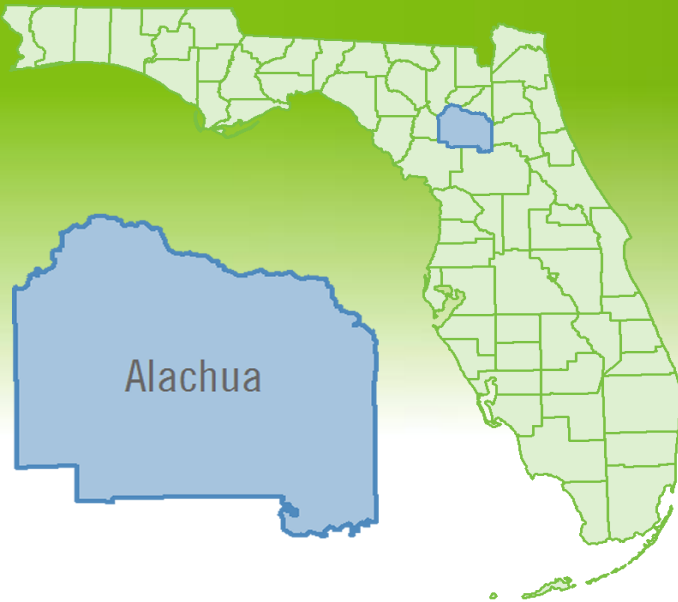


Quarterly Market Detail - Q2 2021

Single-Family Homes

Alachua County



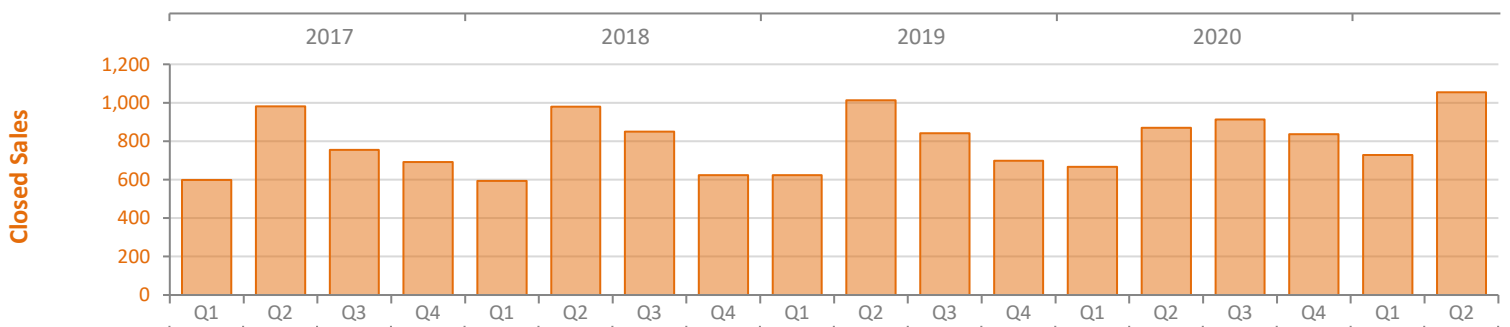
Summary Statistics	Q2 2021	Q2 2020	Percent Change Year-over-Year
Closed Sales	1,054	869	21.3%
Paid in Cash	220	147	49.7%
Median Sale Price	\$300,000	\$253,500	18.3%
Average Sale Price	\$339,631	\$285,660	18.9%
Dollar Volume	\$358.0 Million	\$248.2 Million	44.2%
Median Percent of Original List Price Received	100.0%	98.1%	1.9%
Median Time to Contract	6 Days	24 Days	-75.0%
Median Time to Sale	55 Days	73 Days	-24.7%
New Pending Sales	1,049	1,029	1.9%
New Listings	1,156	945	22.3%
Pending Inventory	599	564	6.2%
Inventory (Active Listings)	380	576	-34.0%
Months Supply of Inventory	1.3	2.2	-40.9%

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	1,783	16.2%
Q2 2021	1,054	21.3%
Q1 2021	729	9.5%
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%

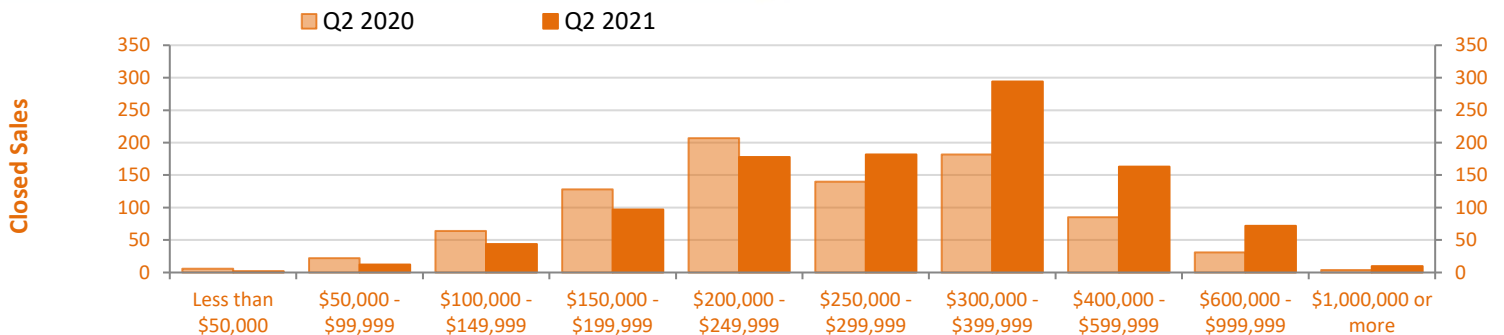


Closed Sales by Sale Price

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	-66.7%
\$50,000 - \$99,999	12	-45.5%
\$100,000 - \$149,999	44	-31.3%
\$150,000 - \$199,999	97	-24.2%
\$200,000 - \$249,999	178	-14.0%
\$250,000 - \$299,999	182	30.0%
\$300,000 - \$399,999	294	61.5%
\$400,000 - \$599,999	163	91.8%
\$600,000 - \$999,999	72	132.3%
\$1,000,000 or more	10	150.0%

