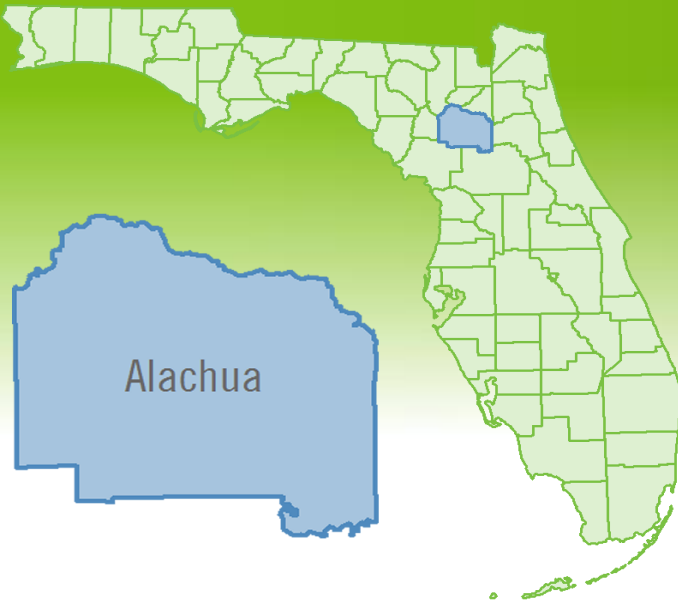


# Monthly Market Detail - August 2020

## Single Family Homes

### Alachua County



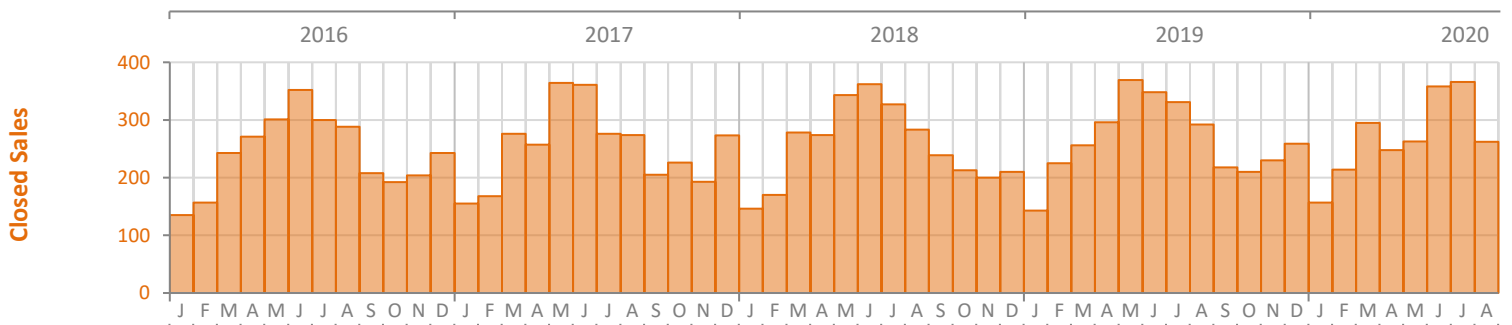
Summary Statistics	August 2020	August 2019	Percent Change Year-over-Year
Closed Sales	262	292	-10.3%
Paid in Cash	45	62	-27.4%
Median Sale Price	\$253,850	\$238,500	6.4%
Average Sale Price	\$285,464	\$270,604	5.5%
Dollar Volume	\$74.8 Million	\$79.0 Million	-5.3%
Median Percent of Original List Price Received	98.9%	96.9%	2.1%
Median Time to Contract	17 Days	37 Days	-54.1%
Median Time to Sale	65 Days	86 Days	-24.4%
New Pending Sales	298	248	20.2%
New Listings	283	263	7.6%
Pending Inventory	492	406	21.2%
Inventory (Active Listings)	553	807	-31.5%
Months Supply of Inventory	2.2	3.1	-29.0%

## Closed Sales

The number of sales transactions which closed during the month

**Economists' note:** Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Month	Closed Sales	Percent Change Year-over-Year
Year-to-Date	2,163	-4.3%
<b>August 2020</b>	<b>262</b>	<b>-10.3%</b>
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%
September 2019	218	-8.8%
August 2019	292	3.2%

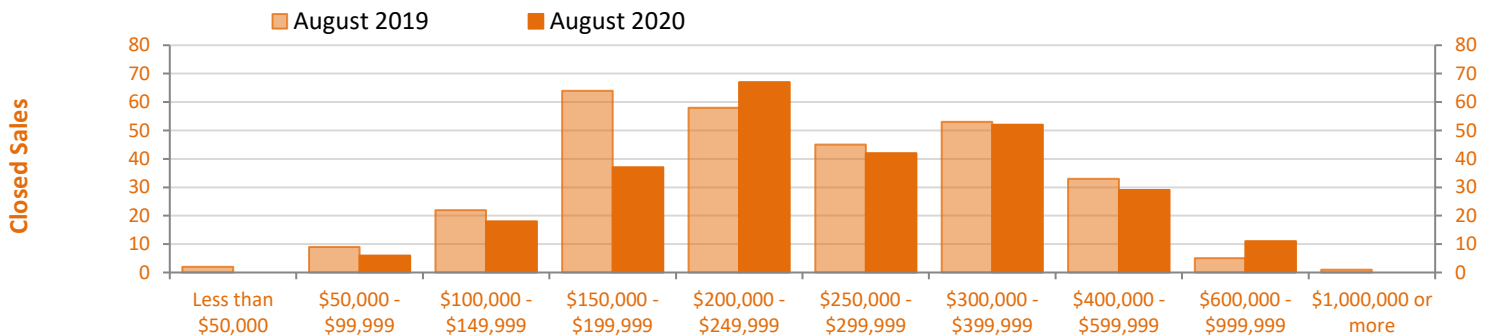


## Closed Sales by Sale Price

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	6	-33.3%
\$100,000 - \$149,999	18	-18.2%
\$150,000 - \$199,999	37	-42.2%
\$200,000 - \$249,999	67	15.5%
\$250,000 - \$299,999	42	-6.7%
\$300,000 - \$399,999	52	-1.9%
\$400,000 - \$599,999	29	-12.1%
\$600,000 - \$999,999	11	120.0%
\$1,000,000 or more	0	-100.0%

