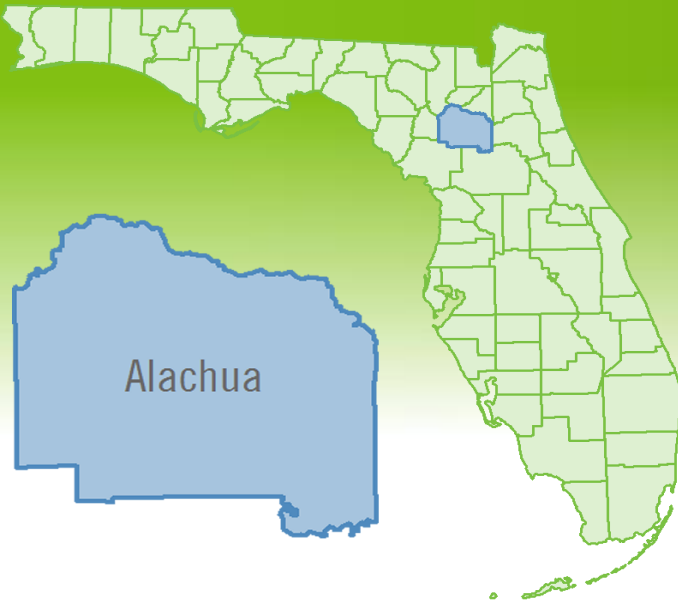


Monthly Market Detail - April 2021

Single-Family Homes

Alachua County



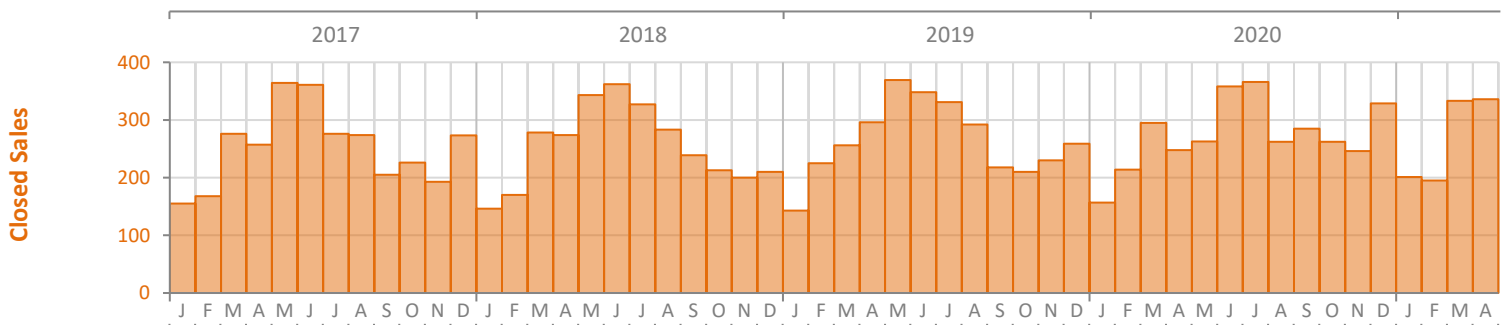
Summary Statistics	April 2021	April 2020	Percent Change Year-over-Year
Closed Sales	336	248	35.5%
Paid in Cash	68	47	44.7%
Median Sale Price	\$285,250	\$246,000	16.0%
Average Sale Price	\$337,209	\$286,203	17.8%
Dollar Volume	\$113.3 Million	\$71.0 Million	59.6%
Median Percent of Original List Price Received	100.0%	98.5%	1.5%
Median Time to Contract	6 Days	19 Days	-68.4%
Median Time to Sale	54 Days	65 Days	-16.9%
New Pending Sales	361	280	28.9%
New Listings	383	291	31.6%
Pending Inventory	660	479	37.8%
Inventory (Active Listings)	334	766	-56.4%
Months Supply of Inventory	1.2	2.9	-58.6%

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	1,065	16.5%
April 2021	336	35.5%
March 2021	333	12.9%
February 2021	195	-8.9%
January 2021	201	28.0%
December 2020	329	27.0%
November 2020	246	7.0%
October 2020	262	24.8%
September 2020	285	30.7%
August 2020	262	-10.3%
July 2020	366	10.6%
June 2020	358	2.9%
May 2020	263	-28.7%
April 2020	248	-16.2%

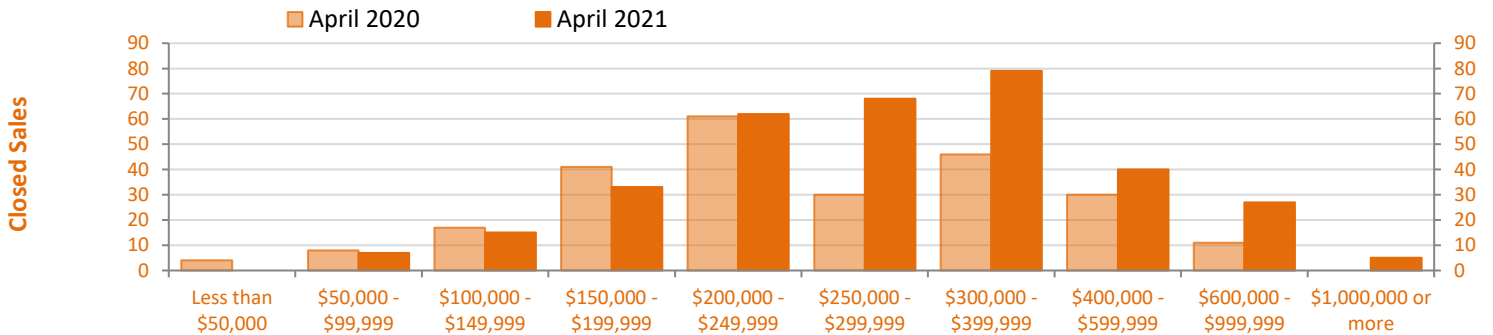


Closed Sales by Sale Price

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	7	-12.5%
\$100,000 - \$149,999	15	-11.8%
\$150,000 - \$199,999	33	-19.5%
\$200,000 - \$249,999	62	1.6%
\$250,000 - \$299,999	68	126.7%
\$300,000 - \$399,999	79	71.7%
\$400,000 - \$599,999	40	33.3%
\$600,000 - \$999,999	27	145.5%
\$1,000,000 or more	5	N/A

