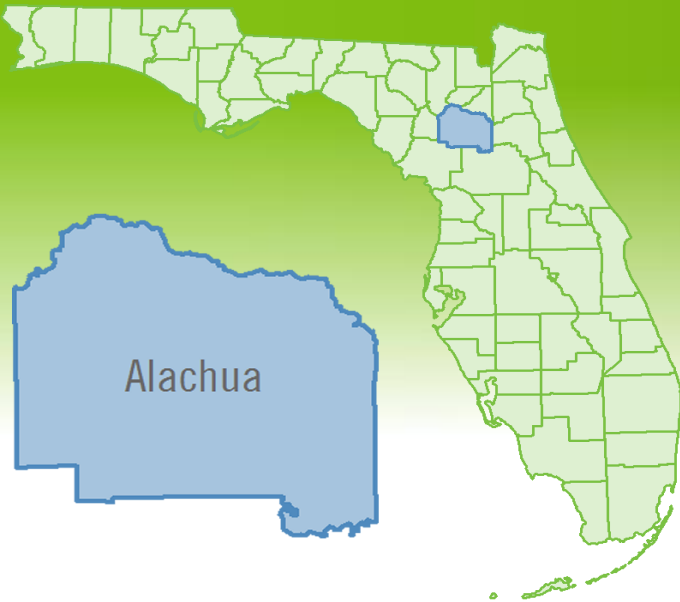


Quarterly Market Detail - Q4 2020

Single Family Homes

Alachua County



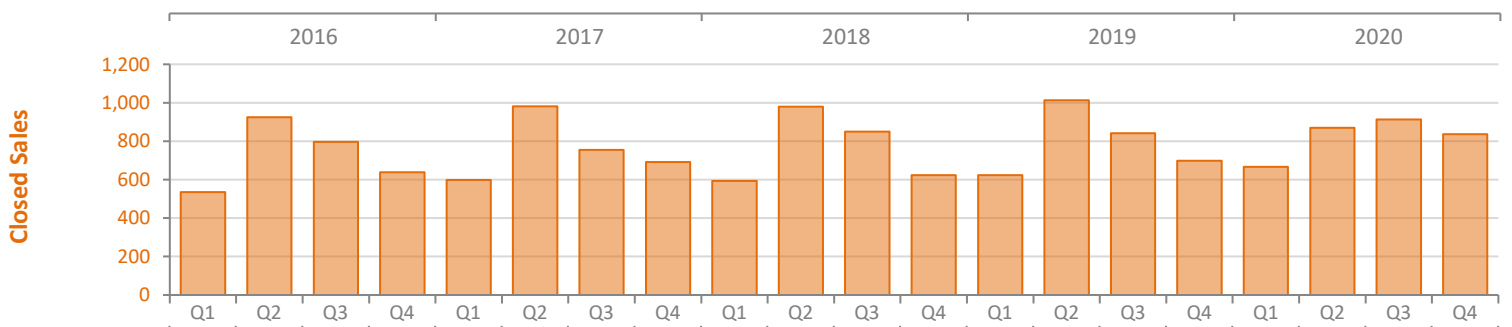
Summary Statistics	Q4 2020	Q4 2019	Percent Change Year-over-Year
Closed Sales	837	699	19.7%
Paid in Cash	160	140	14.3%
Median Sale Price	\$262,000	\$250,000	4.8%
Average Sale Price	\$299,042	\$278,617	7.3%
Dollar Volume	\$250.3 Million	\$194.8 Million	28.5%
Median Percent of Original List Price Received	98.5%	97.4%	1.1%
Median Time to Contract	19 Days	34 Days	-44.1%
Median Time to Sale	65 Days	84 Days	-22.6%
New Pending Sales	783	644	21.6%
New Listings	739	662	11.6%
Pending Inventory	402	325	23.7%
Inventory (Active Listings)	434	682	-36.4%
Months Supply of Inventory	1.6	2.6	-38.5%

Closed Sales

The number of sales transactions which closed during the quarter

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 quarter's sales to the amount of sales in the same quarter in the previous year), rather than changes from one quarter to the next.

Quarter	Closed Sales	Percent Change Year-over-Year
Year-to-Date	3,285	3.4%
Q4 2020	837	19.7%
Q3 2020	913	8.6%
Q2 2020	869	-14.2%
Q1 2020	666	6.7%
Q4 2019	699	12.2%
Q3 2019	841	-0.9%
Q2 2019	1,013	3.5%
Q1 2019	624	5.1%
Q4 2018	623	-10.0%
Q3 2018	849	12.5%
Q2 2018	979	-0.3%
Q1 2018	594	-0.8%
Q4 2017	692	8.3%

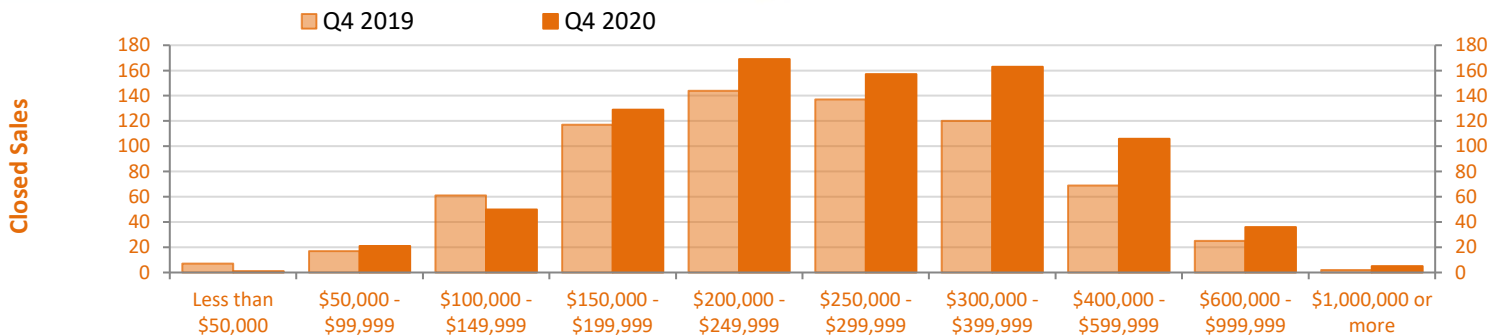


Closed Sales by Sale Price

The number of sales transactions which closed during the quarter

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 quarter's sales to the amount of sales in the same quarter in the previous year), rather than changes from one quarter to the next.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	1	-85.7%
\$50,000 - \$99,999	21	23.5%
\$100,000 - \$149,999	50	-18.0%
\$150,000 - \$199,999	129	10.3%
\$200,000 - \$249,999	169	17.4%
\$250,000 - \$299,999	157	14.6%
\$300,000 - \$399,999	163	35.8%
\$400,000 - \$599,999	106	53.6%
\$600,000 - \$999,999	36	44.0%
\$1,000,000 or more	5	150.0%

