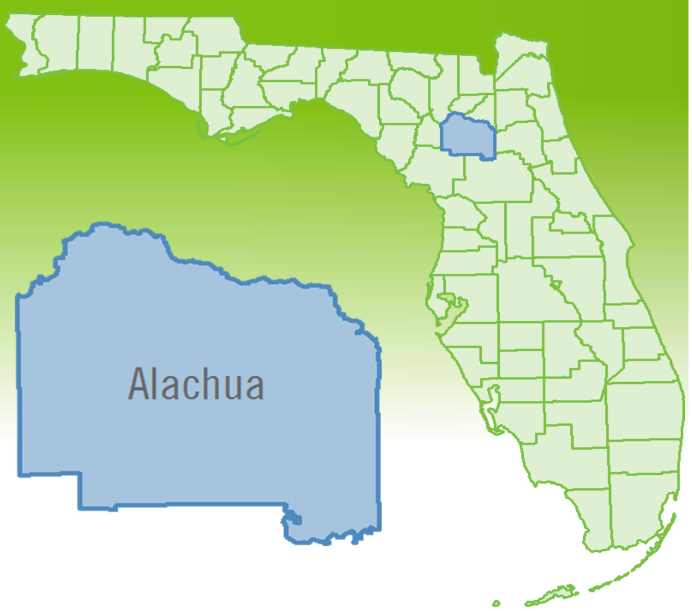
Quarterly Market Detail - Q2 2024
Single-Family Homes
Alachua County



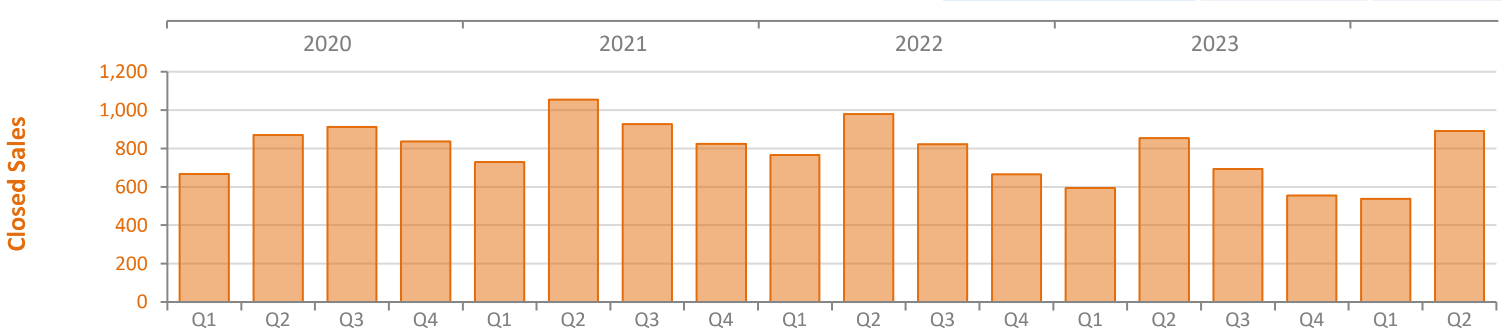
Summary Statistics	Q2 2024	Q2 2023	Percent Change Year-over-Year
Closed Sales	892	853	4.6%
Paid in Cash	252	242	4.1%
Median Sale Price	$365,000	$374,600	-2.6%
Average Sale Price	$429,446	$410,107	4.7%
Dollar Volume	$383.1 Million	$349.8 Million	9.5%
Median Percent of Original List Price Received	97.5%	99.1%	-1.6%
Median Time to Contract	29 Days	17 Days	70.6%
Median Time to Sale	73 Days	60 Days	21.7%
New Pending Sales	843	866	-2.7%
New Listings	1,035	949	9.1%
Pending Inventory	321	365	-12.1%
Inventory (Active Listings)	790	528	49.6%
Months Supply of Inventory	3.5	2.2	59.1%

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	1,431	-1.1%
Q2 2024	**892**	**4.6%**
Q1 2024	539	-9.3%
Q4 2023	555	-16.5%
Q3 2023	693	-15.7%
Q2 2023	853	-12.9%
Q1 2023	594	-22.5%
Q4 2022	665	-19.3%
Q3 2022	822	-11.3%
Q2 2022	979	-7.1%
Q1 2022	766	5.1%
Q4 2021	824	-1.6%
Q3 2021	927	1.5%
Q2 2021	1,054	21.3%



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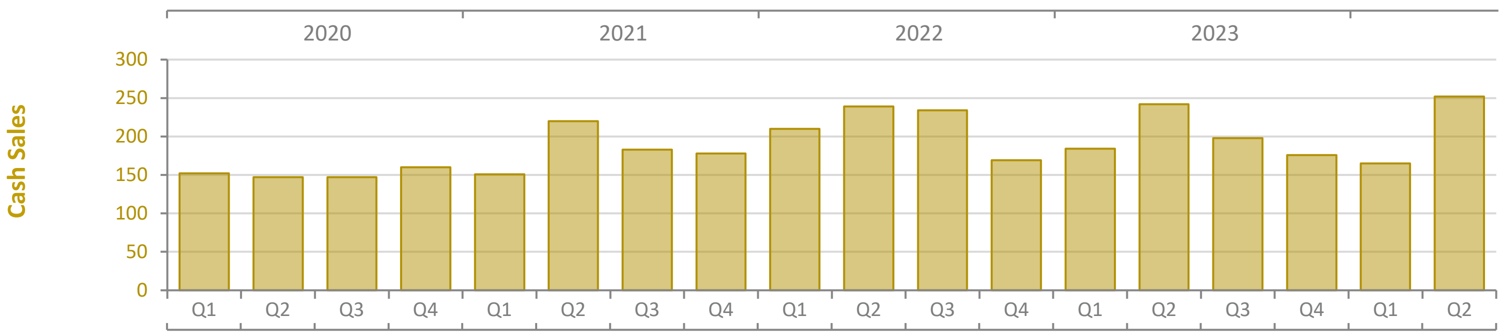
Cash Sales

The number of Closed Sales during the quarter 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.