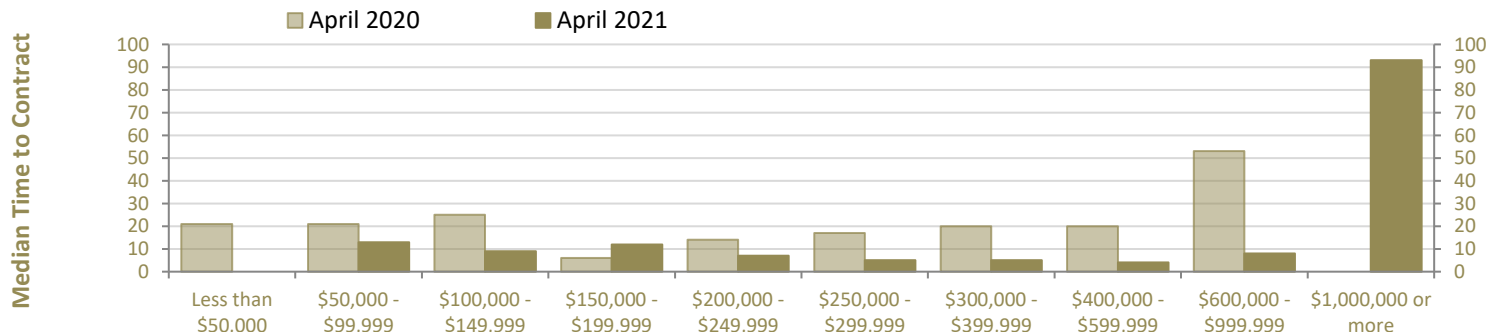


Median Time to Contract by Sale Price

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	13 Days	-38.1%
\$100,000 - \$149,999	9 Days	-64.0%
\$150,000 - \$199,999	12 Days	100.0%
\$200,000 - \$249,999	7 Days	-50.0%
\$250,000 - \$299,999	5 Days	-70.6%
\$300,000 - \$399,999	5 Days	-75.0%
\$400,000 - \$599,999	4 Days	-80.0%
\$600,000 - \$999,999	8 Days	-84.9%
\$1,000,000 or more	93 Days	N/A

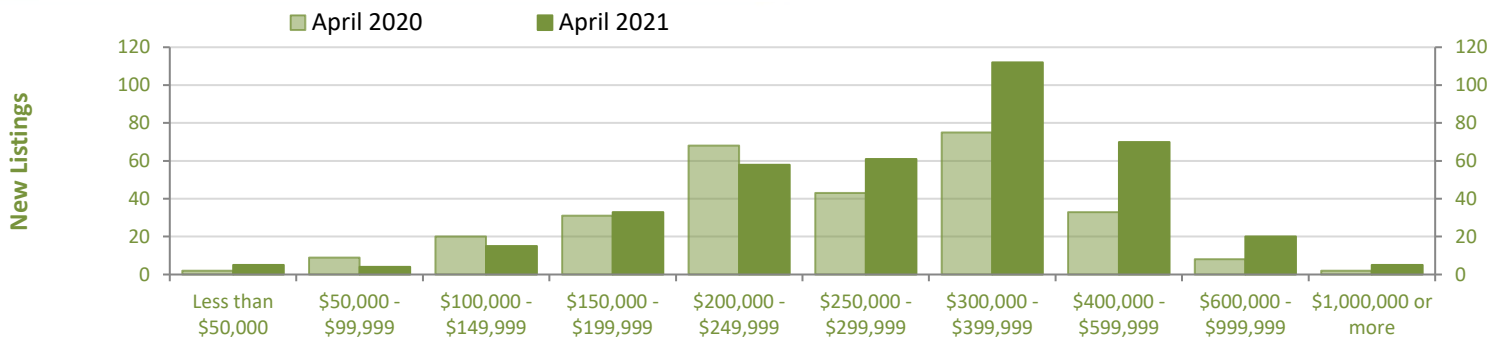


New Listings by Initial Listing Price

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	5	150.0%
\$50,000 - \$99,999	4	-55.6%
\$100,000 - \$149,999	15	-25.0%
\$150,000 - \$199,999	33	6.5%
\$200,000 - \$249,999	58	-14.7%
\$250,000 - \$299,999	61	41.9%
\$300,000 - \$399,999	112	49.3%
\$400,000 - \$599,999	70	112.1%
\$600,000 - \$999,999	20	150.0%
\$1,000,000 or more	5	150.0%

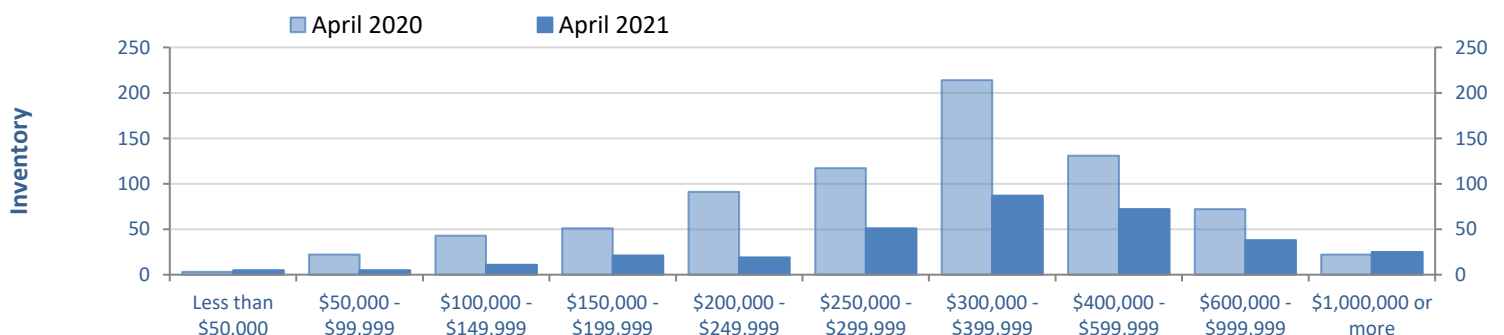


Inventory by Current Listing Price

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	5	66.7%
\$50,000 - \$99,999	5	-77.3%
\$100,000 - \$149,999	11	-74.4%
\$150,000 - \$199,999	21	-58.8%
\$200,000 - \$249,999	19	-79.1%
\$250,000 - \$299,999	51	-56.4%
\$300,000 - \$399,999	87	-59.3%
\$400,000 - \$599,999	72	-45.0%
\$600,000 - \$999,999	38	-47.2%
\$1,000,000 or more	25	13.6%



