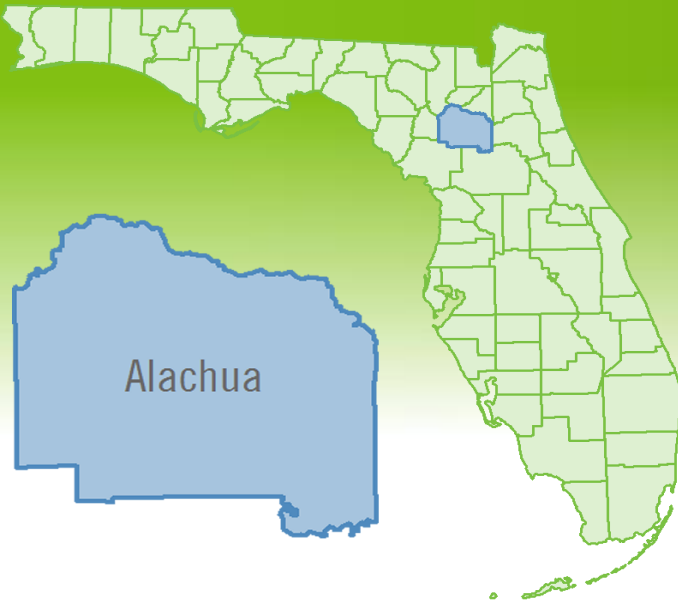


Monthly Market Detail - July 2021

Single-Family Homes

Alachua County



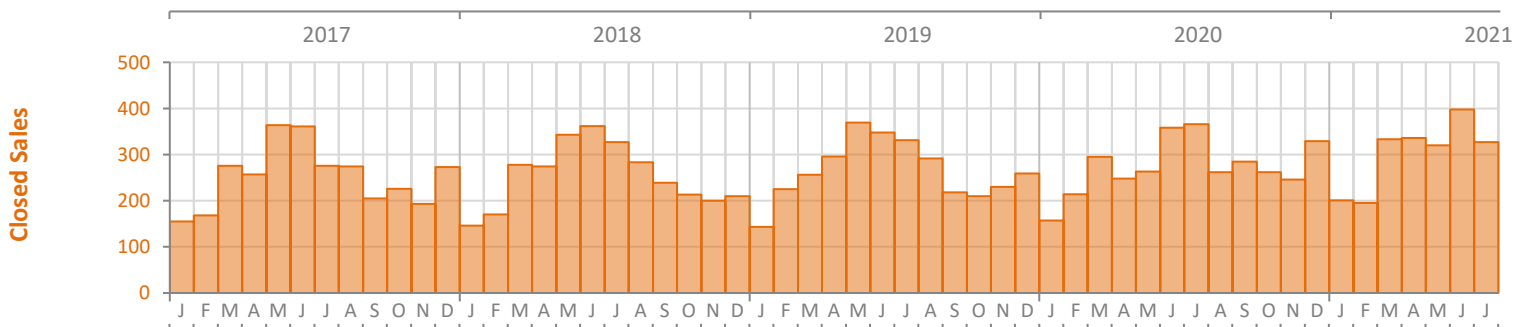
Summary Statistics	July 2021	July 2020	Percent Change Year-over-Year
Closed Sales	327	366	-10.7%
Paid in Cash	67	56	19.6%
Median Sale Price	\$305,000	\$257,963	18.2%
Average Sale Price	\$346,950	\$297,788	16.5%
Dollar Volume	\$113.5 Million	\$109.0 Million	4.1%
Median Percent of Original List Price Received	100.0%	98.3%	1.7%
Median Time to Contract	5 Days	26 Days	-80.8%
Median Time to Sale	52 Days	79 Days	-34.2%
New Pending Sales	267	296	-9.8%
New Listings	374	323	15.8%
Pending Inventory	513	481	6.7%
Inventory (Active Listings)	465	570	-18.4%
Months Supply of Inventory	1.6	2.2	-27.3%

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	2,110	11.0%
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%
August 2020	262	-10.3%
July 2020	366	10.6%

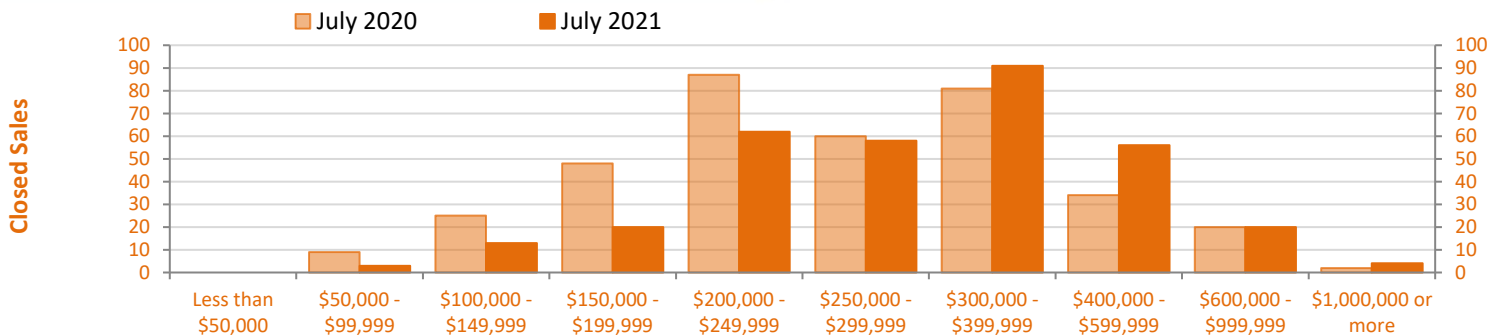


Closed Sales by Sale Price

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	3	-66.7%
\$100,000 - \$149,999	13	-48.0%
\$150,000 - \$199,999	20	-58.3%
\$200,000 - \$249,999	62	-28.7%
\$250,000 - \$299,999	58	-3.3%
\$300,000 - \$399,999	91	12.3%
\$400,000 - \$599,999	56	64.7%
\$600,000 - \$999,999	20	0.0%
\$1,000,000 or more	4	100.0%

