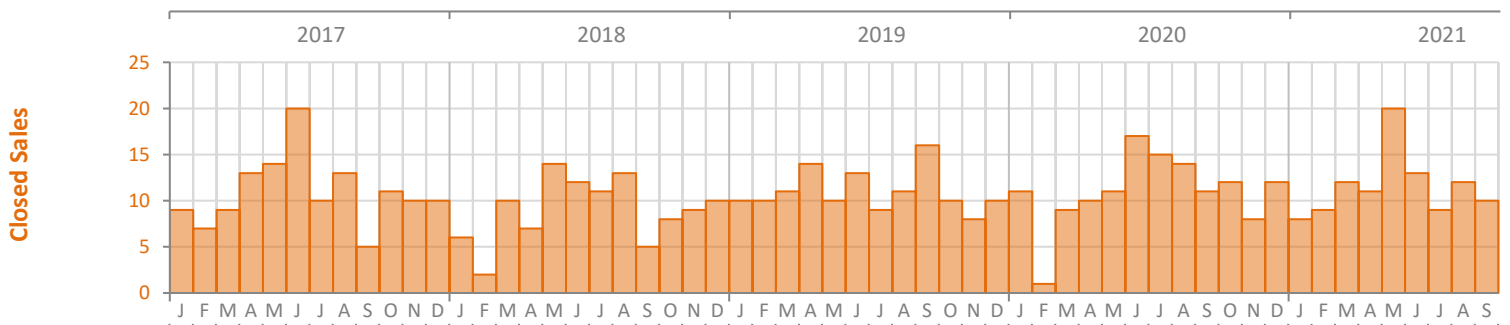
Summary Statistics	September 2021	September 2020	Percent Change Year-over-Year
Closed Sales	10	11	-9.1%
Paid in Cash	1	3	-66.7%
Median Sale Price	\$169,875	\$135,450	25.4%
Average Sale Price	\$165,475	\$141,123	17.3%
Dollar Volume	\$1.7 Million	\$1.6 Million	6.6%
Median Percent of Original List Price Received	96.4%	99.1%	-2.7%
Median Time to Contract	10 Days	73 Days	-86.3%
Median Time to Sale	73 Days	111 Days	-34.2%
New Pending Sales	16	9	77.8%
New Listings	22	14	57.1%
Pending Inventory	43	24	79.2%
Inventory (Active Listings)	35	26	34.6%
Months Supply of Inventory	3.1	2.5	24.0%

## 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	104	5.1%
<b>September 2021</b>	<b>10</b>	<b>-9.1%</b>
August 2021	12	-14.3%
July 2021	9	-40.0%
June 2021	13	-23.5%
May 2021	20	81.8%
April 2021	11	10.0%
March 2021	12	33.3%
February 2021	9	800.0%
January 2021	8	-27.3%
December 2020	12	20.0%
November 2020	8	0.0%
October 2020	12	20.0%
September 2020	11	-31.3%

