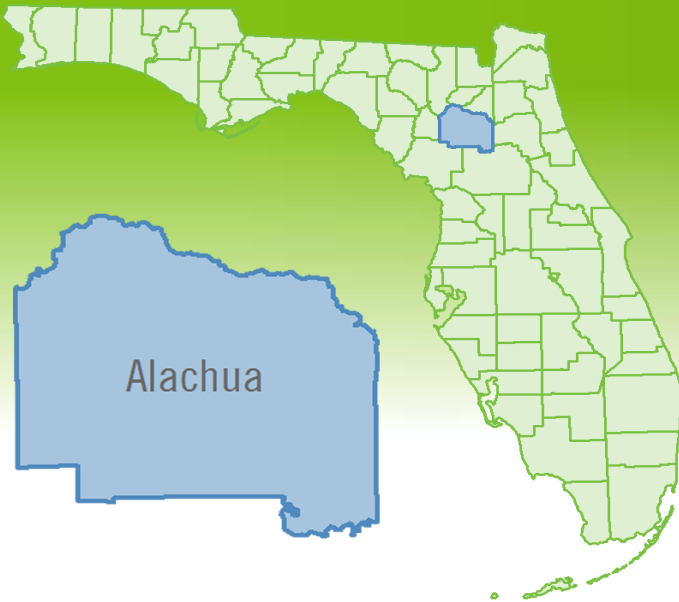


Monthly Market Detail - March 2025

Single-Family Homes

Alachua County



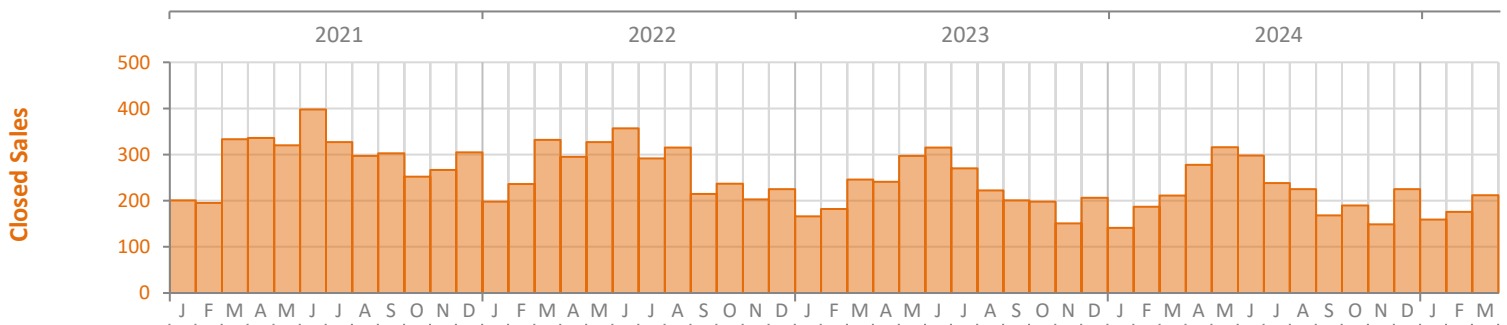
Summary Statistics	March 2025	March 2024	Percent Change Year-over-Year
Closed Sales	212	211	0.5%
Paid in Cash	69	59	16.9%
Median Sale Price	\$347,500	\$356,250	-2.5%
Average Sale Price	\$403,353	\$395,151	2.1%
Dollar Volume	\$85.5 Million	\$83.4 Million	2.6%
Median Percent of Original List Price Received	97.2%	97.6%	-0.4%
Median Time to Contract	45 Days	36 Days	25.0%
Median Time to Sale	95 Days	78 Days	21.8%
New Pending Sales	313	293	6.8%
New Listings	366	341	7.3%
Pending Inventory	380	399	-4.8%
Inventory (Active Listings)	844	689	22.5%
Months Supply of Inventory	3.8	3.1	22.6%

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	547	1.5%
March 2025	212	0.5%
February 2025	176	-5.9%
January 2025	159	12.8%
December 2024	225	9.2%
November 2024	149	-1.3%
October 2024	190	-4.0%
September 2024	168	-16.4%
August 2024	225	1.4%
July 2024	238	-11.9%
June 2024	298	-5.4%
May 2024	316	6.4%
April 2024	278	15.4%
March 2024	211	-14.2%



Monthly Market Detail - March 2025

Single-Family Homes

Alachua County

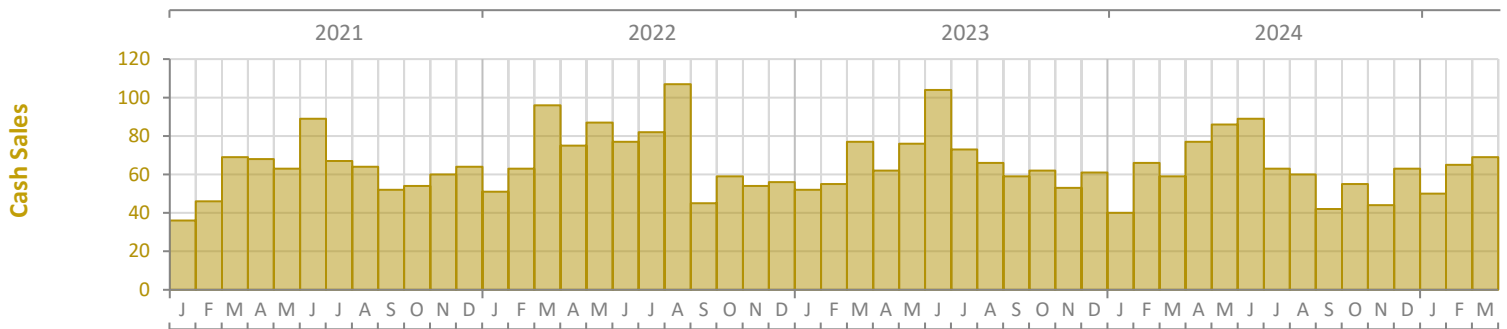


Cash Sales

The number of Closed Sales during the month in which buyers exclusively paid in cash