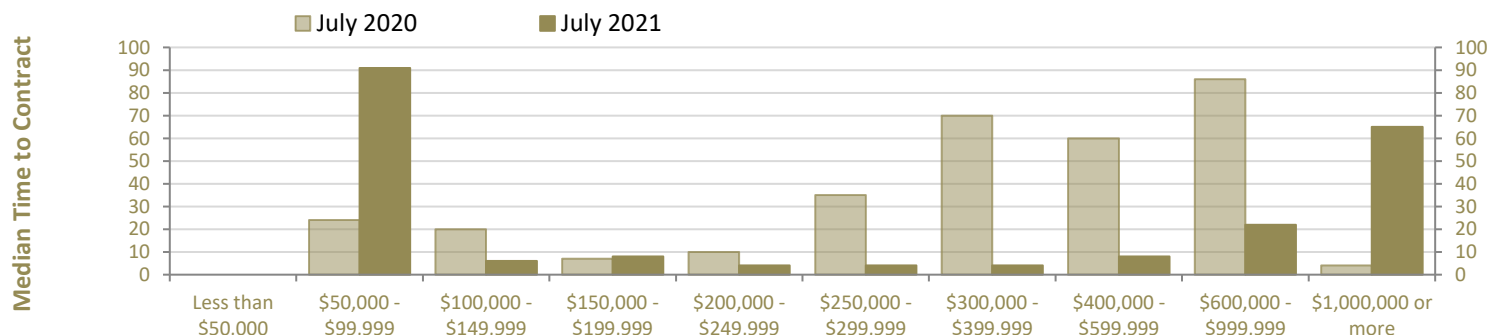


Median Time to Contract by Sale Price

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	(No Sales)	N/A
\$50,000 - \$99,999	91 Days	279.2%
\$100,000 - \$149,999	6 Days	-70.0%
\$150,000 - \$199,999	8 Days	14.3%
\$200,000 - \$249,999	4 Days	-60.0%
\$250,000 - \$299,999	4 Days	-88.6%
\$300,000 - \$399,999	4 Days	-94.3%
\$400,000 - \$599,999	8 Days	-86.7%
\$600,000 - \$999,999	22 Days	-74.4%
\$1,000,000 or more	65 Days	1525.0%

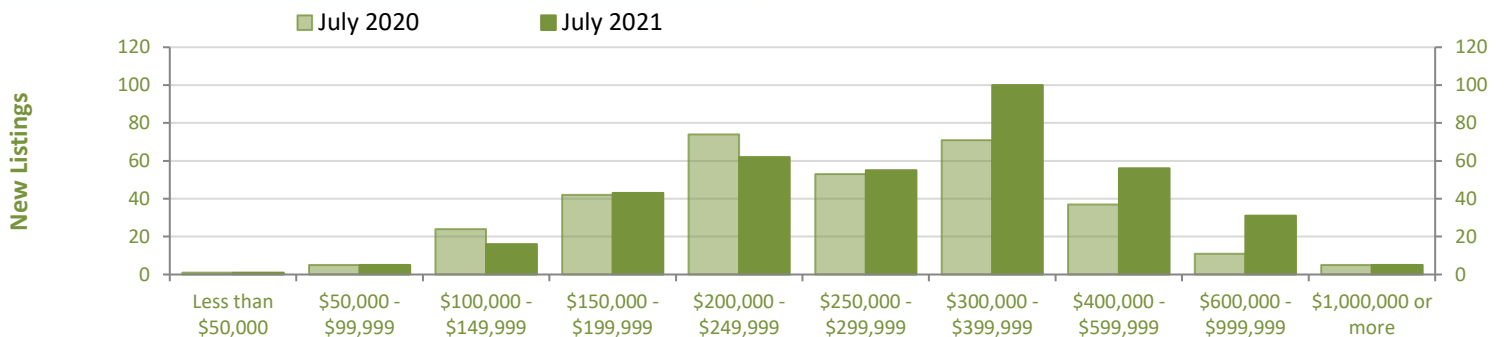


New Listings by Initial Listing Price

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	0.0%
\$50,000 - \$99,999	5	0.0%
\$100,000 - \$149,999	16	-33.3%
\$150,000 - \$199,999	43	2.4%
\$200,000 - \$249,999	62	-16.2%
\$250,000 - \$299,999	55	3.8%
\$300,000 - \$399,999	100	40.8%
\$400,000 - \$599,999	56	51.4%
\$600,000 - \$999,999	31	181.8%
\$1,000,000 or more	5	0.0%

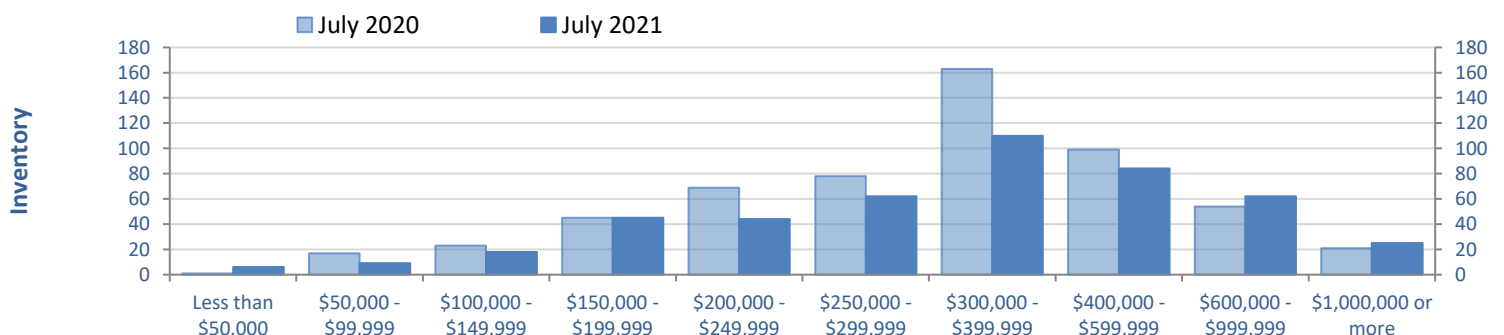


Inventory by Current Listing Price

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	6	500.0%
\$50,000 - \$99,999	9	-47.1%
\$100,000 - \$149,999	18	-21.7%
\$150,000 - \$199,999	45	0.0%
\$200,000 - \$249,999	44	-36.2%
\$250,000 - \$299,999	62	-20.5%
\$300,000 - \$399,999	110	-32.5%
\$400,000 - \$599,999	84	-15.2%
\$600,000 - \$999,999	62	14.8%
\$1,000,000 or more	25	19.0%