Quarter	Cash Sales	Percent Change Year-over-Year
Year-to-Date	417	-2.1%
Q2 2024	**252**	**4.1%**
Q1 2024	165	-10.3%
Q4 2023	176	4.1%
Q3 2023	198	-15.4%
Q2 2023	242	1.3%
Q1 2023	184	-12.4%
Q4 2022	169	-5.1%
Q3 2022	234	27.9%
Q2 2022	239	8.6%
Q1 2022	210	39.1%
Q4 2021	178	11.3%
Q3 2021	183	24.5%
Q2 2021	220	49.7%

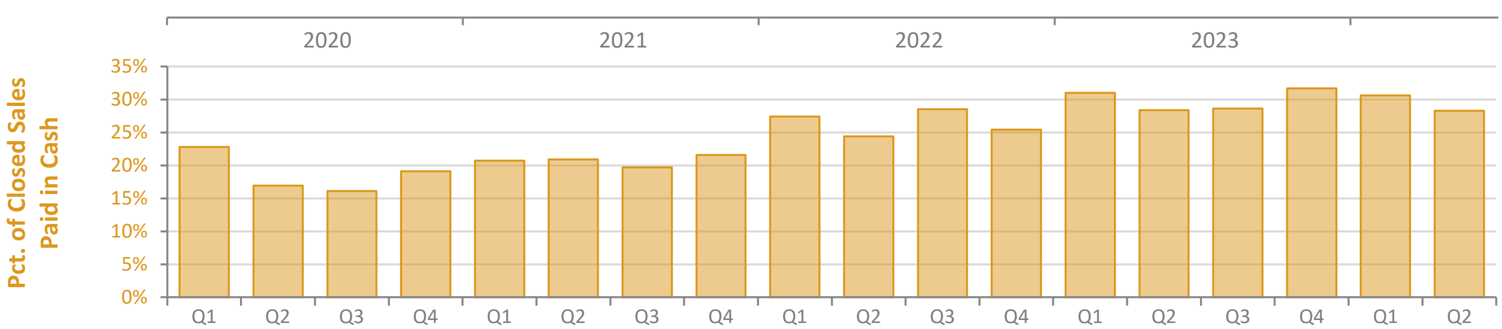


Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the quarter 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 quarter involved some sort of financing, such as mortgages, owner/seller financing, assumed loans, etc.

Quarter	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Year-to-Date	29.1%	-1.0%
Q2 2024	**28.3%**	**-0.4%**
Q1 2024	30.6%	-1.3%
Q4 2023	31.7%	24.8%
Q3 2023	28.6%	0.4%
Q2 2023	28.4%	16.4%
Q1 2023	31.0%	13.1%
Q4 2022	25.4%	17.6%
Q3 2022	28.5%	44.7%
Q2 2022	24.4%	16.7%
Q1 2022	27.4%	32.4%
Q4 2021	21.6%	13.1%
Q3 2021	19.7%	22.4%
Q2 2021	20.9%	23.7%



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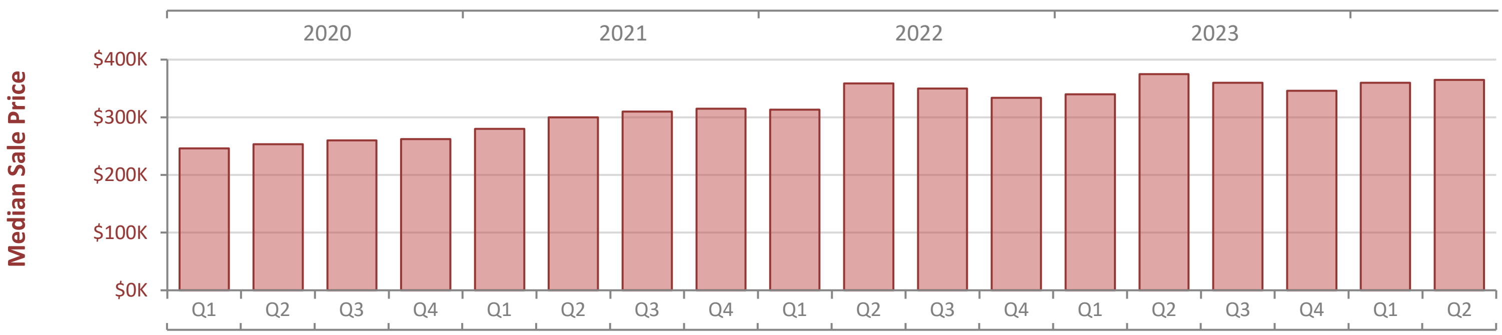
Median Sale Price

The median sale price reported for the quarter (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 quarter, and the mix of the types of homes that sell can change over time.