Economists' note: Cash Sales can be a useful indicator of the extent to which investors are participating in the market. Why? Investors are far more likely to have the funds to purchase a home available up front, whereas the typical homebuyer requires a mortgage or some other form of financing. There are, of course, many possible exceptions, so this statistic should be interpreted with care.

Month	Cash Sales	Percent Change Year-over-Year
Year-to-Date	184	11.5%
March 2025	69	16.9%
February 2025	65	-1.5%
January 2025	50	25.0%
December 2024	63	3.3%
November 2024	44	-17.0%
October 2024	55	-11.3%
September 2024	42	-28.8%
August 2024	60	-9.1%
July 2024	63	-13.7%
June 2024	89	-14.4%
May 2024	86	13.2%
April 2024	77	24.2%
March 2024	59	-23.4%

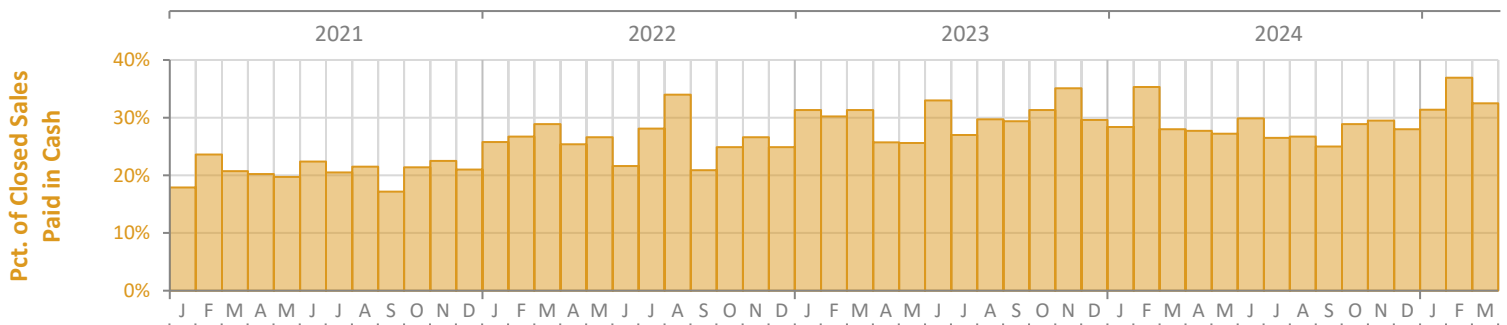


Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the month which were Cash Sales

Economists' note: This statistic is simply another way of viewing Cash Sales. The remaining percentages of Closed Sales (i.e. those not paid fully in cash) each month involved some sort of financing, such as mortgages, owner/seller financing, assumed loans, etc.

Month	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Year-to-Date	33.6%	9.8%
March 2025	32.5%	16.1%
February 2025	36.9%	4.5%
January 2025	31.4%	10.6%
December 2024	28.0%	-5.4%
November 2024	29.5%	-16.0%
October 2024	28.9%	-7.7%
September 2024	25.0%	-15.0%
August 2024	26.7%	-10.1%
July 2024	26.5%	-1.9%
June 2024	29.9%	-9.4%
May 2024	27.2%	6.3%
April 2024	27.7%	7.8%
March 2024	28.0%	-10.5%



Monthly Market Detail - March 2025

Single-Family Homes

Alachua County

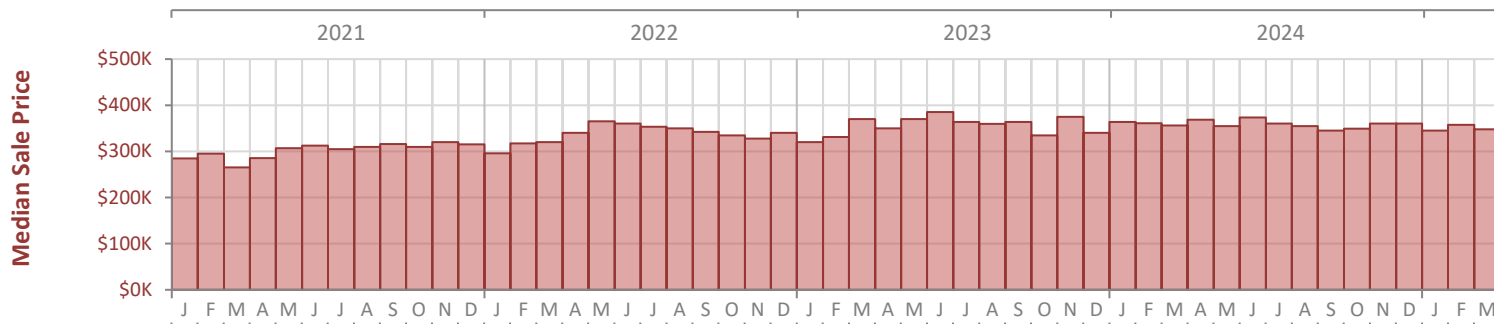


Median Sale Price

The median sale price reported for the month (i.e. 50% of sales were above and 50% of sales were below)

Economists' note: Median Sale Price is our preferred summary statistic for price activity because, unlike Average Sale Price, Median Sale Price is not sensitive to high sale prices for small numbers of homes that may not be characteristic of the market area. Keep in mind that median price trends over time are not always solely caused by changes in the general value of local real estate. Median sale price only reflects the values of the homes that *sold* each month, and the mix of the types of homes that sell can change over time.