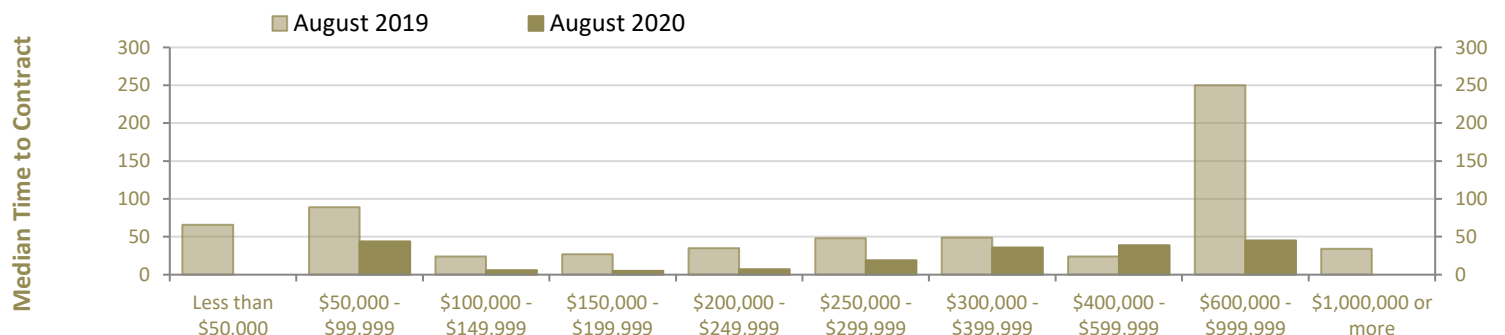


## Median Time to Contract by Sale Price

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	44 Days	-50.6%
\$100,000 - \$149,999	6 Days	-75.0%
\$150,000 - \$199,999	5 Days	-81.5%
\$200,000 - \$249,999	7 Days	-80.0%
\$250,000 - \$299,999	19 Days	-60.4%
\$300,000 - \$399,999	36 Days	-26.5%
\$400,000 - \$599,999	39 Days	62.5%
\$600,000 - \$999,999	45 Days	-82.0%
\$1,000,000 or more	(No Sales)	N/A

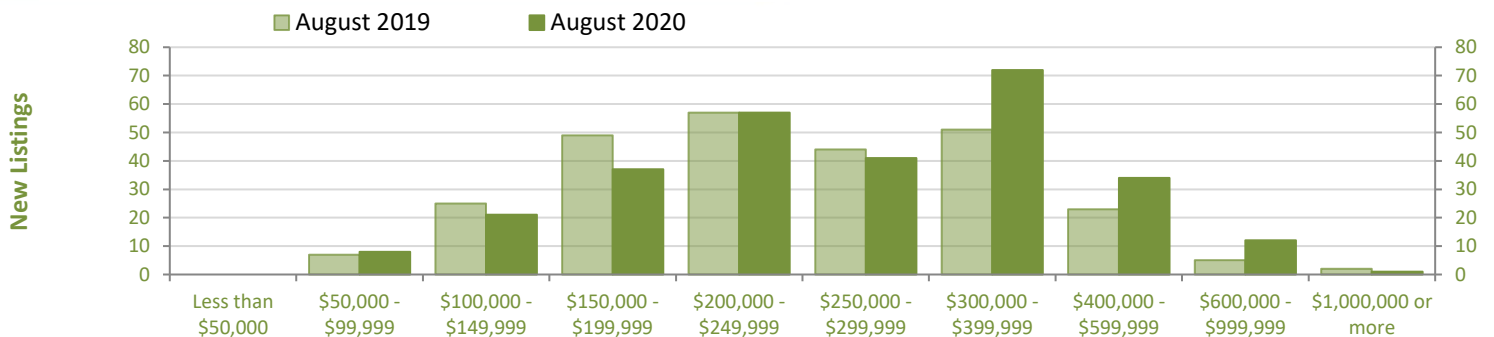


## New Listings by Initial Listing Price

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	N/A
\$50,000 - \$99,999	8	14.3%
\$100,000 - \$149,999	21	-16.0%
\$150,000 - \$199,999	37	-24.5%
\$200,000 - \$249,999	57	0.0%
\$250,000 - \$299,999	41	-6.8%
\$300,000 - \$399,999	72	41.2%
\$400,000 - \$599,999	34	47.8%
\$600,000 - \$999,999	12	140.0%
\$1,000,000 or more	1	-50.0%

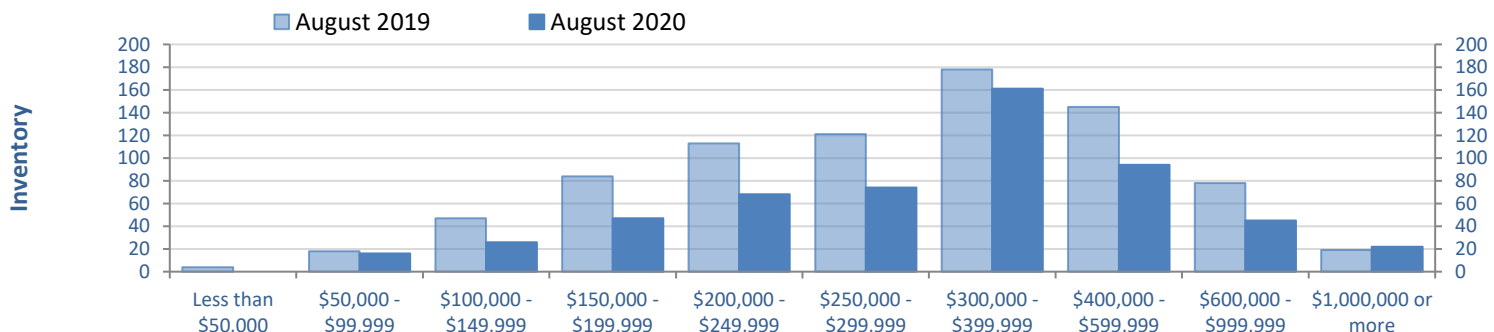


## Inventory by Current Listing Price

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	0	-100.0%
\$50,000 - \$99,999	16	-11.1%
\$100,000 - \$149,999	26	-44.7%
\$150,000 - \$199,999	47	-44.0%
\$200,000 - \$249,999	68	-39.8%
\$250,000 - \$299,999	74	-38.8%
\$300,000 - \$399,999	161	-9.6%
\$400,000 - \$599,999	94	-35.2%
\$600,000 - \$999,999	45	-42.3%
\$1,000,000 or more	22	15.8%