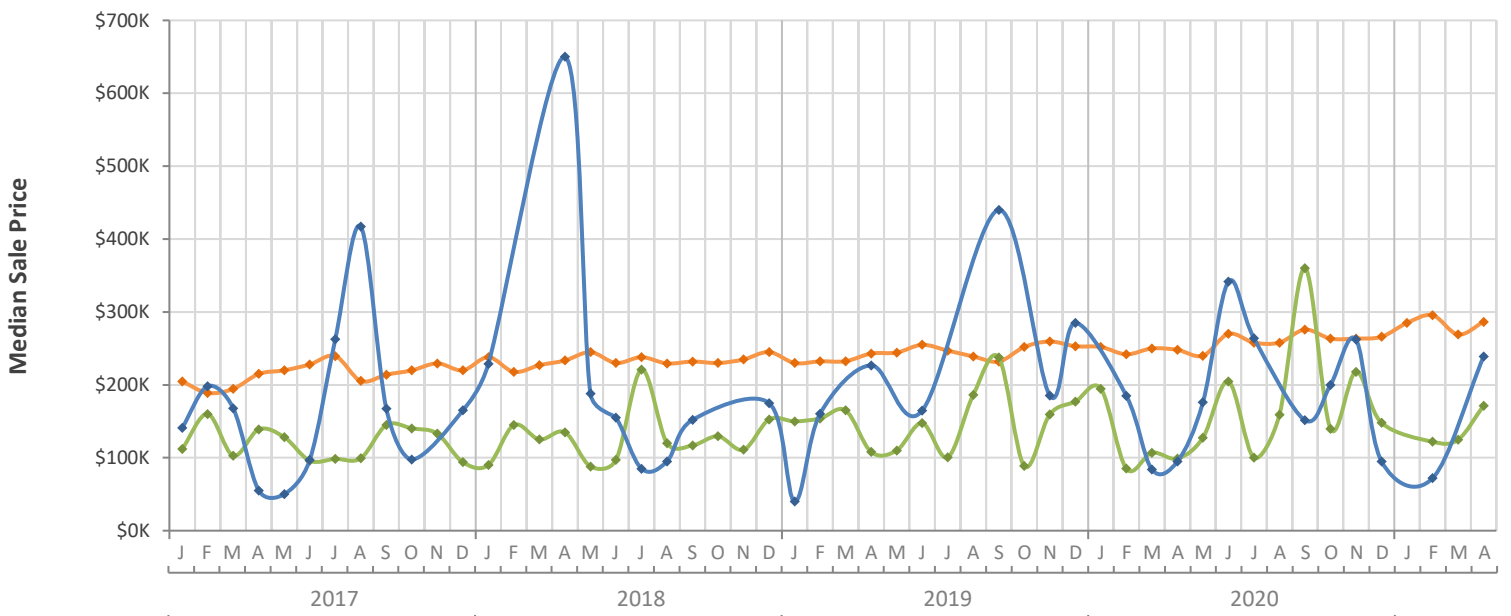
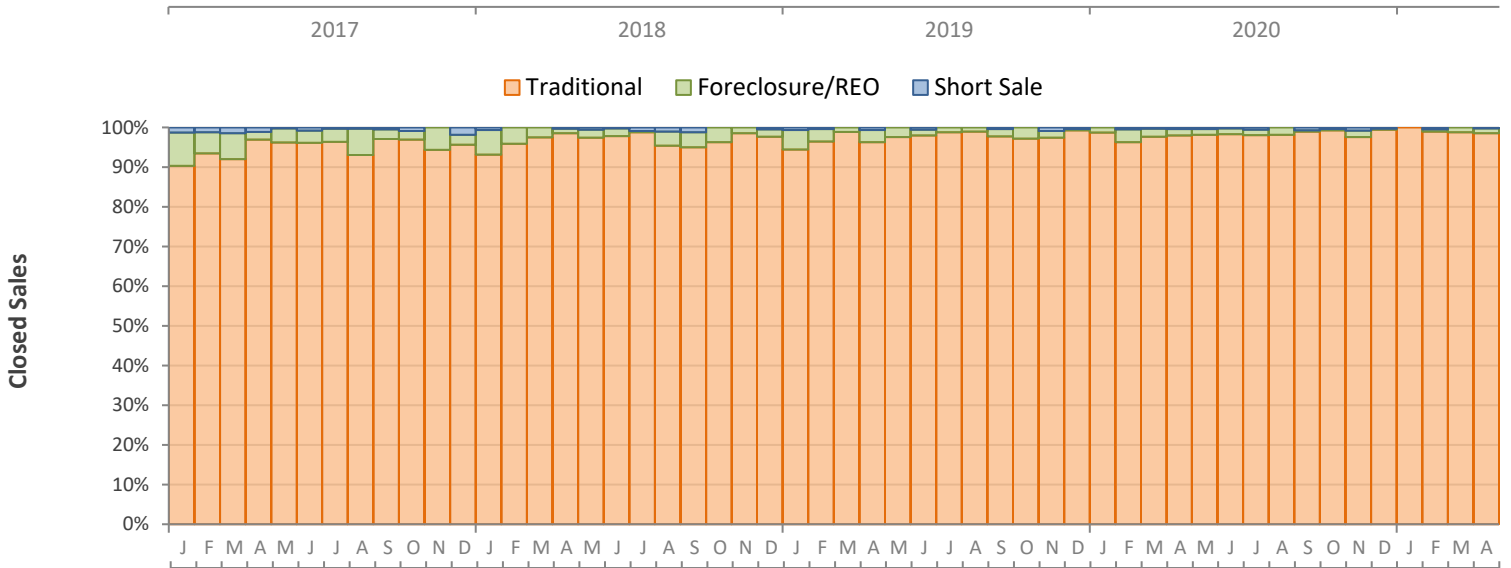
Monthly Distressed Market - April 2021