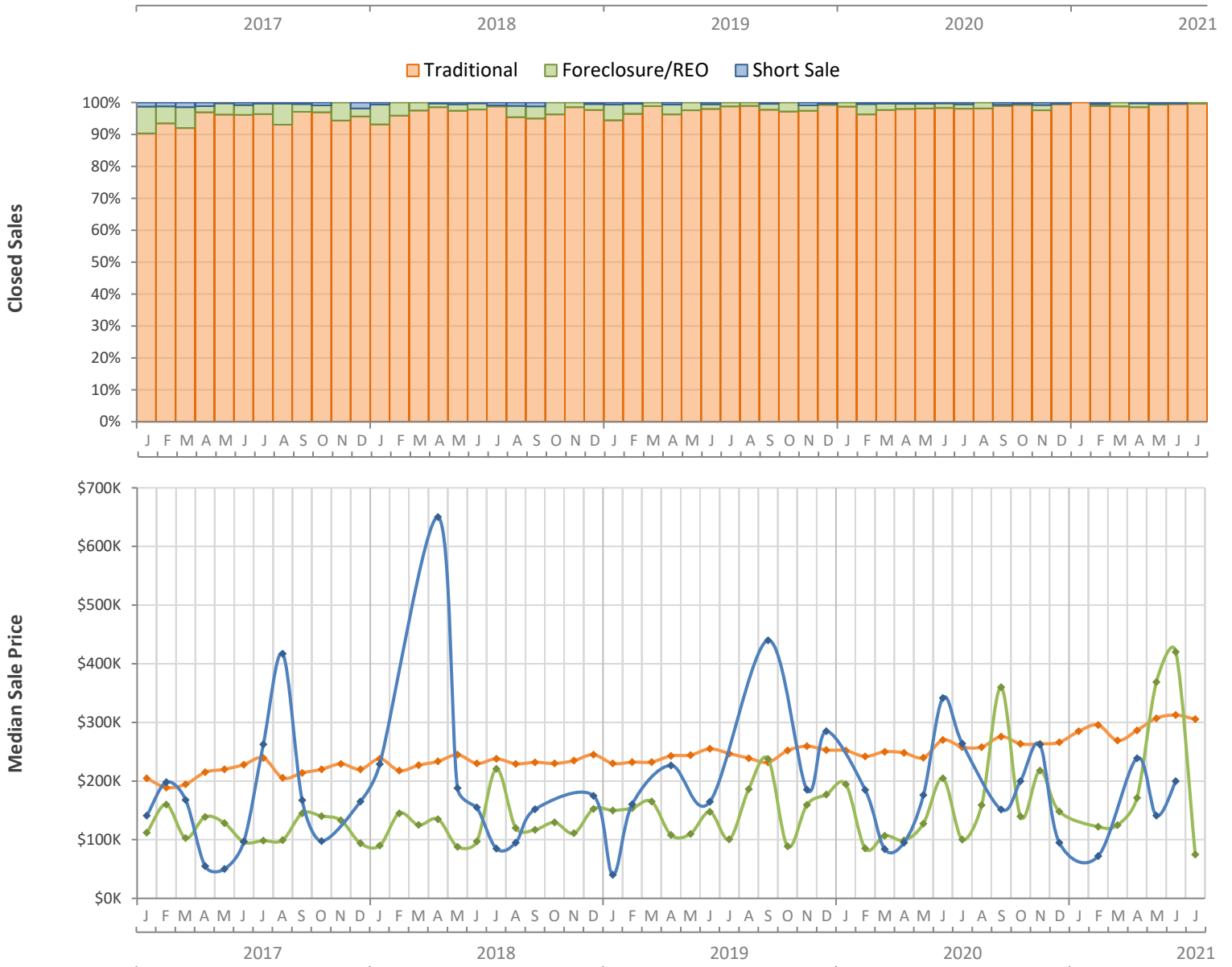
Monthly Distressed Market - July 2021

Single-Family Homes

Alachua County



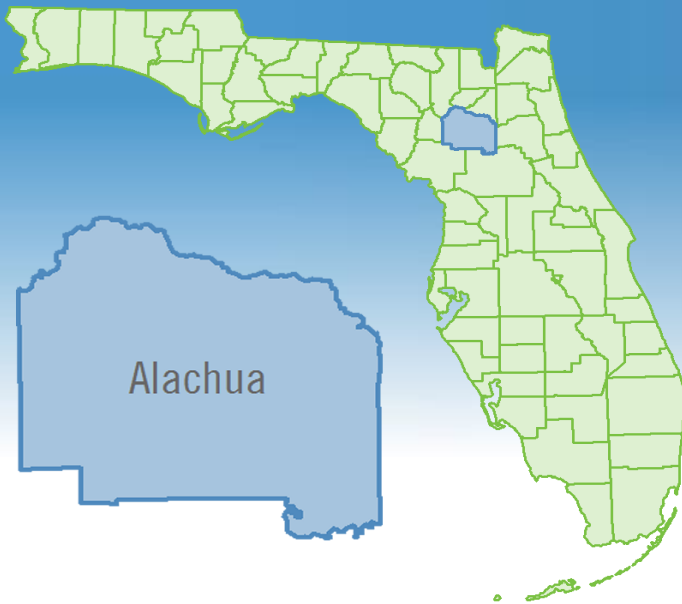
		July 2021	July 2020	Percent Change Year-over-Year
Traditional	Closed Sales	326	359	-9.2%
	Median Sale Price	\$305,500	\$258,000	18.4%
Foreclosure/REO	Closed Sales	1	5	-80.0%
	Median Sale Price	\$74,900	\$100,000	-25.1%
Short Sale	Closed Sales	0	2	-100.0%
	Median Sale Price	(No Sales)	\$264,125	N/A



