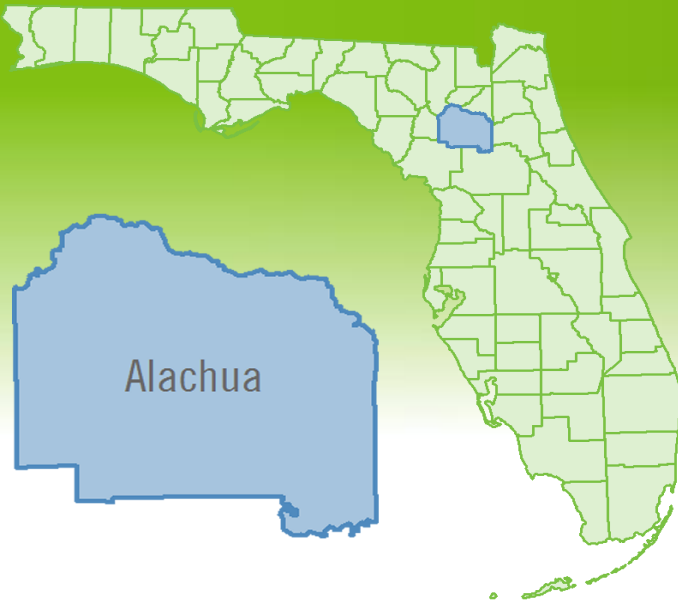


Monthly Market Detail - July 2025

Single-Family Homes

Alachua County



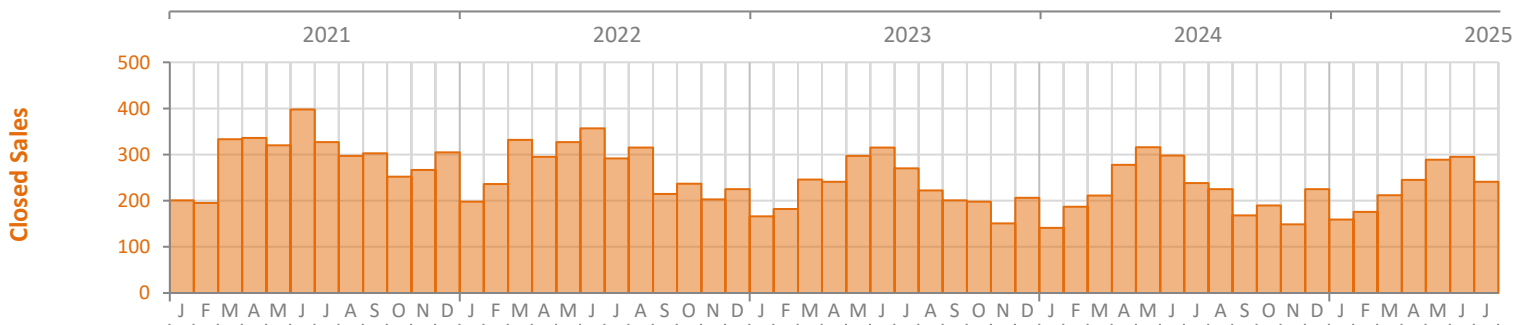
Summary Statistics	July 2025	July 2024	Percent Change Year-over-Year
Closed Sales	241	238	1.3%
Paid in Cash	65	63	3.2%
Median Sale Price	\$352,500	\$359,995	-2.1%
Average Sale Price	\$427,238	\$435,810	-2.0%
Dollar Volume	\$103.0 Million	\$103.7 Million	-0.7%
Median Percent of Original List Price Received	97.1%	96.5%	0.6%
Median Time to Contract	32 Days	33 Days	-3.0%
Median Time to Sale	80 Days	82 Days	-2.4%
New Pending Sales	231	226	2.2%
New Listings	294	274	7.3%
Pending Inventory	289	301	-4.0%
Inventory (Active Listings)	947	790	19.9%
Months Supply of Inventory	4.4	3.6	22.2%

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	1,617	-3.1%
July 2025	241	1.3%
June 2025	295	-1.0%
May 2025	289	-8.5%
April 2025	245	-11.9%
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%



