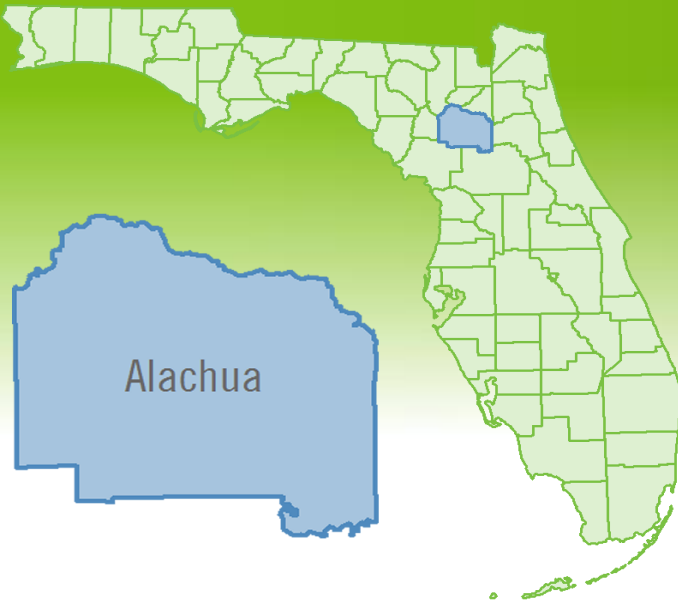


# Monthly Market Detail - October 2020

## Single Family Homes

### Alachua County



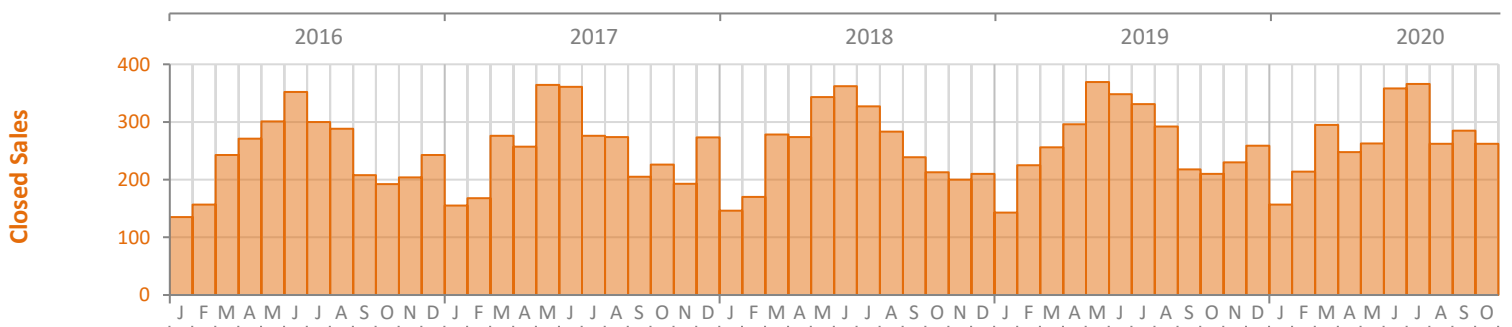
Summary Statistics	October 2020	October 2019	Percent Change Year-over-Year
Closed Sales	262	210	24.8%
Paid in Cash	48	42	14.3%
Median Sale Price	\$262,500	\$242,250	8.4%
Average Sale Price	\$293,881	\$273,042	7.6%
Dollar Volume	\$77.0 Million	\$57.3 Million	34.3%
Median Percent of Original List Price Received	98.3%	97.4%	0.9%
Median Time to Contract	15 Days	43 Days	-65.1%
Median Time to Sale	65 Days	89 Days	-27.0%
New Pending Sales	289	250	15.6%
New Listings	295	272	8.5%
Pending Inventory	489	438	11.6%
Inventory (Active Listings)	525	783	-33.0%
Months Supply of Inventory	2.0	3.0	-33.3%

## 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	2,710	0.8%
<b>October 2020</b>	<b>262</b>	<b>24.8%</b>
September 2020	285	30.7%
August 2020	262	-10.3%
July 2020	366	10.6%
June 2020	358	2.9%
May 2020	263	-28.7%
April 2020	248	-16.2%
March 2020	295	15.2%
February 2020	214	-4.9%
January 2020	157	9.8%
December 2019	259	23.3%
November 2019	230	15.0%
October 2019	210	-1.4%

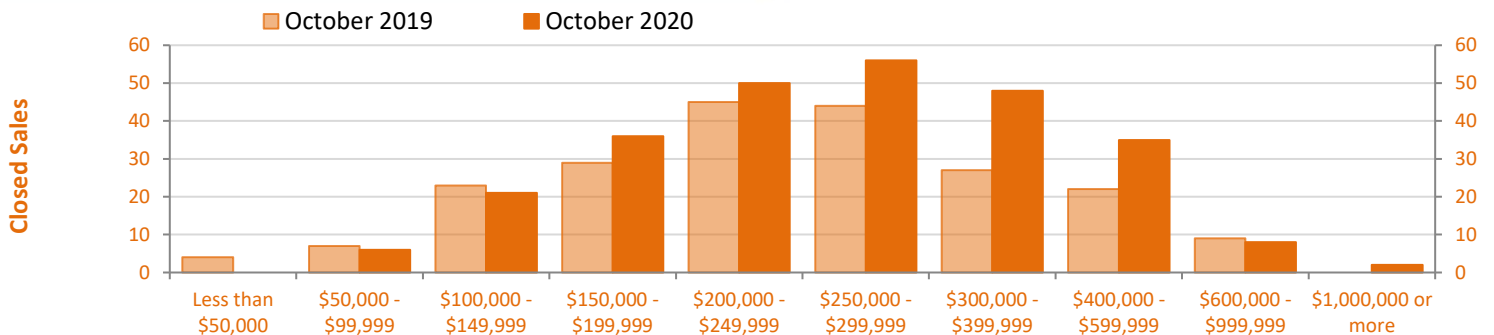


## Closed Sales by Sale Price

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	6	-14.3%
\$100,000 - \$149,999	21	-8.7%
\$150,000 - \$199,999	36	24.1%
\$200,000 - \$249,999	50	11.1%
\$250,000 - \$299,999	56	27.3%
\$300,000 - \$399,999	48	77.8%
\$400,000 - \$599,999	35	59.1%
\$600,000 - \$999,999	8	-11.1%
\$1,000,000 or more	2	N/A