Monthly Market Detail - July 2021

Townhouses and Condos

Alachua County



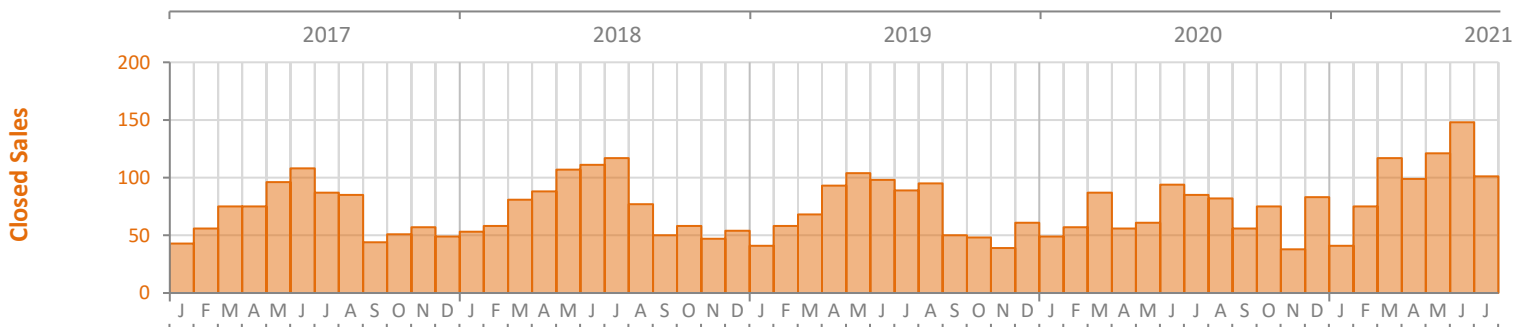
Summary Statistics	July 2021	July 2020	Percent Change Year-over-Year
Closed Sales	101	85	18.8%
Paid in Cash	38	40	-5.0%
Median Sale Price	\$153,500	\$135,000	13.7%
Average Sale Price	\$165,500	\$133,507	24.0%
Dollar Volume	\$16.7 Million	\$11.3 Million	47.3%
Median Percent of Original List Price Received	98.9%	97.2%	1.7%
Median Time to Contract	11 Days	20 Days	-45.0%
Median Time to Sale	60 Days	60 Days	0.0%
New Pending Sales	85	78	9.0%
New Listings	108	116	-6.9%
Pending Inventory	146	107	36.4%
Inventory (Active Listings)	136	167	-18.6%
Months Supply of Inventory	1.6	2.6	-38.5%

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	702	43.6%
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%
August 2020	82	-13.7%
July 2020	85	-4.5%



Monthly Market Detail - July 2021

Townhouses and Condos

Alachua County

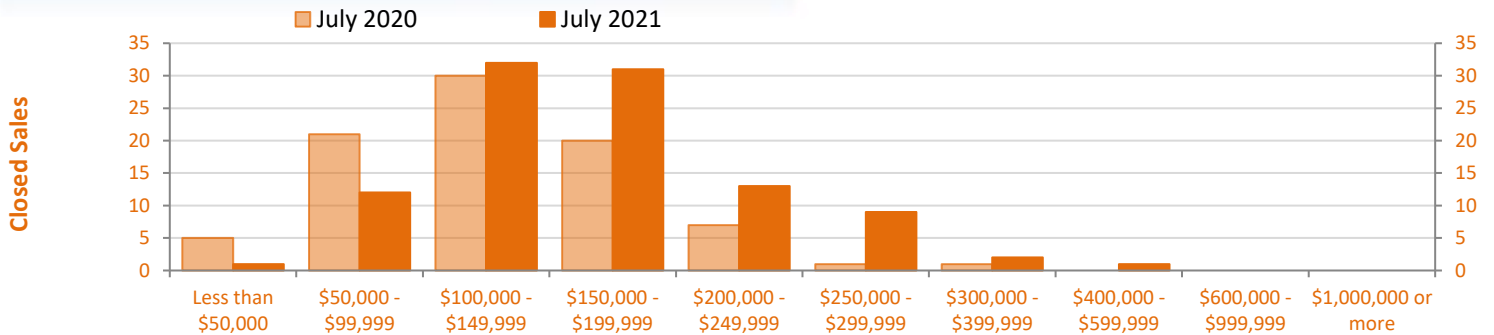


Closed Sales by Sale Price

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 \$50,000	1	-80.0%
\$50,000 - \$99,999	12	-42.9%
\$100,000 - \$149,999	32	6.7%
\$150,000 - \$199,999	31	55.0%
\$200,000 - \$249,999	13	85.7%
\$250,000 - \$299,999	9	800.0%
\$300,000 - \$399,999	2	100.0%
\$400,000 - \$599,999	1	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