Month	Median Sale Price	Percent Change Year-over-Year
Year-to-Date	\$350,000	-2.8%
March 2025	\$347,500	-2.5%
February 2025	\$357,750	-0.9%
January 2025	\$345,000	-5.2%
December 2024	\$360,000	5.9%
November 2024	\$360,000	-4.0%
October 2024	\$349,500	4.3%
September 2024	\$345,000	-5.2%
August 2024	\$355,000	-1.4%
July 2024	\$359,995	-1.0%
June 2024	\$373,240	-3.1%
May 2024	\$354,700	-4.1%
April 2024	\$368,495	5.3%
March 2024	\$356,250	-3.7%

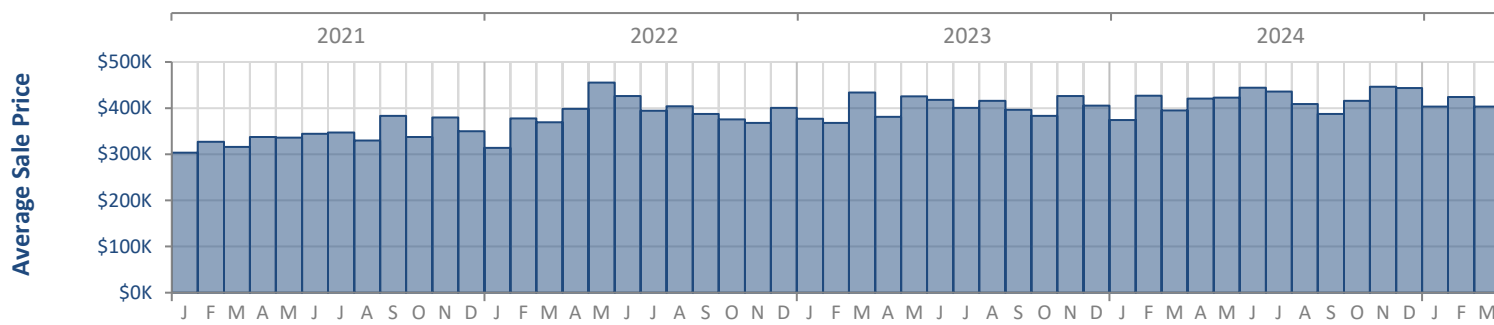


Average Sale Price

The average sale price reported for the month (i.e. total sales in dollars divided by the number of sales)

Economists' note: Usually, we prefer Median Sale Price over Average Sale Price as a summary statistic for home prices. However, Average Sale Price does have its uses—particularly when it is analyzed alongside the Median Sale Price. For one, the relative difference between the two statistics can provide some insight into the market for higher-end homes in an area.

Month	Average Sale Price	Percent Change Year-over-Year
Year-to-Date	\$409,866	2.3%
March 2025	\$403,353	2.1%
February 2025	\$423,812	-0.7%
January 2025	\$403,112	7.7%
December 2024	\$443,637	9.5%
November 2024	\$446,381	4.7%
October 2024	\$416,103	8.5%
September 2024	\$387,663	-2.2%
August 2024	\$408,630	-1.8%
July 2024	\$435,810	8.8%
June 2024	\$444,365	6.3%
May 2024	\$422,999	-0.5%
April 2024	\$420,781	10.4%
March 2024	\$395,151	-8.9%



Monthly Market Detail - March 2025

Single-Family Homes

Alachua County

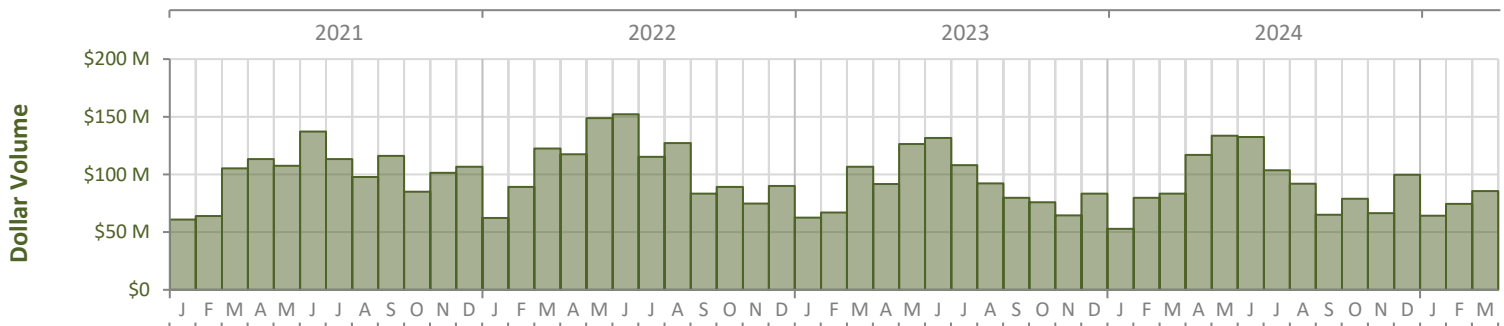


Dollar Volume

The sum of the sale prices for all sales which closed during the month

Economists' note: Dollar Volume is simply the sum of all sale prices in a given time period, and can quickly be calculated by multiplying Closed Sales by Average Sale Price. It is a strong indicator of the health of the real estate industry in a market, and is of particular interest to real estate professionals, investors, analysts, and government agencies. Potential home sellers and home buyers, on the other hand, will likely be better served by paying attention to trends in the two components of Dollar Volume (i.e. sales and prices) individually.