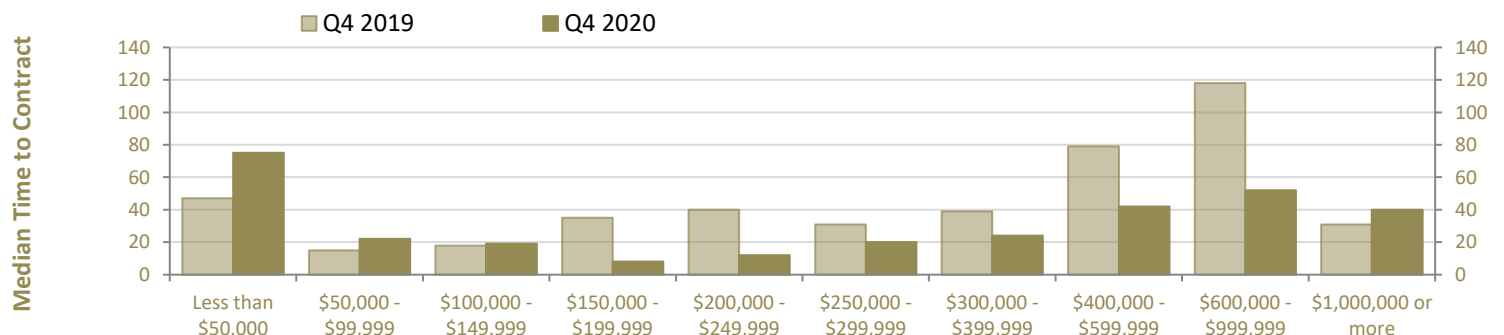


Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the quarter

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 quarter. 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	75 Days	59.6%
\$50,000 - \$99,999	22 Days	46.7%
\$100,000 - \$149,999	19 Days	5.6%
\$150,000 - \$199,999	8 Days	-77.1%
\$200,000 - \$249,999	12 Days	-70.0%
\$250,000 - \$299,999	20 Days	-35.5%
\$300,000 - \$399,999	24 Days	-38.5%
\$400,000 - \$599,999	42 Days	-46.8%
\$600,000 - \$999,999	52 Days	-55.9%
\$1,000,000 or more	40 Days	29.0%

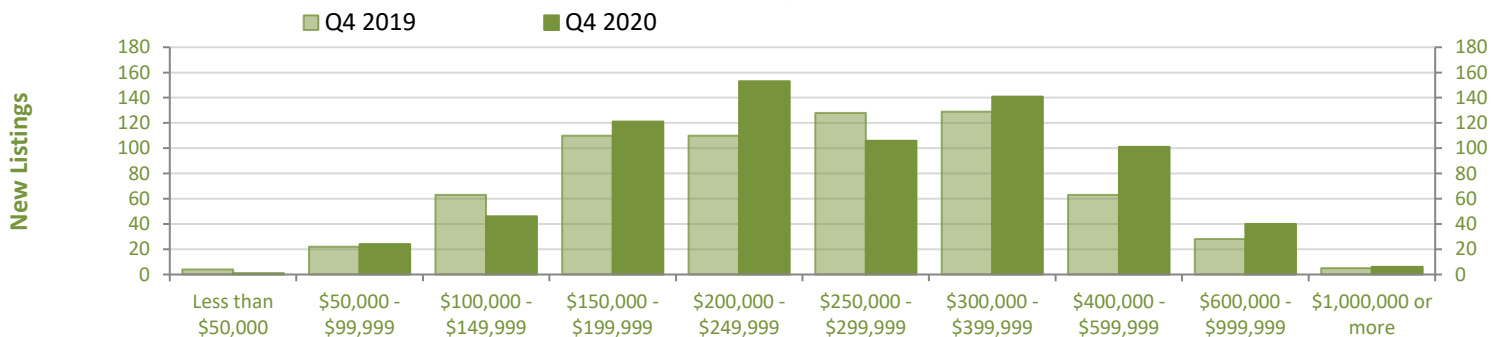


New Listings by Initial Listing Price

The number of properties put onto the market during the quarter

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	-75.0%
\$50,000 - \$99,999	24	9.1%
\$100,000 - \$149,999	46	-27.0%
\$150,000 - \$199,999	121	10.0%
\$200,000 - \$249,999	153	39.1%
\$250,000 - \$299,999	106	-17.2%
\$300,000 - \$399,999	141	9.3%
\$400,000 - \$599,999	101	60.3%
\$600,000 - \$999,999	40	42.9%
\$1,000,000 or more	6	20.0%

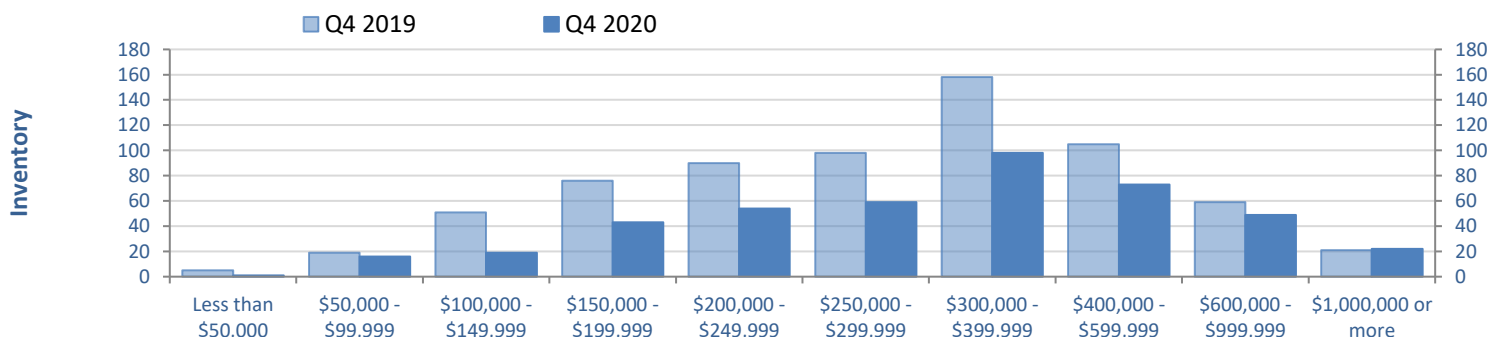


Inventory by Current Listing Price

The number of property listings active at the end of the quarter

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 quarter, and hold this number to compare with the same quarter 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.