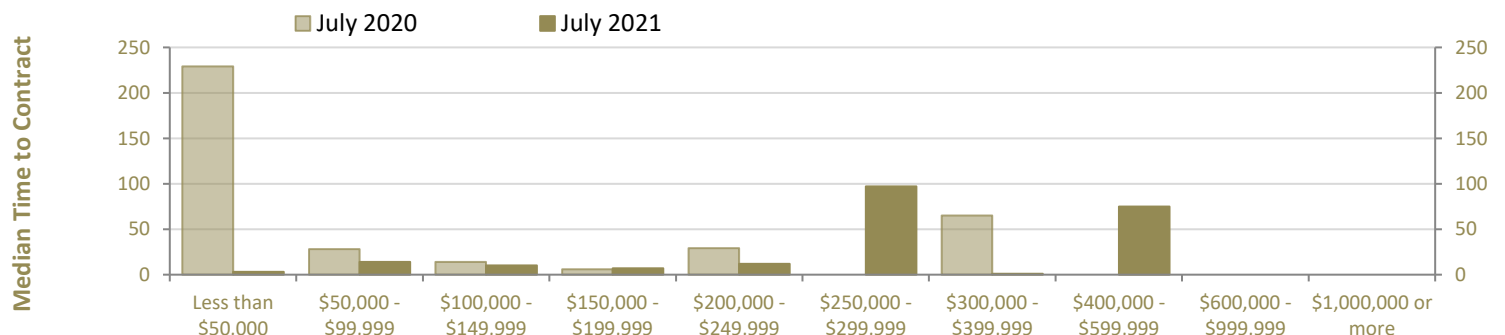


Median Time to Contract by Sale Price

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	3 Days	-98.7%
\$50,000 - \$99,999	14 Days	-50.0%
\$100,000 - \$149,999	10 Days	-28.6%
\$150,000 - \$199,999	7 Days	16.7%
\$200,000 - \$249,999	12 Days	-58.6%
\$250,000 - \$299,999	97 Days	N/A
\$300,000 - \$399,999	1 Day	-98.5%
\$400,000 - \$599,999	75 Days	N/A
\$600,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	(No Sales)	N/A

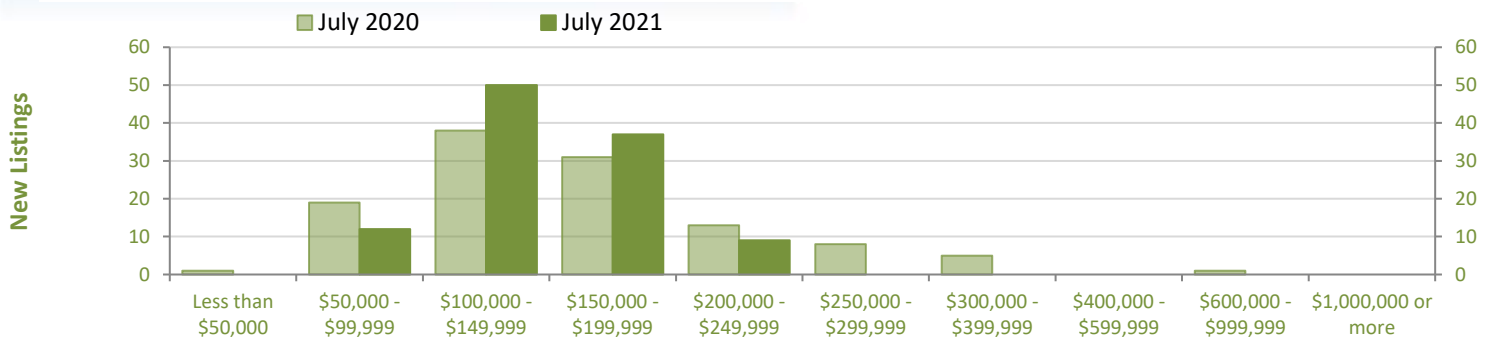


New Listings by Initial Listing Price

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	0	-100.0%
\$50,000 - \$99,999	12	-36.8%
\$100,000 - \$149,999	50	31.6%
\$150,000 - \$199,999	37	19.4%
\$200,000 - \$249,999	9	-30.8%
\$250,000 - \$299,999	0	-100.0%
\$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

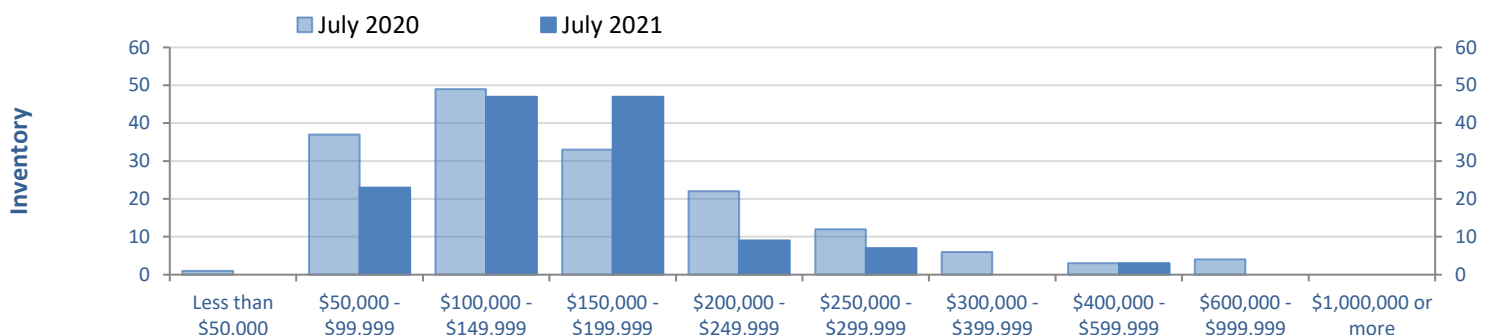


Inventory by Current Listing Price

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	-100.0%
\$50,000 - \$99,999	23	-37.8%
\$100,000 - \$149,999	47	-4.1%
\$150,000 - \$199,999	47	42.4%
\$200,000 - \$249,999	9	-59.1%
\$250,000 - \$299,999	7	-41.7%
\$300,000 - \$399,999	0	-100.0%
\$400,000 - \$599,999	3	0.0%
\$600,000 - \$999,999	0	-100.0%
\$1,000,000 or more	0	N/A