Quarter	Median Sale Price	Percent Change Year-over-Year
Year-to-Date	$364,900	1.4%
Q2 2024	**$365,000**	**-2.6%**
Q1 2024	$360,000	5.9%
Q4 2023	$345,990	3.6%
Q3 2023	$360,000	2.9%
Q2 2023	$374,600	4.5%
Q1 2023	$340,000	8.5%
Q4 2022	$334,000	6.0%
Q3 2022	$349,900	12.9%
Q2 2022	$358,490	19.5%
Q1 2022	$313,490	12.0%
Q4 2021	$315,000	20.2%
Q3 2021	$310,000	19.2%
Q2 2021	$300,000	18.3%

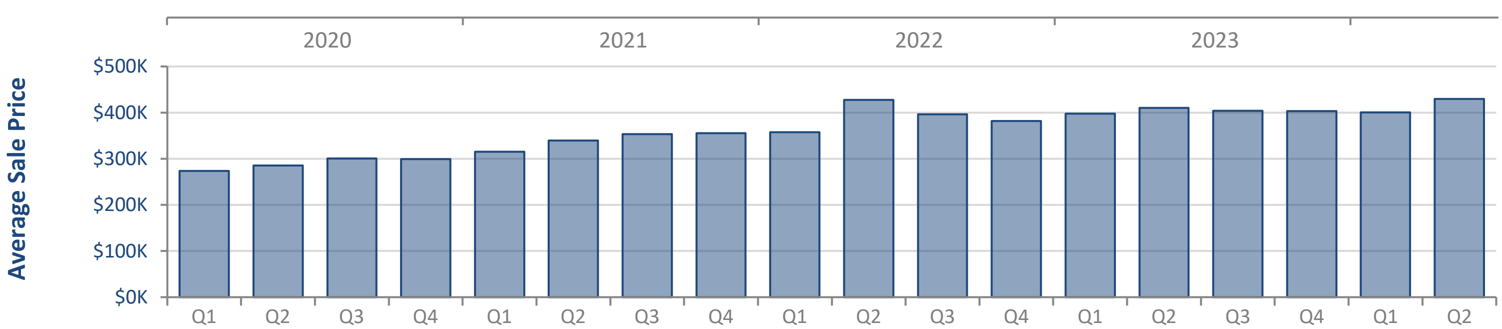


Average Sale Price

The average sale price reported for the quarter (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.

Quarter	Average Sale Price	Percent Change Year-over-Year
Year-to-Date	$418,594	3.3%
Q2 2024	**$429,446**	**4.7%**
Q1 2024	$400,636	0.7%
Q4 2023	$403,218	5.6%
Q3 2023	$404,248	2.0%
Q2 2023	$410,107	-4.1%
Q1 2023	$397,823	11.3%
Q4 2022	$381,825	7.3%
Q3 2022	$396,205	12.2%
Q2 2022	$427,776	26.0%
Q1 2022	$357,570	13.4%
Q4 2021	$355,757	19.0%
Q3 2021	$353,274	17.5%
Q2 2021	$339,631	18.9%



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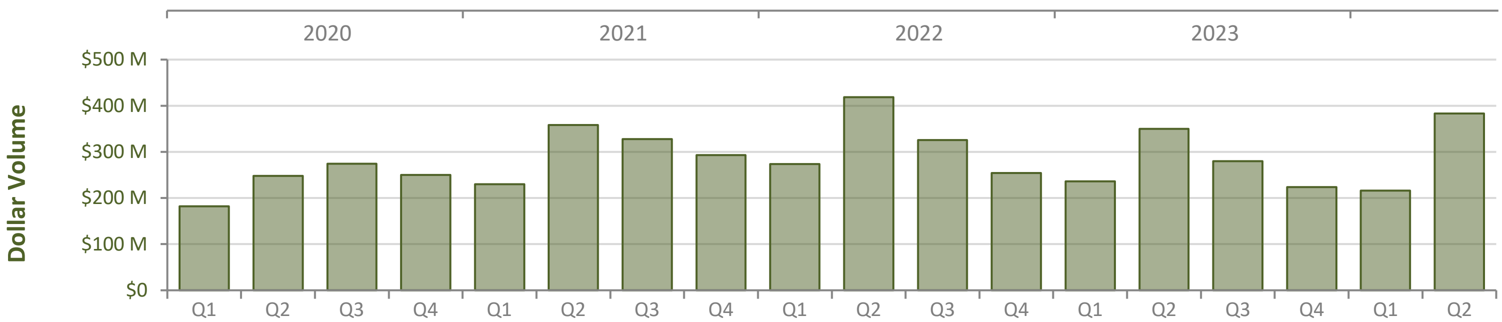
Dollar Volume

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

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.

Quarter	Dollar Volume	Percent Change Year-over-Year
Year-to-Date	$599.0 Million	2.2%
Q2 2024	**$383.1 Million**	**9.5%**
Q1 2024	$215.9 Million	-8.6%
Q4 2023	$223.8 Million	-11.9%
Q3 2023	$280.1 Million	-14.0%
Q2 2023	$349.8 Million	-16.5%
Q1 2023	$236.3 Million	-13.7%
Q4 2022	$253.9 Million	-13.4%
Q3 2022	$325.7 Million	-0.6%
Q2 2022	$418.8 Million	17.0%
Q1 2022	$273.9 Million	19.1%
Q4 2021	$293.1 Million	17.1%
Q3 2021	$327.5 Million	19.3%
Q2 2021	$358.0 Million	44.2%