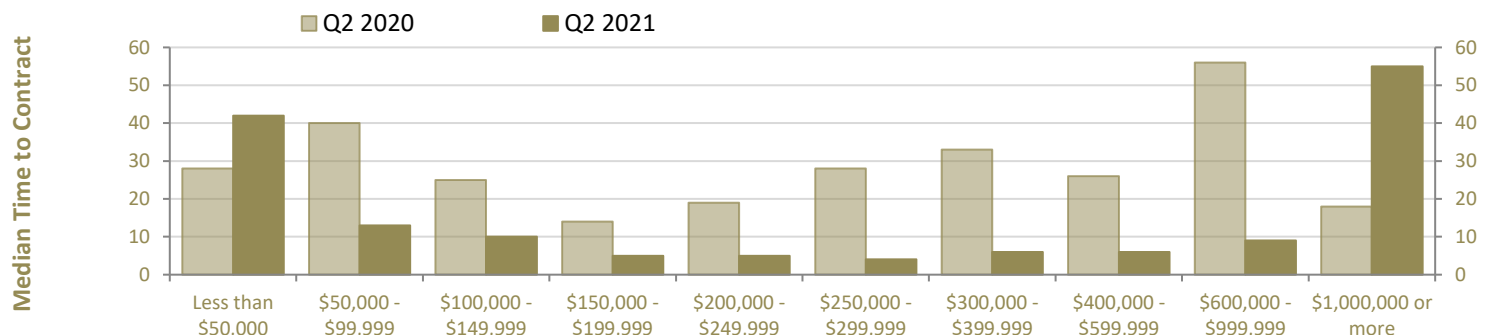


Median Time to Contract by Sale Price

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	42 Days	50.0%
\$50,000 - \$99,999	13 Days	-67.5%
\$100,000 - \$149,999	10 Days	-60.0%
\$150,000 - \$199,999	5 Days	-64.3%
\$200,000 - \$249,999	5 Days	-73.7%
\$250,000 - \$299,999	4 Days	-85.7%
\$300,000 - \$399,999	6 Days	-81.8%
\$400,000 - \$599,999	6 Days	-76.9%
\$600,000 - \$999,999	9 Days	-83.9%
\$1,000,000 or more	55 Days	205.6%



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	6	100.0%
\$50,000 - \$99,999	14	-50.0%
\$100,000 - \$149,999	47	-13.0%
\$150,000 - \$199,999	120	-2.4%
\$200,000 - \$249,999	183	-14.5%
\$250,000 - \$299,999	189	31.3%
\$300,000 - \$399,999	301	38.1%
\$400,000 - \$599,999	198	94.1%
\$600,000 - \$999,999	79	68.1%
\$1,000,000 or more	19	58.3%

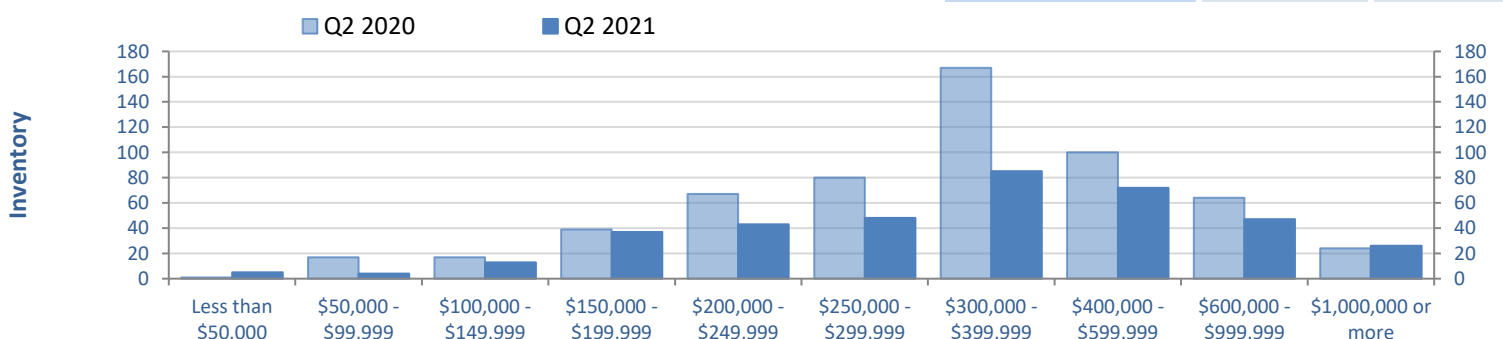


Inventory by Current Listing Price

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	5	400.0%
\$50,000 - \$99,999	4	-76.5%
\$100,000 - \$149,999	13	-23.5%
\$150,000 - \$199,999	37	-5.1%
\$200,000 - \$249,999	43	-35.8%
\$250,000 - \$299,999	48	-40.0%
\$300,000 - \$399,999	85	-49.1%
\$400,000 - \$599,999	72	-28.0%
\$600,000 - \$999,999	47	-26.6%
\$1,000,000 or more	26	8.3%