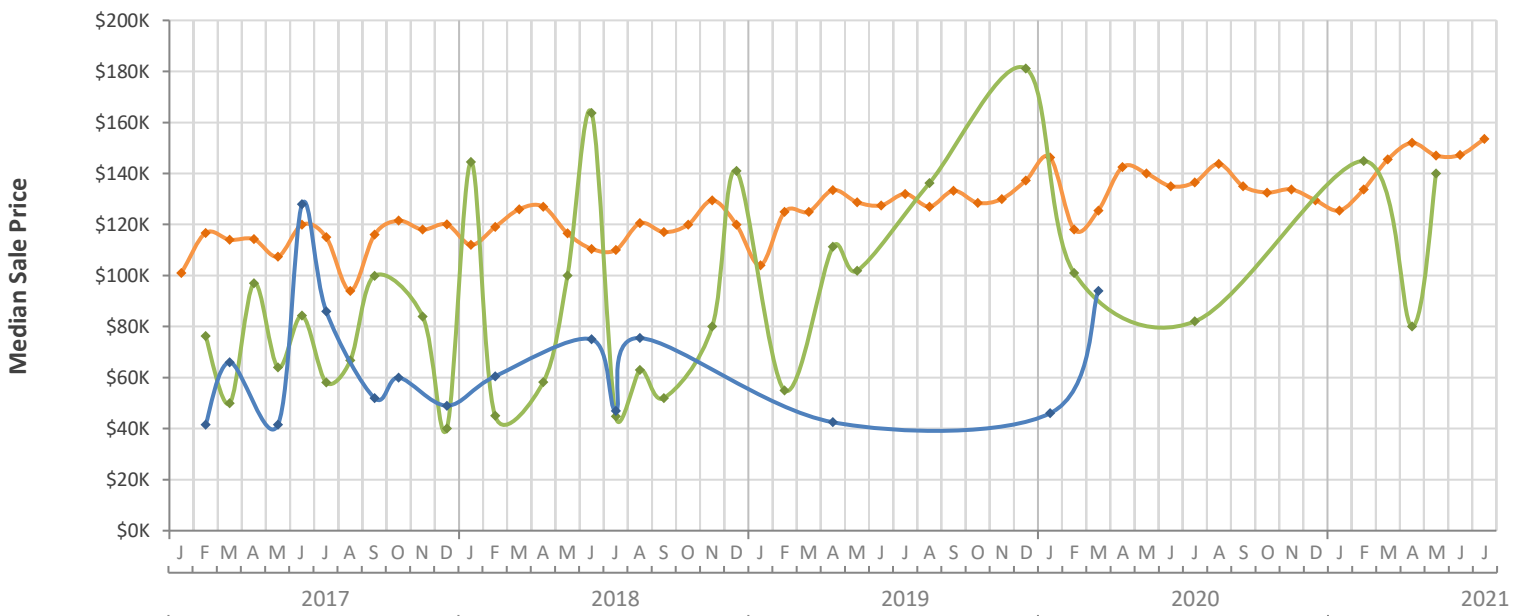
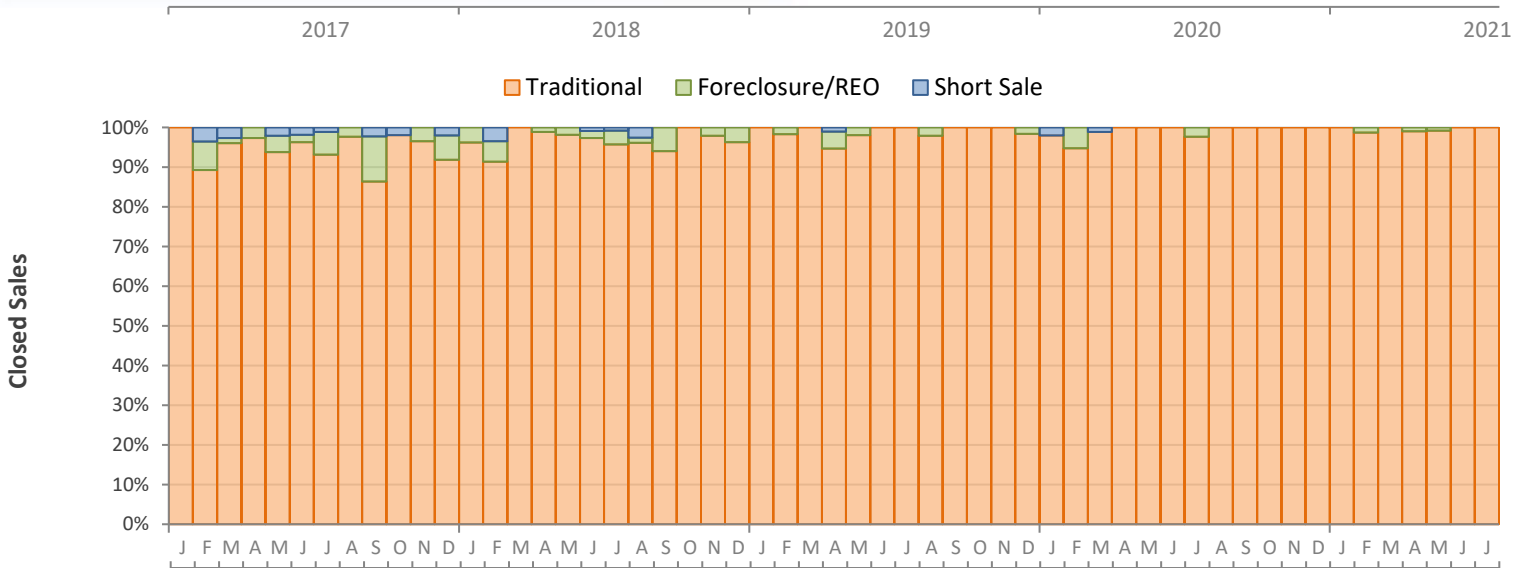
Monthly Distressed Market - July 2021