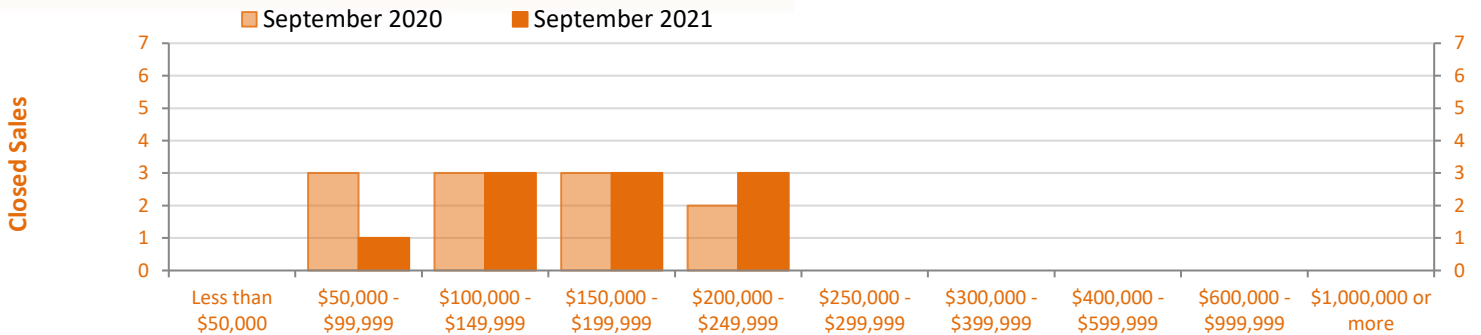


## Closed Sales by Sale Price

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	0	N/A
\$50,000 - \$99,999	1	-66.7%
\$100,000 - \$149,999	3	0.0%
\$150,000 - \$199,999	3	0.0%
\$200,000 - \$249,999	3	50.0%
\$250,000 - \$299,999	0	N/A
\$300,000 - \$399,999	0	N/A
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

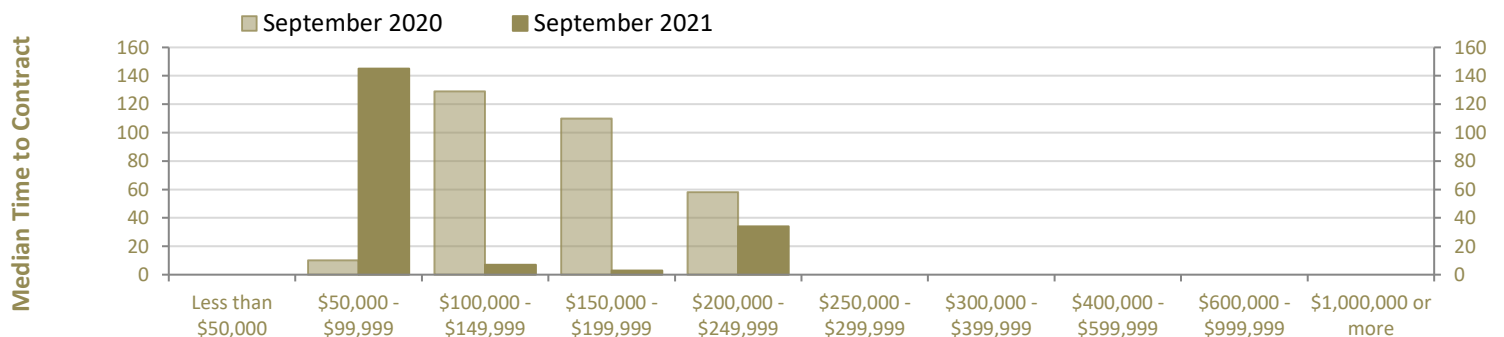


## Median Time to Contract by Sale Price

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 \$50,000	(No Sales)	N/A
\$50,000 - \$99,999	145 Days	1350.0%
\$100,000 - \$149,999	7 Days	-94.6%
\$150,000 - \$199,999	3 Days	-97.3%
\$200,000 - \$249,999	34 Days	-41.4%
\$250,000 - \$299,999	(No Sales)	N/A
\$300,000 - \$399,999	(No Sales)	N/A
\$400,000 - \$599,999	(No Sales)	N/A
\$600,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	(No Sales)	N/A