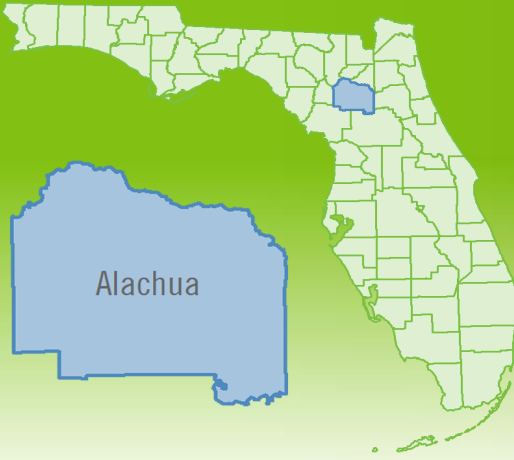
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	1	-80.0%
\$50,000 - \$99,999	16	-15.8%
\$100,000 - \$149,999	19	-62.7%
\$150,000 - \$199,999	43	-43.4%
\$200,000 - \$249,999	54	-40.0%
\$250,000 - \$299,999	59	-39.8%
\$300,000 - \$399,999	98	-38.0%
\$400,000 - \$599,999	73	-30.5%
\$600,000 - \$999,999	49	-16.9%
\$1,000,000 or more	22	4.8%



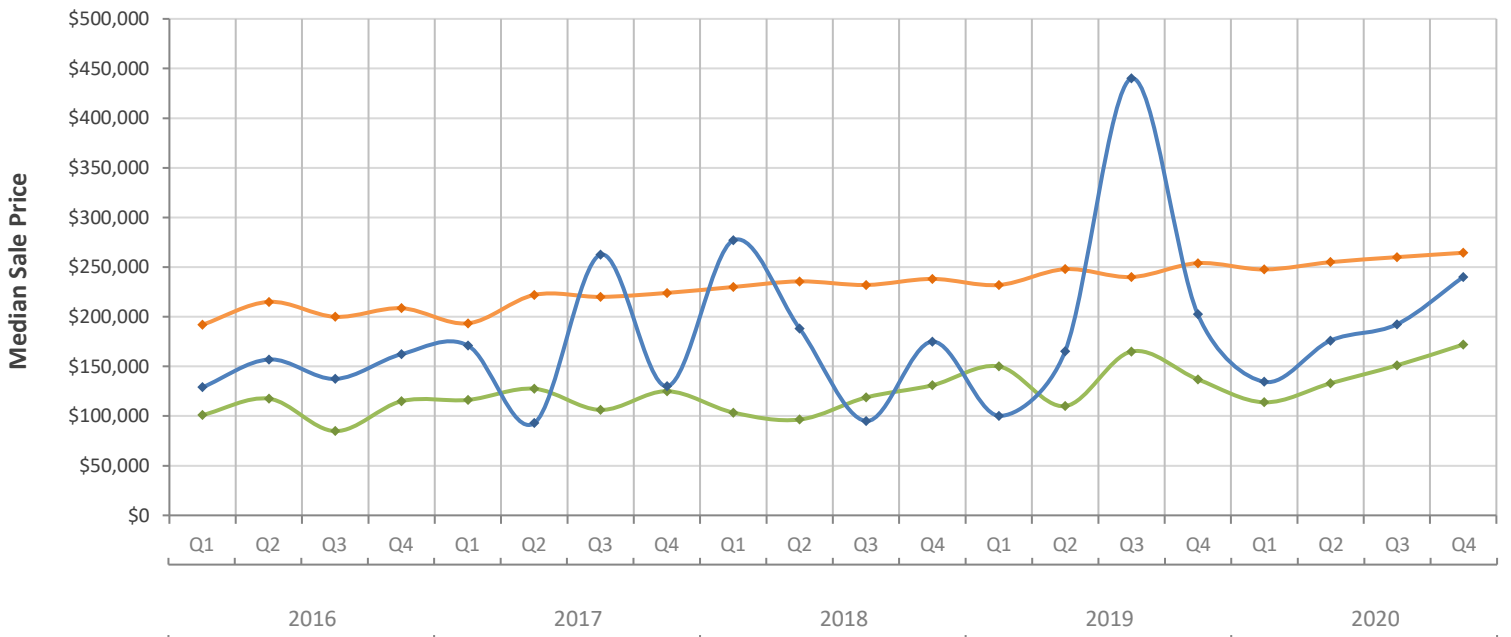
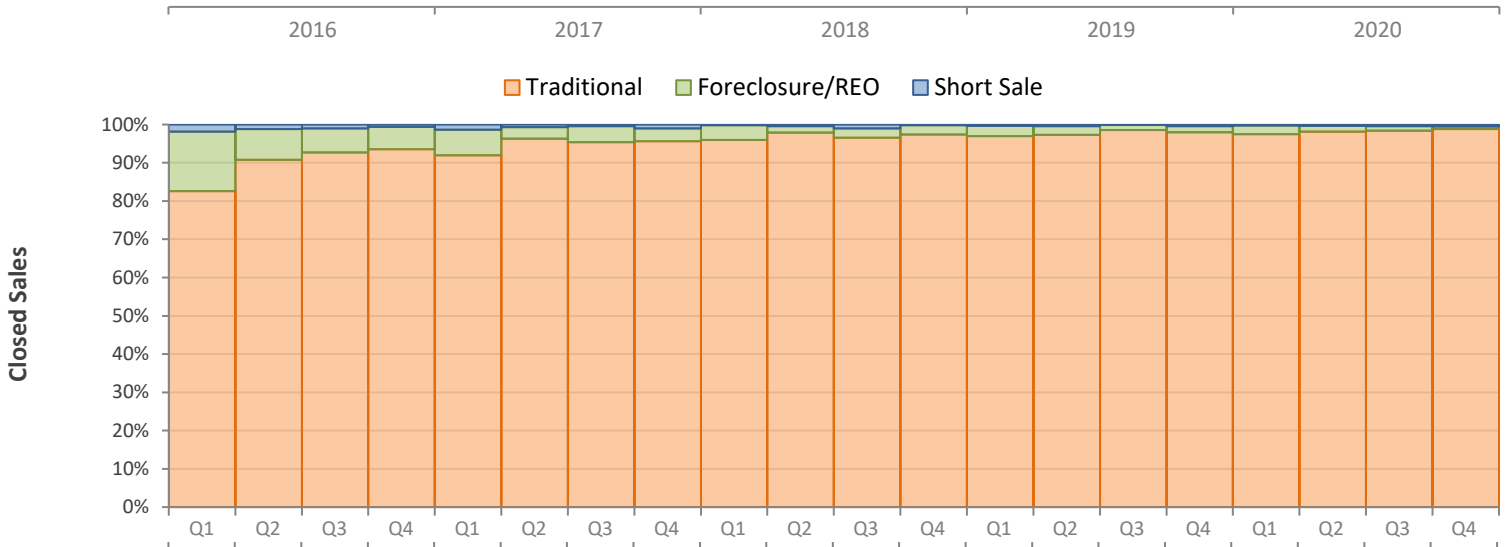
Quarterly Distressed Market - Q4 2020