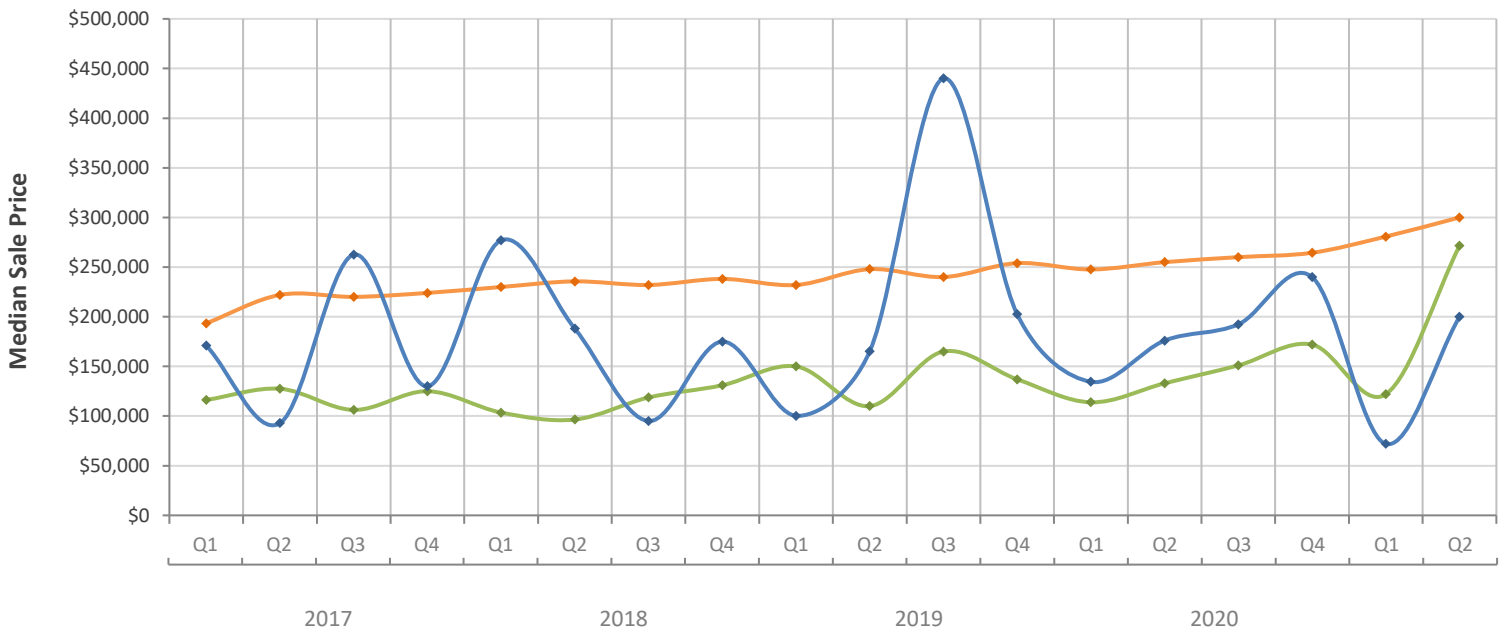
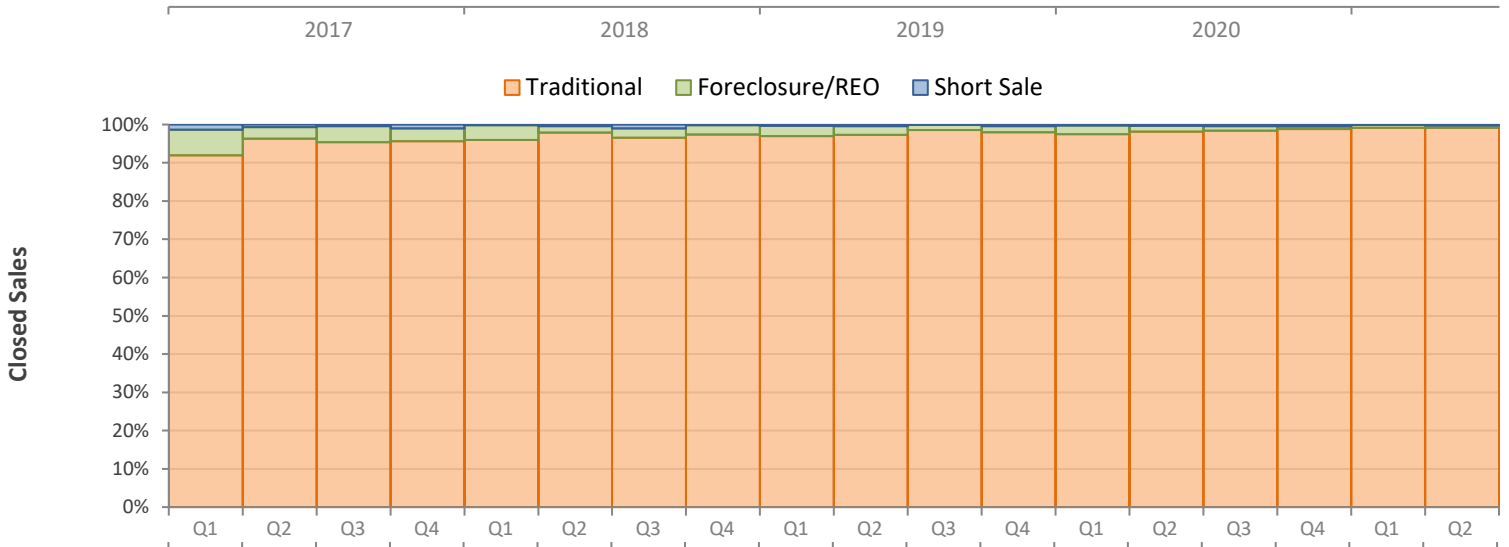
Quarterly Distressed Market - Q2 2021

Single-Family Homes

Alachua County



		Q2 2021	Q2 2020	Percent Change Year-over-Year
Traditional	Closed Sales	1,045	853	22.5%
	Median Sale Price	\$300,000	\$255,000	17.6%
Foreclosure/REO	Closed Sales	6	13	-53.8%
	Median Sale Price	\$271,500	\$133,000	104.1%
Short Sale	Closed Sales	3	3	0.0%
	Median Sale Price	\$200,000	\$176,000	13.6%



Quarterly Market Detail - Q2 2021

Townhouses and Condos

Alachua County



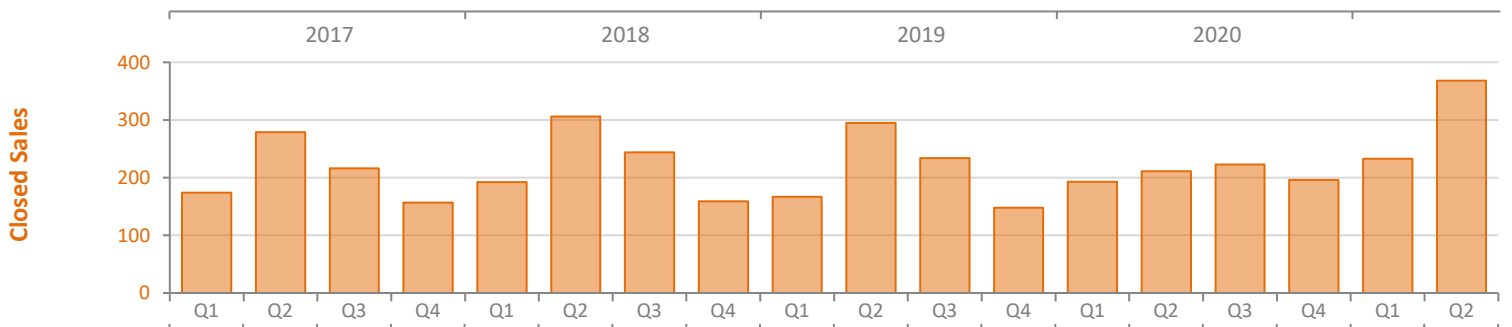
Summary Statistics	Q2 2021	Q2 2020	Percent Change Year-over-Year
Closed Sales	368	211	74.4%
Paid in Cash	173	96	80.2%
Median Sale Price	\$148,000	\$138,500	6.9%
Average Sale Price	\$158,695	\$142,959	11.0%
Dollar Volume	\$58.4 Million	\$30.2 Million	93.6%
Median Percent of Original List Price Received	99.3%	97.1%	2.3%
Median Time to Contract	11 Days	14 Days	-21.4%
Median Time to Sale	54 Days	58 Days	-6.9%
New Pending Sales	365	260	40.4%
New Listings	380	251	51.4%
Pending Inventory	167	117	42.7%
Inventory (Active Listings)	119	143	-16.8%
Months Supply of Inventory	1.4	2.2	-36.4%