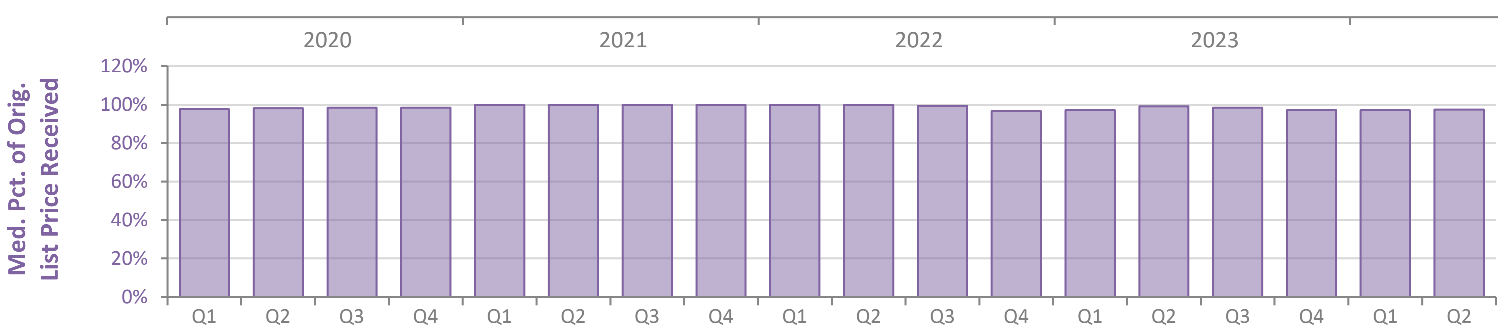


Median Percent of Original List Price Received

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

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.

Quarter	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
Year-to-Date	97.4%	-1.1%
Q2 2024	**97.5%**	**-1.6%**
Q1 2024	97.1%	0.0%
Q4 2023	97.1%	0.5%
Q3 2023	98.5%	-0.9%
Q2 2023	99.1%	-0.9%
Q1 2023	97.1%	-2.9%
Q4 2022	96.6%	-3.3%
Q3 2022	99.4%	-0.6%
Q2 2022	100.0%	0.0%
Q1 2022	100.0%	0.0%
Q4 2021	99.9%	1.4%
Q3 2021	100.0%	1.5%
Q2 2021	100.0%	1.9%



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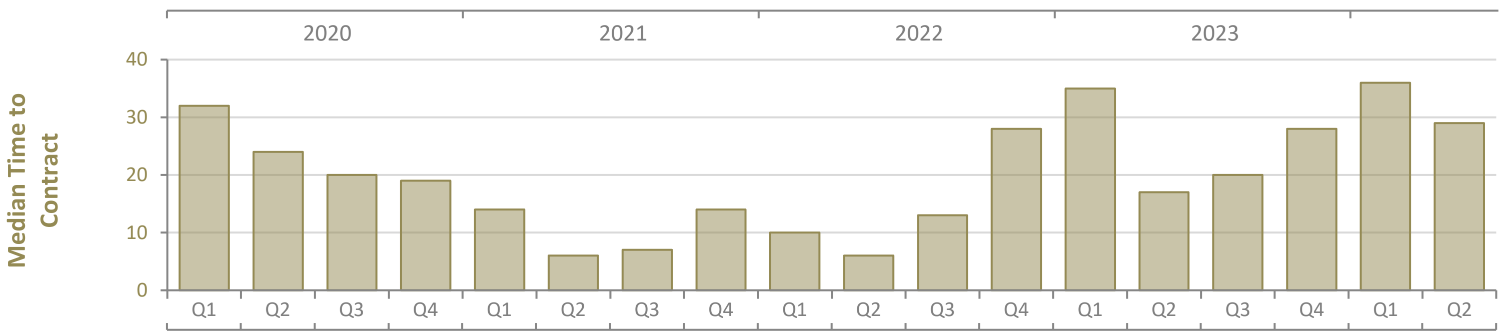
Median Time to Contract

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.

Quarter	Median Time to Contract	Percent Change Year-over-Year
Year-to-Date	31 Days	34.8%
Q2 2024	**29 Days**	**70.6%**
Q1 2024	36 Days	2.9%
Q4 2023	28 Days	0.0%
Q3 2023	20 Days	53.8%
Q2 2023	17 Days	183.3%
Q1 2023	35 Days	250.0%
Q4 2022	28 Days	100.0%
Q3 2022	13 Days	85.7%
Q2 2022	6 Days	0.0%
Q1 2022	10 Days	-28.6%
Q4 2021	14 Days	-26.3%
Q3 2021	7 Days	-65.0%
Q2 2021	6 Days	-75.0%

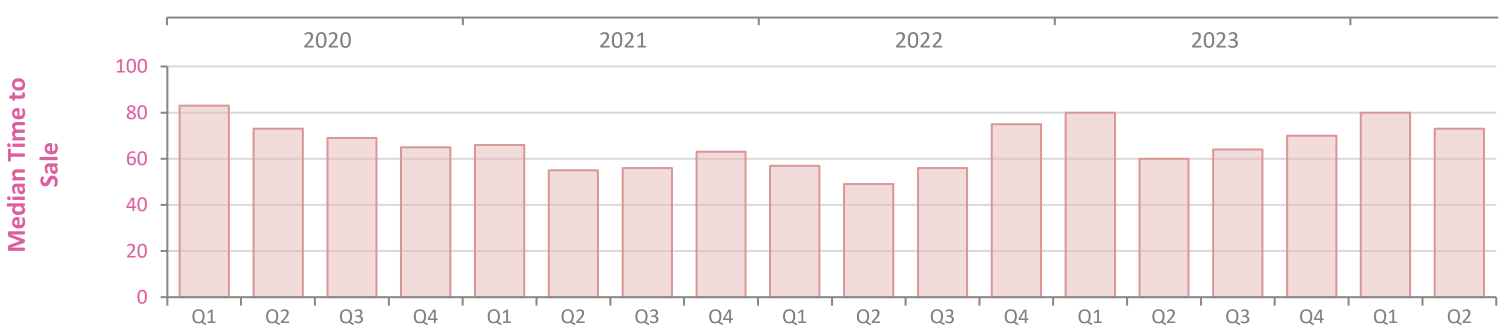


Median Time to Sale

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

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.