Monthly Market Detail - July 2025

Single-Family Homes

Alachua County

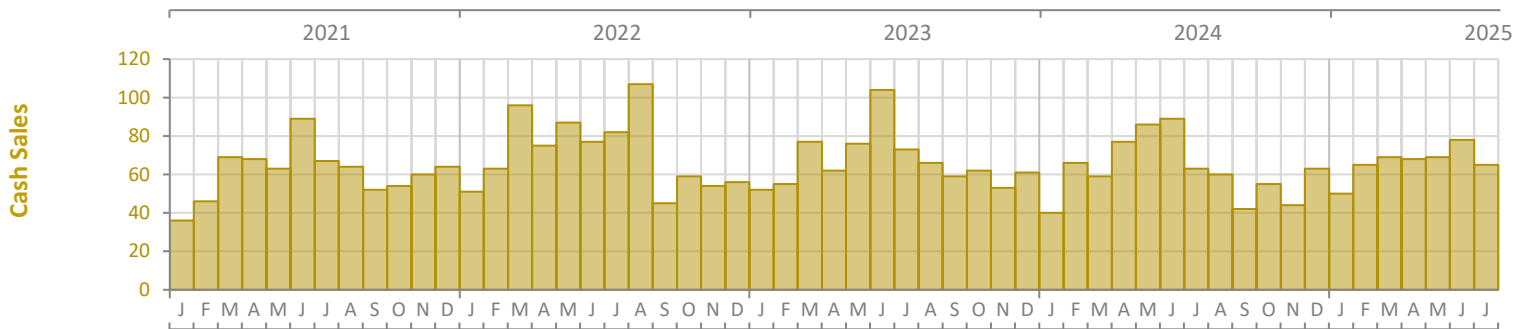


Cash Sales

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	464	-3.3%
July 2025	65	3.2%
June 2025	78	-12.4%
May 2025	69	-19.8%
April 2025	68	-11.7%
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%

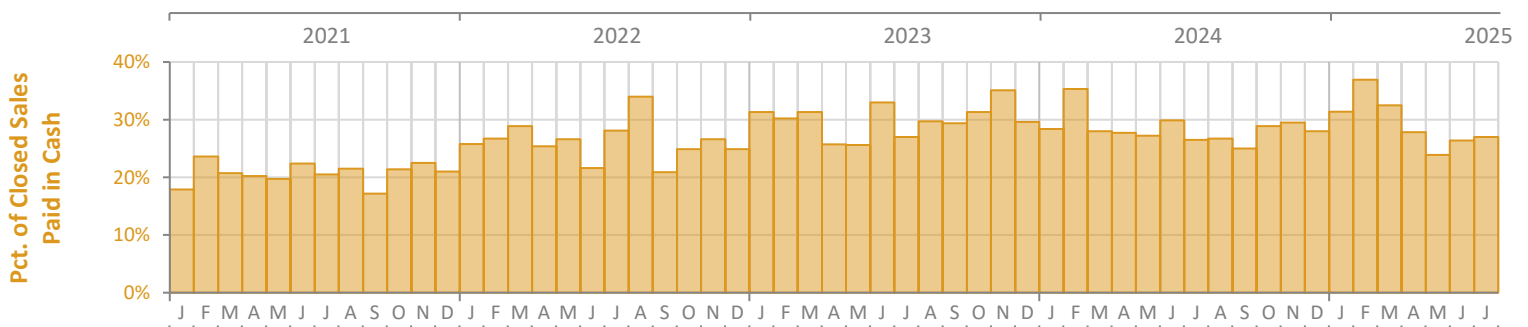


Cash Sales as a Percentage of Closed Sales

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	28.7%	-0.3%
July 2025	27.0%	1.9%
June 2025	26.4%	-11.7%
May 2025	23.9%	-12.1%
April 2025	27.8%	0.4%
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%



Monthly Market Detail - July 2025

Single-Family Homes

Alachua County

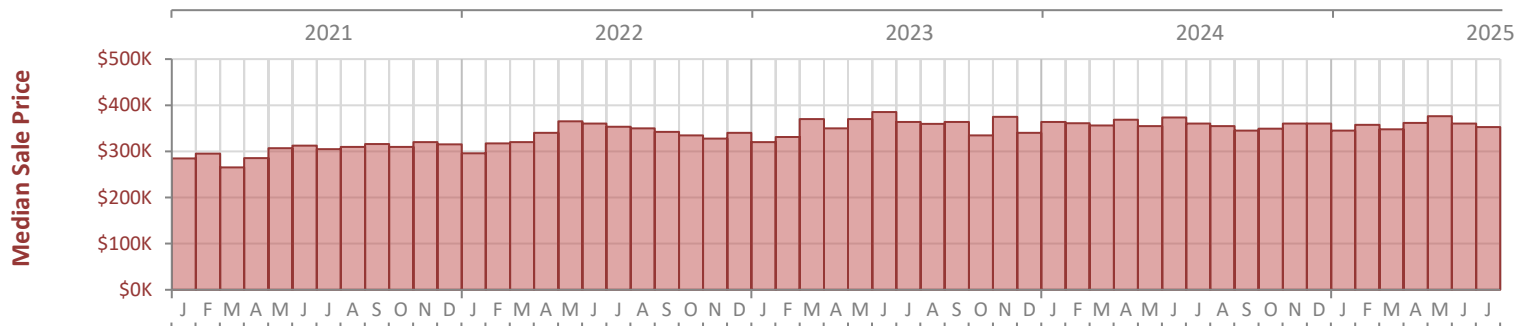


Median Sale Price

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	\$357,995	-1.2%
July 2025	\$352,500	-2.1%
June 2025	\$360,000	-3.5%
May 2025	\$376,000	6.0%
April 2025	\$362,000	-1.8%
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%