Single Family Homes

Alachua County



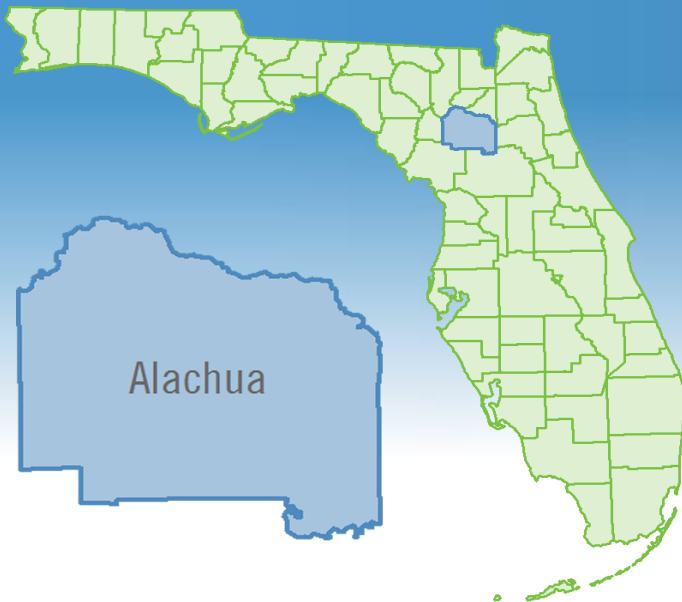
		Q4 2020	Q4 2019	Percent Change Year-over-Year
Traditional	Closed Sales	827	685	20.7%
	Median Sale Price	\$264,450	\$254,000	4.1%
Foreclosure/REO	Closed Sales	6	11	-45.5%
	Median Sale Price	\$172,000	\$137,000	25.5%
Short Sale	Closed Sales	4	3	33.3%
	Median Sale Price	\$240,000	\$202,500	18.5%



Quarterly Market Detail - Q4 2020

Townhouses and Condos

Alachua County



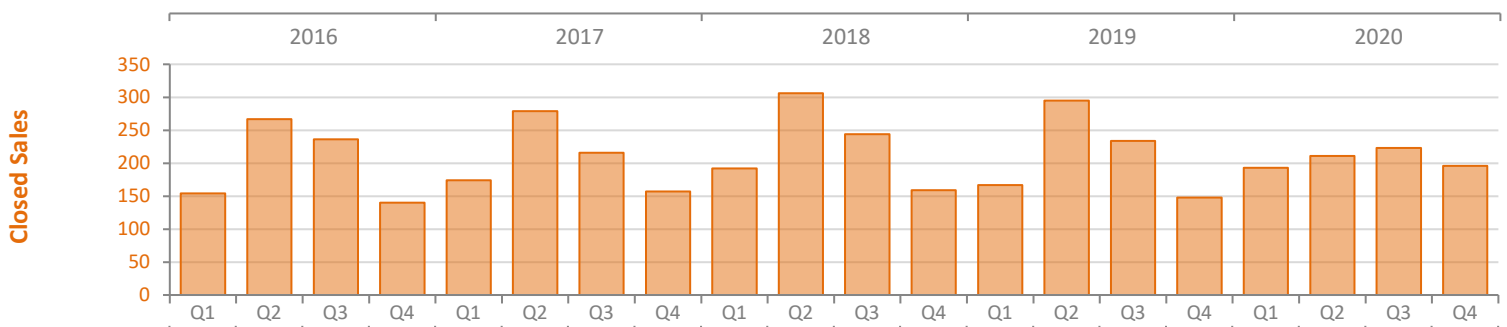
Summary Statistics	Q4 2020	Q4 2019	Percent Change Year-over-Year
Closed Sales	196	148	32.4%
Paid in Cash	97	75	29.3%
Median Sale Price	\$130,000	\$130,000	0.0%
Average Sale Price	\$139,701	\$136,487	2.4%
Dollar Volume	\$27.4 Million	\$20.2 Million	35.6%
Median Percent of Original List Price Received	96.6%	97.1%	-0.5%
Median Time to Contract	27 Days	17 Days	58.8%
Median Time to Sale	67 Days	58 Days	15.5%
New Pending Sales	189	154	22.7%
New Listings	217	159	36.5%
Pending Inventory	78	62	25.8%
Inventory (Active Listings)	173	111	55.9%
Months Supply of Inventory	2.5	1.6	56.3%

Closed Sales

The number of sales transactions which closed during the quarter

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 quarter's sales to the amount of sales in the same quarter in the previous year), rather than changes from one quarter to the next.

Quarter	Closed Sales	Percent Change Year-over-Year
Year-to-Date	823	-2.5%
Q4 2020	196	32.4%
Q3 2020	223	-4.7%
Q2 2020	211	-28.5%
Q1 2020	193	15.6%
Q4 2019	148	-6.9%
Q3 2019	234	-4.1%
Q2 2019	295	-3.6%
Q1 2019	167	-13.0%
Q4 2018	159	1.3%
Q3 2018	244	13.0%
Q2 2018	306	9.7%
Q1 2018	192	10.3%
Q4 2017	157	12.1%

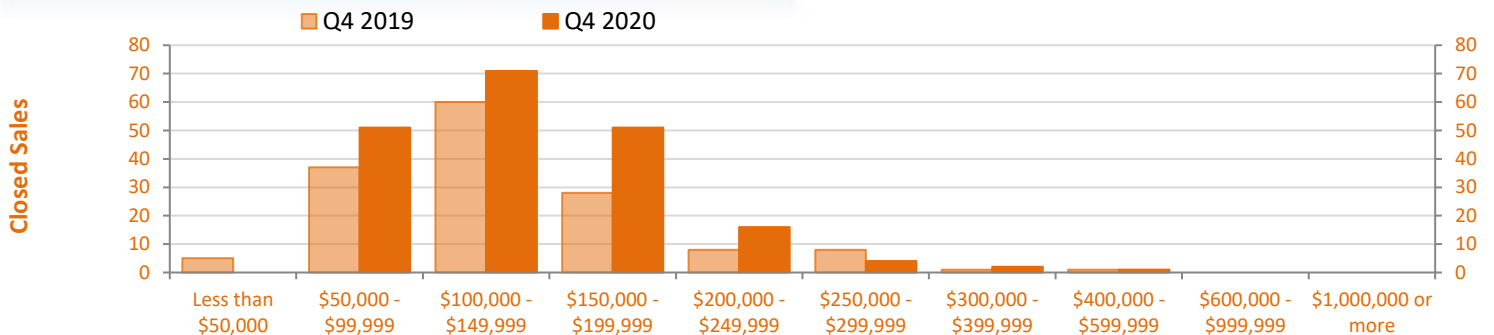


Closed Sales by Sale Price

The number of sales transactions which closed during the quarter

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 quarter's sales to the amount of sales in the same quarter in the previous year), rather than changes from one quarter to the next.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	0	-100.0%
\$50,000 - \$99,999	51	37.8%
\$100,000 - \$149,999	71	18.3%
\$150,000 - \$199,999	51	82.1%
\$200,000 - \$249,999	16	100.0%
\$250,000 - \$299,999	4	-50.0%
\$300,000 - \$399,999	2	100.0%
\$400,000 - \$599,999	1	0.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