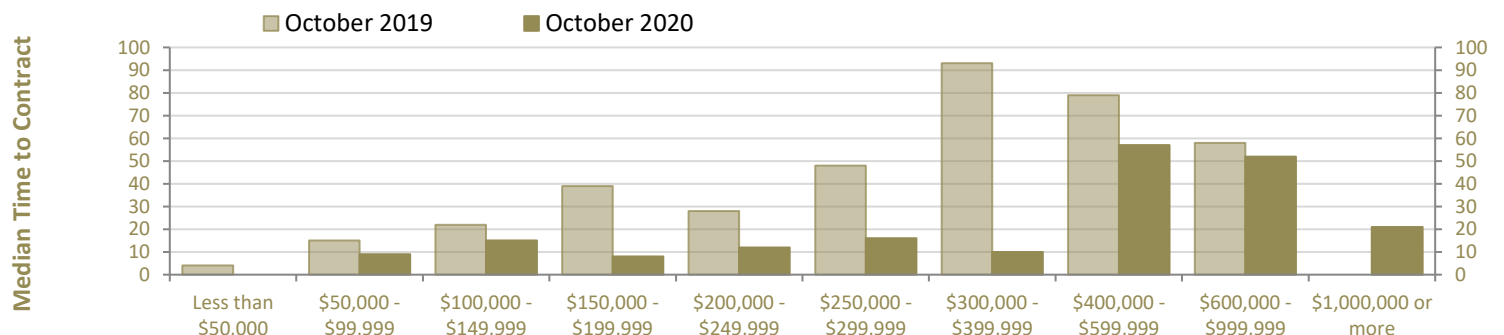


## Median Time to Contract by Sale Price

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	9 Days	-40.0%
\$100,000 - \$149,999	15 Days	-31.8%
\$150,000 - \$199,999	8 Days	-79.5%
\$200,000 - \$249,999	12 Days	-57.1%
\$250,000 - \$299,999	16 Days	-66.7%
\$300,000 - \$399,999	10 Days	-89.2%
\$400,000 - \$599,999	57 Days	-27.8%
\$600,000 - \$999,999	52 Days	-10.3%
\$1,000,000 or more	21 Days	N/A

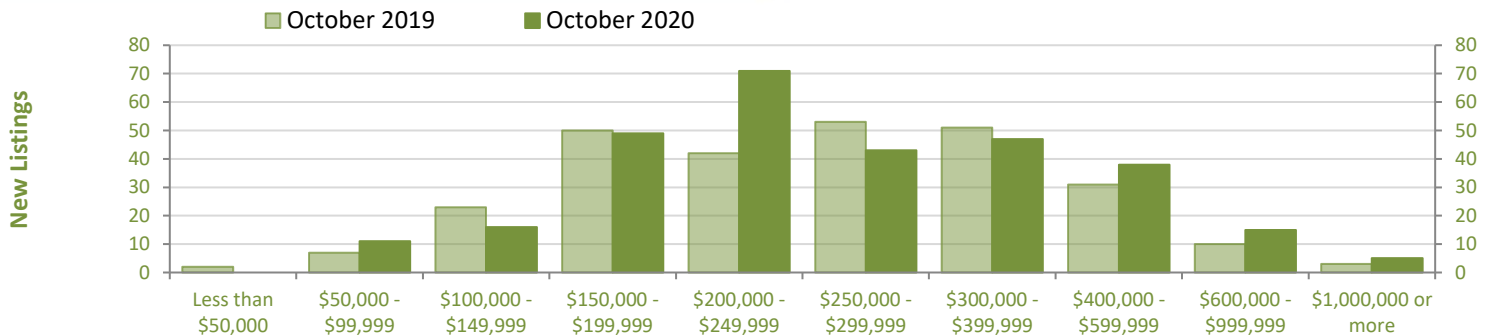


## New Listings by Initial Listing Price

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	11	57.1%
\$100,000 - \$149,999	16	-30.4%
\$150,000 - \$199,999	49	-2.0%
\$200,000 - \$249,999	71	69.0%
\$250,000 - \$299,999	43	-18.9%
\$300,000 - \$399,999	47	-7.8%
\$400,000 - \$599,999	38	22.6%
\$600,000 - \$999,999	15	50.0%
\$1,000,000 or more	5	66.7%

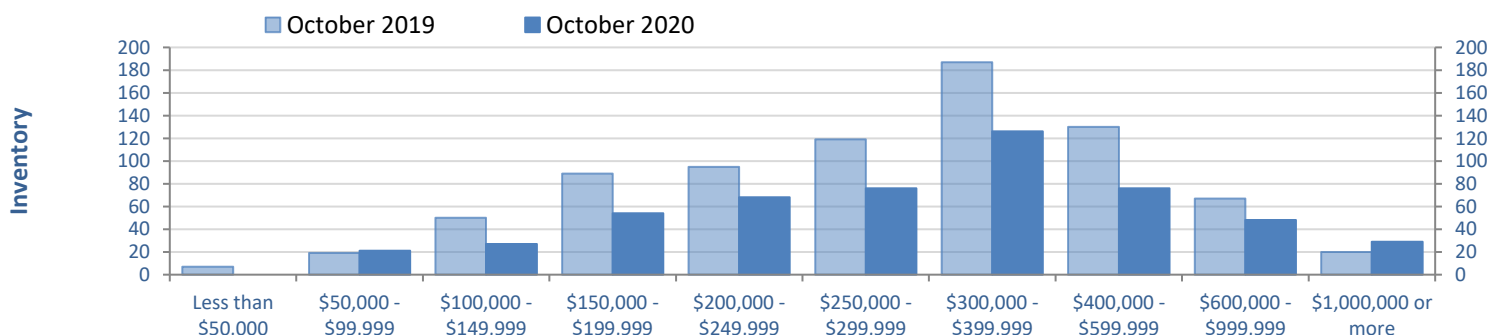


## Inventory by Current Listing Price

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	21	10.5%
\$100,000 - \$149,999	27	-46.0%
\$150,000 - \$199,999	54	-39.3%
\$200,000 - \$249,999	68	-28.4%
\$250,000 - \$299,999	76	-36.1%
\$300,000 - \$399,999	126	-32.6%
\$400,000 - \$599,999	76	-41.5%
\$600,000 - \$999,999	48	-28.4%
\$1,000,000 or more	29	45.0%