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	601	48.8%
Q2 2021	368	74.4%
Q1 2021	233	20.7%
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%

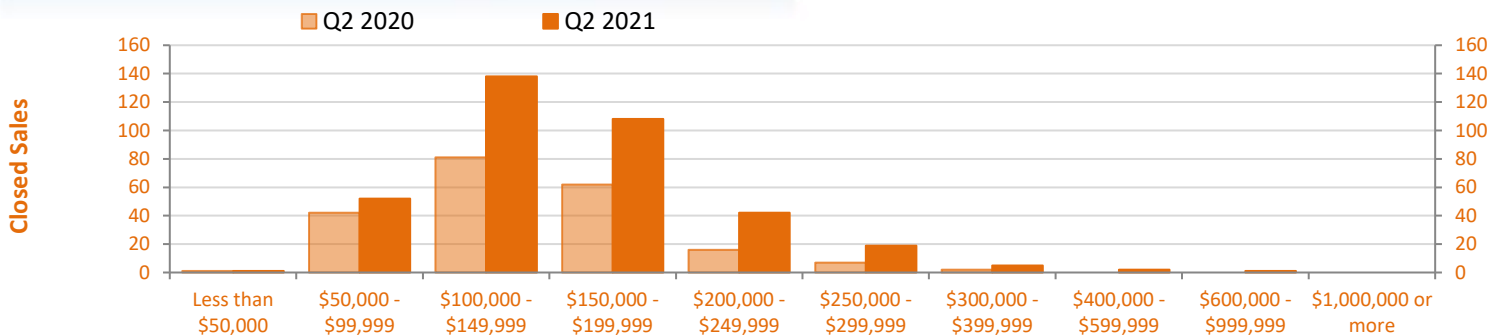


Closed Sales by Sale Price

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	0.0%
\$50,000 - \$99,999	52	23.8%
\$100,000 - \$149,999	138	70.4%
\$150,000 - \$199,999	108	74.2%
\$200,000 - \$249,999	42	162.5%
\$250,000 - \$299,999	19	171.4%
\$300,000 - \$399,999	5	150.0%
\$400,000 - \$599,999	2	N/A
\$600,000 - \$999,999	1	N/A
\$1,000,000 or more	0	N/A

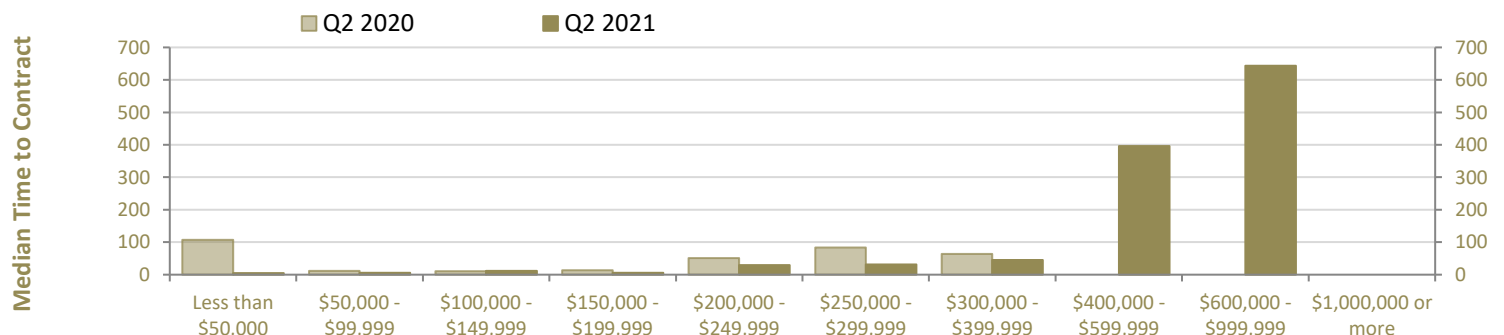


Median Time to Contract by Sale Price

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	5 Days	-95.3%
\$50,000 - \$99,999	6 Days	-50.0%
\$100,000 - \$149,999	12 Days	9.1%
\$150,000 - \$199,999	6 Days	-57.1%
\$200,000 - \$249,999	29 Days	-43.1%
\$250,000 - \$299,999	31 Days	-63.1%
\$300,000 - \$399,999	45 Days	-29.7%
\$400,000 - \$599,999	396 Days	N/A
\$600,000 - \$999,999	643 Days	N/A
\$1,000,000 or more	(No Sales)	N/A

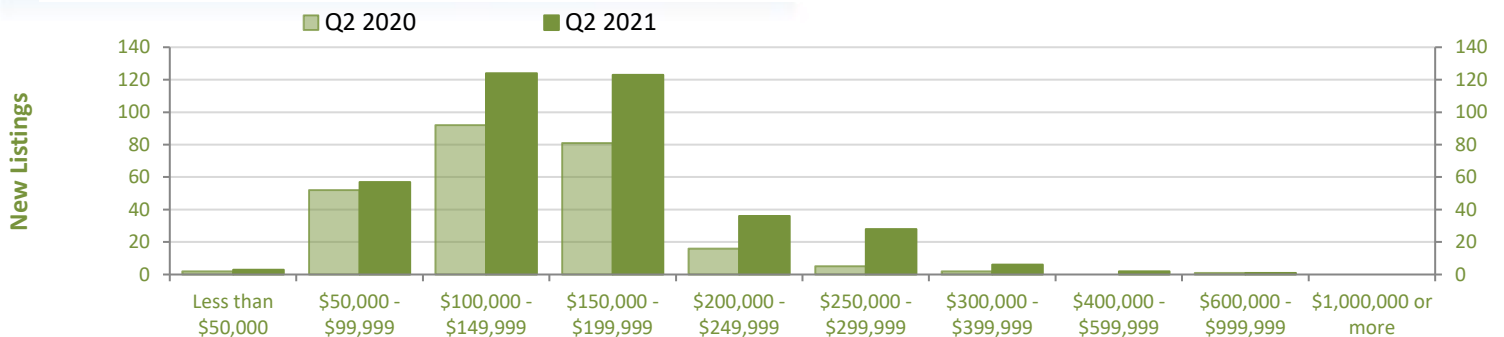


New Listings by Initial Listing Price

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	50.0%
\$50,000 - \$99,999	57	9.6%
\$100,000 - \$149,999	124	34.8%
\$150,000 - \$199,999	123	51.9%
\$200,000 - \$249,999	36	125.0%
\$250,000 - \$299,999	28	460.0%
\$300,000 - \$399,999	6	200.0%
\$400,000 - \$599,999	2	N/A
\$600,000 - \$999,999	1	0.0%
\$1,000,000 or more	0	N/A