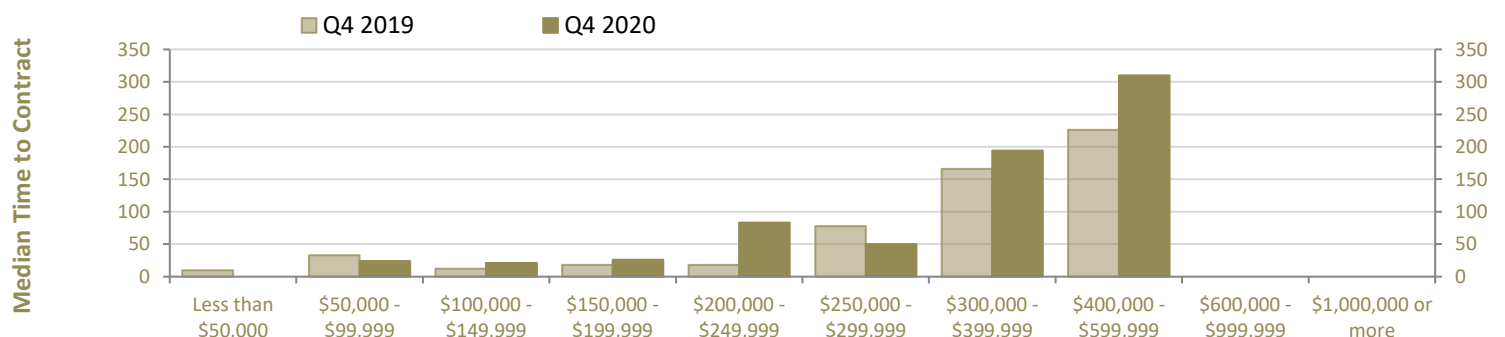


Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the quarter

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 quarter. 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	24 Days	-27.3%
\$100,000 - \$149,999	21 Days	75.0%
\$150,000 - \$199,999	26 Days	44.4%
\$200,000 - \$249,999	83 Days	361.1%
\$250,000 - \$299,999	50 Days	-35.9%
\$300,000 - \$399,999	194 Days	16.9%
\$400,000 - \$599,999	310 Days	37.2%
\$600,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	(No Sales)	N/A

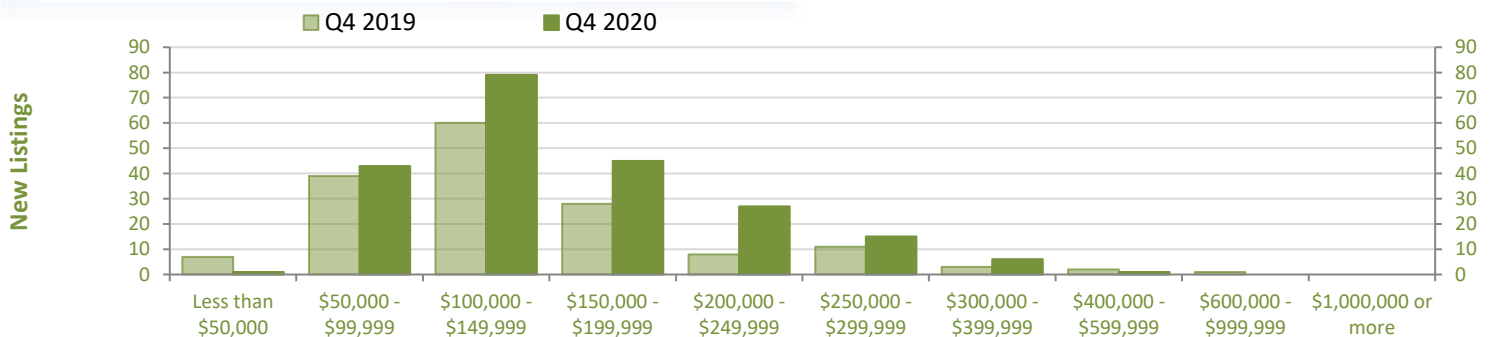


New Listings by Initial Listing Price

The number of properties put onto the market during the quarter

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	-85.7%
\$50,000 - \$99,999	43	10.3%
\$100,000 - \$149,999	79	31.7%
\$150,000 - \$199,999	45	60.7%
\$200,000 - \$249,999	27	237.5%
\$250,000 - \$299,999	15	36.4%
\$300,000 - \$399,999	6	100.0%
\$400,000 - \$599,999	1	-50.0%
\$600,000 - \$999,999	0	-100.0%
\$1,000,000 or more	0	N/A

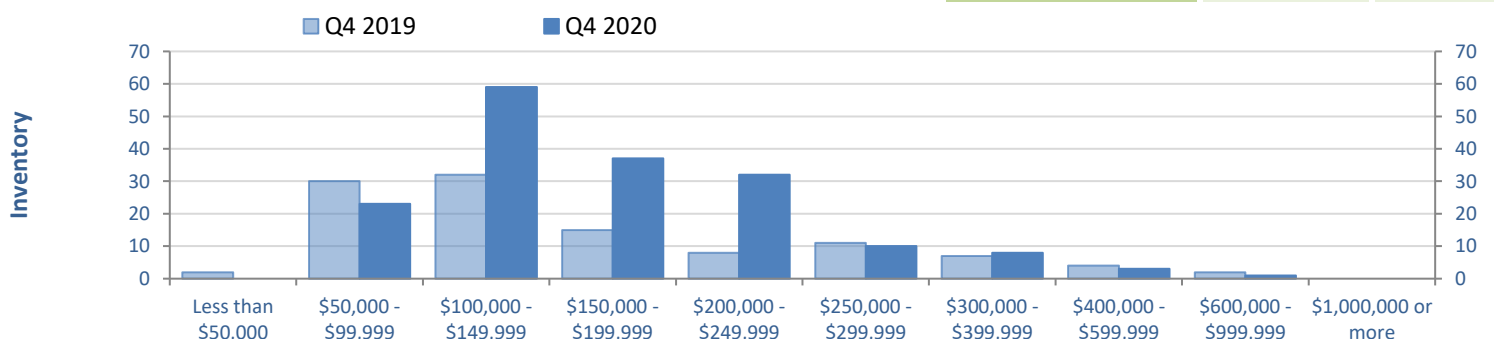


Inventory by Current Listing Price

The number of property listings active at the end of the quarter

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 quarter, and hold this number to compare with the same quarter 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	-100.0%
\$50,000 - \$99,999	23	-23.3%
\$100,000 - \$149,999	59	84.4%
\$150,000 - \$199,999	37	146.7%
\$200,000 - \$249,999	32	300.0%
\$250,000 - \$299,999	10	-9.1%
\$300,000 - \$399,999	8	14.3%
\$400,000 - \$599,999	3	-25.0%
\$600,000 - \$999,999	1	-50.0%
\$1,000,000 or more	0	N/A