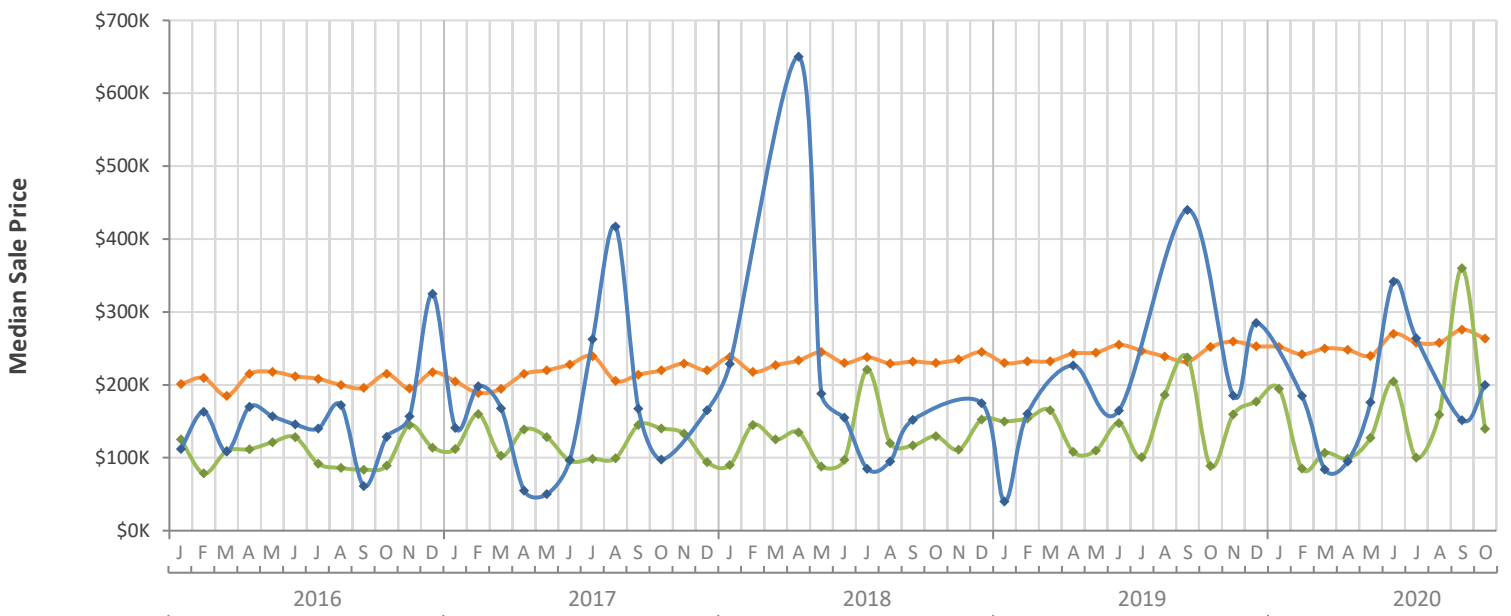
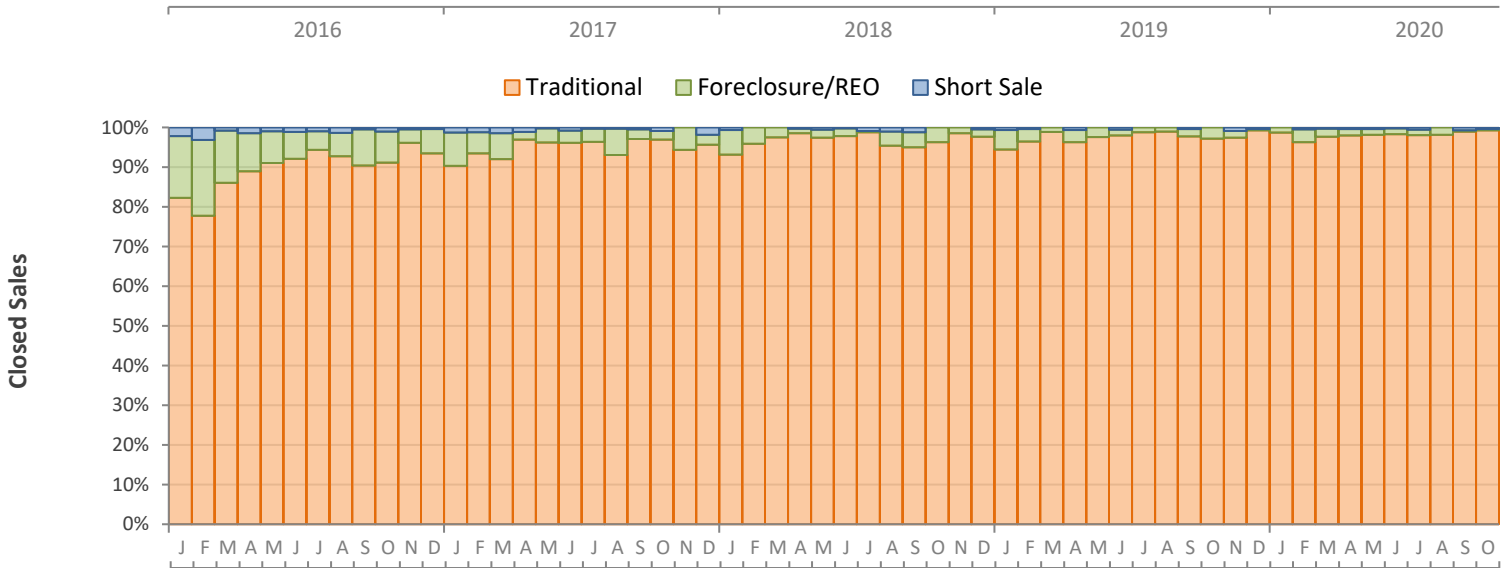
# Monthly Distressed Market - October 2020