Single-Family Homes

Alachua County



		April 2021	April 2020	Percent Change Year-over-Year
Traditional	Closed Sales	331	243	36.2%
	Median Sale Price	\$286,500	\$248,000	15.5%
Foreclosure/REO	Closed Sales	4	4	0.0%
	Median Sale Price	\$171,524	\$99,000	73.3%
Short Sale	Closed Sales	1	1	0.0%
	Median Sale Price	\$239,000	\$95,000	151.6%



Monthly Market Detail - April 2021

Townhouses and Condos

Alachua County



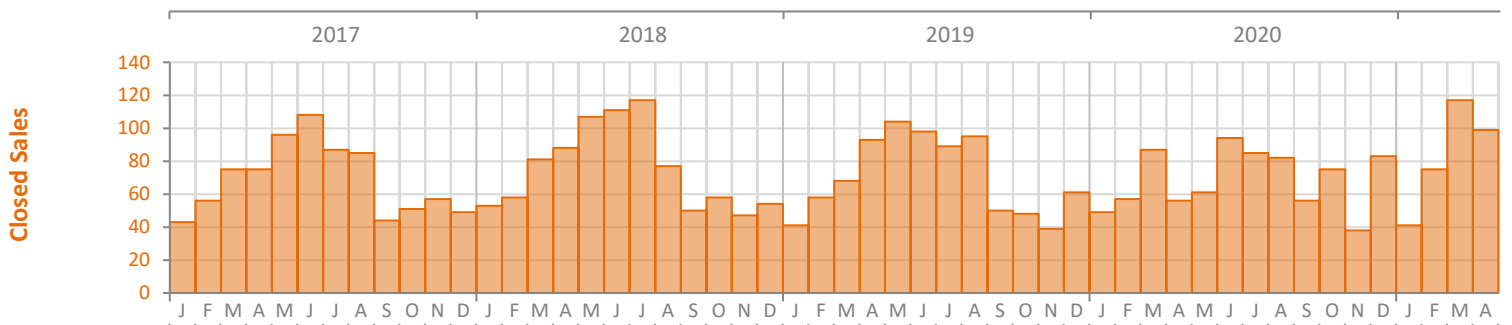
Summary Statistics	April 2021	April 2020	Percent Change Year-over-Year
Closed Sales	99	56	76.8%
Paid in Cash	46	24	91.7%
Median Sale Price	\$150,000	\$142,500	5.3%
Average Sale Price	\$157,509	\$140,529	12.1%
Dollar Volume	\$15.6 Million	\$7.9 Million	98.1%
Median Percent of Original List Price Received	99.0%	98.0%	1.0%
Median Time to Contract	12 Days	12 Days	0.0%
Median Time to Sale	50 Days	52 Days	-3.8%
New Pending Sales	136	61	123.0%
New Listings	132	73	80.8%
Pending Inventory	222	88	152.3%
Inventory (Active Listings)	101	168	-39.9%
Months Supply of Inventory	1.3	2.4	-45.8%

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	332	33.3%
April 2021	99	76.8%
March 2021	117	34.5%
February 2021	75	31.6%
January 2021	41	-16.3%
December 2020	83	36.1%
November 2020	38	-2.6%
October 2020	75	56.3%
September 2020	56	12.0%
August 2020	82	-13.7%
July 2020	85	-4.5%
June 2020	94	-4.1%
May 2020	61	-41.3%
April 2020	56	-39.8%

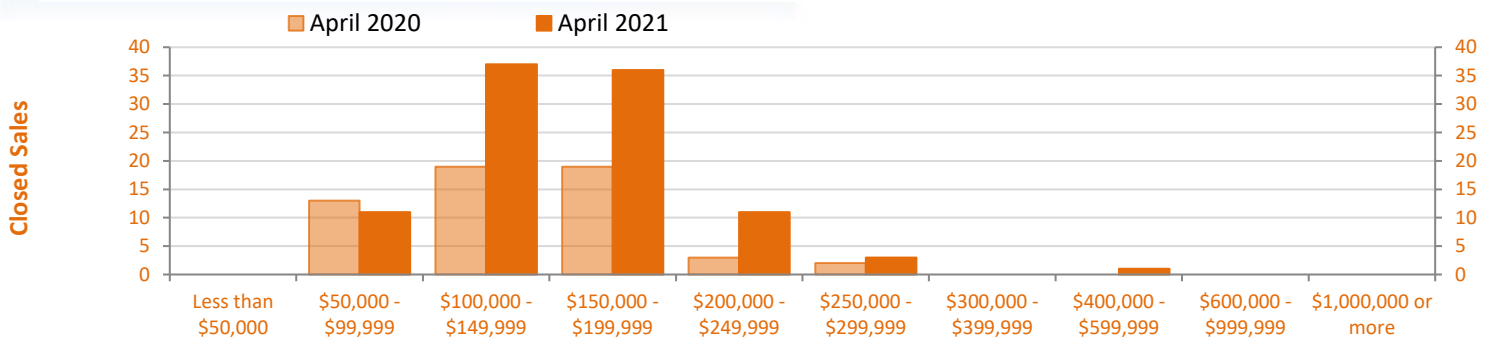


Closed Sales by Sale Price

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	11	-15.4%
\$100,000 - \$149,999	37	94.7%
\$150,000 - \$199,999	36	89.5%
\$200,000 - \$249,999	11	266.7%
\$250,000 - \$299,999	3	50.0%
\$300,000 - \$399,999	0	N/A
\$400,000 - \$599,999	1	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