Quarter	Median Time to Sale	Percent Change Year-over-Year
Year-to-Date	77 Days	16.7%
Q2 2024	**73 Days**	**21.7%**
Q1 2024	80 Days	0.0%
Q4 2023	70 Days	-6.7%
Q3 2023	64 Days	14.3%
Q2 2023	60 Days	22.4%
Q1 2023	80 Days	40.4%
Q4 2022	75 Days	19.0%
Q3 2022	56 Days	0.0%
Q2 2022	49 Days	-10.9%
Q1 2022	57 Days	-13.6%
Q4 2021	63 Days	-3.1%
Q3 2021	56 Days	-18.8%
Q2 2021	55 Days	-24.7%



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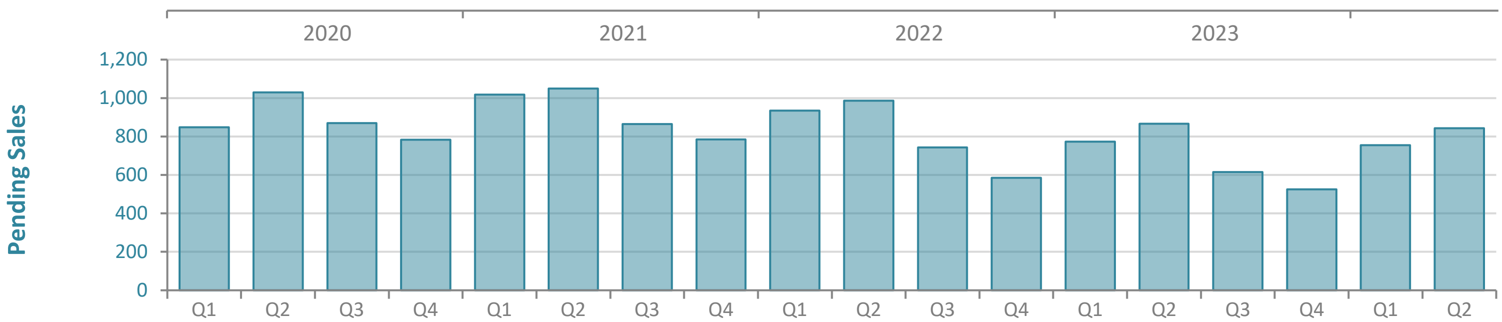
New Pending Sales

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

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.

Quarter	New Pending Sales	Percent Change Year-over-Year
Year-to-Date	1,598	-2.5%
Q2 2024	**843**	**-2.7%**
Q1 2024	755	-2.3%
Q4 2023	526	-10.1%
Q3 2023	615	-17.3%
Q2 2023	866	-12.3%
Q1 2023	773	-17.3%
Q4 2022	585	-25.5%
Q3 2022	744	-14.0%
Q2 2022	987	-5.9%
Q1 2022	935	-8.2%
Q4 2021	785	0.3%
Q3 2021	865	-0.6%
Q2 2021	1,049	1.9%

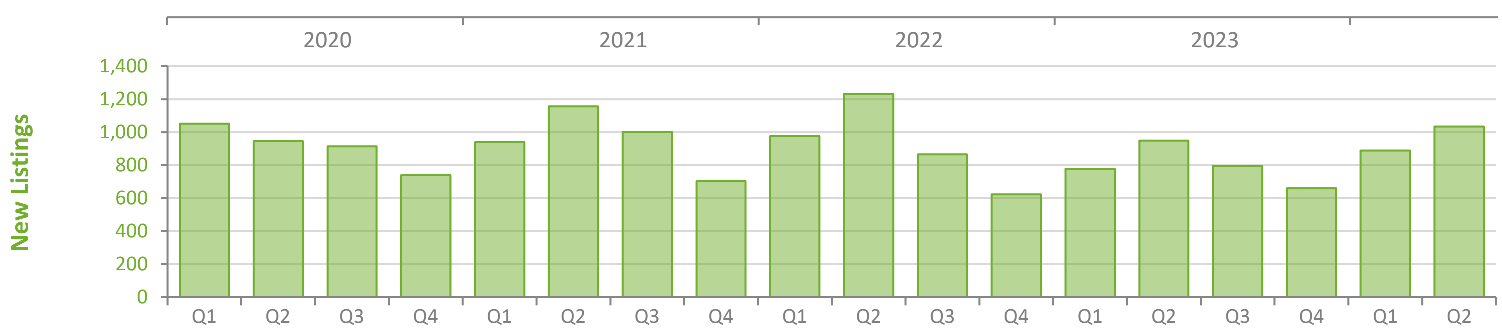


New Listings

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.

Quarter	New Listings	Percent Change Year-over-Year
Year-to-Date	1,923	11.3%
Q2 2024	**1,035**	**9.1%**
Q1 2024	888	14.1%
Q4 2023	660	5.9%
Q3 2023	795	-8.1%
Q2 2023	949	-23.0%
Q1 2023	778	-20.3%
Q4 2022	623	-11.4%
Q3 2022	865	-13.7%
Q2 2022	1,233	6.7%
Q1 2022	976	3.9%
Q4 2021	703	-4.9%
Q3 2021	1,002	9.6%
Q2 2021	1,156	22.3%