## Single Family Homes

### Alachua County



		October 2020	October 2019	Percent Change Year-over-Year
Traditional	Closed Sales	260	204	27.5%
	Median Sale Price	\$263,500	\$251,950	4.6%
Foreclosure/REO	Closed Sales	1	6	-83.3%
	Median Sale Price	\$139,900	\$88,647	57.8%
Short Sale	Closed Sales	1	0	N/A
	Median Sale Price	\$199,900	(No Sales)	N/A



# Monthly Market Detail - October 2020

## Townhouses and Condos

### Alachua County



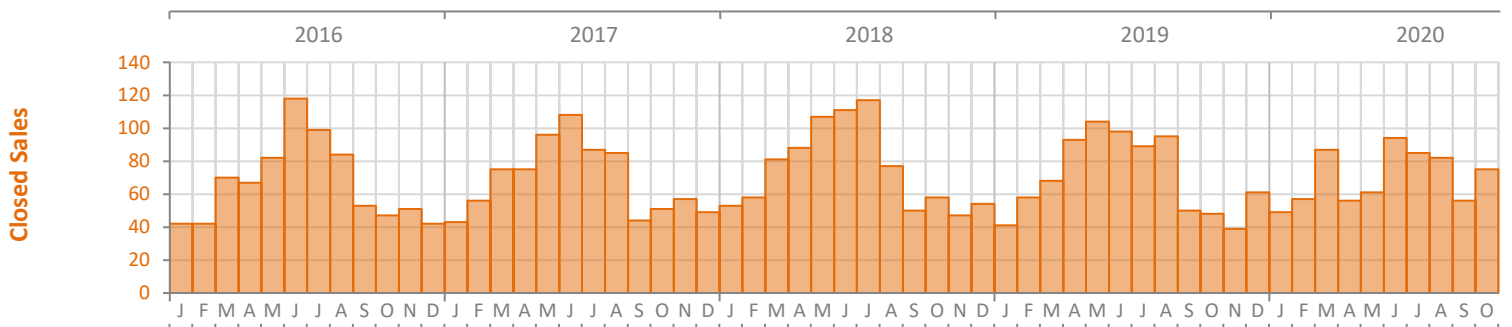
Summary Statistics	October 2020	October 2019	Percent Change Year-over-Year
Closed Sales	75	48	56.3%
Paid in Cash	36	25	44.0%
Median Sale Price	\$132,500	\$128,500	3.1%
Average Sale Price	\$136,576	\$133,382	2.4%
Dollar Volume	\$10.2 Million	\$6.4 Million	60.0%
Median Percent of Original List Price Received	97.7%	97.4%	0.3%
Median Time to Contract	24 Days	20 Days	20.0%
Median Time to Sale	61 Days	50 Days	22.0%
New Pending Sales	60	63	-4.8%
New Listings	88	51	72.5%
Pending Inventory	79	79	0.0%
Inventory (Active Listings)	190	99	91.9%
Months Supply of Inventory	2.8	1.4	100.0%

## 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	702	-5.6%
<b>October 2020</b>	<b>75</b>	<b>56.3%</b>
September 2020	56	12.0%
August 2020	82	-13.7%
July 2020	85	-4.5%
June 2020	94	-4.1%
May 2020	61	-41.3%
April 2020	56	-39.8%
March 2020	87	27.9%
February 2020	57	-1.7%
January 2020	49	19.5%
December 2019	61	13.0%
November 2019	39	-17.0%
October 2019	48	-17.2%

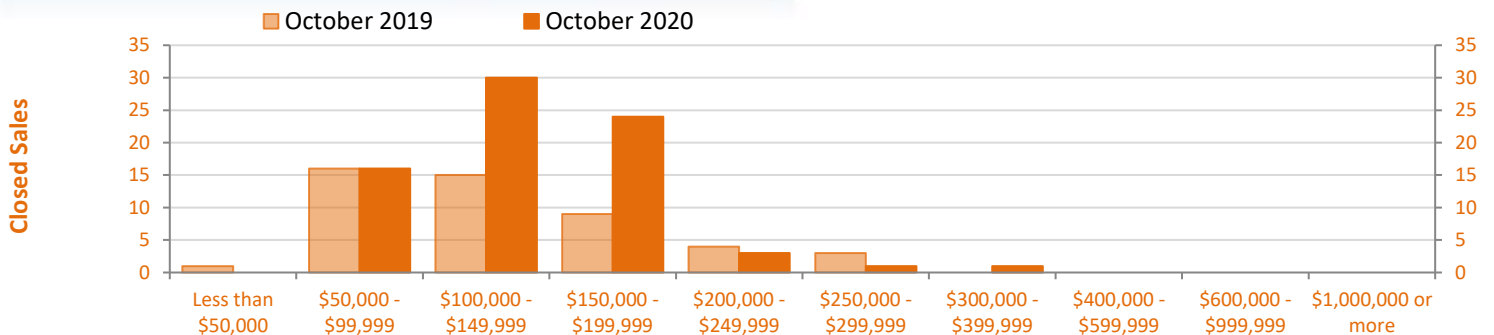


## Closed Sales by Sale Price

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	16	0.0%
\$100,000 - \$149,999	30	100.0%
\$150,000 - \$199,999	24	166.7%
\$200,000 - \$249,999	3	-25.0%
\$250,000 - \$299,999	1	-66.7%
\$300,000 - \$399,999	1	N/A
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