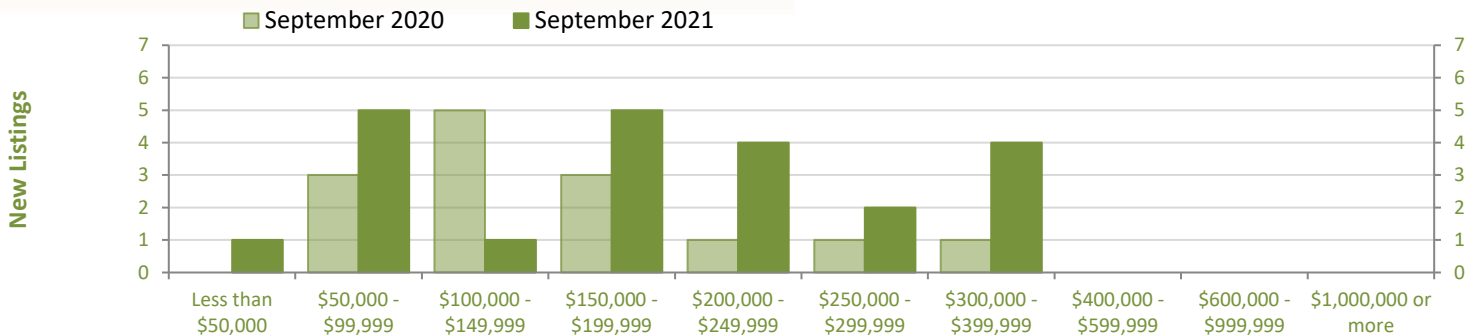


## New Listings by Initial Listing Price

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 \$50,000	1	N/A
\$50,000 - \$99,999	5	66.7%
\$100,000 - \$149,999	1	-80.0%
\$150,000 - \$199,999	5	66.7%
\$200,000 - \$249,999	4	300.0%
\$250,000 - \$299,999	2	100.0%
\$300,000 - \$399,999	4	300.0%
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

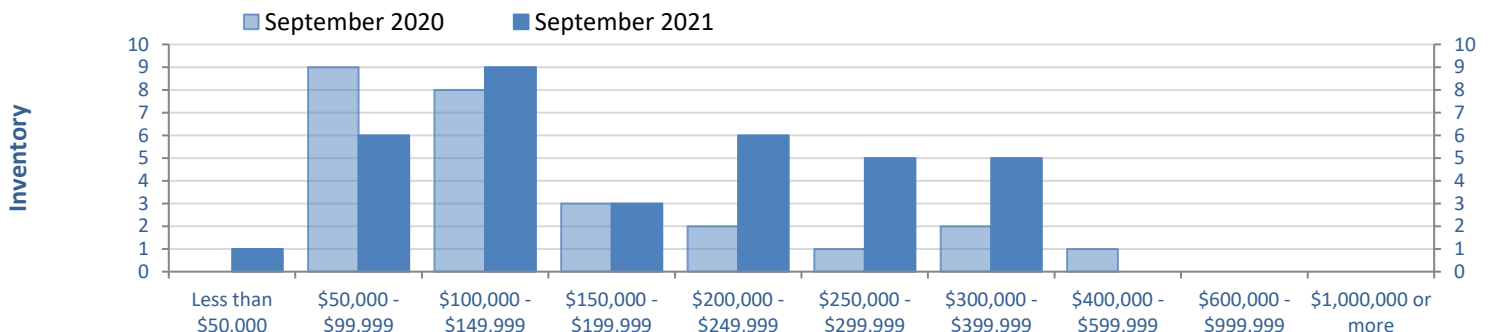


## Inventory by Current Listing Price

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.

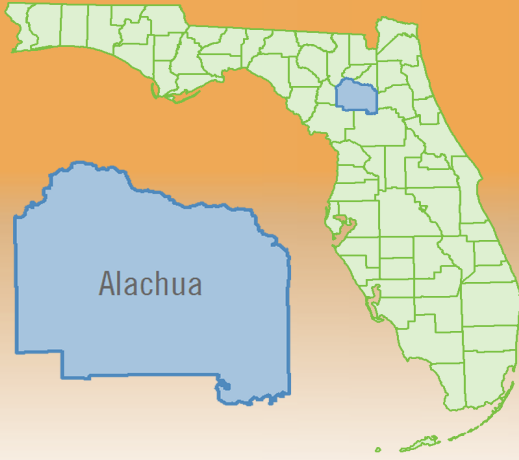
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	1	N/A
\$50,000 - \$99,999	6	-33.3%
\$100,000 - \$149,999	9	12.5%
\$150,000 - \$199,999	3	0.0%
\$200,000 - \$249,999	6	200.0%
\$250,000 - \$299,999	5	400.0%
\$300,000 - \$399,999	5	150.0%
\$400,000 - \$599,999	0	-100.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A



# Monthly Distressed Market - September 2021

## Manufactured Homes

### Alachua County



		September 2021	September 2020	Percent Change Year-over-Year
Traditional	Closed Sales	10	11	-9.1%
	Median Sale Price	\$169,875	\$135,450	25.4%
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