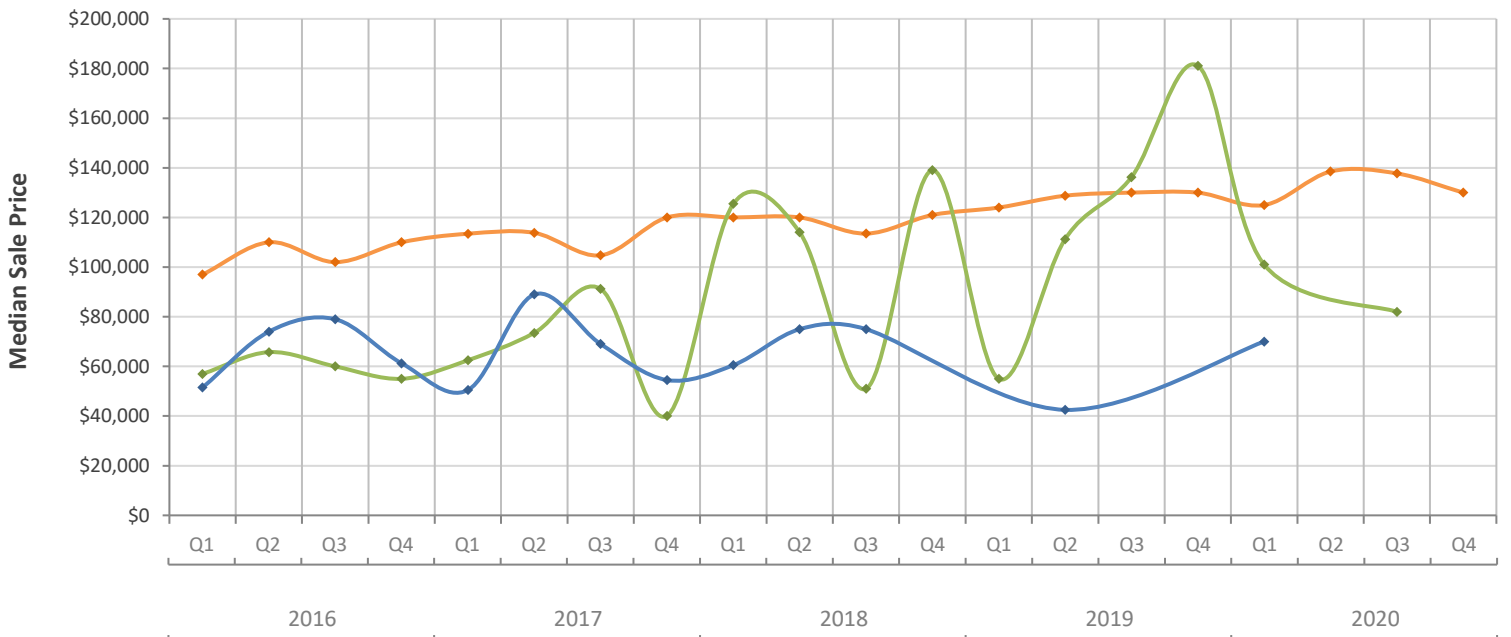
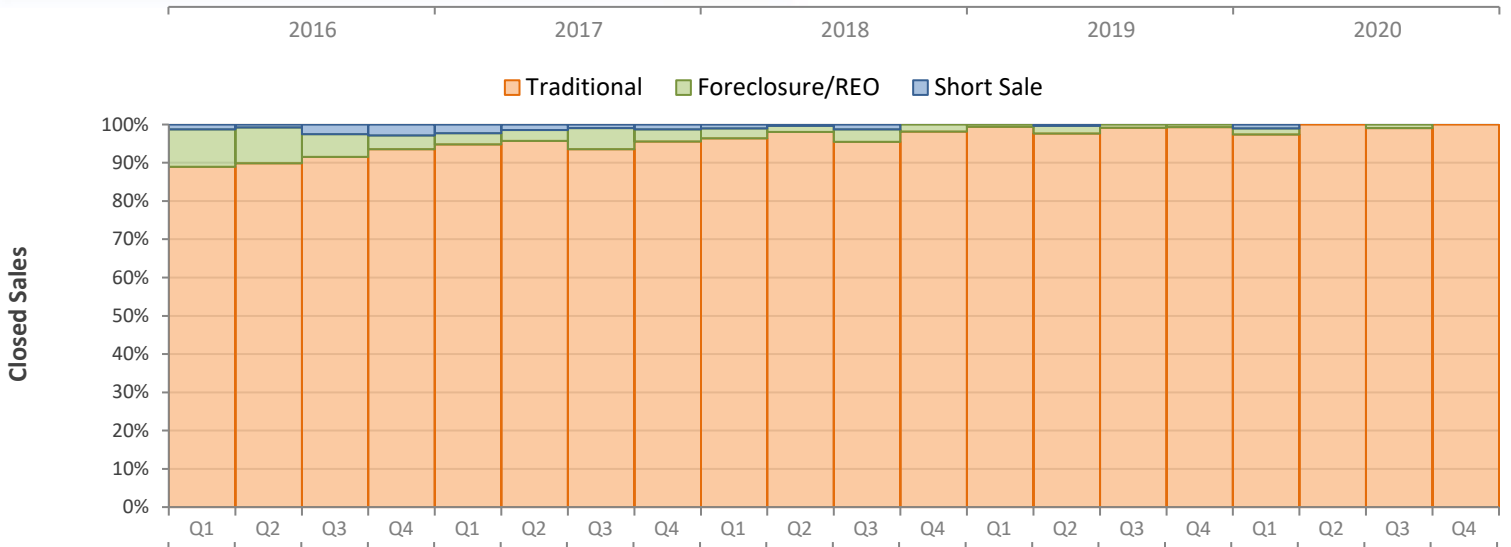
Quarterly Distressed Market - Q4 2020

Townhouses and Condos

Alachua County



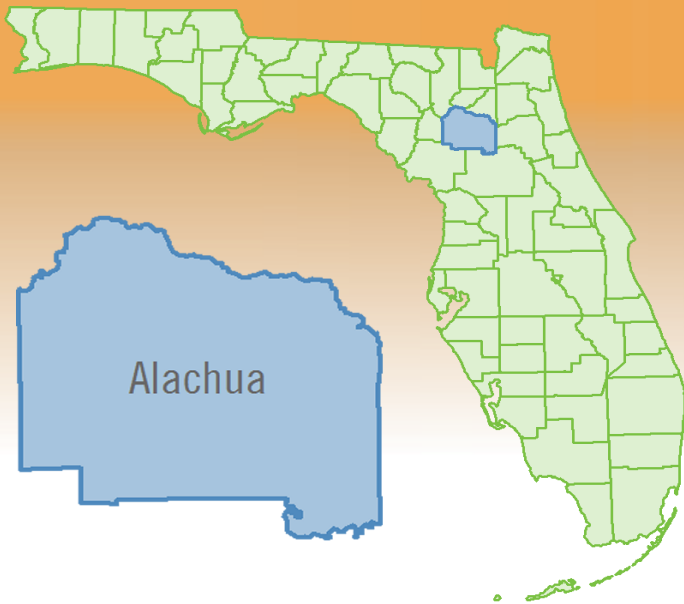
		Q4 2020	Q4 2019	Percent Change Year-over-Year
Traditional	Closed Sales	196	147	33.3%
	Median Sale Price	\$130,000	\$130,000	0.0%
Foreclosure/REO	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$181,103	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