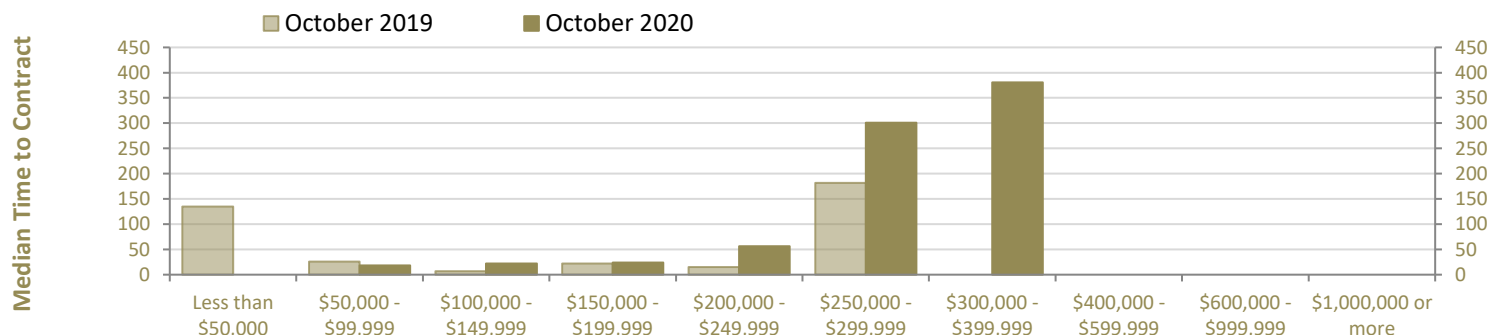


## Median Time to Contract by Sale Price

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	18 Days	-30.8%
\$100,000 - \$149,999	22 Days	214.3%
\$150,000 - \$199,999	24 Days	9.1%
\$200,000 - \$249,999	56 Days	273.3%
\$250,000 - \$299,999	301 Days	65.4%
\$300,000 - \$399,999	381 Days	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

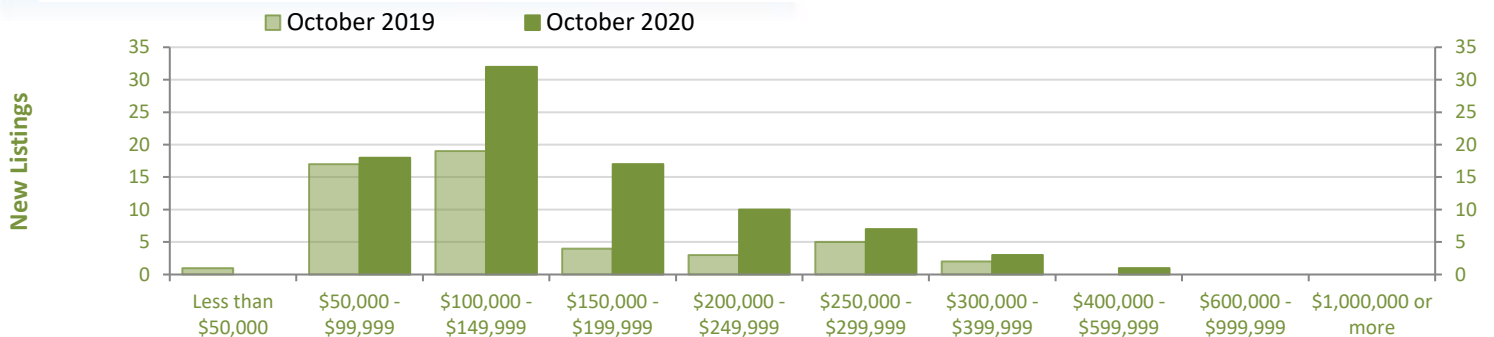


## New Listings by Initial Listing Price

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	0	-100.0%
\$50,000 - \$99,999	18	5.9%
\$100,000 - \$149,999	32	68.4%
\$150,000 - \$199,999	17	325.0%
\$200,000 - \$249,999	10	233.3%
\$250,000 - \$299,999	7	40.0%
\$300,000 - \$399,999	3	50.0%
\$400,000 - \$599,999	1	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

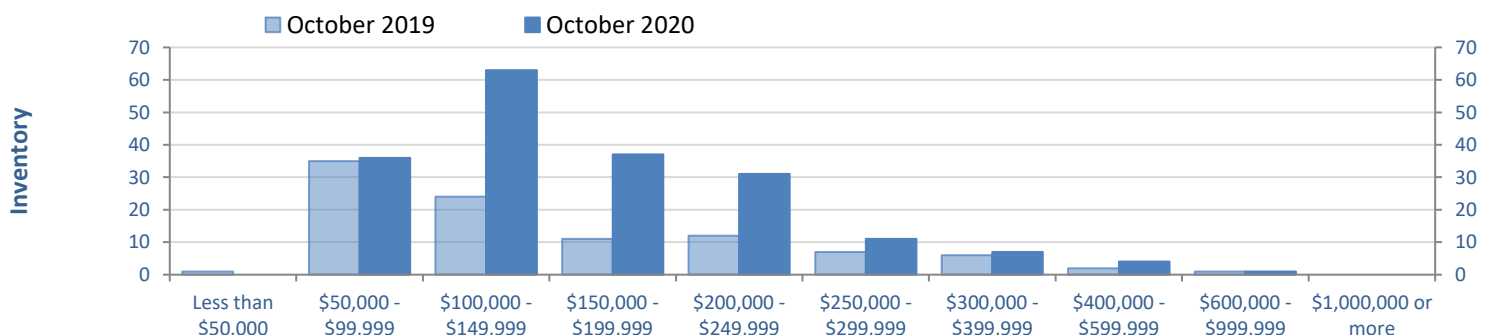


## Inventory by Current Listing Price

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	-100.0%
\$50,000 - \$99,999	36	2.9%
\$100,000 - \$149,999	63	162.5%
\$150,000 - \$199,999	37	236.4%
\$200,000 - \$249,999	31	158.3%
\$250,000 - \$299,999	11	57.1%
\$300,000 - \$399,999	7	16.7%
\$400,000 - \$599,999	4	100.0%
\$600,000 - \$999,999	1	0.0%
\$1,000,000 or more	0	N/A