Townhouses and Condos

Alachua County



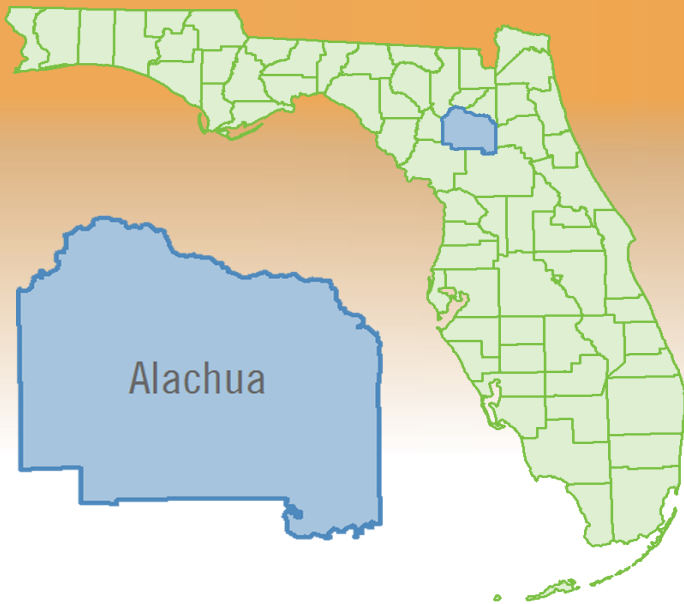
		July 2021	July 2020	Percent Change Year-over-Year
Traditional	Closed Sales	101	83	21.7%
	Median Sale Price	\$153,500	\$136,500	12.5%
Foreclosure/REO	Closed Sales	0	2	-100.0%
	Median Sale Price	(No Sales)	\$82,000	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



Monthly Market Detail - July 2021

Manufactured Homes

Alachua County



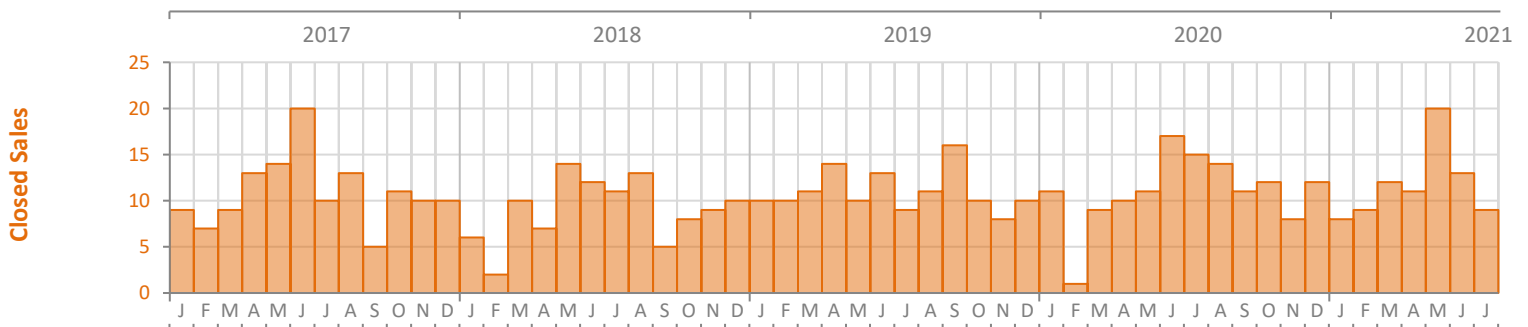
Summary Statistics	July 2021	July 2020	Percent Change Year-over-Year
Closed Sales	9	15	-40.0%
Paid in Cash	4	7	-42.9%
Median Sale Price	\$140,000	\$108,000	29.6%
Average Sale Price	\$149,100	\$105,433	41.4%
Dollar Volume	\$1.3 Million	\$1.6 Million	-15.1%
Median Percent of Original List Price Received	97.4%	93.3%	4.4%
Median Time to Contract	30 Days	29 Days	3.4%
Median Time to Sale	62 Days	77 Days	-19.5%
New Pending Sales	17	18	-5.6%
New Listings	16	10	60.0%
Pending Inventory	30	39	-23.1%
Inventory (Active Listings)	27	22	22.7%
Months Supply of Inventory	2.3	2.0	15.0%

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	82	10.8%
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%
August 2020	14	27.3%
July 2020	15	66.7%

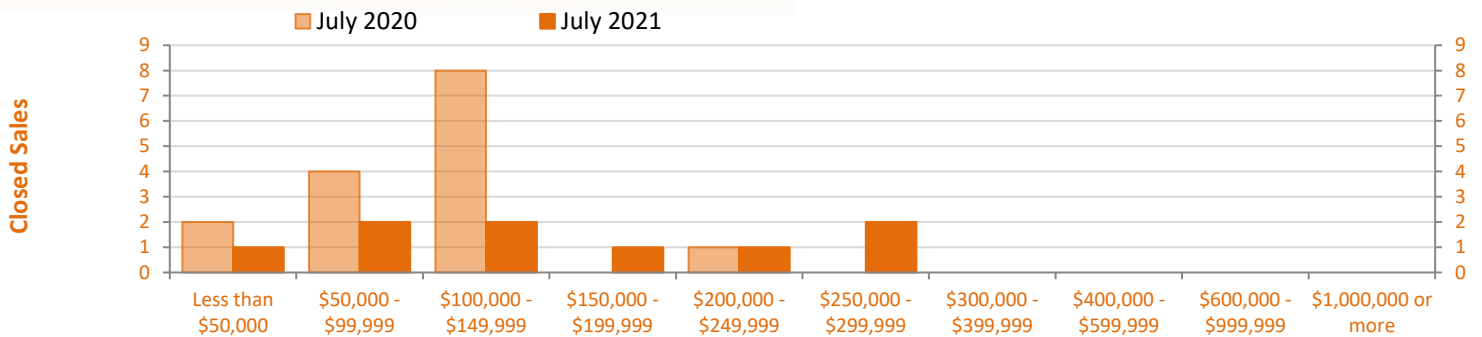


Closed Sales by Sale Price

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	-50.0%
\$50,000 - \$99,999	2	-50.0%
\$100,000 - \$149,999	2	-75.0%
\$150,000 - \$199,999	1	N/A
\$200,000 - \$249,999	1	0.0%
\$250,000 - \$299,999	2	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