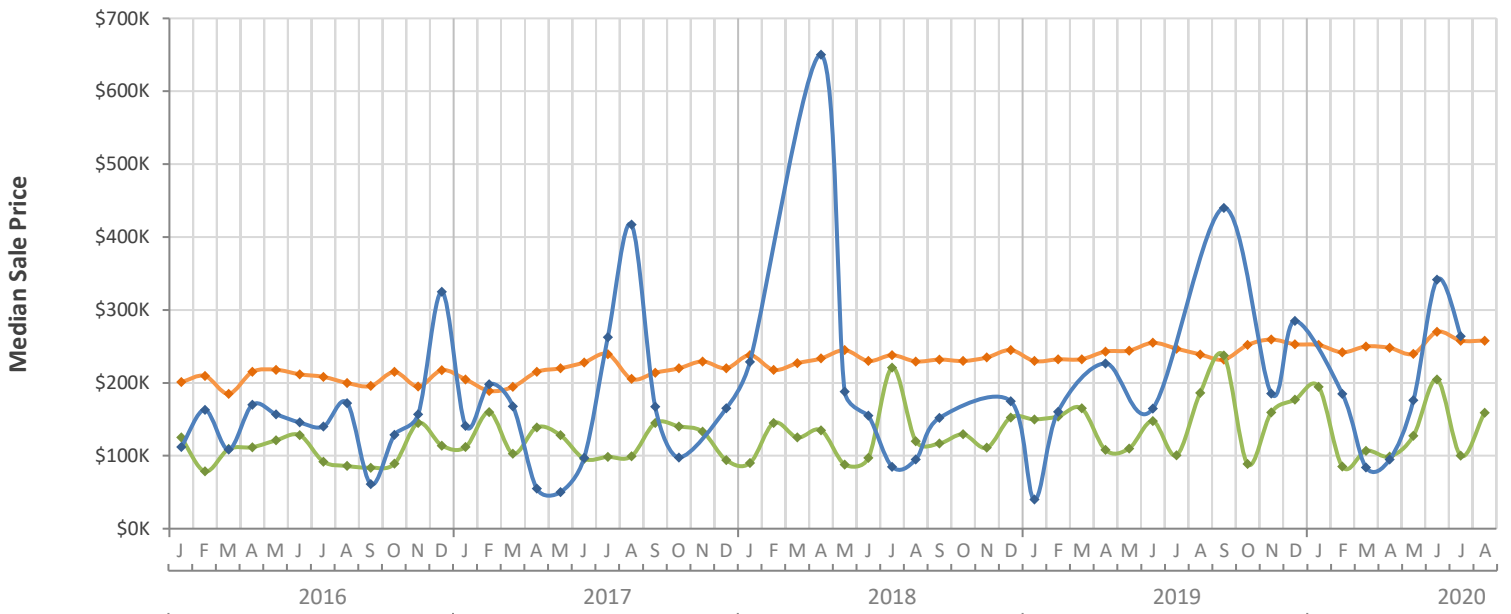
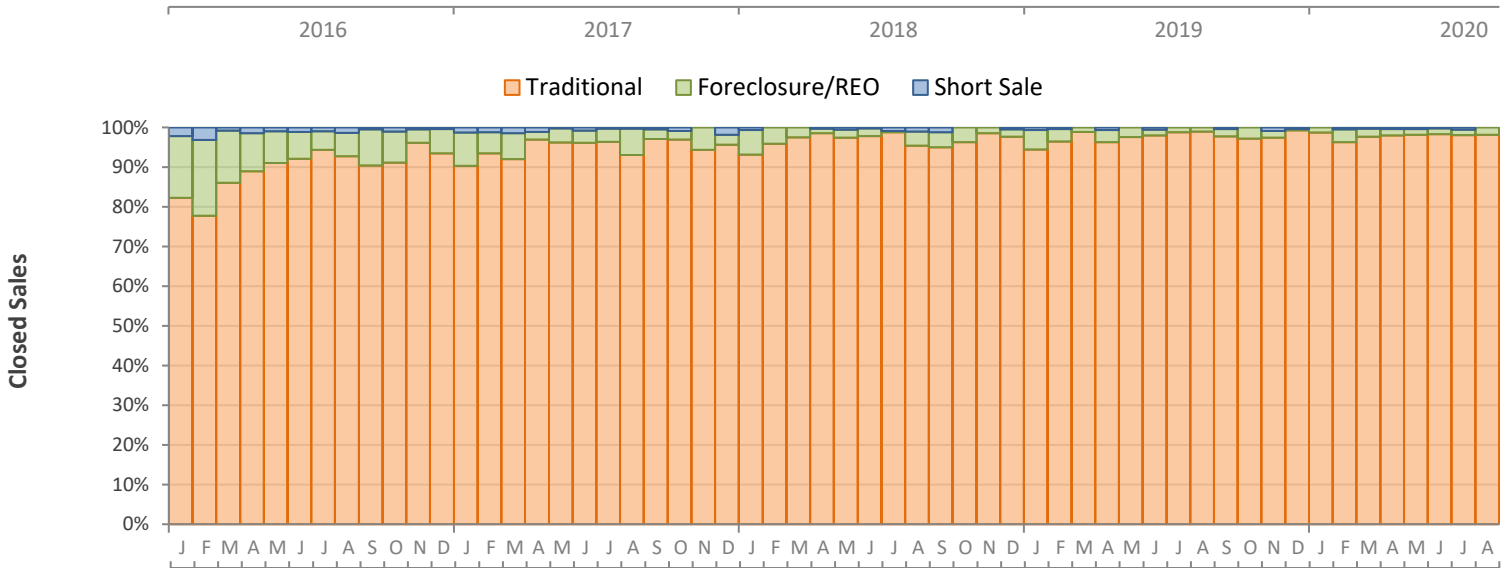
# Monthly Distressed Market - August 2020