Month	Dollar Volume	Percent Change Year-over-Year
Year-to-Date	\$224.2 Million	3.8%
March 2025	\$85.5 Million	2.6%
February 2025	\$74.6 Million	-6.5%
January 2025	\$64.1 Million	21.4%
December 2024	\$99.8 Million	19.6%
November 2024	\$66.5 Million	3.3%
October 2024	\$79.1 Million	4.1%
September 2024	\$65.1 Million	-18.3%
August 2024	\$91.9 Million	-0.4%
July 2024	\$103.7 Million	-4.1%
June 2024	\$132.4 Million	0.6%
May 2024	\$133.7 Million	5.8%
April 2024	\$117.0 Million	27.4%
March 2024	\$83.4 Million	-21.9%

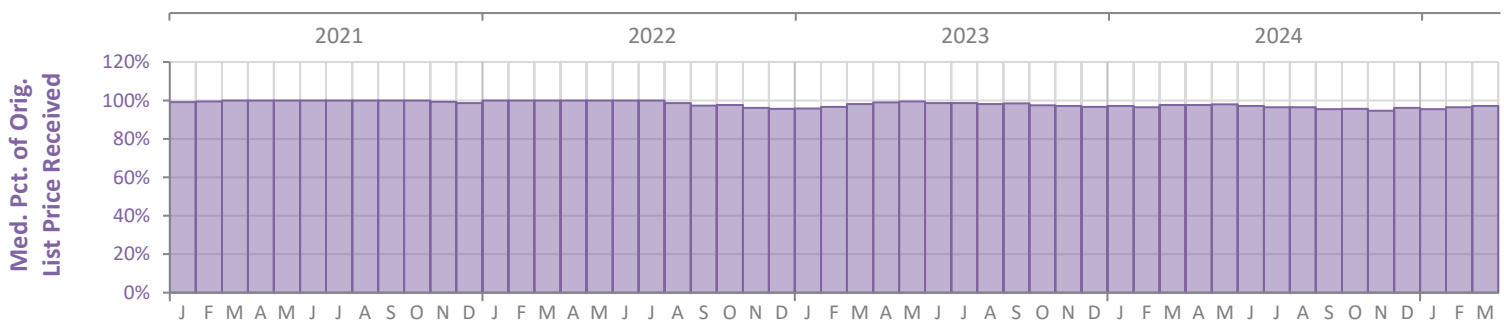


Median Percent of Original List Price Received

The median of the sale price (as a percentage of the original list price) across all properties selling during the month

Economists' note: The Median Percent of Original List Price Received is useful as an indicator of market recovery, since it typically rises as buyers realize that the market may be moving away from them and they need to match the selling price (or better it) in order to get a contract on the house. This is usually the last measure to indicate a market has shifted from down to up, so it is what we would call a *lagging* indicator.

Month	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
Year-to-Date	96.4%	-0.7%
March 2025	97.2%	-0.4%
February 2025	96.4%	-0.1%
January 2025	95.5%	-1.6%
December 2024	96.1%	-0.5%
November 2024	94.7%	-2.6%
October 2024	95.6%	-1.8%
September 2024	95.4%	-3.1%
August 2024	96.5%	-1.7%
July 2024	96.5%	-2.2%
June 2024	97.1%	-1.6%
May 2024	98.0%	-1.5%
April 2024	97.6%	-1.4%
March 2024	97.6%	-0.5%



Monthly Market Detail - March 2025

Single-Family Homes

Alachua County

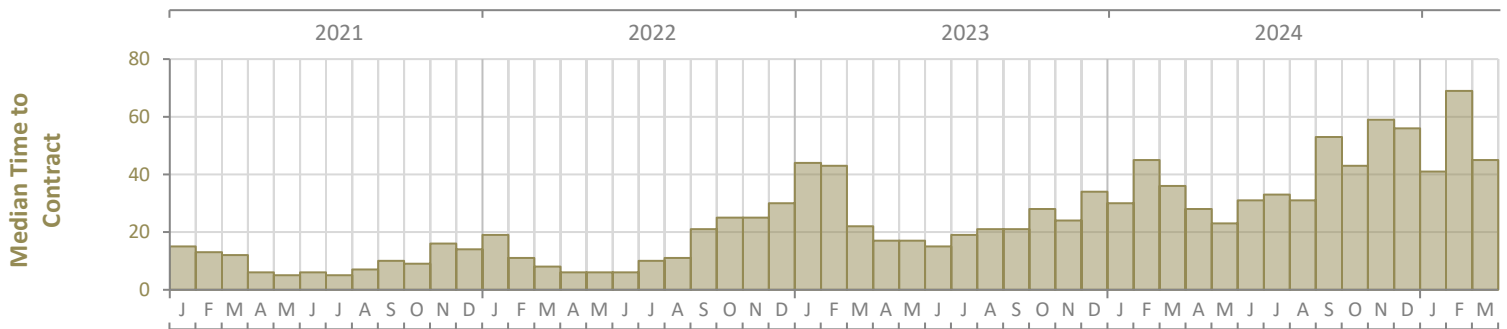


Median Time to Contract

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.