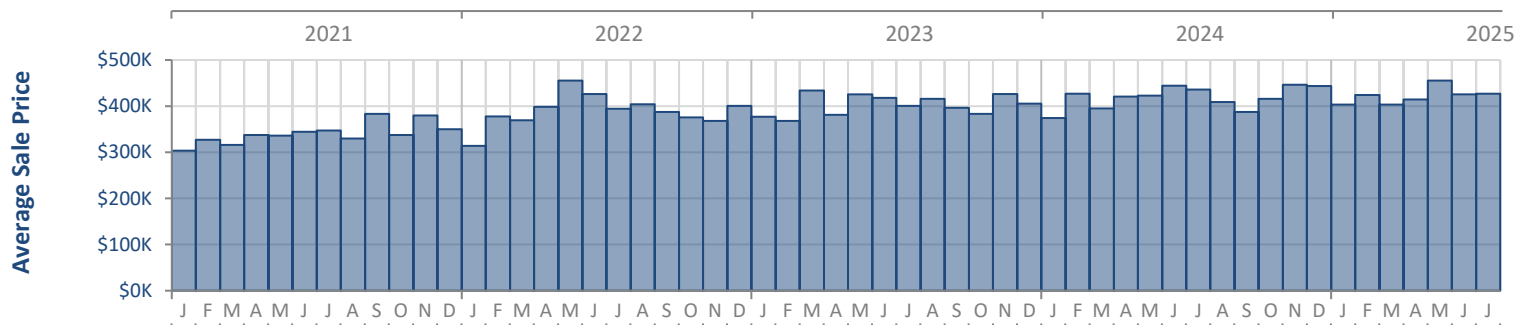


Average Sale Price

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	\$424,112	0.7%
July 2025	\$427,238	-2.0%
June 2025	\$425,507	-4.2%
May 2025	\$455,007	7.6%
April 2025	\$414,718	-1.4%
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%



Monthly Market Detail - July 2025

Single-Family Homes

Alachua County

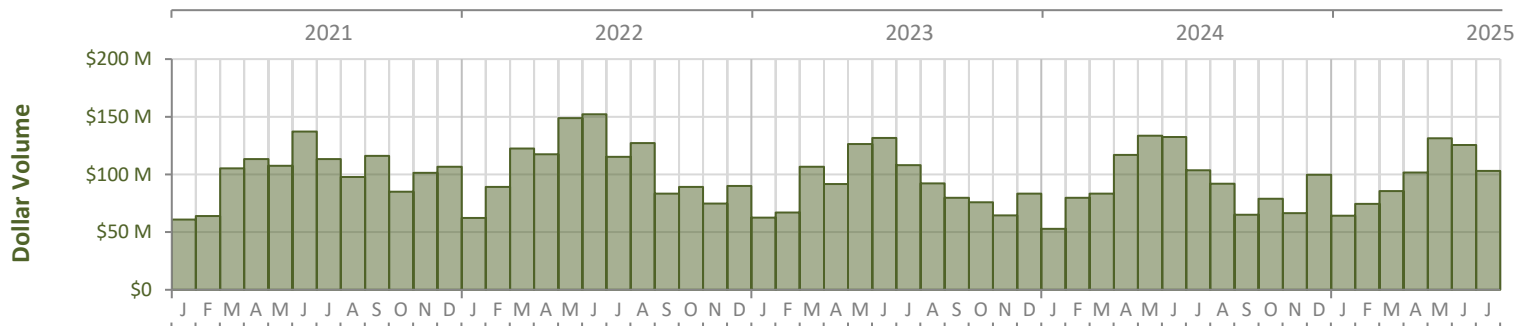


Dollar Volume

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	\$685.8 Million	-2.4%
July 2025	\$103.0 Million	-0.7%
June 2025	\$125.5 Million	-5.2%
May 2025	\$131.5 Million	-1.6%
April 2025	\$101.6 Million	-13.1%
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%