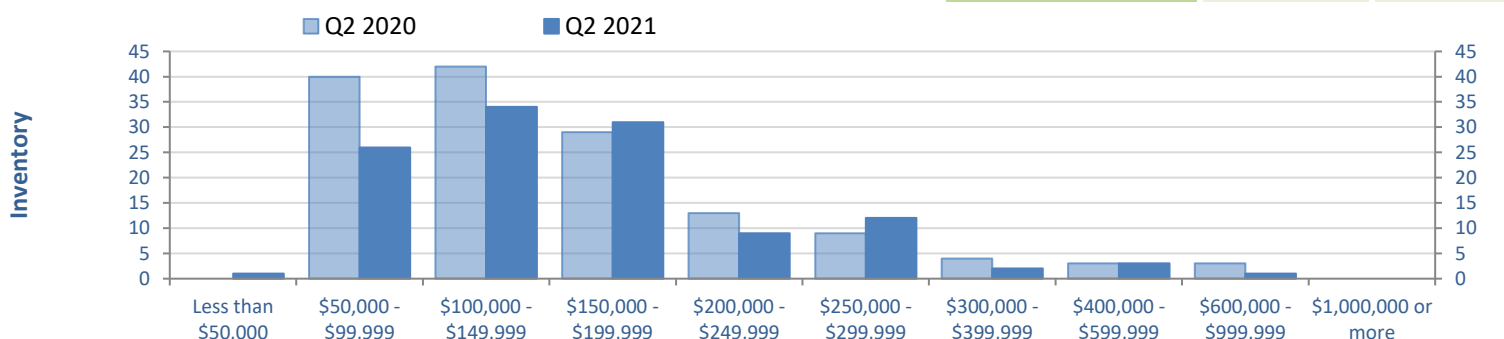


Inventory by Current Listing Price

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	1	N/A
\$50,000 - \$99,999	26	-35.0%
\$100,000 - \$149,999	34	-19.0%
\$150,000 - \$199,999	31	6.9%
\$200,000 - \$249,999	9	-30.8%
\$250,000 - \$299,999	12	33.3%
\$300,000 - \$399,999	2	-50.0%
\$400,000 - \$599,999	3	0.0%
\$600,000 - \$999,999	1	-66.7%
\$1,000,000 or more	0	N/A



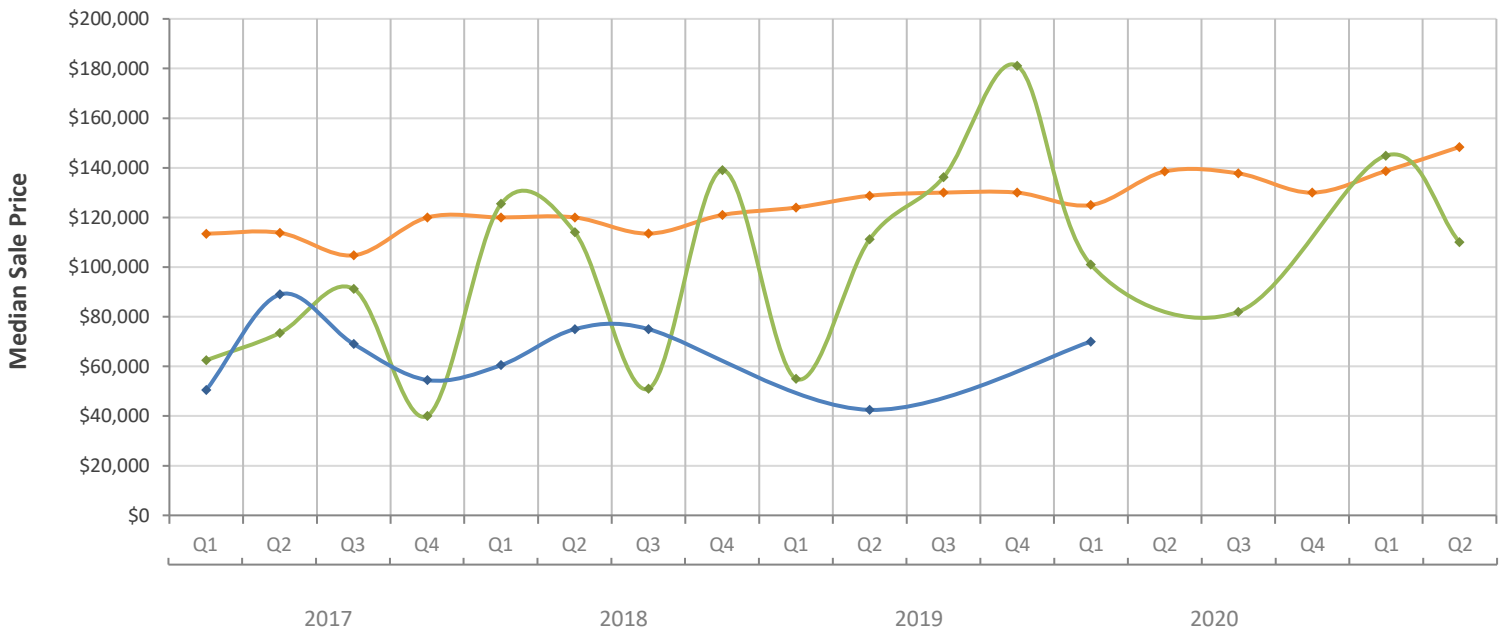
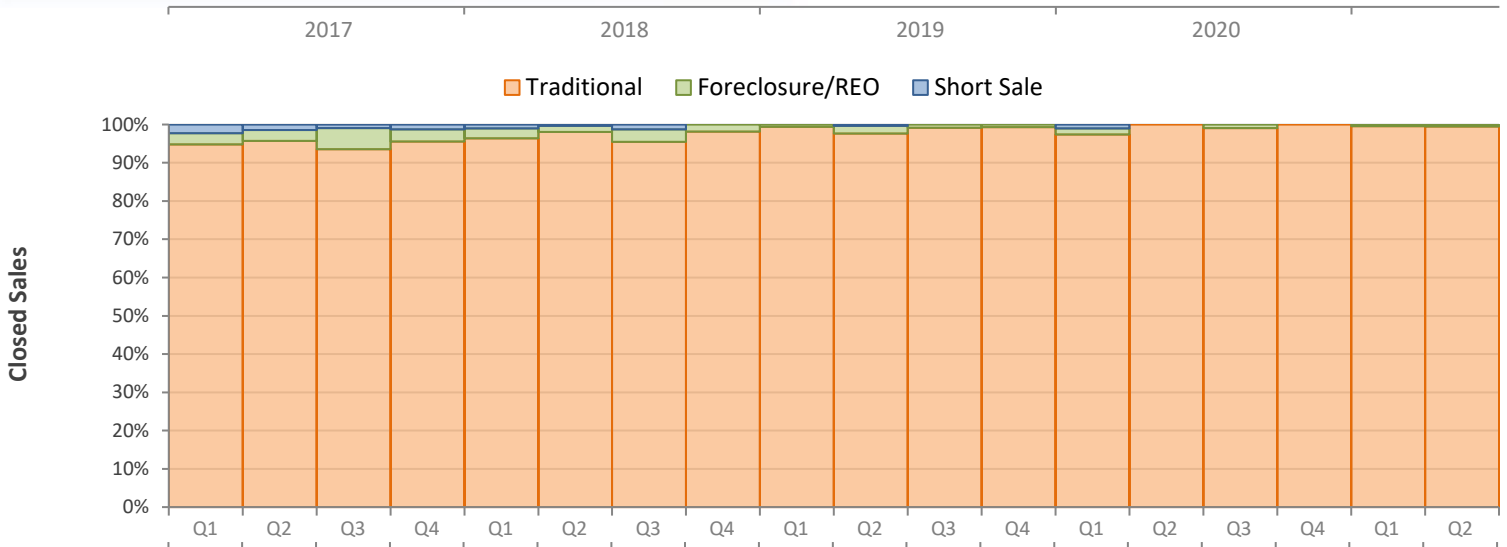
Quarterly Distressed Market - Q2 2021