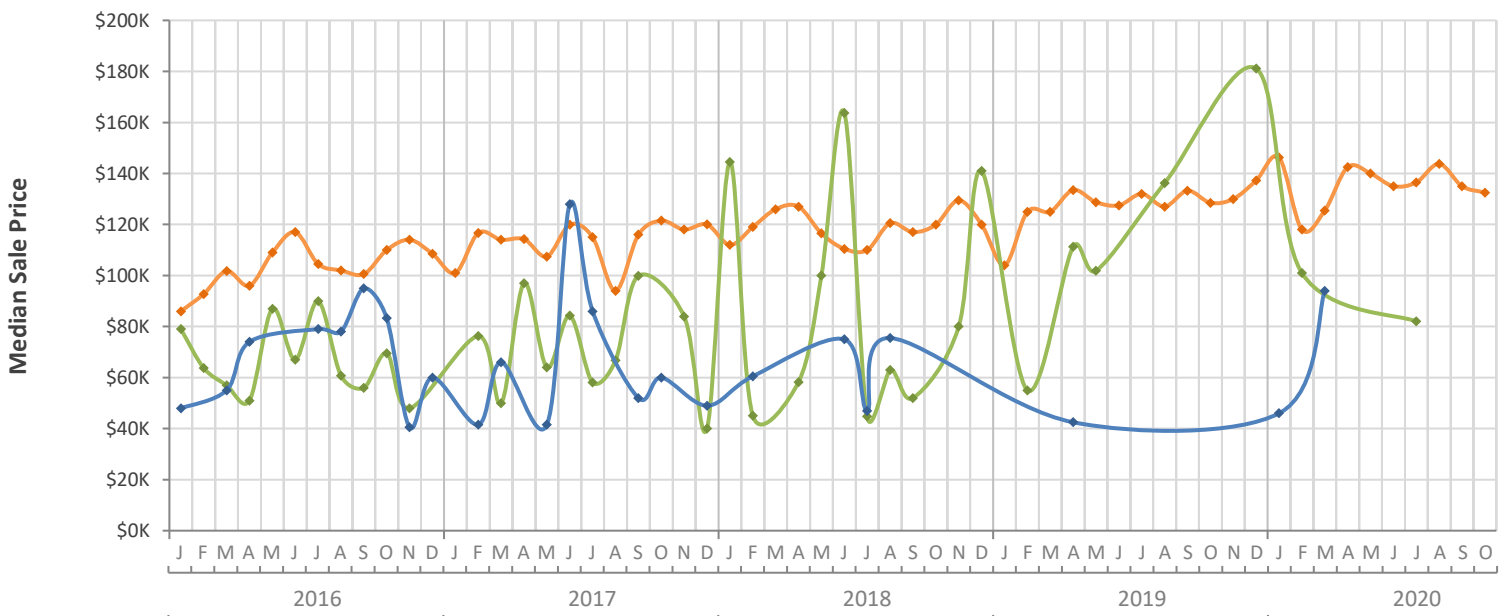
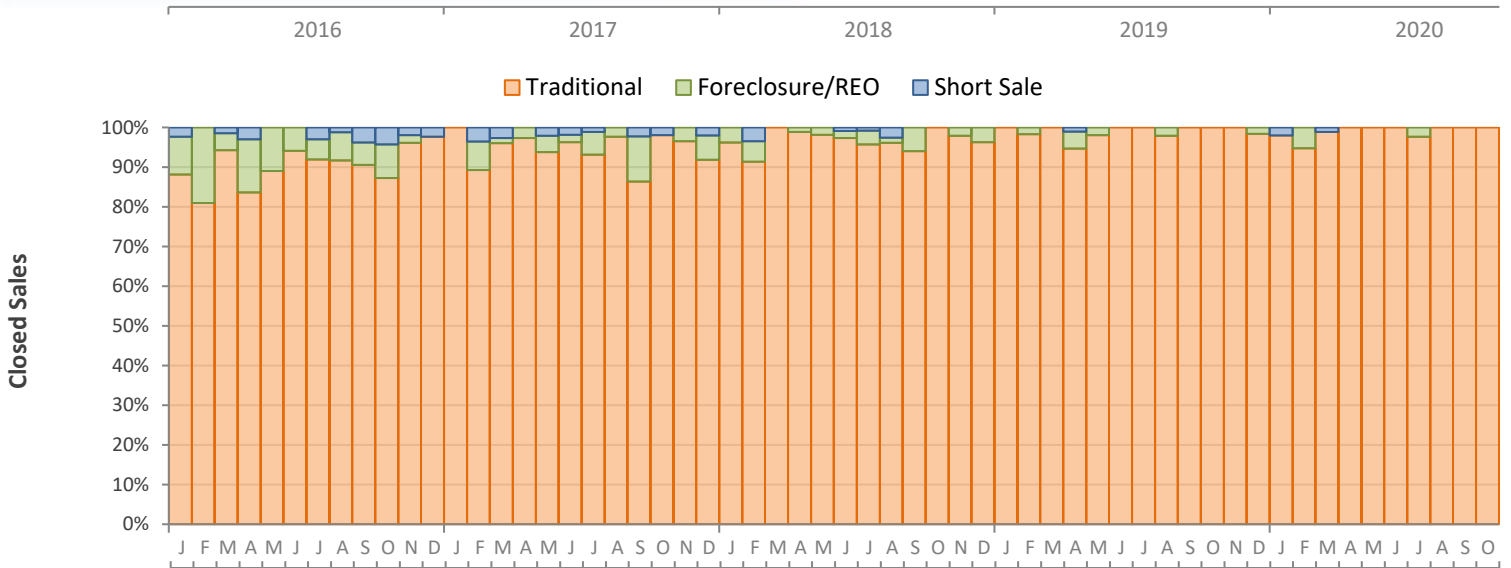
# Monthly Distressed Market - October 2020

## Townhouses and Condos

### Alachua County



		October 2020	October 2019	Percent Change Year-over-Year
Traditional	Closed Sales	75	48	56.3%
	Median Sale Price	\$132,500	\$128,500	3.1%
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