## Single Family Homes

### Alachua County



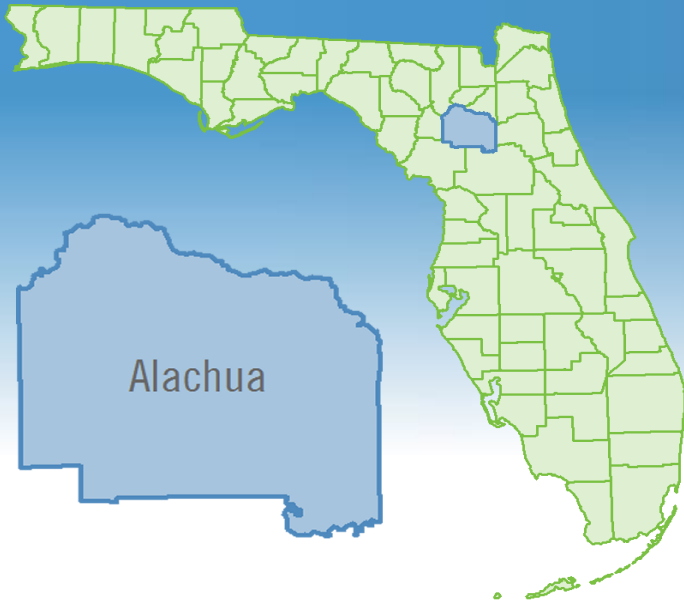
		August 2020	August 2019	Percent Change Year-over-Year
Traditional	Closed Sales	257	289	-11.1%
	Median Sale Price	\$258,000	\$239,000	7.9%
Foreclosure/REO	Closed Sales	5	3	66.7%
	Median Sale Price	\$159,000	\$186,300	-14.7%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



# Monthly Market Detail - August 2020

## Townhouses and Condos

### Alachua County



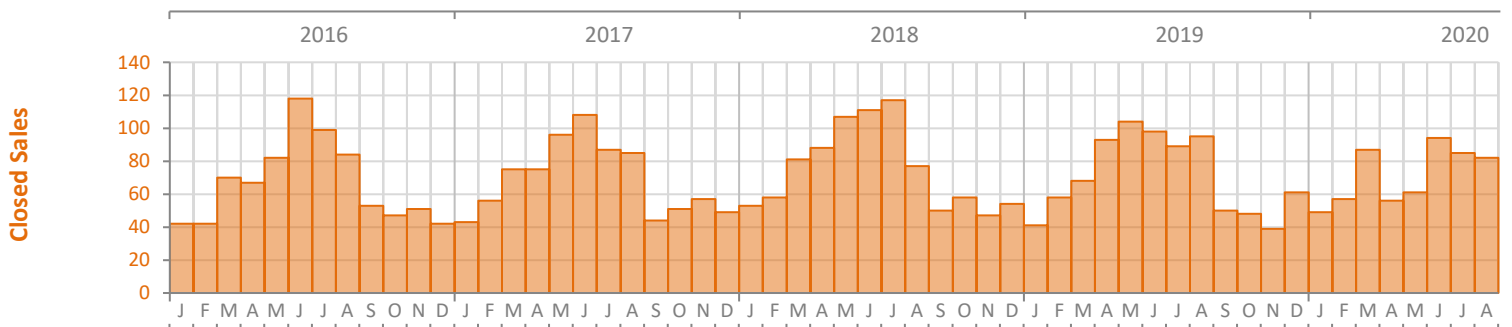
Summary Statistics	August 2020	August 2019	Percent Change Year-over-Year
Closed Sales	82	95	-13.7%
Paid in Cash	32	49	-34.7%
Median Sale Price	\$143,775	\$127,000	13.2%
Average Sale Price	\$144,210	\$139,790	3.2%
Dollar Volume	\$11.8 Million	\$13.3 Million	-11.0%
Median Percent of Original List Price Received	97.2%	97.4%	-0.2%
Median Time to Contract	12 Days	19 Days	-36.8%
Median Time to Sale	54 Days	61 Days	-11.5%
New Pending Sales	58	65	-10.8%
New Listings	77	63	22.2%
Pending Inventory	81	69	17.4%
Inventory (Active Listings)	178	106	67.9%
Months Supply of Inventory	2.8	1.5	86.7%

## 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	571	-11.6%
<b>August 2020</b>	<b>82</b>	<b>-13.7%</b>
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%
September 2019	50	0.0%
August 2019	95	23.4%



# Monthly Market Detail - August 2020

## Townhouses and Condos

### Alachua County

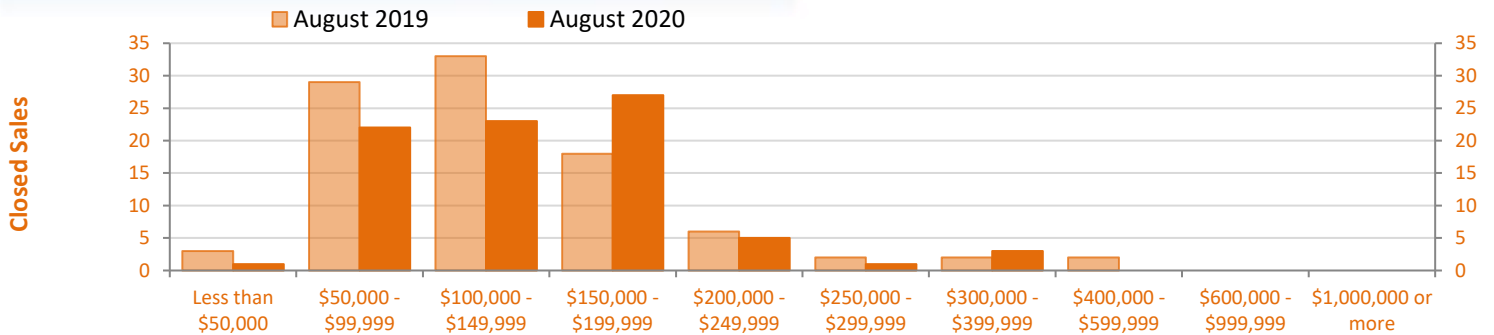


## Closed Sales by Sale Price

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	-66.7%
\$50,000 - \$99,999	22	-24.1%
\$100,000 - \$149,999	23	-30.3%
\$150,000 - \$199,999	27	50.0%
\$200,000 - \$249,999	5	-16.7%
\$250,000 - \$299,999	1	-50.0%
\$300,000 - \$399,999	3	50.0%
\$400,000 - \$599,999	0	-100.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