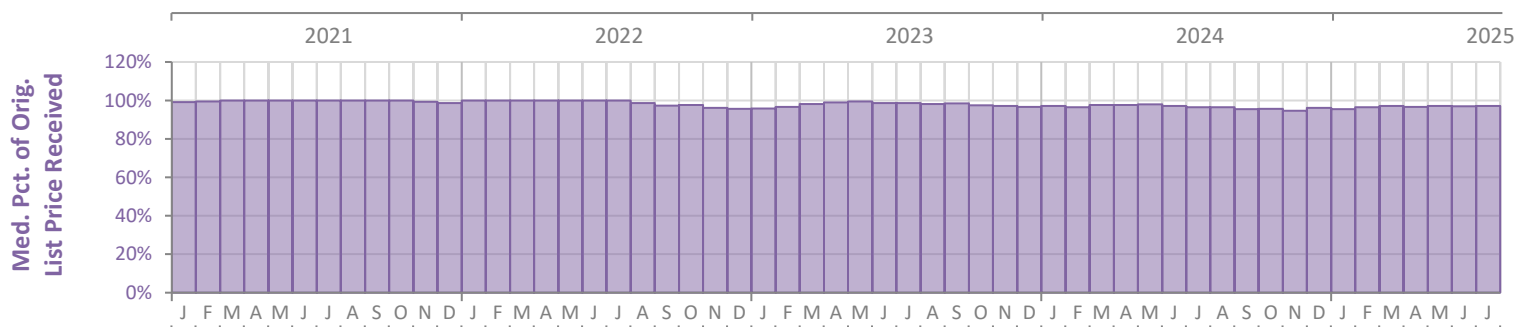


Median Percent of Original List Price Received

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	96.9%	-0.4%
July 2025	97.1%	0.6%
June 2025	97.0%	-0.1%
May 2025	97.2%	-0.8%
April 2025	96.6%	-1.0%
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%



Monthly Market Detail - July 2025

Single-Family Homes

Alachua County

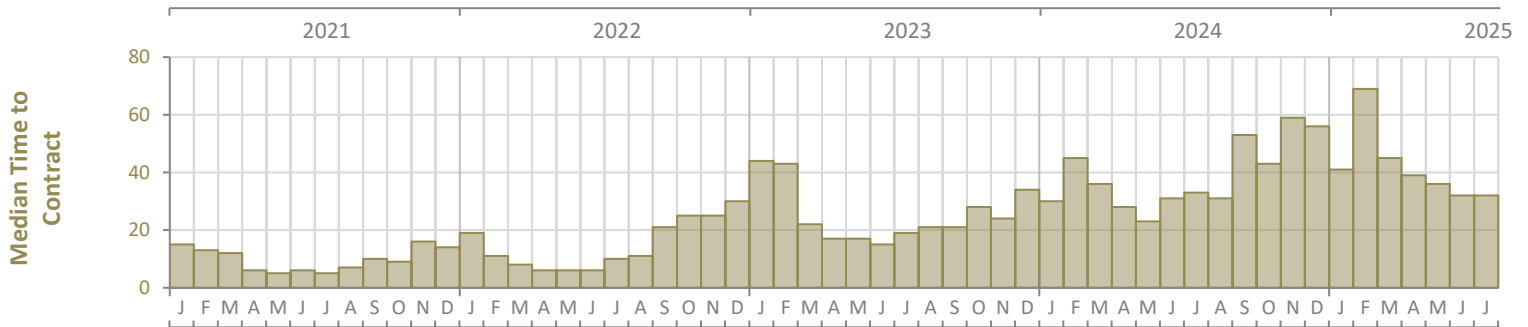


Median Time to Contract

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	41 Days	28.1%
July 2025	32 Days	-3.0%
June 2025	32 Days	3.2%
May 2025	36 Days	56.5%
April 2025	39 Days	39.3%
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%