Townhouses and Condos

Alachua County



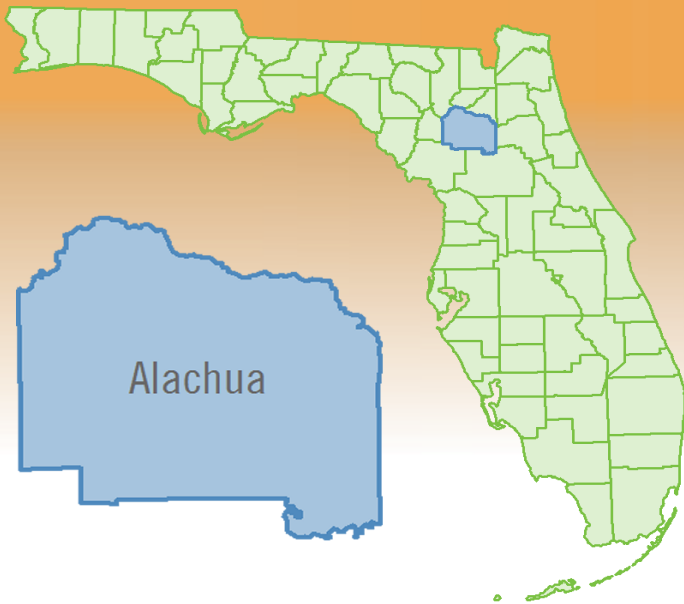
		Q2 2021	Q2 2020	Percent Change Year-over-Year
Traditional	Closed Sales	366	211	73.5%
	Median Sale Price	\$148,400	\$138,500	7.1%
Foreclosure/REO	Closed Sales	2	0	N/A
	Median Sale Price	\$110,050	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



Quarterly Market Detail - Q2 2021

Manufactured Homes

Alachua County



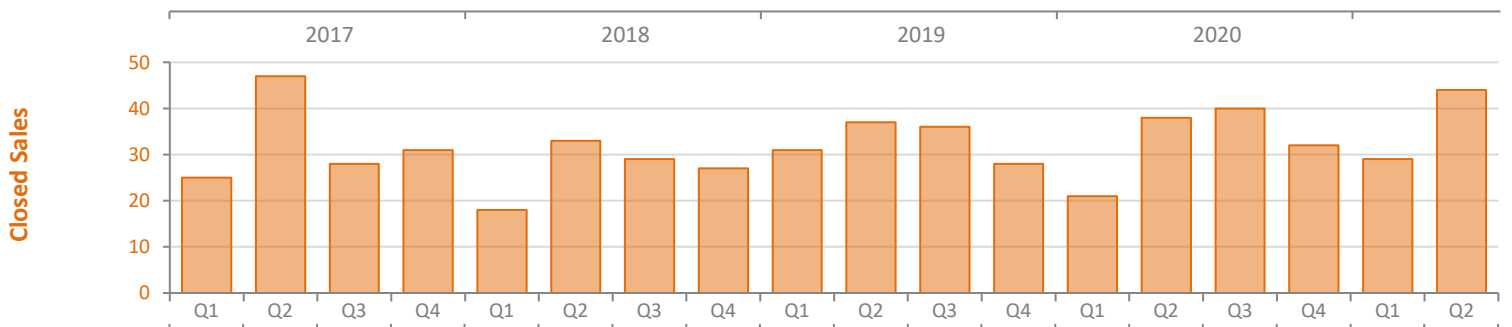
Summary Statistics	Q2 2021	Q2 2020	Percent Change Year-over-Year
Closed Sales	44	38	15.8%
Paid in Cash	18	20	-10.0%
Median Sale Price	\$138,300	\$140,250	-1.4%
Average Sale Price	\$151,665	\$131,345	15.5%
Dollar Volume	\$6.7 Million	\$5.0 Million	33.7%
Median Percent of Original List Price Received	96.0%	94.6%	1.5%
Median Time to Contract	16 Days	53 Days	-69.8%
Median Time to Sale	66 Days	103 Days	-35.9%
New Pending Sales	50	51	-2.0%
New Listings	55	40	37.5%
Pending Inventory	27	39	-30.8%
Inventory (Active Listings)	28	29	-3.4%
Months Supply of Inventory	2.3	2.8	-17.9%

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	73	23.7%
Q2 2021	44	15.8%
Q1 2021	29	38.1%
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%