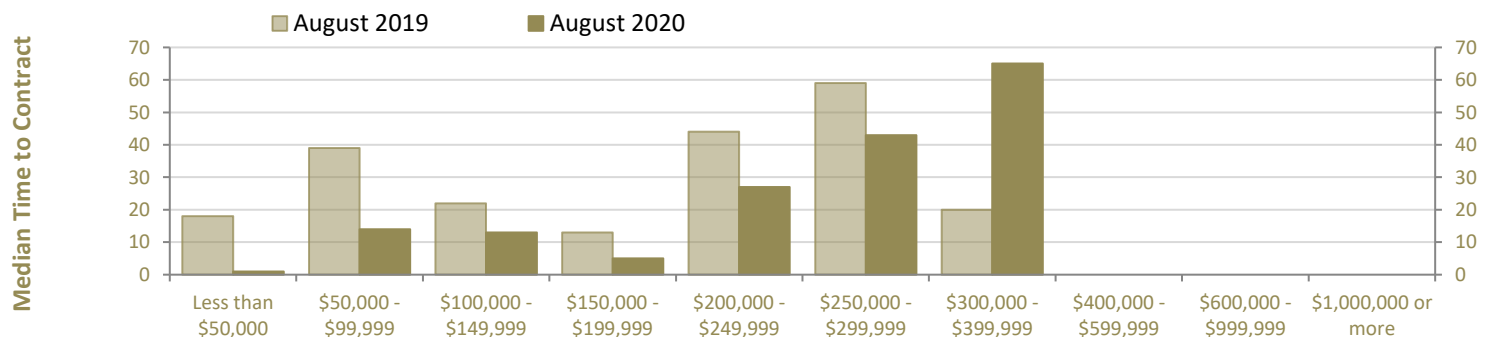


## Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the 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	1 Day	-94.4%
\$50,000 - \$99,999	14 Days	-64.1%
\$100,000 - \$149,999	13 Days	-40.9%
\$150,000 - \$199,999	5 Days	-61.5%
\$200,000 - \$249,999	27 Days	-38.6%
\$250,000 - \$299,999	43 Days	-27.1%
\$300,000 - \$399,999	65 Days	225.0%
\$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



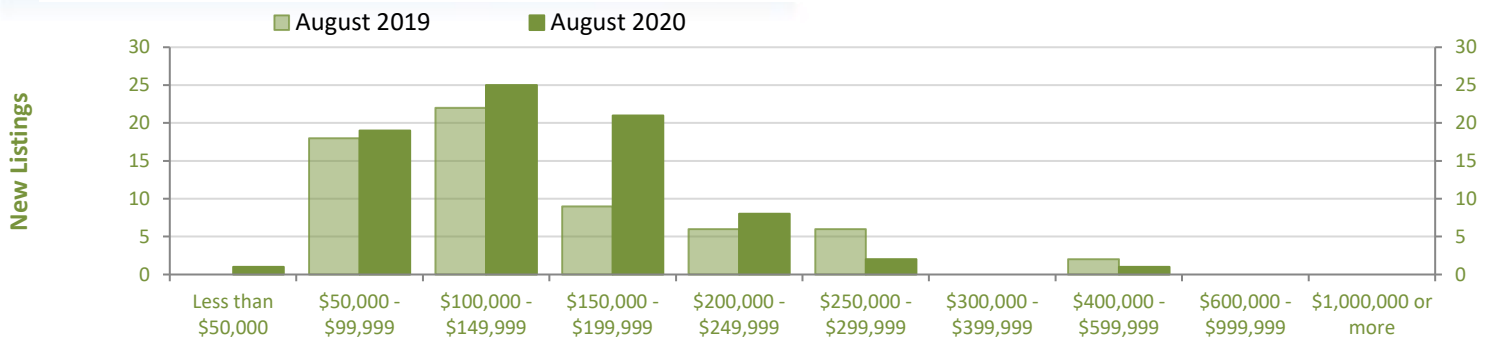


## New Listings by Initial Listing Price

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	19	5.6%
\$100,000 - \$149,999	25	13.6%
\$150,000 - \$199,999	21	133.3%
\$200,000 - \$249,999	8	33.3%
\$250,000 - \$299,999	2	-66.7%
\$300,000 - \$399,999	0	N/A
\$400,000 - \$599,999	1	-50.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

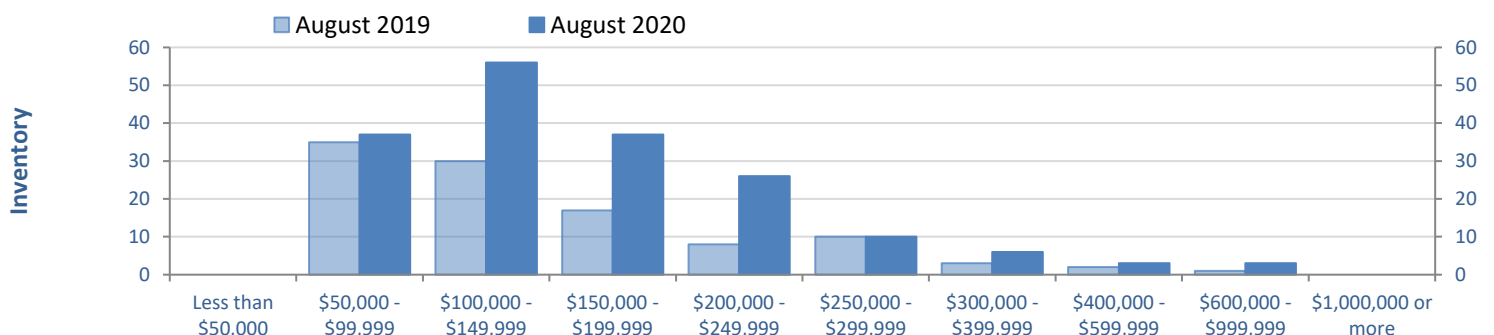


## Inventory by Current Listing Price

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	0	N/A
\$50,000 - \$99,999	37	5.7%
\$100,000 - \$149,999	56	86.7%
\$150,000 - \$199,999	37	117.6%
\$200,000 - \$249,999	26	225.0%
\$250,000 - \$299,999	10	0.0%
\$300,000 - \$399,999	6	100.0%
\$400,000 - \$599,999	3	50.0%
\$600,000 - \$999,999	3	200.0%
\$1,000,000 or more	0	N/A