Month	Median Time to Contract	Percent Change Year-over-Year
Year-to-Date	57 Days	58.3%
March 2025	45 Days	25.0%
February 2025	69 Days	53.3%
January 2025	41 Days	36.7%
December 2024	56 Days	64.7%
November 2024	59 Days	145.8%
October 2024	43 Days	53.6%
September 2024	53 Days	152.4%
August 2024	31 Days	47.6%
July 2024	33 Days	73.7%
June 2024	31 Days	106.7%
May 2024	23 Days	35.3%
April 2024	28 Days	64.7%
March 2024	36 Days	63.6%

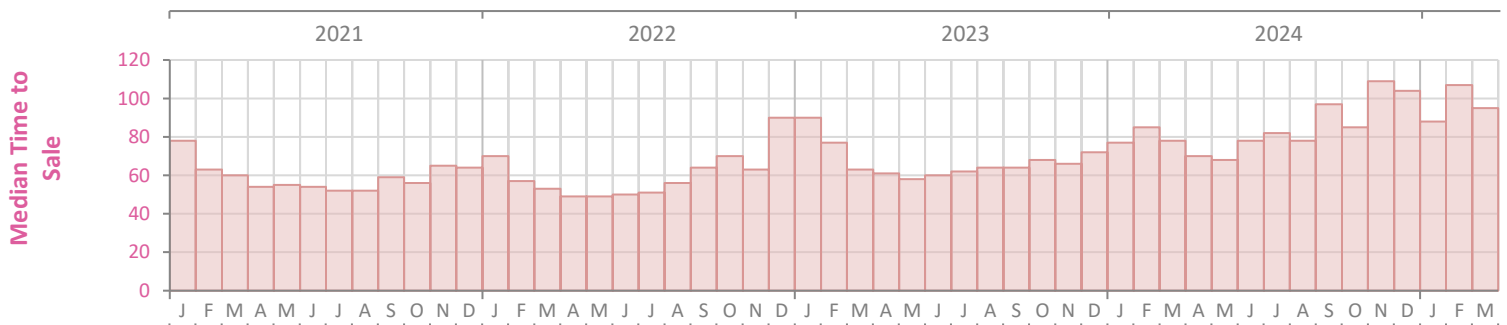


Median Time to Sale

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

Economists' note: Time to Sale is a measure of the length of the home selling process, calculated as the number of days between the initial listing of a property and the closing of the sale. *Median Time to Sale* is the amount of time the "middle" property selling this month was on the market. That is, 50% of homes selling this month took *less* time to sell, and 50% of homes took *more* time to sell. Median Time to Sale gives a more accurate picture than Average Time to Sale, which can be skewed upward by small numbers of properties taking an abnormally long time to sell.

Month	Median Time to Sale	Percent Change Year-over-Year
Year-to-Date	97 Days	21.3%
March 2025	95 Days	21.8%
February 2025	107 Days	25.9%
January 2025	88 Days	14.3%
December 2024	104 Days	44.4%
November 2024	109 Days	65.2%
October 2024	85 Days	25.0%
September 2024	97 Days	51.6%
August 2024	78 Days	21.9%
July 2024	82 Days	32.3%
June 2024	78 Days	30.0%
May 2024	68 Days	17.2%
April 2024	70 Days	14.8%
March 2024	78 Days	23.8%



Monthly Market Detail - March 2025

Single-Family Homes

Alachua County

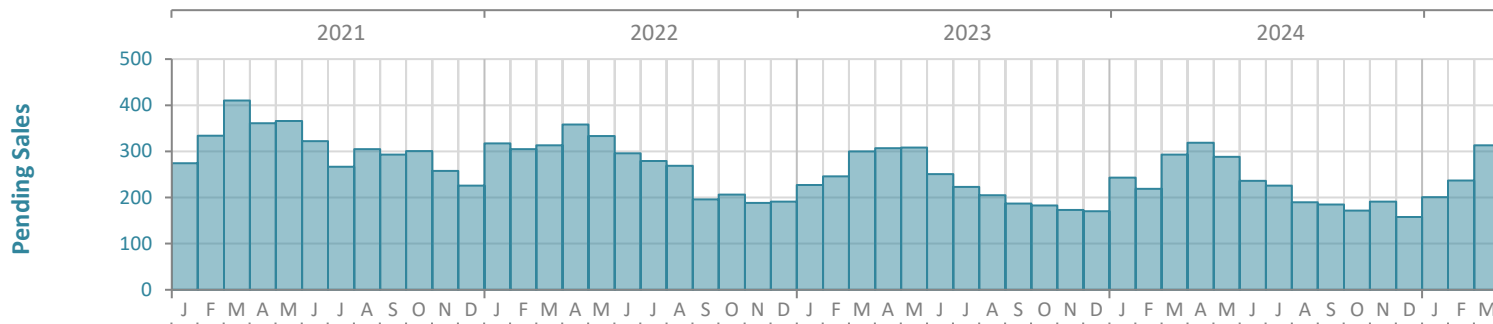


New Pending Sales

The number of listed properties that went under contract during the month

Economists' note: Because of the typical length of time it takes for a sale to close, economists consider Pending Sales to be a decent indicator of potential future Closed Sales. It is important to bear in mind, however, that not all Pending Sales will be closed successfully. So, the effectiveness of Pending Sales as a future indicator of Closed Sales is susceptible to changes in market conditions such as the availability of financing for homebuyers and the inventory of distressed properties for sale.