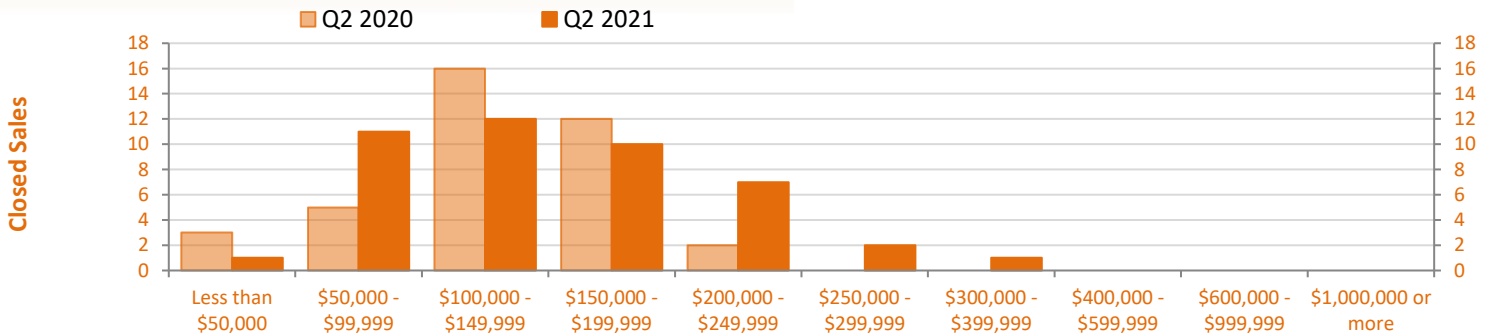


Closed Sales by Sale Price

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	-66.7%
\$50,000 - \$99,999	11	120.0%
\$100,000 - \$149,999	12	-25.0%
\$150,000 - \$199,999	10	-16.7%
\$200,000 - \$249,999	7	250.0%
\$250,000 - \$299,999	2	N/A
\$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

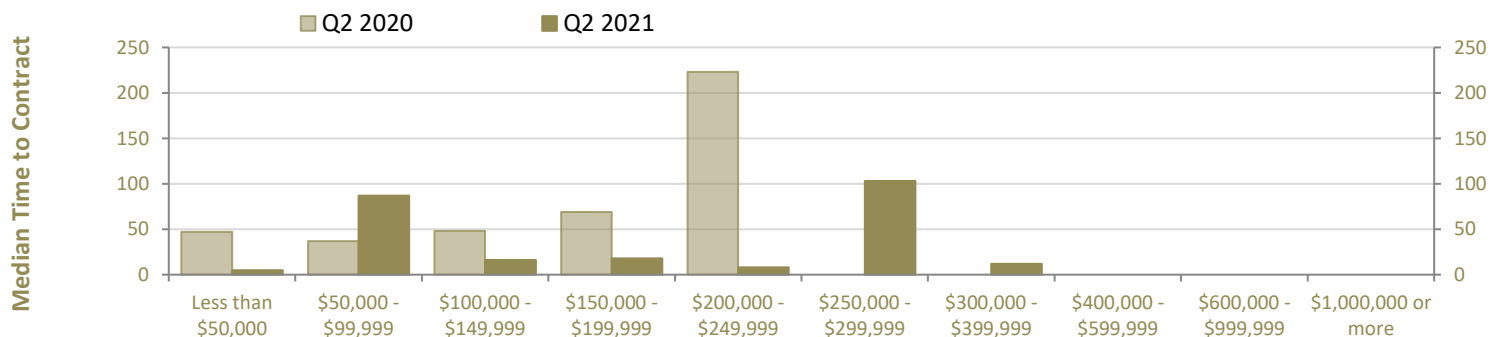


Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the 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	5 Days	-89.4%
\$50,000 - \$99,999	87 Days	135.1%
\$100,000 - \$149,999	16 Days	-66.7%
\$150,000 - \$199,999	18 Days	-73.9%
\$200,000 - \$249,999	8 Days	-96.4%
\$250,000 - \$299,999	103 Days	N/A
\$300,000 - \$399,999	12 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 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	2	100.0%
\$50,000 - \$99,999	10	0.0%
\$100,000 - \$149,999	19	46.2%
\$150,000 - \$199,999	10	11.1%
\$200,000 - \$249,999	6	0.0%
\$250,000 - \$299,999	5	N/A
\$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

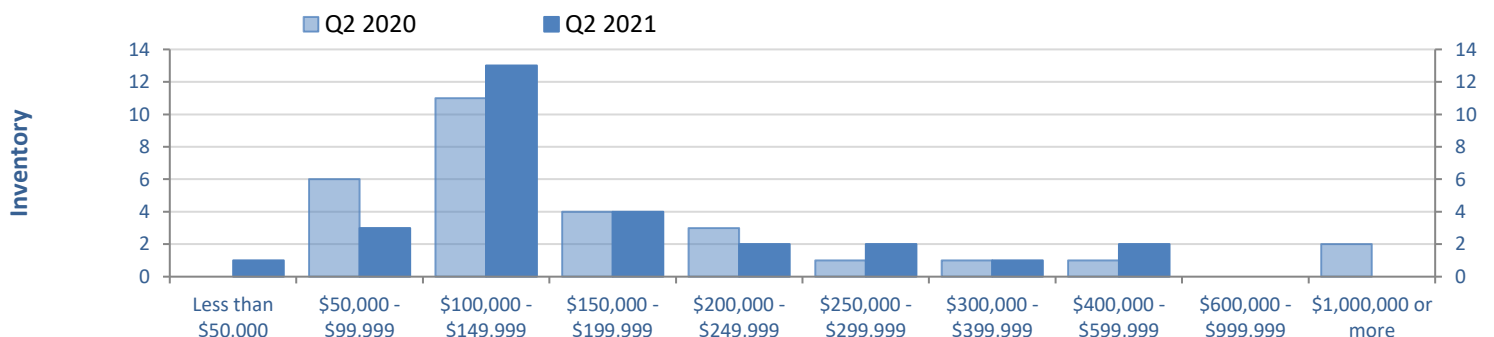


Inventory by Current Listing Price

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.

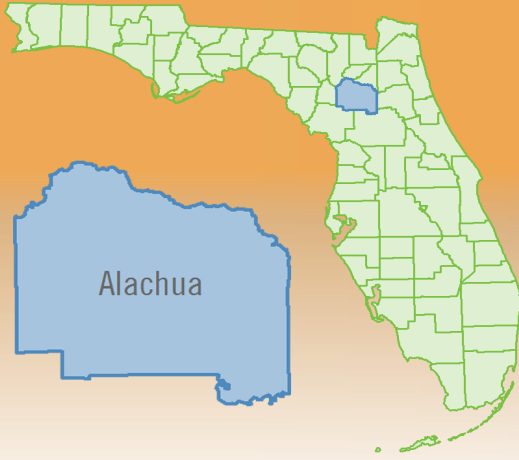
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	1	N/A
\$50,000 - \$99,999	3	-50.0%
\$100,000 - \$149,999	13	18.2%
\$150,000 - \$199,999	4	0.0%
\$200,000 - \$249,999	2	-33.3%
\$250,000 - \$299,999	2	100.0%
\$300,000 - \$399,999	1	0.0%
\$400,000 - \$599,999	2	100.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	-100.0%