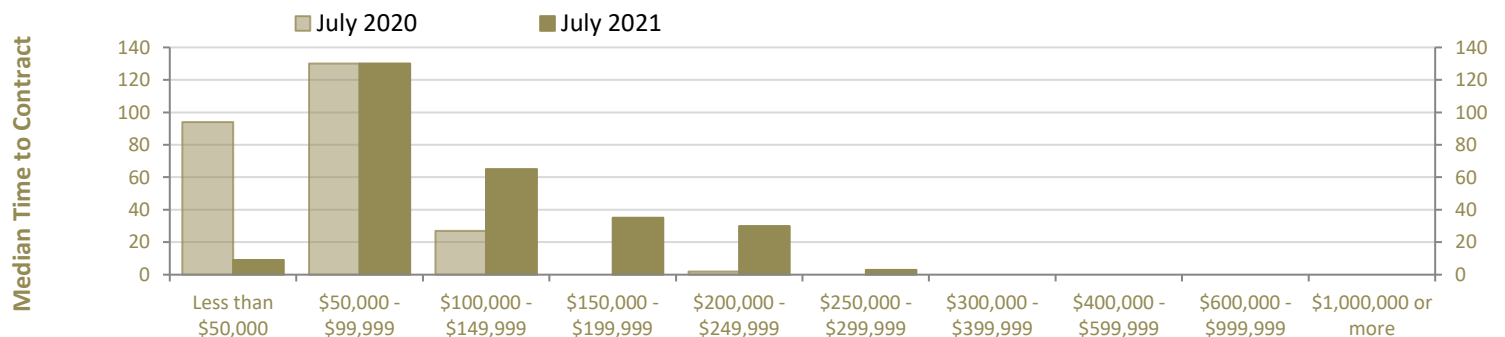


Median Time to Contract by Sale Price

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	9 Days	-90.4%
\$50,000 - \$99,999	130 Days	0.0%
\$100,000 - \$149,999	65 Days	140.7%
\$150,000 - \$199,999	35 Days	N/A
\$200,000 - \$249,999	30 Days	1400.0%
\$250,000 - \$299,999	3 Days	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	3	-25.0%
\$100,000 - \$149,999	4	100.0%
\$150,000 - \$199,999	2	-33.3%
\$200,000 - \$249,999	5	N/A
\$250,000 - \$299,999	0	N/A
\$300,000 - \$399,999	1	N/A
\$400,000 - \$599,999	0	-100.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

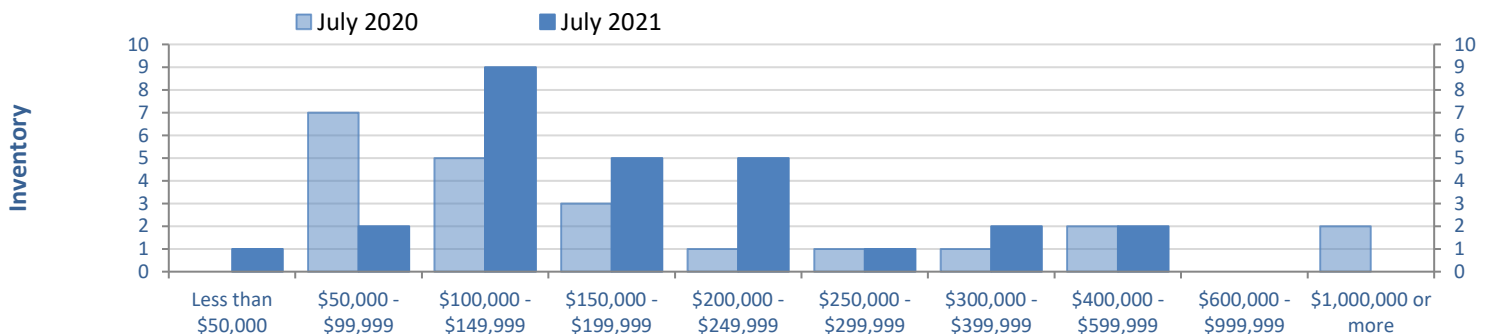


Inventory by Current Listing Price

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.

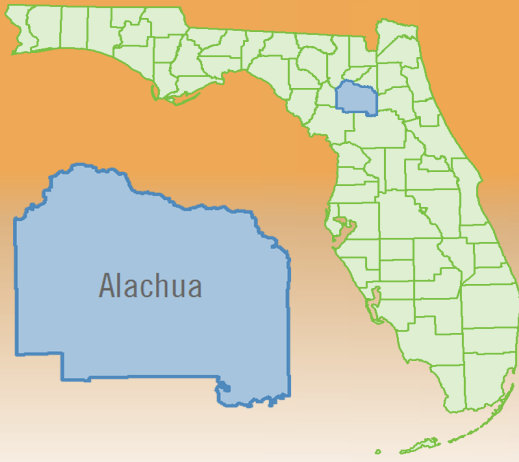
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	1	N/A
\$50,000 - \$99,999	2	-71.4%
\$100,000 - \$149,999	9	80.0%
\$150,000 - \$199,999	5	66.7%
\$200,000 - \$249,999	5	400.0%
\$250,000 - \$299,999	1	0.0%
\$300,000 - \$399,999	2	100.0%
\$400,000 - \$599,999	2	0.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	-100.0%



Monthly Distressed Market - July 2021

Manufactured Homes

Alachua County



		July 2021	July 2020	Percent Change Year-over-Year
Traditional	Closed Sales	8	13	-38.5%
	Median Sale Price	\$152,500	\$121,000	26.0%
Foreclosure/REO	Closed Sales	0	2	-100.0%
	Median Sale Price	(No Sales)	\$58,000	N/A
Short Sale	Closed Sales	1	0	N/A
	Median Sale Price	\$51,000	(No Sales)	N/A