Month	New Pending Sales	Percent Change Year-over-Year
Year-to-Date	751	-0.5%
March 2025	313	6.8%
February 2025	237	8.2%
January 2025	201	-17.3%
December 2024	158	-7.1%
November 2024	191	10.4%
October 2024	172	-6.0%
September 2024	185	-1.1%
August 2024	190	-7.3%
July 2024	226	1.3%
June 2024	236	-6.0%
May 2024	288	-6.5%
April 2024	319	3.9%
March 2024	293	-2.3%

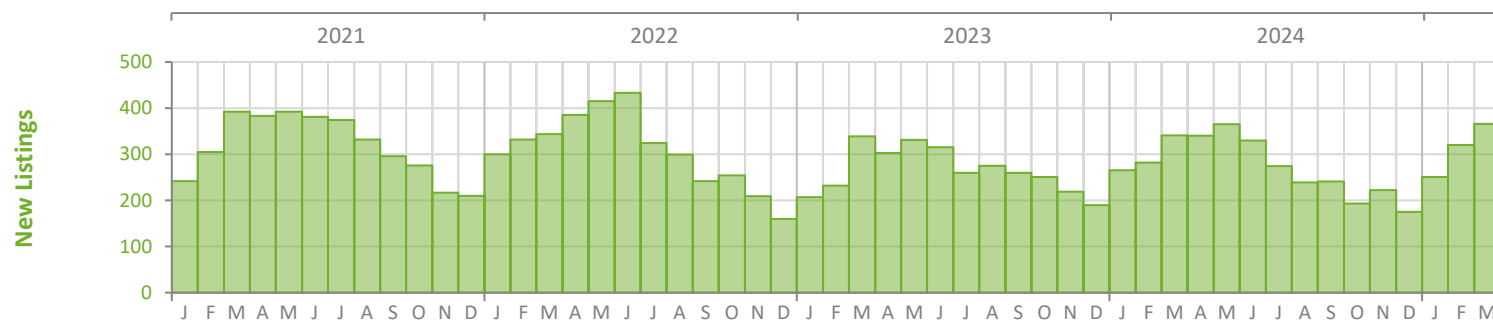


New Listings

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.

Month	New Listings	Percent Change Year-over-Year
Year-to-Date	937	5.5%
March 2025	366	7.3%
February 2025	320	13.5%
January 2025	251	-5.3%
December 2024	175	-7.9%
November 2024	222	1.4%
October 2024	193	-23.1%
September 2024	241	-7.3%
August 2024	239	-13.1%
July 2024	274	5.4%
June 2024	330	4.8%
May 2024	365	10.3%
April 2024	340	12.2%
March 2024	341	0.6%



Monthly Market Detail - March 2025

Single-Family Homes

Alachua County

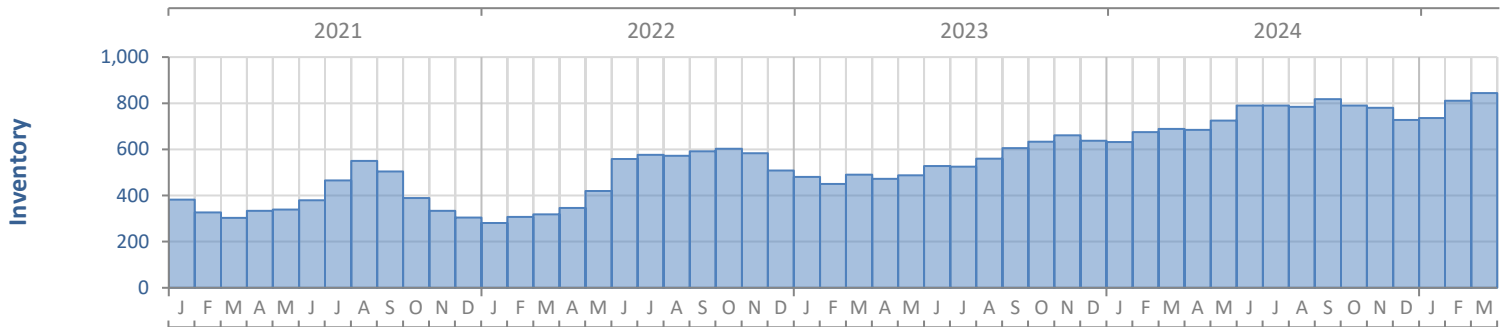


Inventory (Active Listings)

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.

Month	Inventory	Percent Change Year-over-Year
YTD (Monthly Avg)	797	19.8%
March 2025	844	22.5%
February 2025	811	20.1%
January 2025	736	16.5%
December 2024	727	13.9%
November 2024	780	18.0%
October 2024	790	24.8%
September 2024	818	35.0%
August 2024	785	40.2%
July 2024	790	50.5%
June 2024	790	49.6%
May 2024	725	48.6%
April 2024	684	44.6%
March 2024	689	40.6%