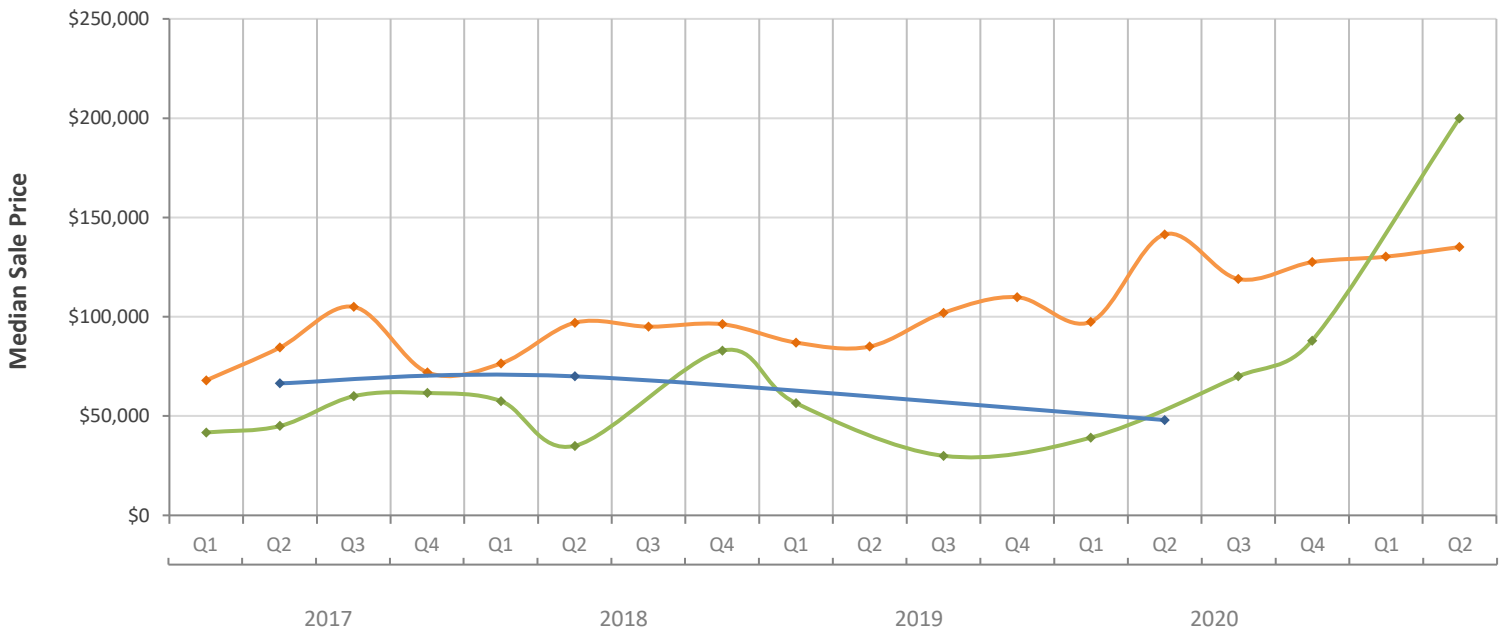
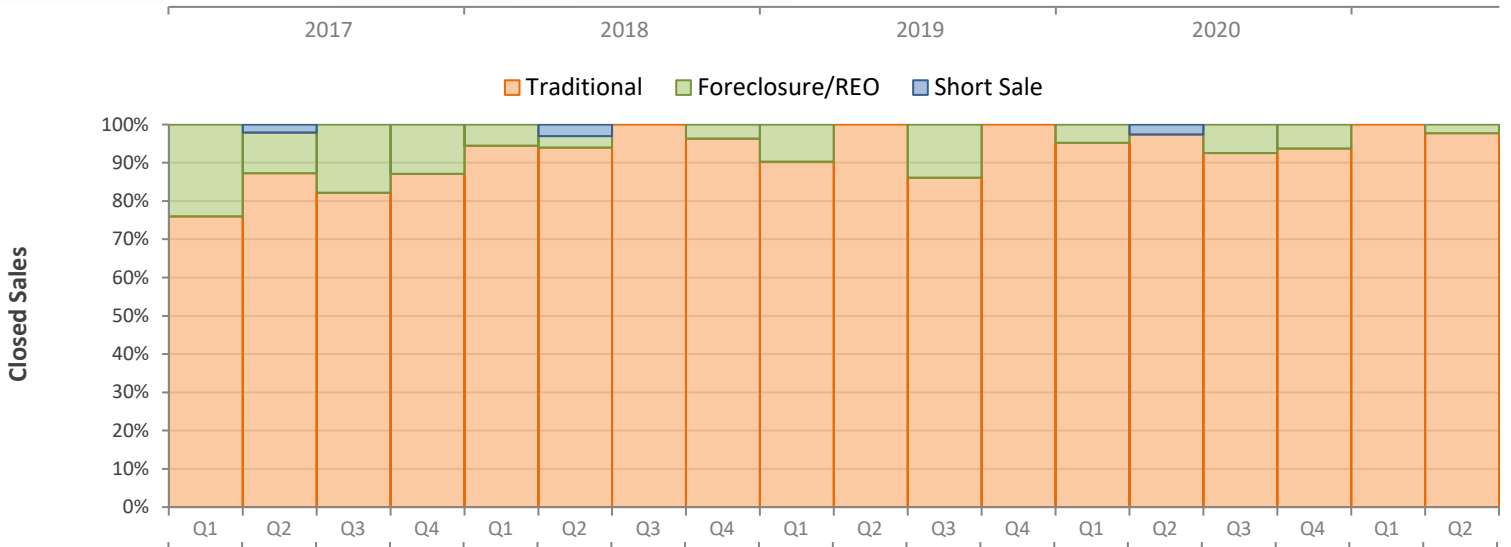
Quarterly Distressed Market - Q2 2021

Manufactured Homes

Alachua County



		Q2 2021	Q2 2020	Percent Change Year-over-Year
Traditional	Closed Sales	43	37	16.2%
	Median Sale Price	\$135,100	\$141,500	-4.5%
Foreclosure/REO	Closed Sales	1	0	N/A
	Median Sale Price	\$200,000	(No Sales)	N/A
Short Sale	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$48,000	N/A



Produced by Florida Realtors® with data provided by Florida's multiple listing services. Statistics for each month compiled from MLS feeds on the 15th day of the following month. Data released on Thursday, August 12, 2021. Next data release is Wednesday, November 10, 2021.