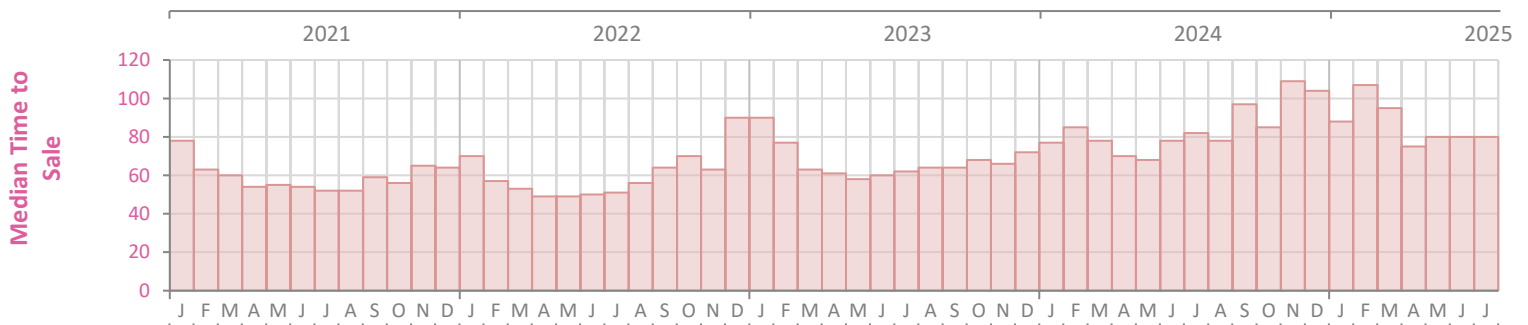


Median Time to Sale

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	85 Days	9.0%
July 2025	80 Days	-2.4%
June 2025	80 Days	2.6%
May 2025	80 Days	17.6%
April 2025	75 Days	7.1%
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%



Monthly Market Detail - July 2025

Single-Family Homes

Alachua County

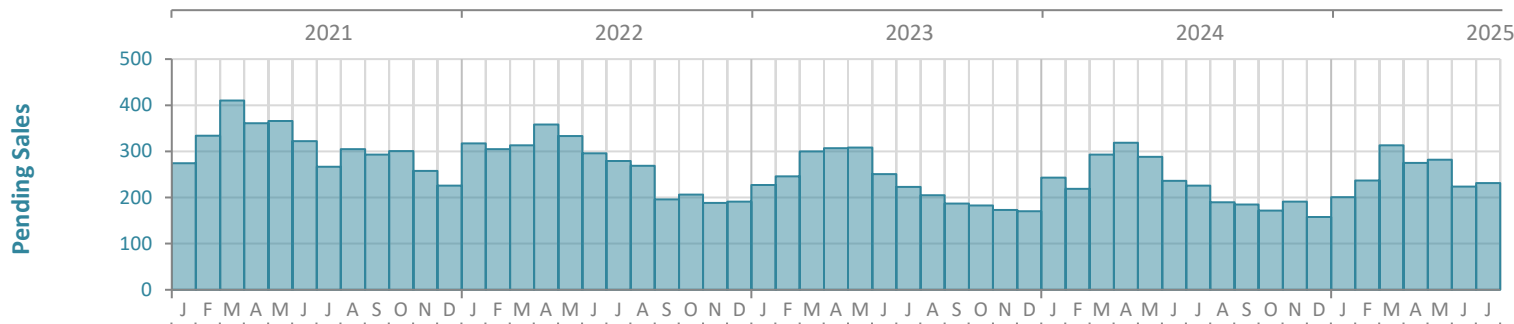


New Pending Sales

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	1,763	-3.3%
July 2025	231	2.2%
June 2025	224	-5.1%
May 2025	282	-2.1%
April 2025	275	-13.8%
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%

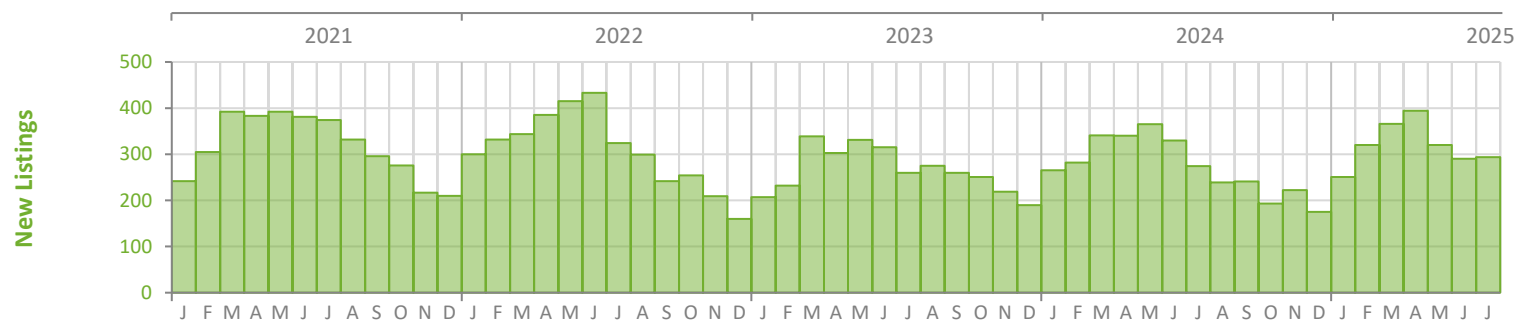


New Listings

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	2,235	1.7%
July 2025	294	7.3%
June 2025	290	-12.1%
May 2025	320	-12.3%
April 2025	394	15.9%
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%