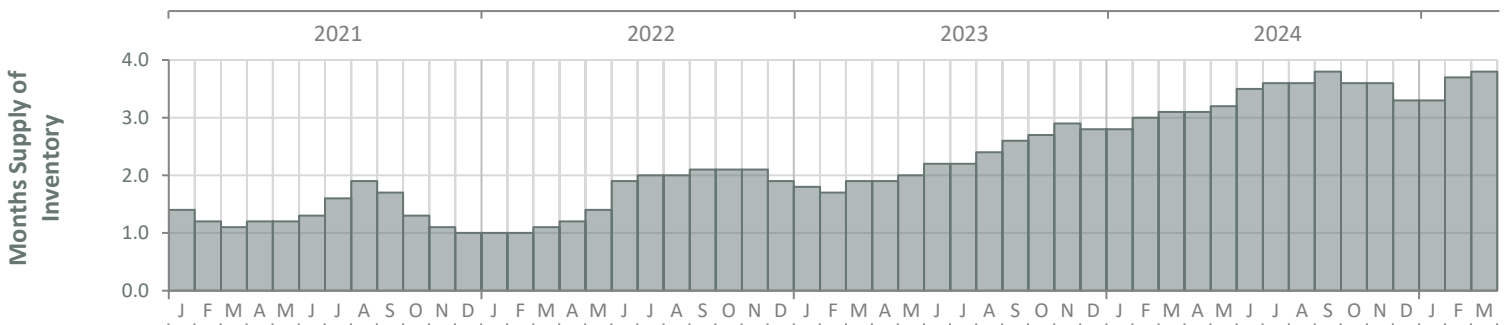


Months Supply of Inventory

An estimate of the number of months it will take to deplete the current Inventory given recent sales rates

Economists' note: MSI is a useful indicator of market conditions. The benchmark for a balanced market (favoring neither buyer nor seller) is 5.5 months of inventory. Anything higher is traditionally a buyers' market, and anything lower is a sellers' market. There is no single accepted way of calculating MSI. A common method is to divide current Inventory by the most recent month's Closed Sales count, but this count is a usually poor predictor of future Closed Sales due to seasonal cycles. To eliminate seasonal effects, we use the 12-month average of monthly Closed Sales instead.

Month	Months Supply	Percent Change Year-over-Year
YTD (Monthly Avg)	3.6	20.0%
March 2025	3.8	22.6%
February 2025	3.7	23.3%
January 2025	3.3	17.9%
December 2024	3.3	17.9%
November 2024	3.6	24.1%
October 2024	3.6	33.3%
September 2024	3.8	46.2%
August 2024	3.6	50.0%
July 2024	3.6	63.6%
June 2024	3.5	59.1%
May 2024	3.2	60.0%
April 2024	3.1	63.2%
March 2024	3.1	63.2%



Monthly Market Detail - March 2025

Single-Family Homes

Alachua County

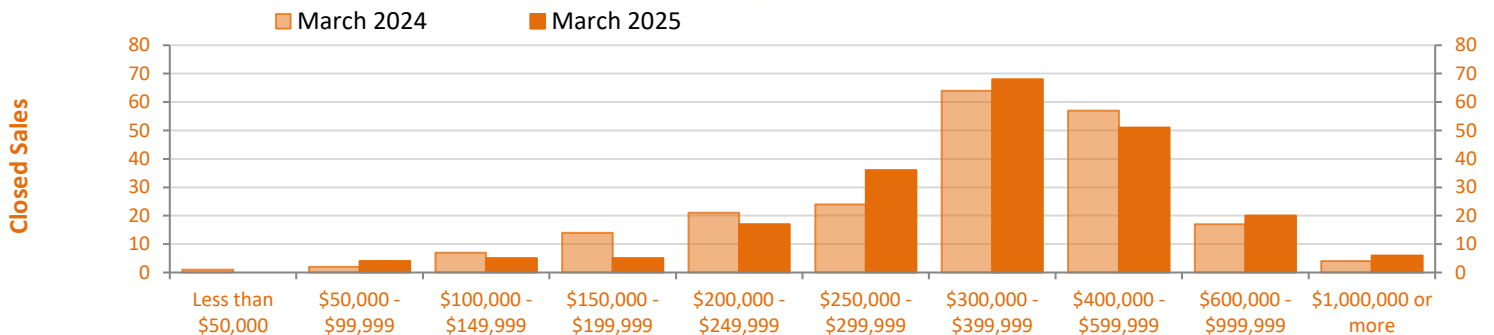


Closed Sales by Sale Price

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	0	-100.0%
\$50,000 - \$99,999	4	100.0%
\$100,000 - \$149,999	5	-28.6%
\$150,000 - \$199,999	5	-64.3%
\$200,000 - \$249,999	17	-19.0%
\$250,000 - \$299,999	36	50.0%
\$300,000 - \$399,999	68	6.3%
\$400,000 - \$599,999	51	-10.5%
\$600,000 - \$999,999	20	17.6%
\$1,000,000 or more	6	50.0%

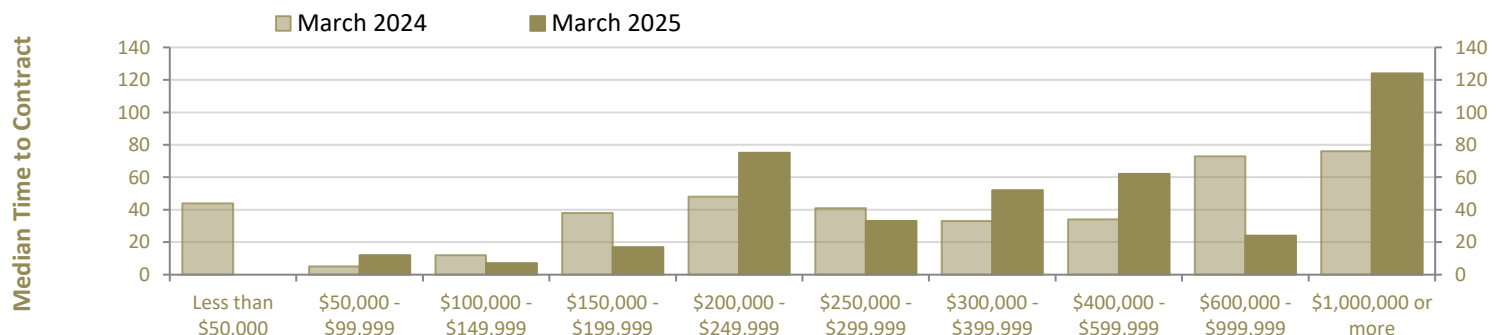


Median Time to Contract by Sale Price

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	12 Days	140.0%
\$100,000 - \$149,999	7 Days	-41.7%
\$150,000 - \$199,999	17 Days	-55.3%
\$200,000 - \$249,999	75 Days	56.3%
\$250,000 - \$299,999	33 Days	-19.5%
\$300,000 - \$399,999	52 Days	57.6%
\$400,000 - \$599,999	62 Days	82.4%
\$600,000 - \$999,999	24 Days	-67.1%
\$1,000,000 or more	124 Days	63.2%