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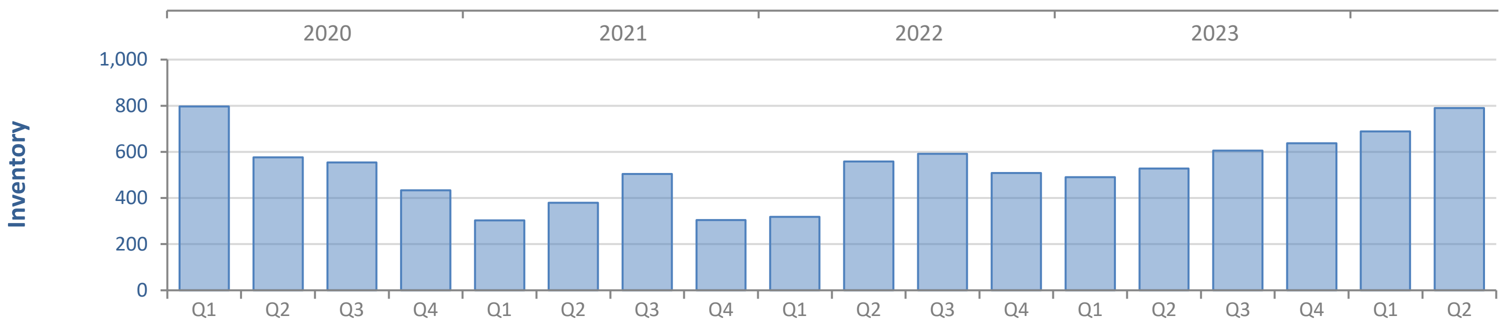
Inventory (Active Listings)

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.

Quarter	Inventory	Percent Change Year-over-Year
YTD (Monthly Avg)	699	44.2%
Q2 2024	**790**	**49.6%**
Q1 2024	689	40.6%
Q4 2023	638	25.6%
Q3 2023	606	2.4%
Q2 2023	528	-5.4%
Q1 2023	490	54.1%
Q4 2022	508	66.6%
Q3 2022	592	17.5%
Q2 2022	558	46.8%
Q1 2022	318	5.0%
Q4 2021	305	-29.7%
Q3 2021	504	-9.0%
Q2 2021	380	-34.0%

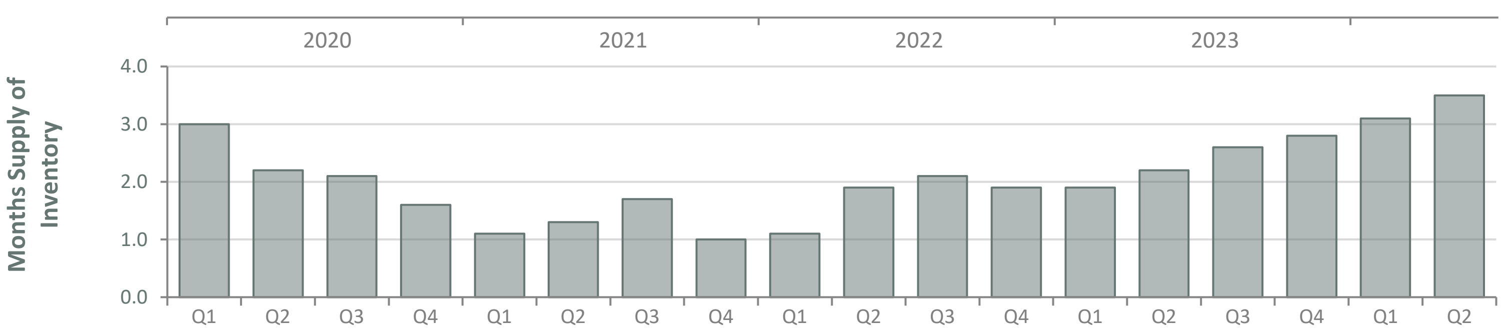


Months Supply of Inventory

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.

Quarter	Months Supply	Percent Change Year-over-Year
YTD (Monthly Avg)	3.1	63.2%
Q2 2024	**3.5**	**59.1%**
Q1 2024	3.1	63.2%
Q4 2023	2.8	47.4%
Q3 2023	2.6	23.8%
Q2 2023	2.2	15.8%
Q1 2023	1.9	72.7%
Q4 2022	1.9	90.0%
Q3 2022	2.1	23.5%
Q2 2022	1.9	46.2%
Q1 2022	1.1	0.0%
Q4 2021	1.0	-37.5%
Q3 2021	1.7	-19.0%
Q2 2021	1.3	-40.9%



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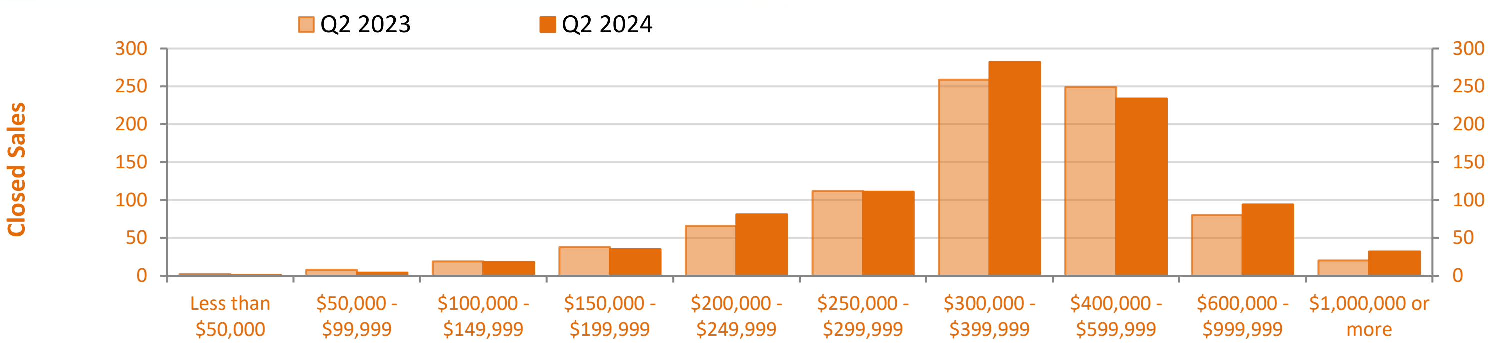
Closed Sales by Sale Price