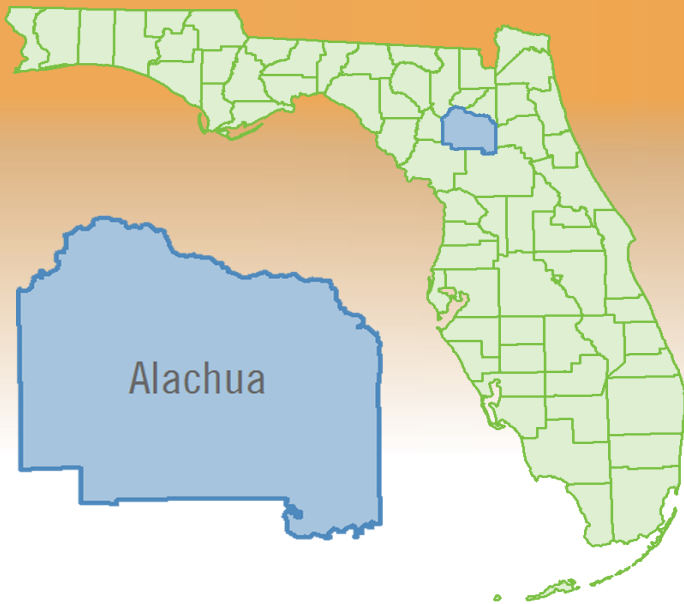




# Monthly Market Detail - October 2020

## Manufactured Homes

### Alachua County



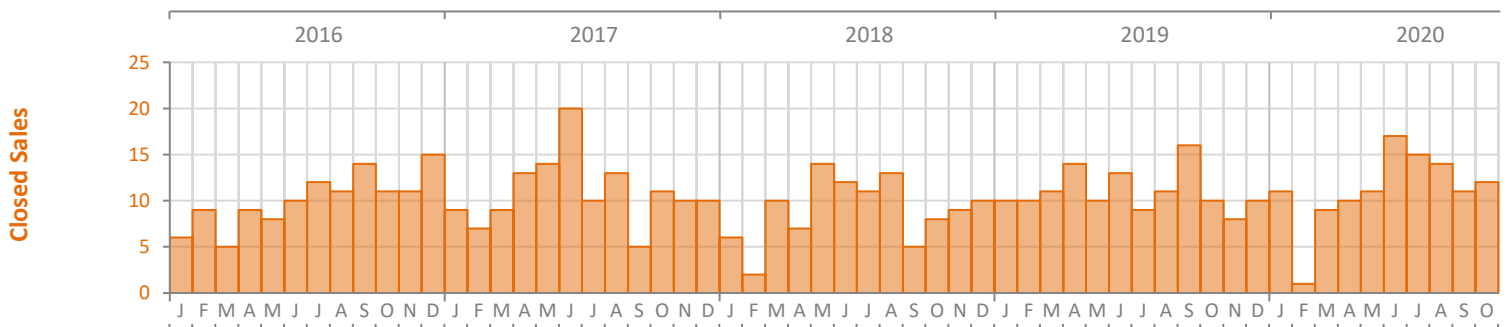
Summary Statistics	October 2020	October 2019	Percent Change Year-over-Year
Closed Sales	12	10	20.0%
Paid in Cash	2	6	-66.7%
Median Sale Price	\$127,500	\$115,000	10.9%
Average Sale Price	\$123,575	\$119,070	3.8%
Dollar Volume	\$1.5 Million	\$1.2 Million	24.5%
Median Percent of Original List Price Received	99.5%	88.5%	12.4%
Median Time to Contract	13 Days	48 Days	-72.9%
Median Time to Sale	84 Days	68 Days	23.5%
New Pending Sales	10	10	0.0%
New Listings	16	13	23.1%
Pending Inventory	22	20	10.0%
Inventory (Active Listings)	30	52	-42.3%
Months Supply of Inventory	2.8	4.7	-40.4%

## 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	111	-2.6%
<b>October 2020</b>	<b>12</b>	<b>20.0%</b>
September 2020	11	-31.3%
August 2020	14	27.3%
July 2020	15	66.7%
June 2020	17	30.8%
May 2020	11	10.0%
April 2020	10	-28.6%
March 2020	9	-18.2%
February 2020	1	-90.0%
January 2020	11	10.0%
December 2019	10	0.0%
November 2019	8	-11.1%
October 2019	10	25.0%

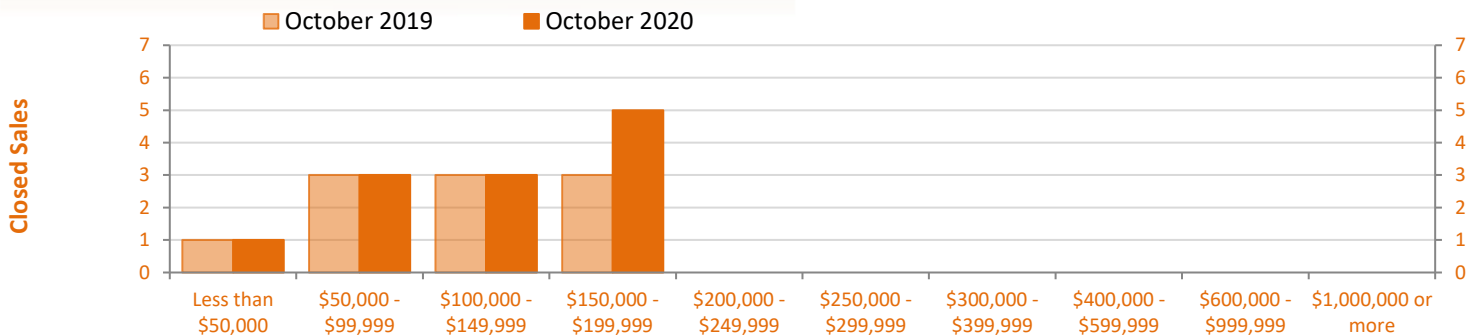


## Closed Sales by Sale Price

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	1	0.0%
\$50,000 - \$99,999	3	0.0%
\$100,000 - \$149,999	3	0.0%
\$150,000 - \$199,999	5	66.7%
\$200,000 - \$249,999	0	N/A
\$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

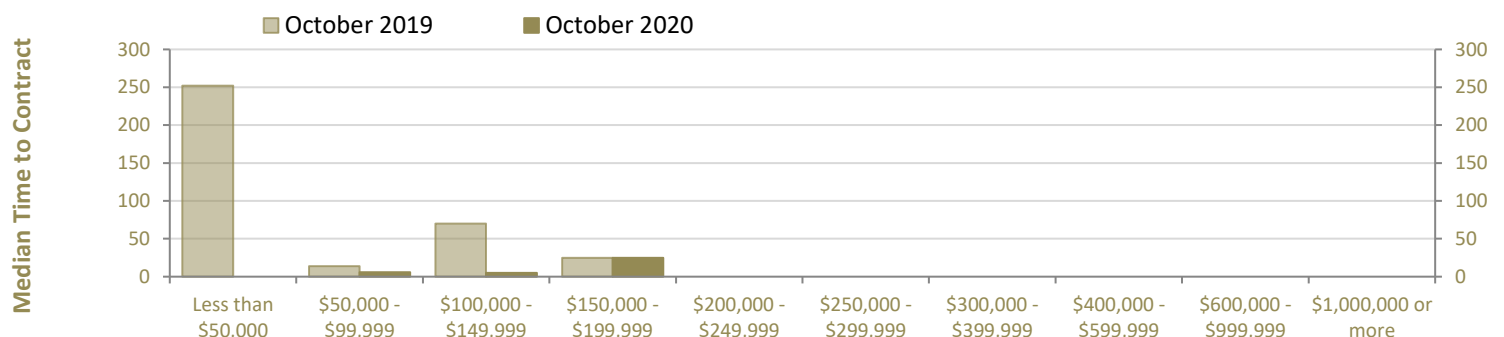


## Median Time to Contract by Sale Price

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	0 Days	-100.0%
\$50,000 - \$99,999	6 Days	-57.1%
\$100,000 - \$149,999	5 Days	-92.9%
\$150,000 - \$199,999	25 Days	0.0%
\$200,000 - \$249,999	(No Sales)	N/A
\$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