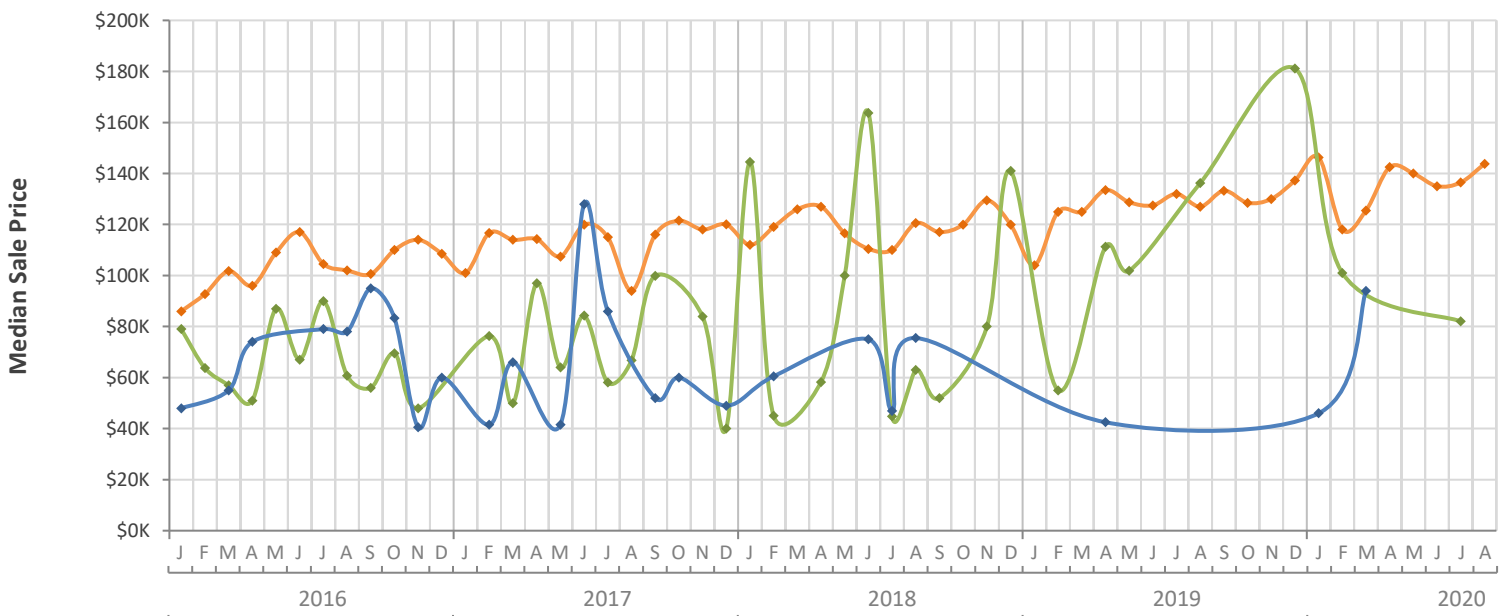
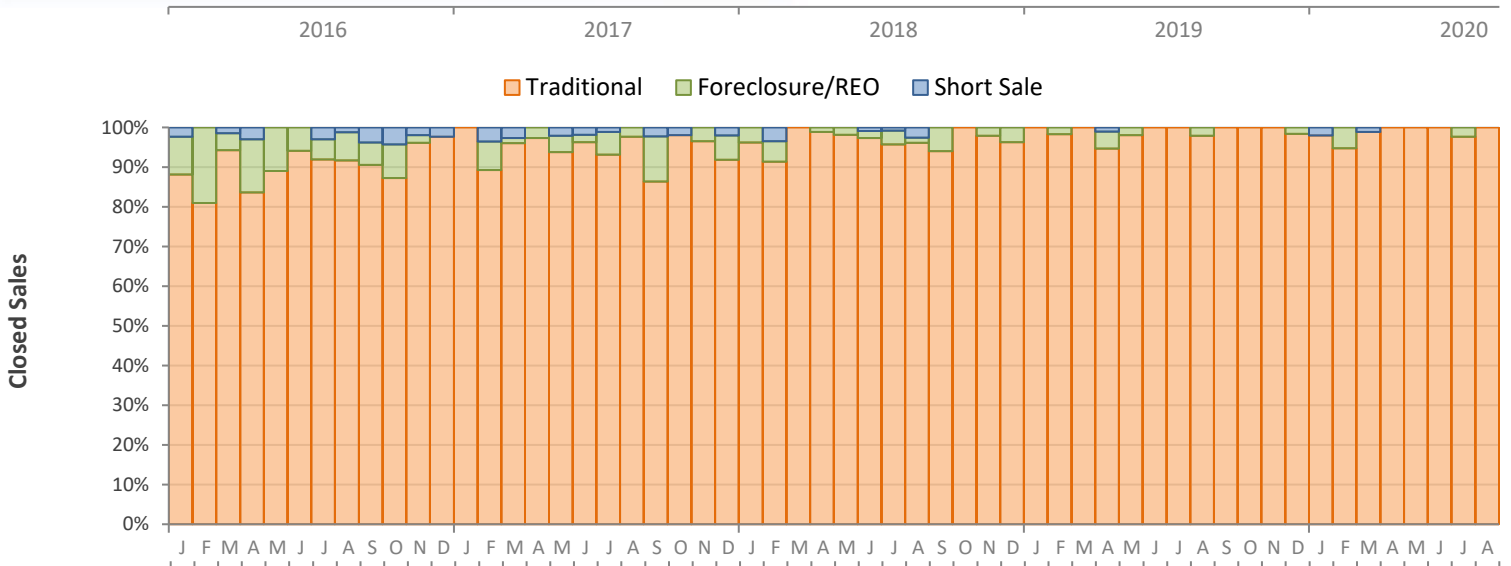
# Monthly Distressed Market - August 2020

## Townhouses and Condos

### Alachua County



		August 2020	August 2019	Percent Change Year-over-Year
Traditional	Closed Sales	82	93	-11.8%
	Median Sale Price	\$143,775	\$127,000	13.2%
Foreclosure/REO	Closed Sales	0	2	-100.0%
	Median Sale Price	(No Sales)	\$136,200	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