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	-50.0%
$50,000 - $99,999	4	-50.0%
$100,000 - $149,999	18	-5.3%
$150,000 - $199,999	35	-7.9%
$200,000 - $249,999	81	22.7%
$250,000 - $299,999	111	-0.9%
$300,000 - $399,999	282	8.9%
$400,000 - $599,999	234	-6.0%
$600,000 - $999,999	94	17.5%
$1,000,000 or more	32	60.0%

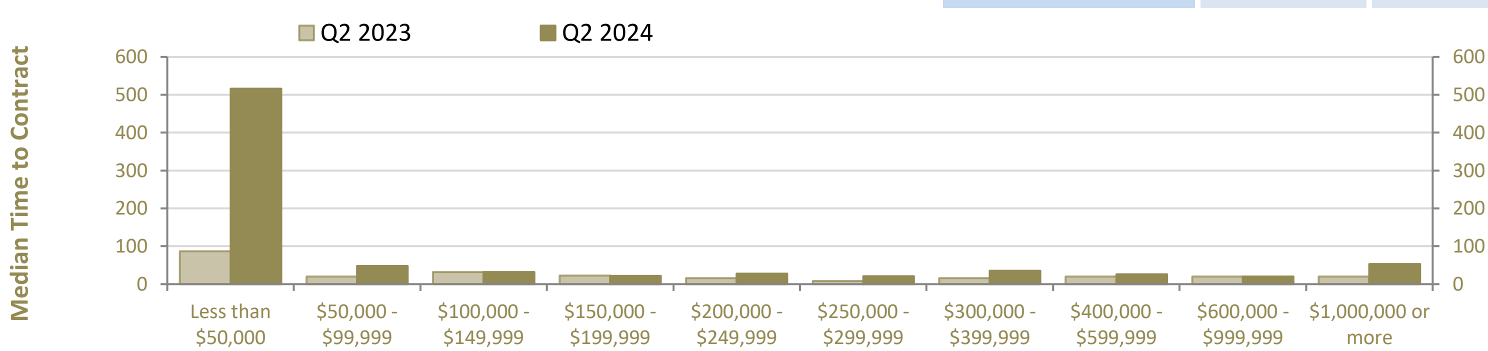


Median Time to Contract by Sale Price

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	516 Days	493.1%
$50,000 - $99,999	48 Days	140.0%
$100,000 - $149,999	32 Days	0.0%
$150,000 - $199,999	22 Days	-4.3%
$200,000 - $249,999	28 Days	75.0%
$250,000 - $299,999	21 Days	162.5%
$300,000 - $399,999	35 Days	118.8%
$400,000 - $599,999	26 Days	30.0%
$600,000 - $999,999	20 Days	0.0%
$1,000,000 or more	53 Days	165.0%



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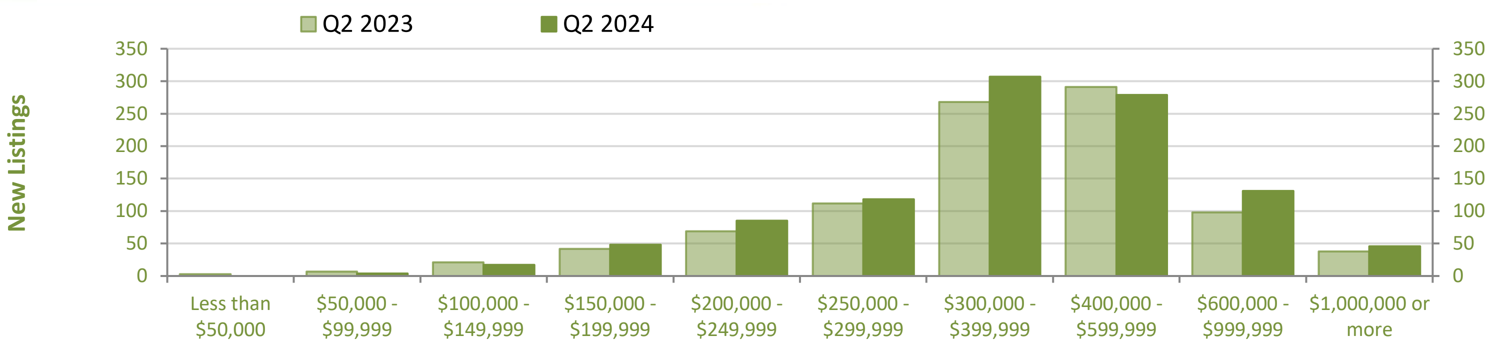
New Listings by Initial Listing Price

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	0	-100.0%
$50,000 - $99,999	4	-42.9%
$100,000 - $149,999	17	-19.0%
$150,000 - $199,999	48	14.3%
$200,000 - $249,999	85	23.2%
$250,000 - $299,999	118	5.4%
$300,000 - $399,999	307	14.6%
$400,000 - $599,999	279	-4.1%
$600,000 - $999,999	131	33.7%
$1,000,000 or more	46	21.1%