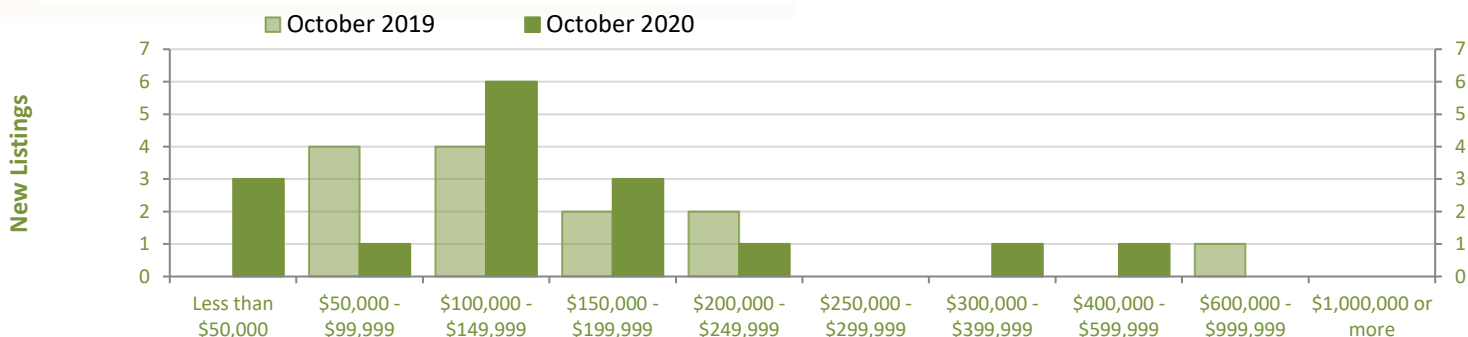


## New Listings by Initial Listing Price

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	3	N/A
\$50,000 - \$99,999	1	-75.0%
\$100,000 - \$149,999	6	50.0%
\$150,000 - \$199,999	3	50.0%
\$200,000 - \$249,999	1	-50.0%
\$250,000 - \$299,999	0	N/A
\$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

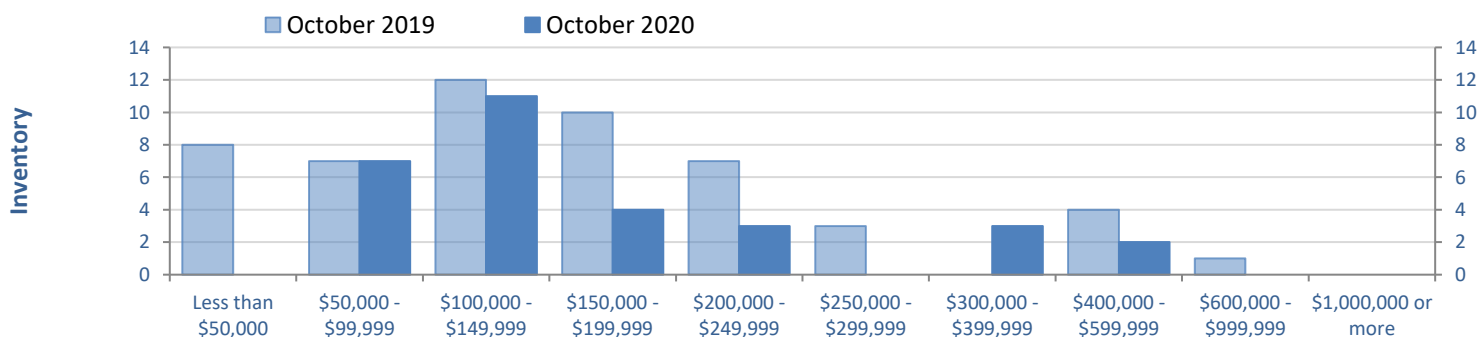


## Inventory by Current Listing Price

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

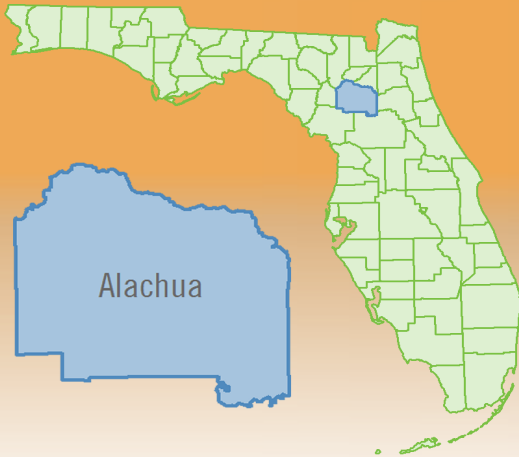
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	-100.0%
\$50,000 - \$99,999	7	0.0%
\$100,000 - \$149,999	11	-8.3%
\$150,000 - \$199,999	4	-60.0%
\$200,000 - \$249,999	3	-57.1%
\$250,000 - \$299,999	0	-100.0%
\$300,000 - \$399,999	3	N/A
\$400,000 - \$599,999	2	-50.0%
\$600,000 - \$999,999	0	-100.0%
\$1,000,000 or more	0	N/A



# Monthly Distressed Market - October 2020

## Manufactured Homes

### Alachua County



		October 2020	October 2019	Percent Change Year-over-Year
Traditional	Closed Sales	12	10	20.0%
	Median Sale Price	\$127,500	\$115,000	10.9%
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