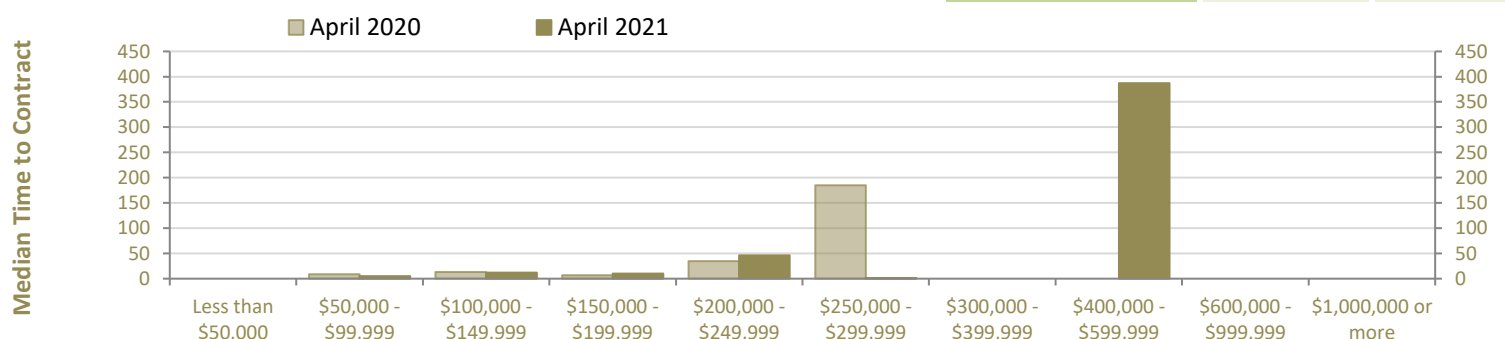


Median Time to Contract by Sale Price

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	5 Days	-44.4%
\$100,000 - \$149,999	12 Days	-7.7%
\$150,000 - \$199,999	10 Days	42.9%
\$200,000 - \$249,999	46 Days	31.4%
\$250,000 - \$299,999	1 Day	-99.5%
\$300,000 - \$399,999	(No Sales)	N/A
\$400,000 - \$599,999	387 Days	N/A
\$600,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	(No Sales)	N/A



Monthly Market Detail - April 2021

Townhouses and Condos

Alachua County

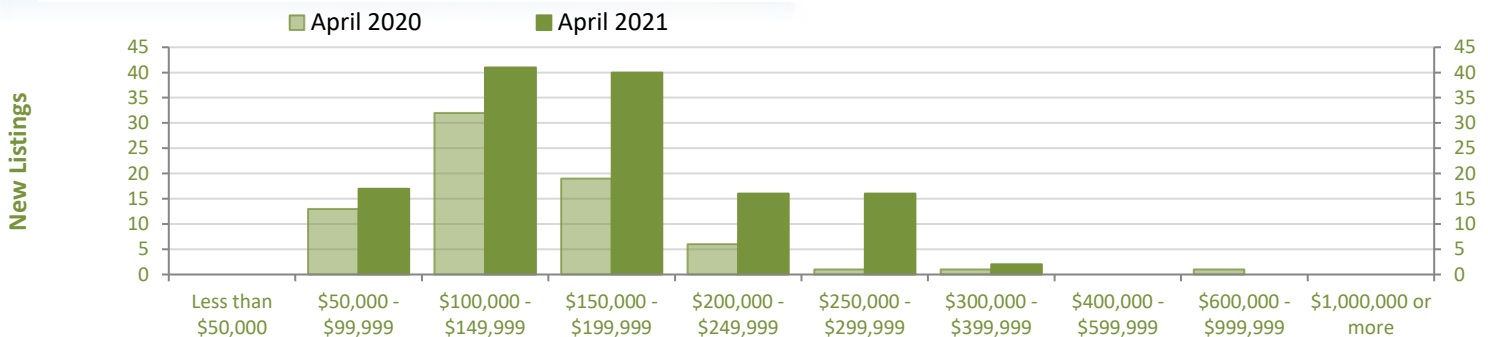


New Listings by Initial Listing Price

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	17	30.8%
\$100,000 - \$149,999	41	28.1%
\$150,000 - \$199,999	40	110.5%
\$200,000 - \$249,999	16	166.7%
\$250,000 - \$299,999	16	1500.0%
\$300,000 - \$399,999	2	100.0%
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	-100.0%
\$1,000,000 or more	0	N/A

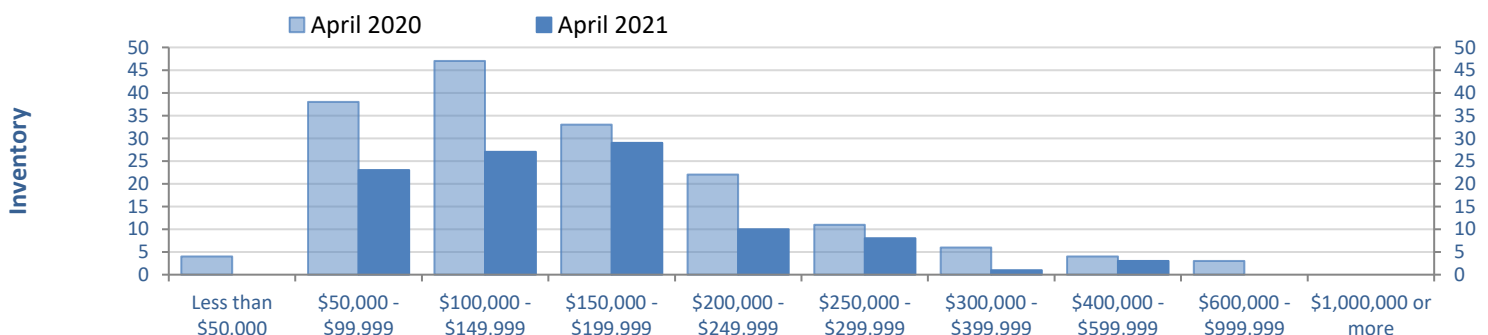


Inventory by Current Listing Price

The number of property listings active at the end of the 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	23	-39.5%
\$100,000 - \$149,999	27	-42.6%
\$150,000 - \$199,999	29	-12.1%
\$200,000 - \$249,999	10	-54.5%
\$250,000 - \$299,999	8	-27.3%
\$300,000 - \$399,999	1	-83.3%
\$400,000 - \$599,999	3	-25.0%
\$600,000 - \$999,999	0	-100.0%
\$1,000,000 or more	0	N/A