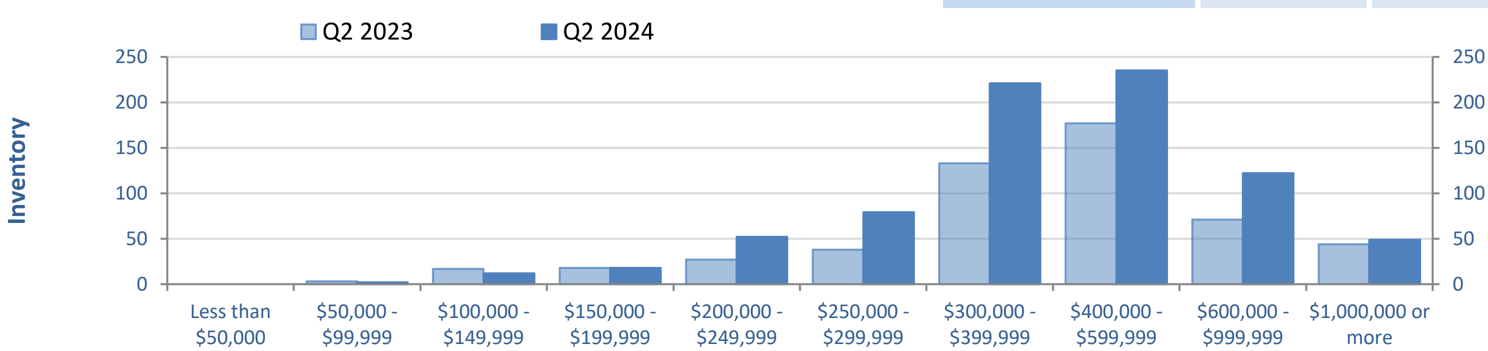


Inventory by Current Listing Price

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	0	N/A
$50,000 - $99,999	2	-33.3%
$100,000 - $149,999	12	-29.4%
$150,000 - $199,999	18	0.0%
$200,000 - $249,999	52	92.6%
$250,000 - $299,999	79	107.9%
$300,000 - $399,999	221	66.2%
$400,000 - $599,999	235	32.8%
$600,000 - $999,999	122	71.8%
$1,000,000 or more	49	11.4%



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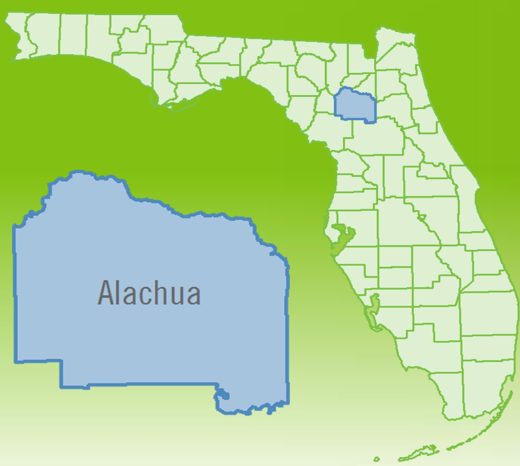
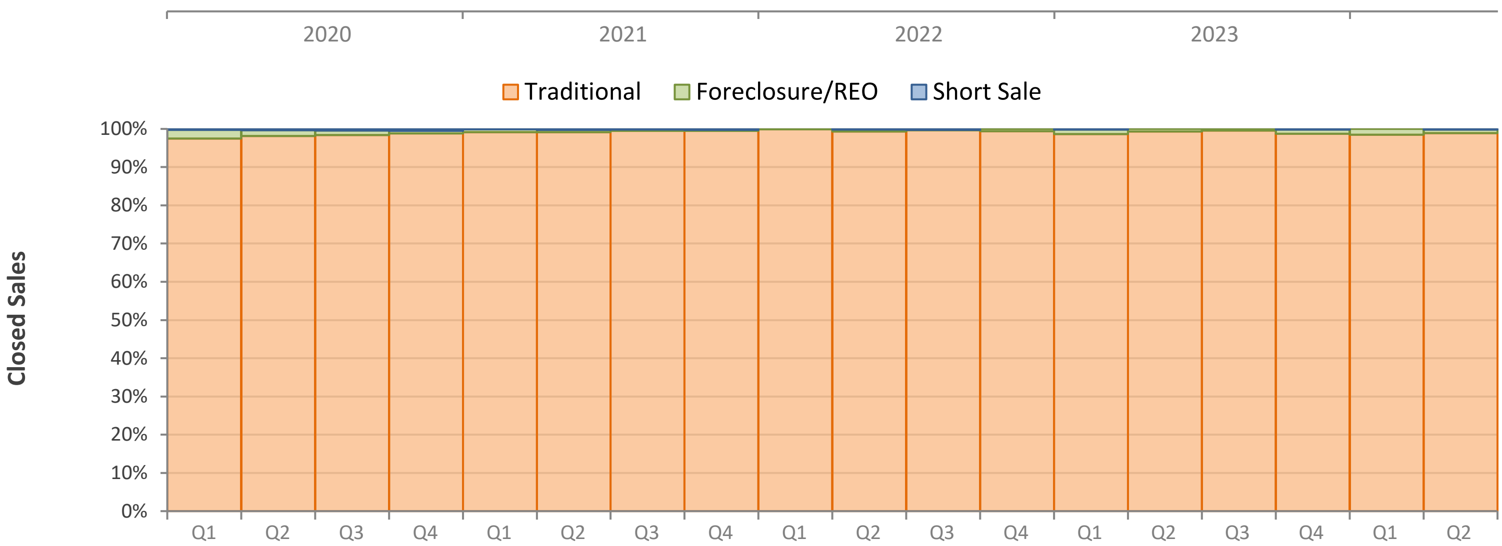
Quarterly Distressed Market - Q2 2024
Single-Family Homes
Alachua County



		Q2 2024	Q2 2023	Percent Change Year-over-Year
Traditional	Closed Sales	882	847	4.1%
	Median Sale Price	$365,500	$375,000	-2.5%
Foreclosure/REO	Closed Sales	8	6	33.3%
	Median Sale Price	$225,250	$160,501	40.3%
Short Sale	Closed Sales	2	0	N/A
	Median Sale Price	$215,000	(No Sales)	N/A



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