Quarterly Market Detail - Q4 2020

Manufactured Homes

Alachua County



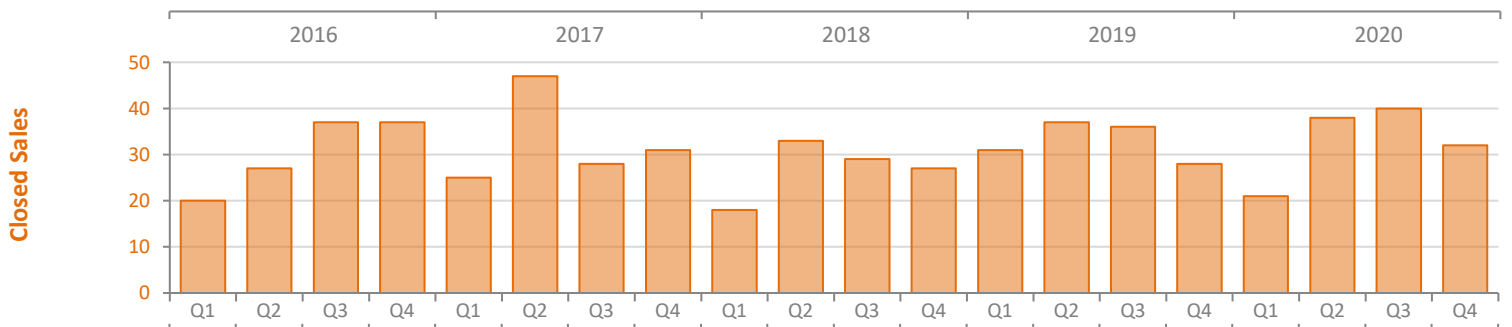
Summary Statistics	Q4 2020	Q4 2019	Percent Change Year-over-Year
Closed Sales	32	28	14.3%
Paid in Cash	9	15	-40.0%
Median Sale Price	\$127,500	\$109,854	16.1%
Average Sale Price	\$129,856	\$114,707	13.2%
Dollar Volume	\$4.2 Million	\$3.2 Million	29.4%
Median Percent of Original List Price Received	99.0%	87.5%	13.1%
Median Time to Contract	19 Days	65 Days	-70.8%
Median Time to Sale	76 Days	107 Days	-29.0%
New Pending Sales	32	30	6.7%
New Listings	38	34	11.8%
Pending Inventory	21	22	-4.5%
Inventory (Active Listings)	23	44	-47.7%
Months Supply of Inventory	2.1	4.0	-47.5%

Closed Sales

The number of sales transactions which closed during the quarter

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 quarter's sales to the amount of sales in the same quarter in the previous year), rather than changes from one quarter to the next.

Quarter	Closed Sales	Percent Change Year-over-Year
Year-to-Date	131	-0.8%
Q4 2020	32	14.3%
Q3 2020	40	11.1%
Q2 2020	38	2.7%
Q1 2020	21	-32.3%
Q4 2019	28	3.7%
Q3 2019	36	24.1%
Q2 2019	37	12.1%
Q1 2019	31	72.2%
Q4 2018	27	-12.9%
Q3 2018	29	3.6%
Q2 2018	33	-29.8%
Q1 2018	18	-28.0%
Q4 2017	31	-16.2%

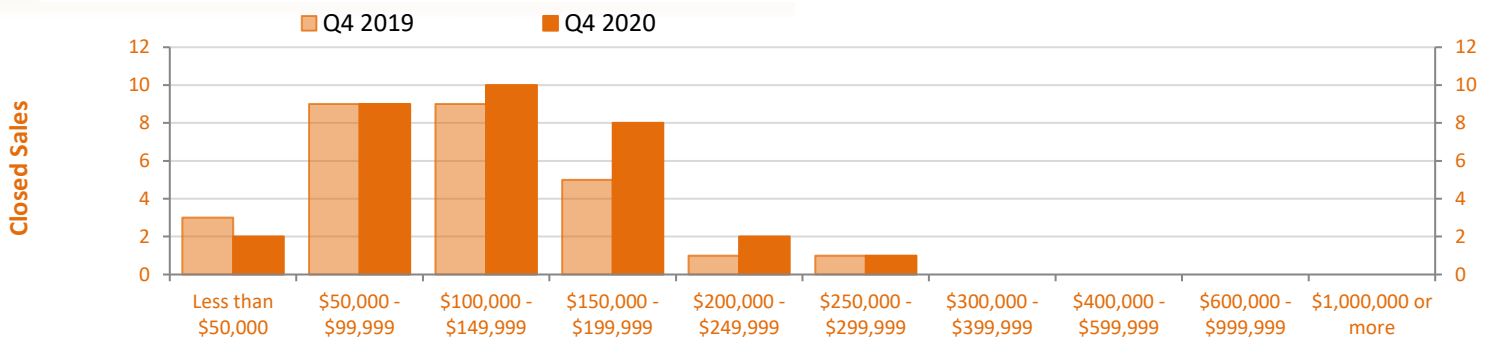


Closed Sales by Sale Price

The number of sales transactions which closed during the quarter

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 quarter's sales to the amount of sales in the same quarter in the previous year), rather than changes from one quarter to the next.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	2	-33.3%
\$50,000 - \$99,999	9	0.0%
\$100,000 - \$149,999	10	11.1%
\$150,000 - \$199,999	8	60.0%
\$200,000 - \$249,999	2	100.0%
\$250,000 - \$299,999	1	0.0%
\$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