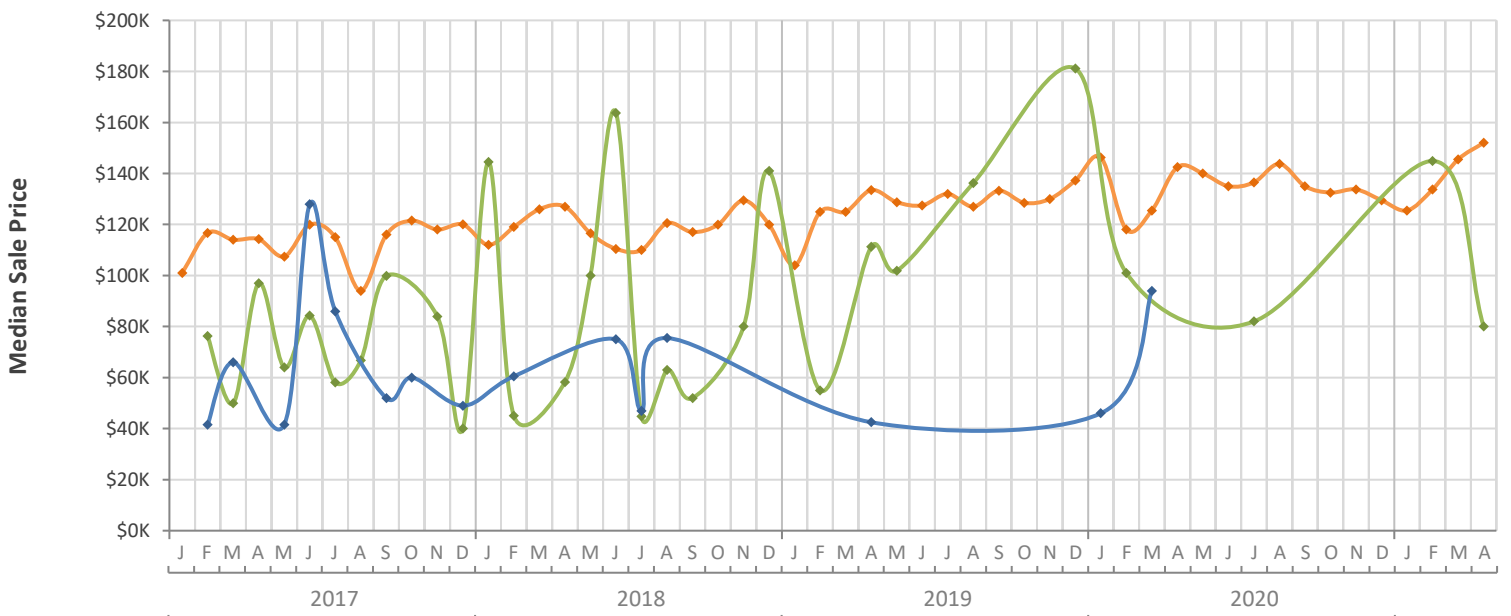
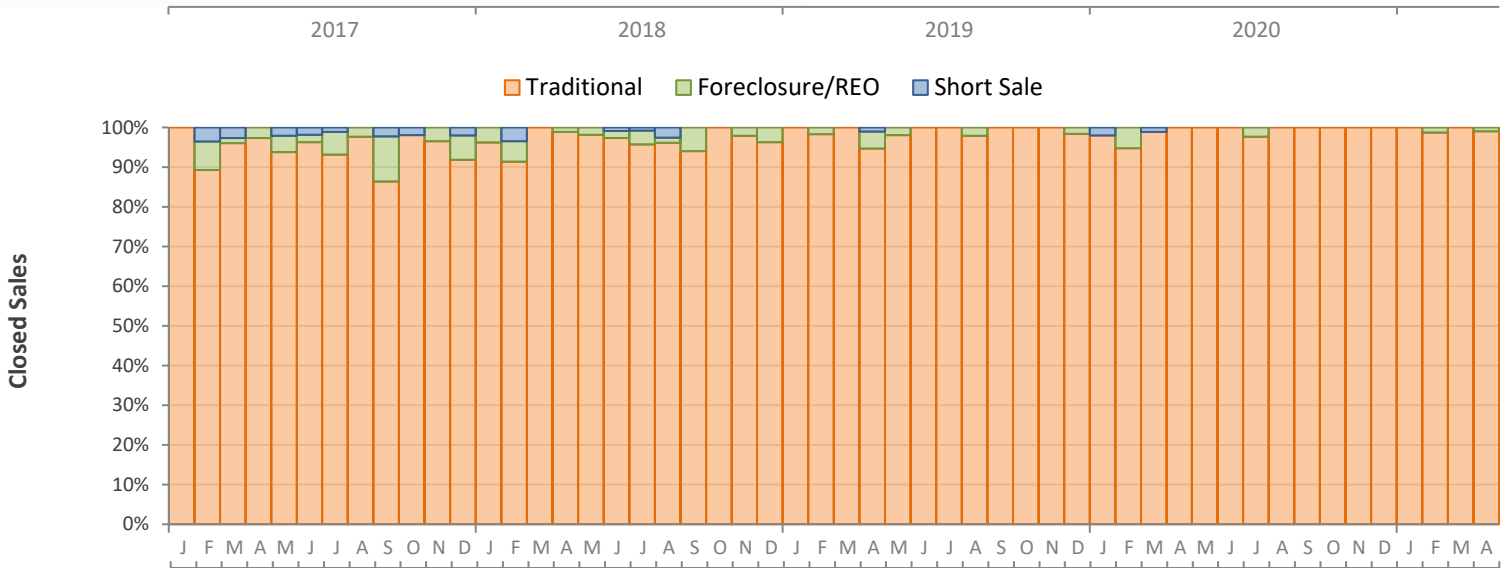
Monthly Distressed Market - April 2021

Townhouses and Condos

Alachua County



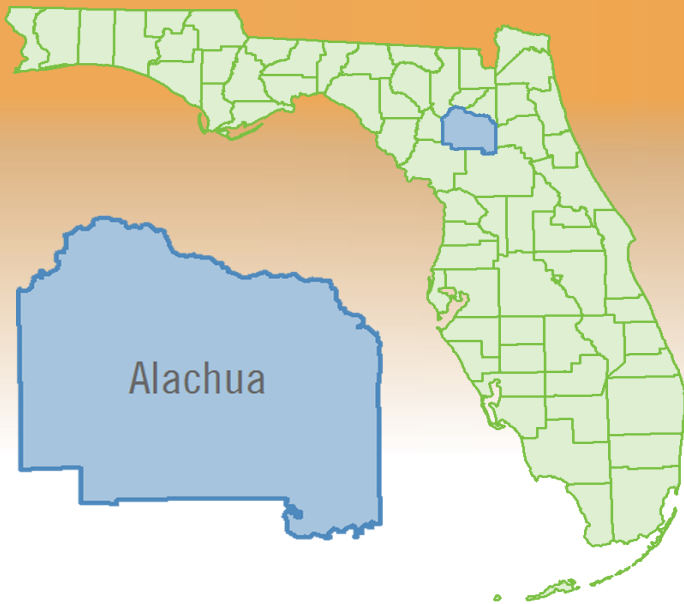
		April 2021	April 2020	Percent Change Year-over-Year
Traditional	Closed Sales	98	56	75.0%
	Median Sale Price	\$152,000	\$142,500	6.7%
Foreclosure/REO	Closed Sales	1	0	N/A
	Median Sale Price	\$80,100	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