Monthly Market Detail - July 2025

Single-Family Homes

Alachua County

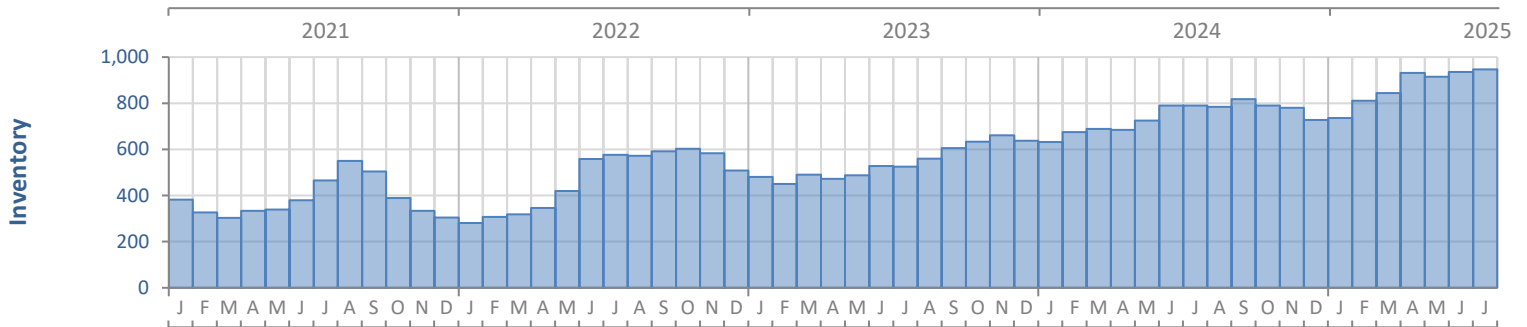


Inventory (Active Listings)

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)	874	22.8%
July 2025	947	19.9%
June 2025	935	18.4%
May 2025	915	26.2%
April 2025	932	36.3%
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%

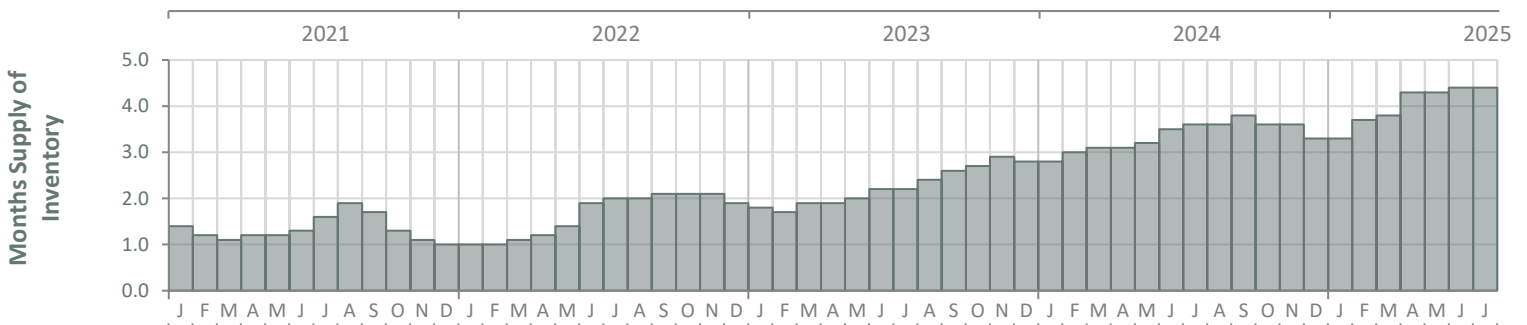


Months Supply of Inventory

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)	4.0	25.0%
July 2025	4.4	22.2%
June 2025	4.4	25.7%
May 2025	4.3	34.4%
April 2025	4.3	38.7%
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%