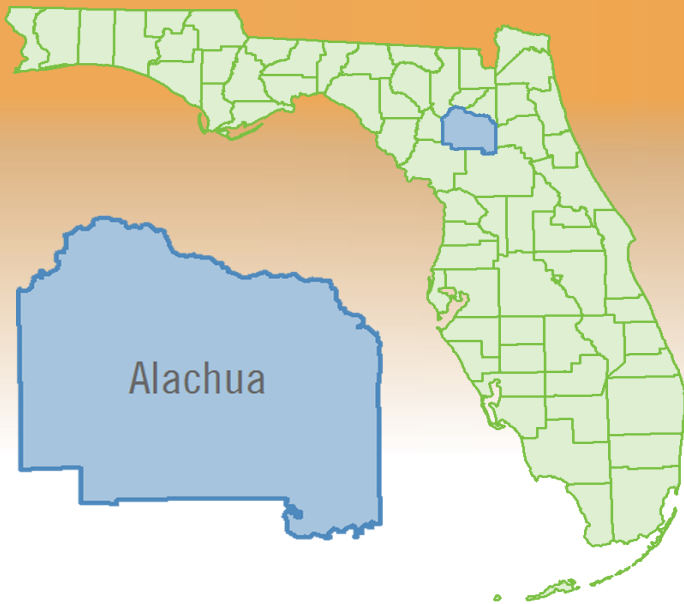




# Monthly Market Detail - August 2020

## Manufactured Homes

### Alachua County



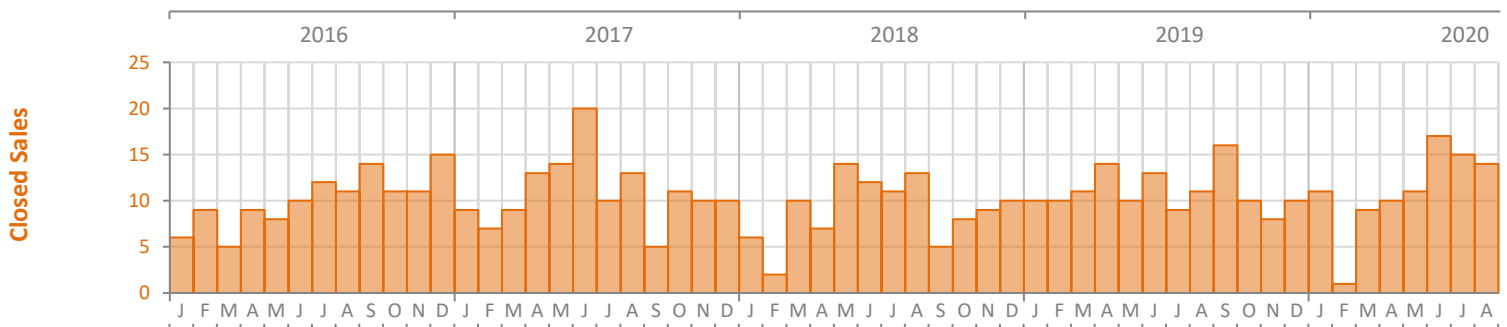
Summary Statistics	August 2020	August 2019	Percent Change Year-over-Year
Closed Sales	14	11	27.3%
Paid in Cash	6	5	20.0%
Median Sale Price	\$111,118	\$95,000	17.0%
Average Sale Price	\$118,017	\$101,773	16.0%
Dollar Volume	\$1.7 Million	\$1.1 Million	47.6%
Median Percent of Original List Price Received	93.1%	98.0%	-5.0%
Median Time to Contract	26 Days	65 Days	-60.0%
Median Time to Sale	76 Days	150 Days	-49.3%
New Pending Sales	10	15	-33.3%
New Listings	8	19	-57.9%
Pending Inventory	30	25	20.0%
Inventory (Active Listings)	23	54	-57.4%
Months Supply of Inventory	2.1	5.4	-61.1%

## 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	88	0.0%
<b>August 2020</b>	<b>14</b>	<b>27.3%</b>
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%
September 2019	16	220.0%
August 2019	11	-15.4%

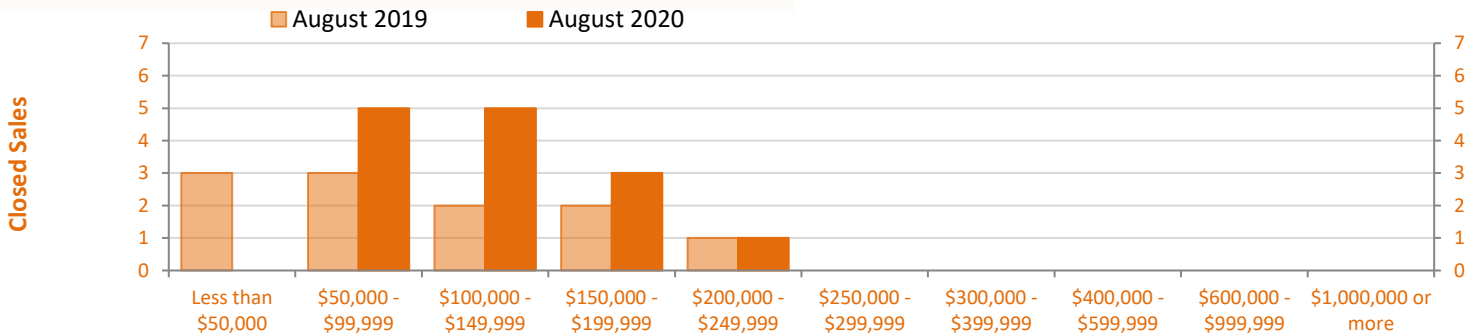


## Closed Sales by Sale Price

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	5	66.7%
\$100,000 - \$149,999	5	150.0%
\$150,000 - \$199,999	3	50.0%
\$200,000 - \$249,999	1	0.0%
\$250,000 - \$299,999	0	N/A
\$300,000 - \$399,999	0	N/A
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