Monthly Market Detail - April 2021

Manufactured Homes

Alachua County



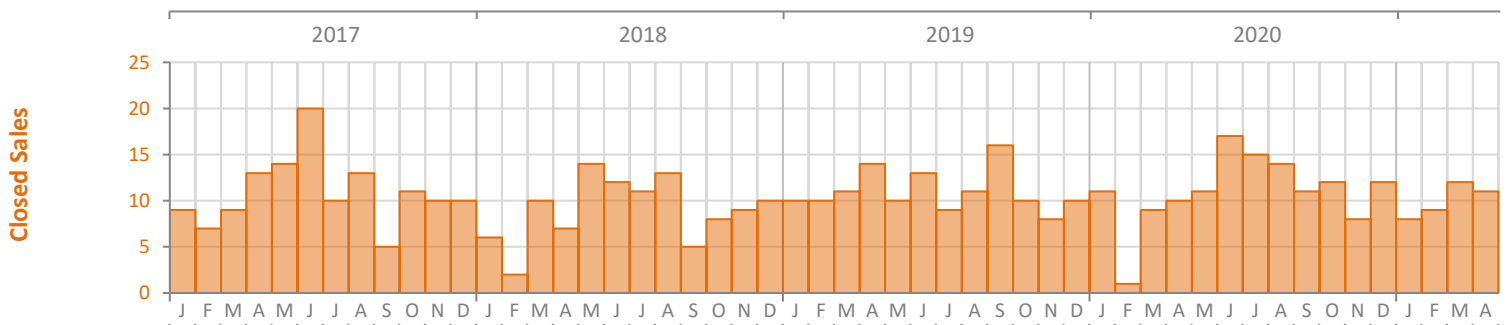
Summary Statistics	April 2021	April 2020	Percent Change Year-over-Year
Closed Sales	11	10	10.0%
Paid in Cash	5	4	25.0%
Median Sale Price	\$160,000	\$129,500	23.6%
Average Sale Price	\$149,495	\$123,490	21.1%
Dollar Volume	\$1.6 Million	\$1.2 Million	33.2%
Median Percent of Original List Price Received	97.4%	89.0%	9.4%
Median Time to Contract	13 Days	45 Days	-71.1%
Median Time to Sale	55 Days	77 Days	-28.6%
New Pending Sales	18	14	28.6%
New Listings	13	12	8.3%
Pending Inventory	31	32	-3.1%
Inventory (Active Listings)	20	44	-54.5%
Months Supply of Inventory	1.7	4.5	-62.2%

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	40	29.0%
April 2021	11	10.0%
March 2021	12	33.3%
February 2021	9	800.0%
January 2021	8	-27.3%
December 2020	12	20.0%
November 2020	8	0.0%
October 2020	12	20.0%
September 2020	11	-31.3%
August 2020	14	27.3%
July 2020	15	66.7%
June 2020	17	30.8%
May 2020	11	10.0%
April 2020	10	-28.6%

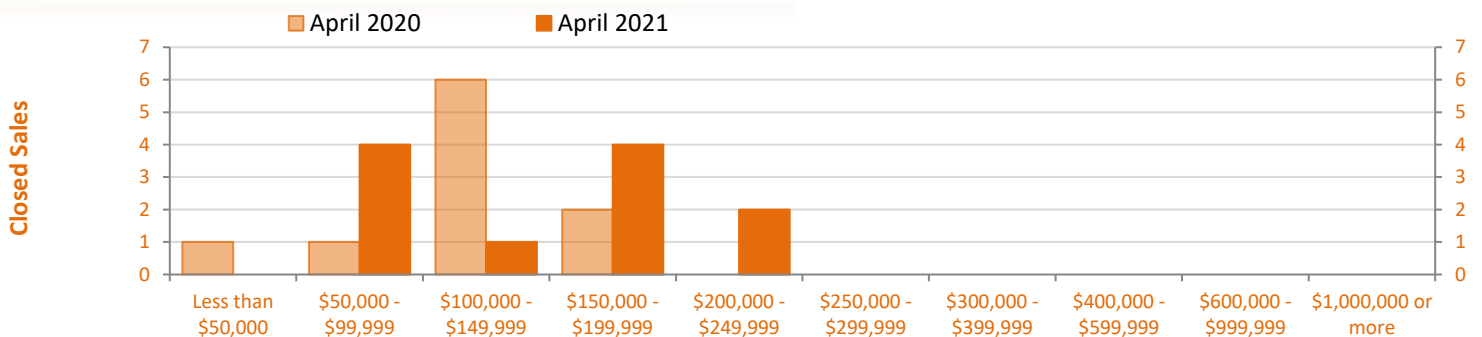


Closed Sales by Sale Price

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	300.0%
\$100,000 - \$149,999	1	-83.3%
\$150,000 - \$199,999	4	100.0%
\$200,000 - \$249,999	2	N/A
\$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