Monthly Market Detail - July 2025

Single-Family Homes

Alachua County

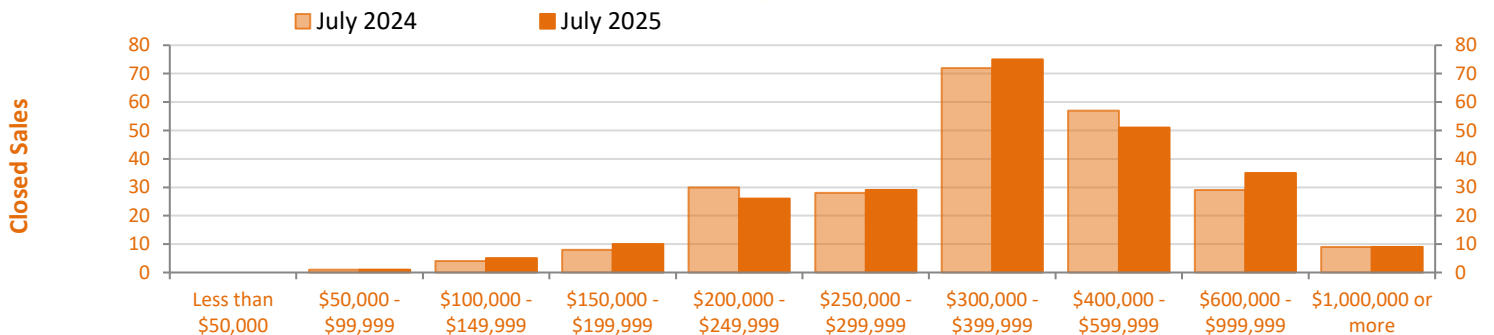


Closed Sales by Sale Price

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	N/A
\$50,000 - \$99,999	1	0.0%
\$100,000 - \$149,999	5	25.0%
\$150,000 - \$199,999	10	25.0%
\$200,000 - \$249,999	26	-13.3%
\$250,000 - \$299,999	29	3.6%
\$300,000 - \$399,999	75	4.2%
\$400,000 - \$599,999	51	-10.5%
\$600,000 - \$999,999	35	20.7%
\$1,000,000 or more	9	0.0%

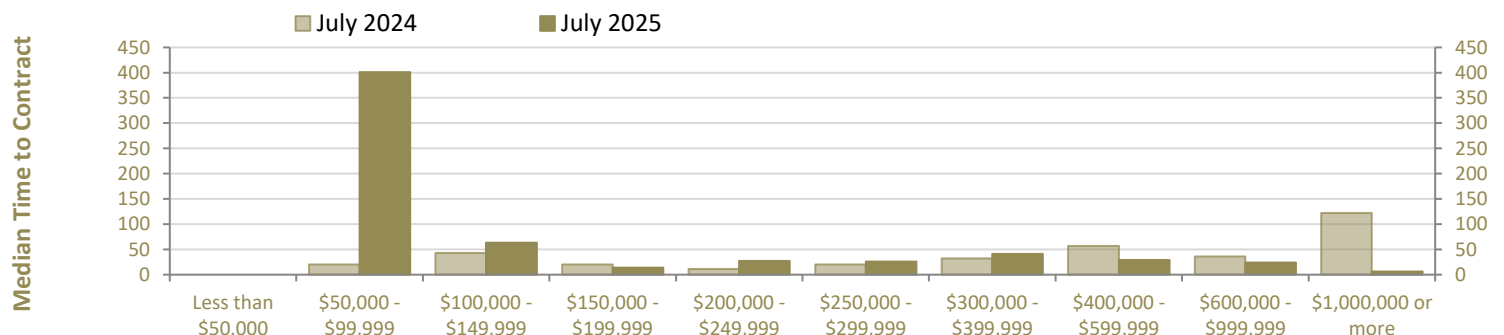


Median Time to Contract by Sale Price

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	401 Days	1905.0%
\$100,000 - \$149,999	63 Days	46.5%
\$150,000 - \$199,999	14 Days	-30.0%
\$200,000 - \$249,999	27 Days	145.5%
\$250,000 - \$299,999	26 Days	30.0%
\$300,000 - \$399,999	41 Days	28.1%
\$400,000 - \$599,999	29 Days	-49.1%
\$600,000 - \$999,999	24 Days	-33.3%
\$1,000,000 or more	6 Days	-95.1%