Monthly Market Detail - March 2025

Single-Family Homes

Alachua County

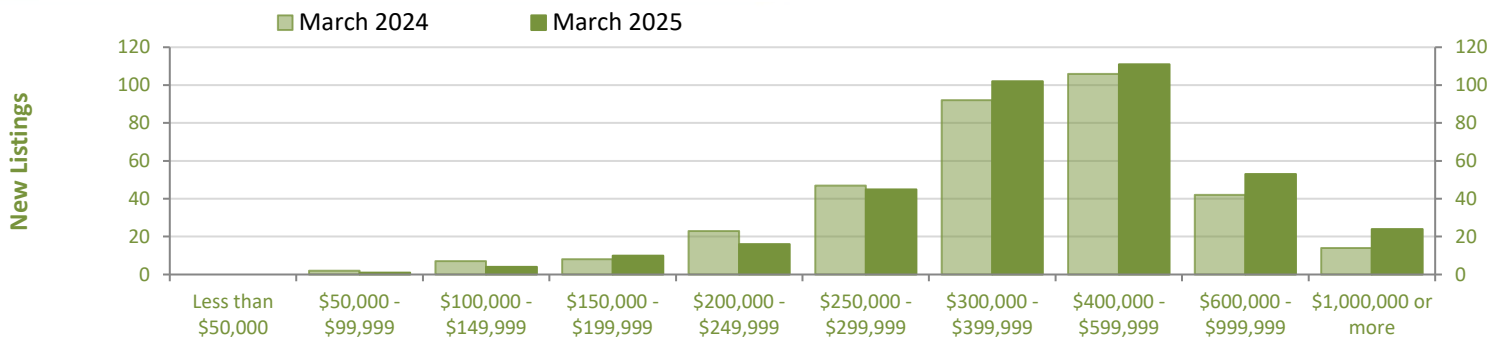


New Listings by Initial Listing Price

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	1	-50.0%
\$100,000 - \$149,999	4	-42.9%
\$150,000 - \$199,999	10	25.0%
\$200,000 - \$249,999	16	-30.4%
\$250,000 - \$299,999	45	-4.3%
\$300,000 - \$399,999	102	10.9%
\$400,000 - \$599,999	111	4.7%
\$600,000 - \$999,999	53	26.2%
\$1,000,000 or more	24	71.4%

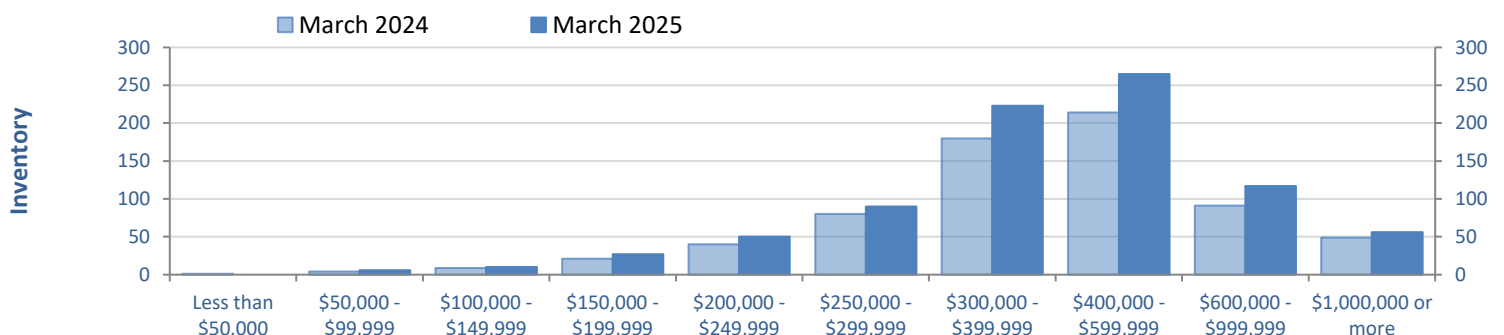


Inventory by Current Listing Price

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	6	50.0%
\$100,000 - \$149,999	10	11.1%
\$150,000 - \$199,999	27	28.6%
\$200,000 - \$249,999	50	25.0%
\$250,000 - \$299,999	90	12.5%
\$300,000 - \$399,999	223	23.9%
\$400,000 - \$599,999	265	23.8%
\$600,000 - \$999,999	117	28.6%
\$1,000,000 or more	56	14.3%



Monthly Distressed Market - March 2025

Single-Family Homes

Alachua County



		March 2025	March 2024	Percent Change Year-over-Year
Traditional	Closed Sales	208	208	0.0%
	Median Sale Price	\$350,000	\$359,000	-2.5%
Foreclosure/REO	Closed Sales	4	3	33.3%
	Median Sale Price	\$126,625	\$150,000	-15.6%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