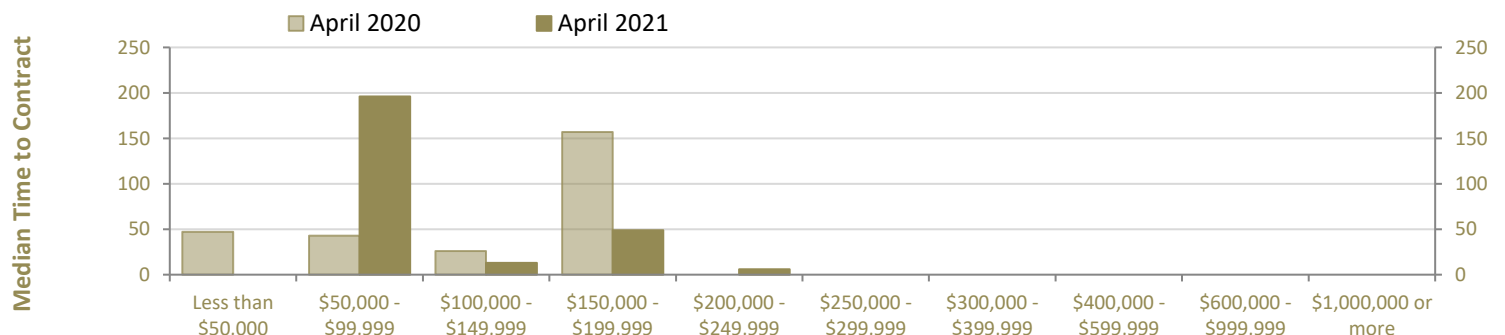


Median Time to Contract by Sale Price

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	196 Days	355.8%
\$100,000 - \$149,999	13 Days	-50.0%
\$150,000 - \$199,999	49 Days	-68.8%
\$200,000 - \$249,999	6 Days	N/A
\$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

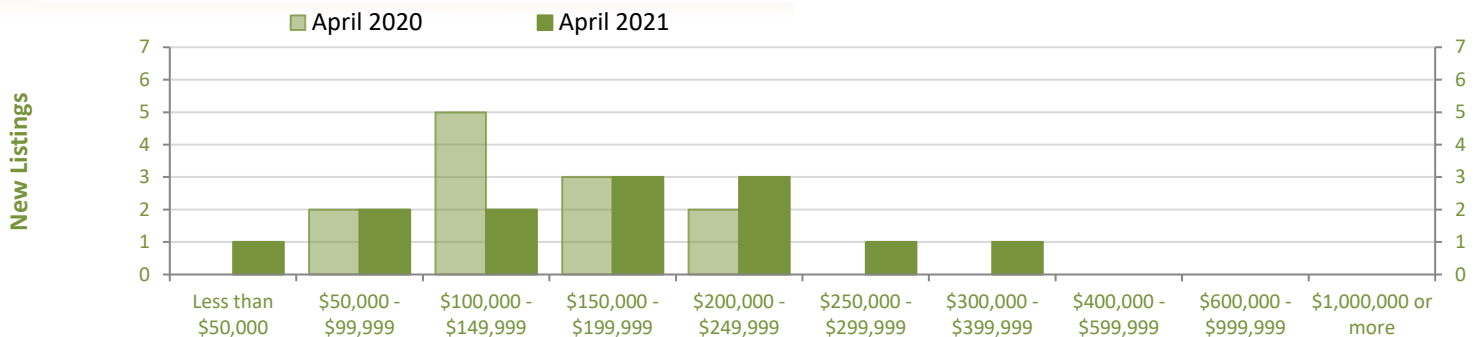


New Listings by Initial Listing Price

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	1	N/A
\$50,000 - \$99,999	2	0.0%
\$100,000 - \$149,999	2	-60.0%
\$150,000 - \$199,999	3	0.0%
\$200,000 - \$249,999	3	50.0%
\$250,000 - \$299,999	1	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

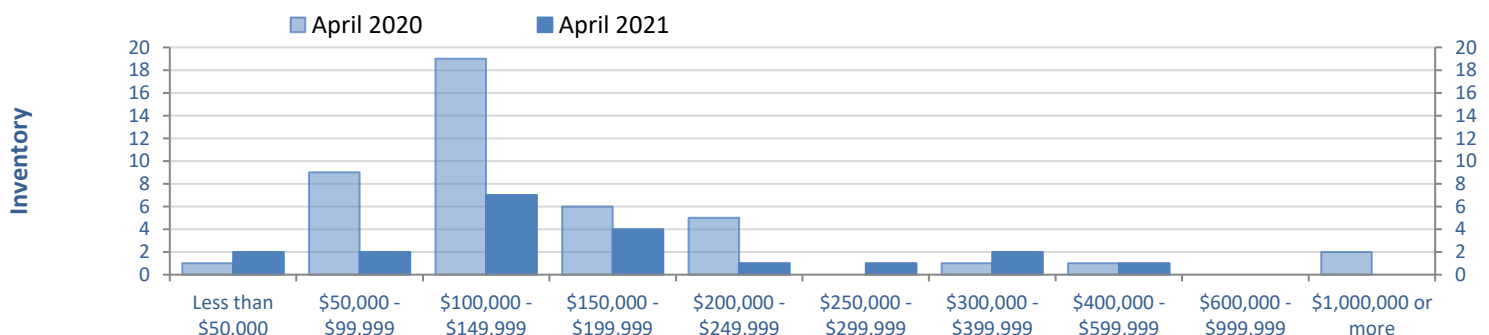


Inventory by Current Listing Price

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.

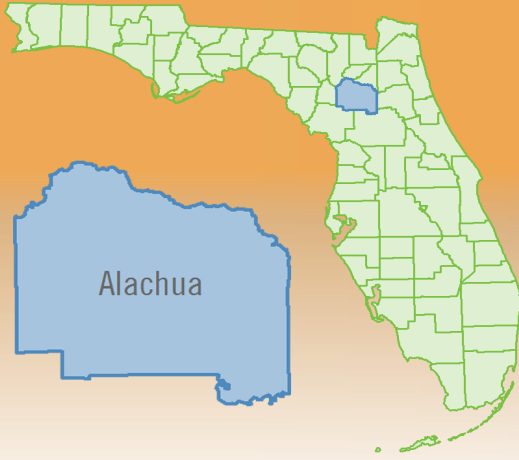
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	2	100.0%
\$50,000 - \$99,999	2	-77.8%
\$100,000 - \$149,999	7	-63.2%
\$150,000 - \$199,999	4	-33.3%
\$200,000 - \$249,999	1	-80.0%
\$250,000 - \$299,999	1	N/A
\$300,000 - \$399,999	2	100.0%
\$400,000 - \$599,999	1	0.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	-100.0%



Monthly Distressed Market - April 2021

Manufactured Homes

Alachua County



		April 2021	April 2020	Percent Change Year-over-Year
Traditional	Closed Sales	10	10	0.0%
	Median Sale Price	\$150,750	\$129,500	16.4%
Foreclosure/REO	Closed Sales	1	0	N/A
	Median Sale Price	\$200,000	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