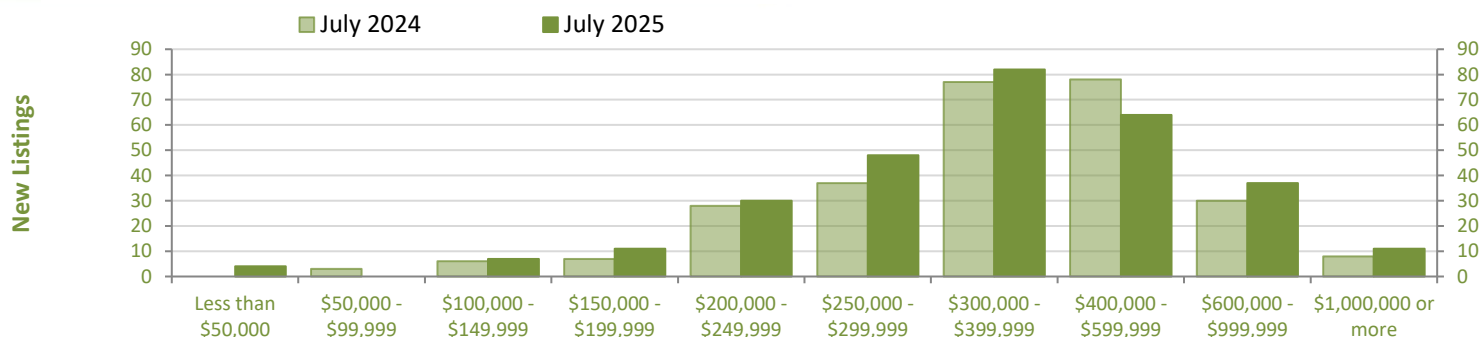


New Listings by Initial Listing Price

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	4	N/A
\$50,000 - \$99,999	0	-100.0%
\$100,000 - \$149,999	7	16.7%
\$150,000 - \$199,999	11	57.1%
\$200,000 - \$249,999	30	7.1%
\$250,000 - \$299,999	48	29.7%
\$300,000 - \$399,999	82	6.5%
\$400,000 - \$599,999	64	-17.9%
\$600,000 - \$999,999	37	23.3%
\$1,000,000 or more	11	37.5%

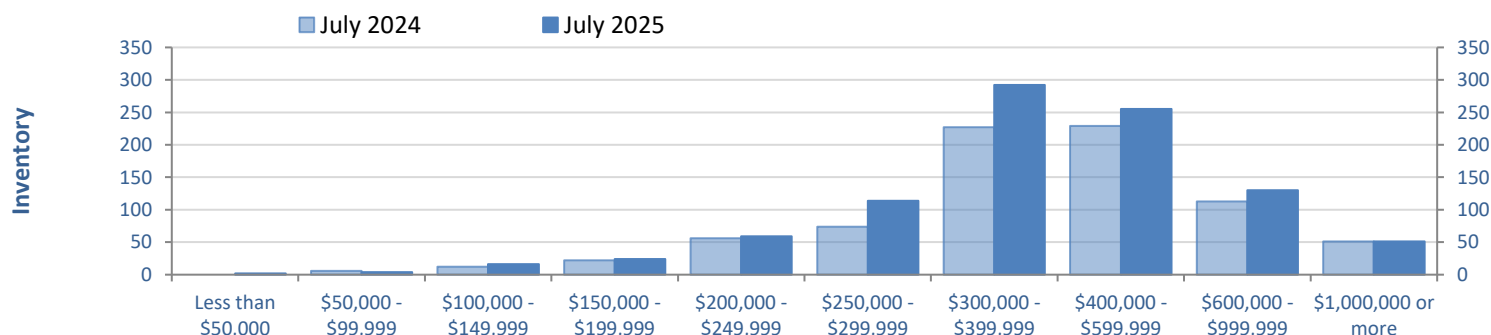


Inventory by Current Listing Price

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.

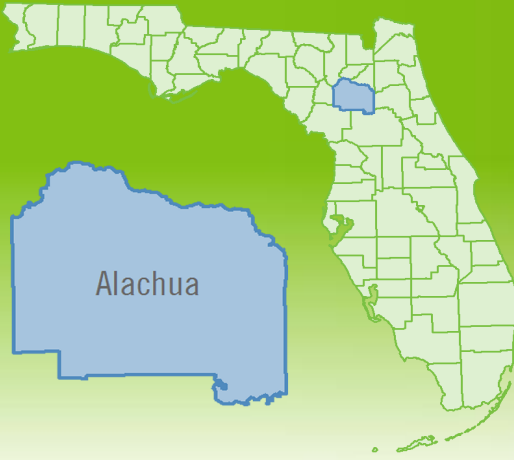
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	2	N/A
\$50,000 - \$99,999	4	-33.3%
\$100,000 - \$149,999	16	33.3%
\$150,000 - \$199,999	24	9.1%
\$200,000 - \$249,999	59	5.4%
\$250,000 - \$299,999	114	54.1%
\$300,000 - \$399,999	292	28.6%
\$400,000 - \$599,999	255	11.4%
\$600,000 - \$999,999	130	15.0%
\$1,000,000 or more	51	0.0%



Monthly Distressed Market - July 2025

Single-Family Homes

Alachua County



		July 2025	July 2024	Percent Change Year-over-Year
Traditional	Closed Sales	241	237	1.7%
	Median Sale Price	\$352,500	\$360,000	-2.1%
Foreclosure/REO	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$157,000	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