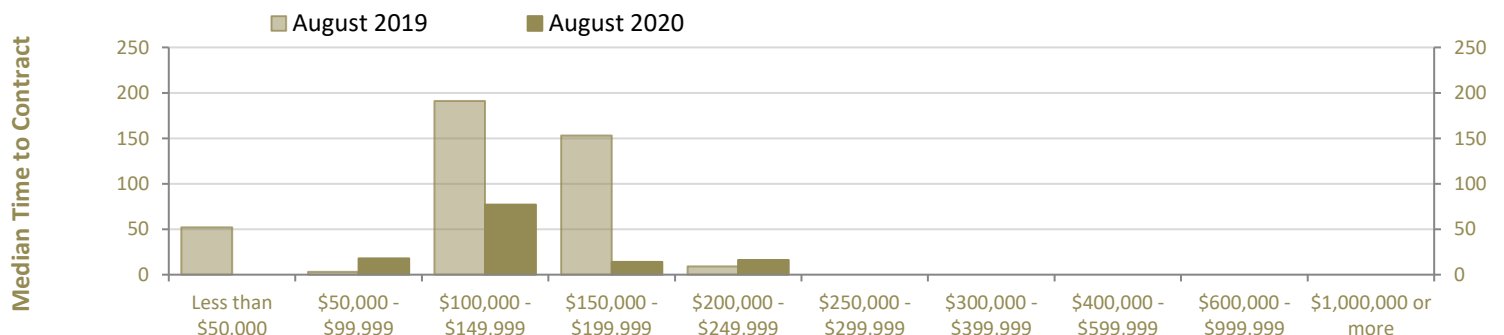


## Median Time to Contract by Sale Price

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

**Economists' note:** Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$50,000	(No Sales)	N/A
\$50,000 - \$99,999	18 Days	500.0%
\$100,000 - \$149,999	77 Days	-59.7%
\$150,000 - \$199,999	14 Days	-90.8%
\$200,000 - \$249,999	16 Days	77.8%
\$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

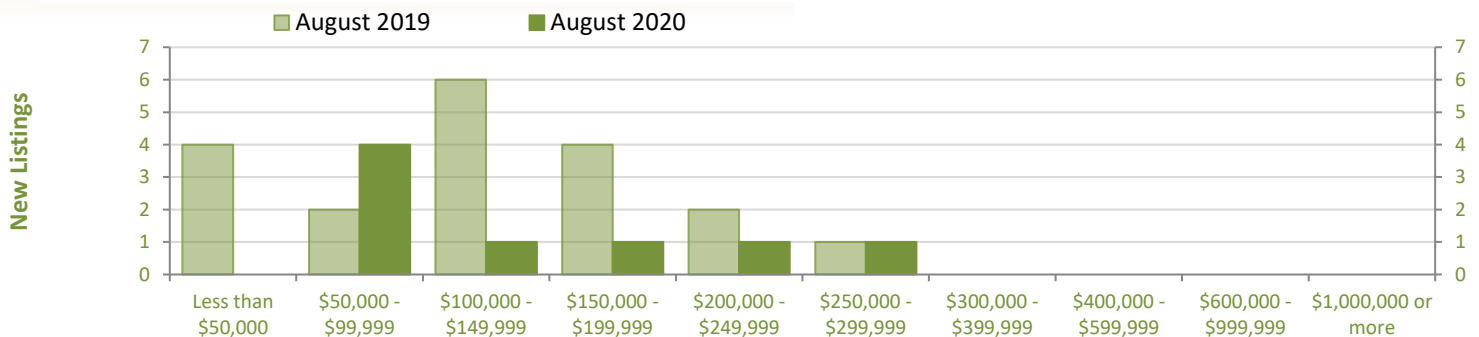


## New Listings by Initial Listing Price

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	0	-100.0%
\$50,000 - \$99,999	4	100.0%
\$100,000 - \$149,999	1	-83.3%
\$150,000 - \$199,999	1	-75.0%
\$200,000 - \$249,999	1	-50.0%
\$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

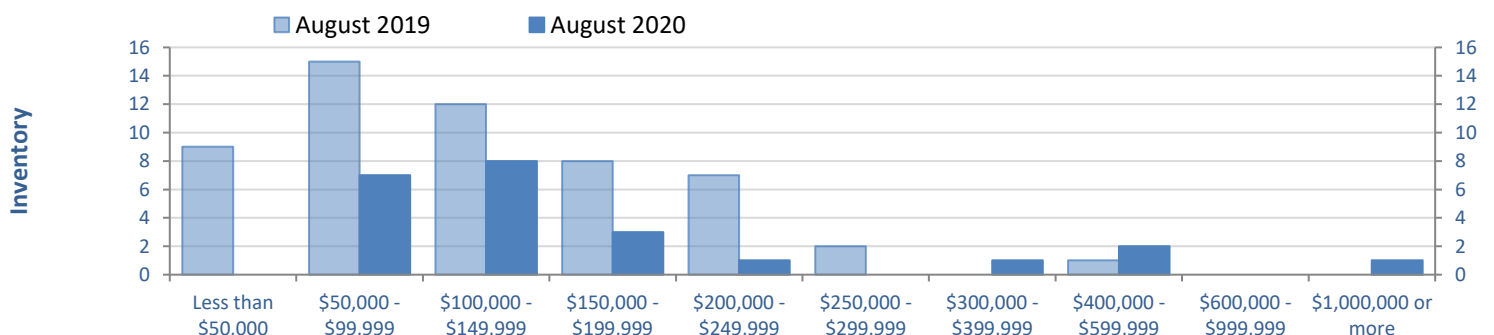


## Inventory by Current Listing Price

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.

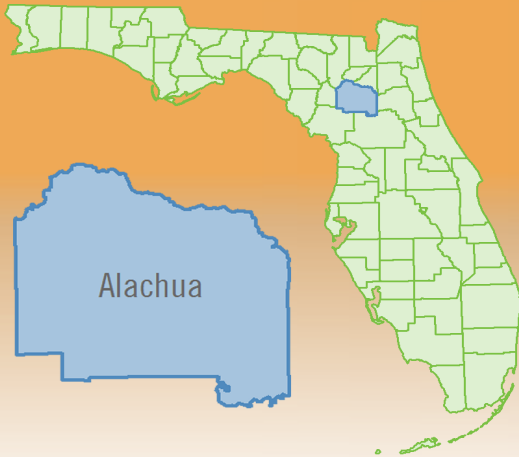
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	-100.0%
\$50,000 - \$99,999	7	-53.3%
\$100,000 - \$149,999	8	-33.3%
\$150,000 - \$199,999	3	-62.5%
\$200,000 - \$249,999	1	-85.7%
\$250,000 - \$299,999	0	-100.0%
\$300,000 - \$399,999	1	N/A
\$400,000 - \$599,999	2	100.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	1	N/A



# Monthly Distressed Market - August 2020

## Manufactured Homes

### Alachua County



		August 2020	August 2019	Percent Change Year-over-Year
Traditional	Closed Sales	13	9	44.4%
	Median Sale Price	\$115,000	\$110,000	4.5%
Foreclosure/REO	Closed Sales	1	2	-50.0%
	Median Sale Price	\$107,235	\$28,500	276.3%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