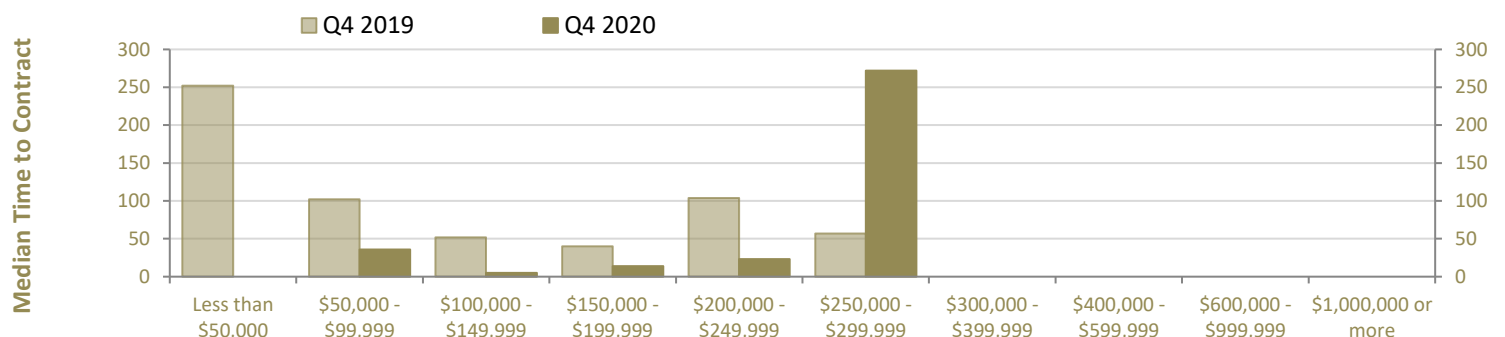


Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the quarter

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 quarter. 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	36 Days	-64.7%
\$100,000 - \$149,999	5 Days	-90.4%
\$150,000 - \$199,999	14 Days	-65.0%
\$200,000 - \$249,999	23 Days	-77.9%
\$250,000 - \$299,999	272 Days	377.2%
\$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

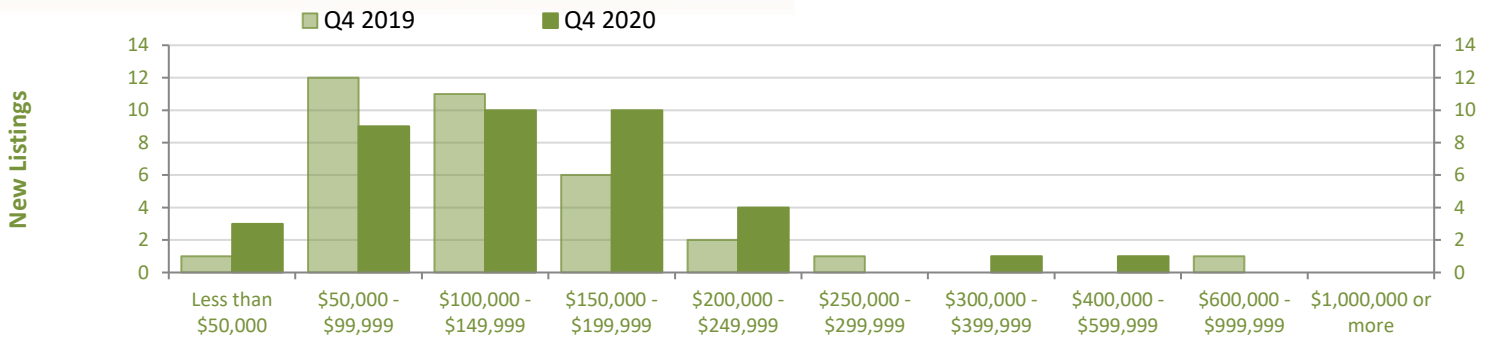


New Listings by Initial Listing Price

The number of properties put onto the market during the quarter

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	3	200.0%
\$50,000 - \$99,999	9	-25.0%
\$100,000 - \$149,999	10	-9.1%
\$150,000 - \$199,999	10	66.7%
\$200,000 - \$249,999	4	100.0%
\$250,000 - \$299,999	0	-100.0%
\$300,000 - \$399,999	1	N/A
\$400,000 - \$599,999	1	N/A
\$600,000 - \$999,999	0	-100.0%
\$1,000,000 or more	0	N/A

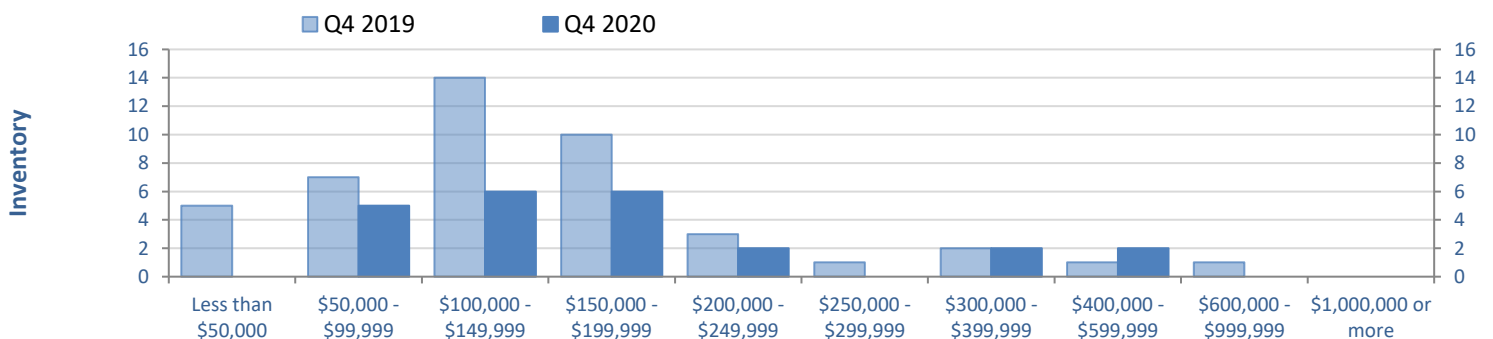


Inventory by Current Listing Price

The number of property listings active at the end of the quarter

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 quarter, and hold this number to compare with the same quarter 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.

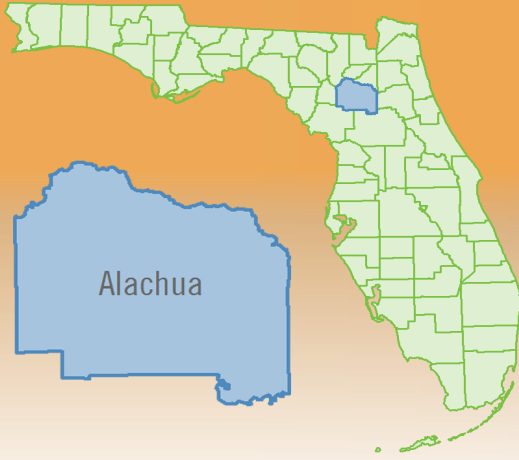
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	-100.0%
\$50,000 - \$99,999	5	-28.6%
\$100,000 - \$149,999	6	-57.1%
\$150,000 - \$199,999	6	-40.0%
\$200,000 - \$249,999	2	-33.3%
\$250,000 - \$299,999	0	-100.0%
\$300,000 - \$399,999	2	0.0%
\$400,000 - \$599,999	2	100.0%
\$600,000 - \$999,999	0	-100.0%
\$1,000,000 or more	0	N/A



Quarterly Distressed Market - Q4 2020

Manufactured Homes

Alachua County



		Q4 2020	Q4 2019	Percent Change Year-over-Year
Traditional	Closed Sales	30	28	7.1%
	Median Sale Price	\$127,500	\$109,854	16.1%
Foreclosure/REO	Closed Sales	2	0	N/A
	Median Sale Price	\$88,000	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

