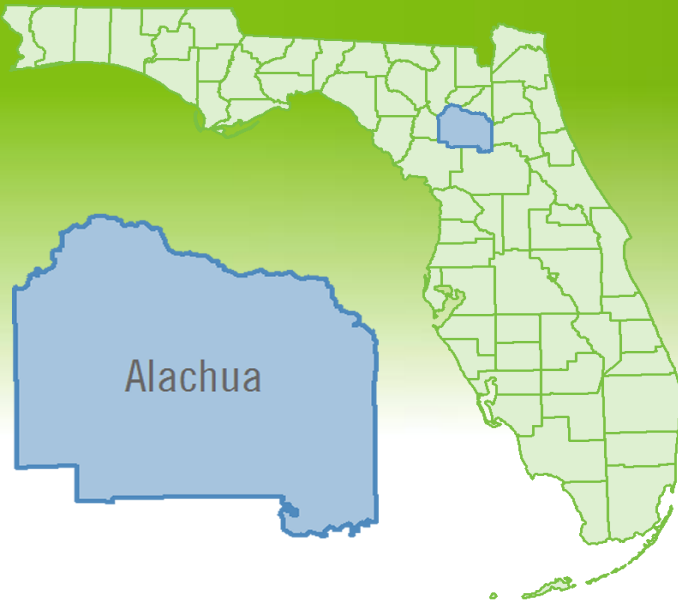


Monthly Market Detail - June 2021

Single-Family Homes

Alachua County



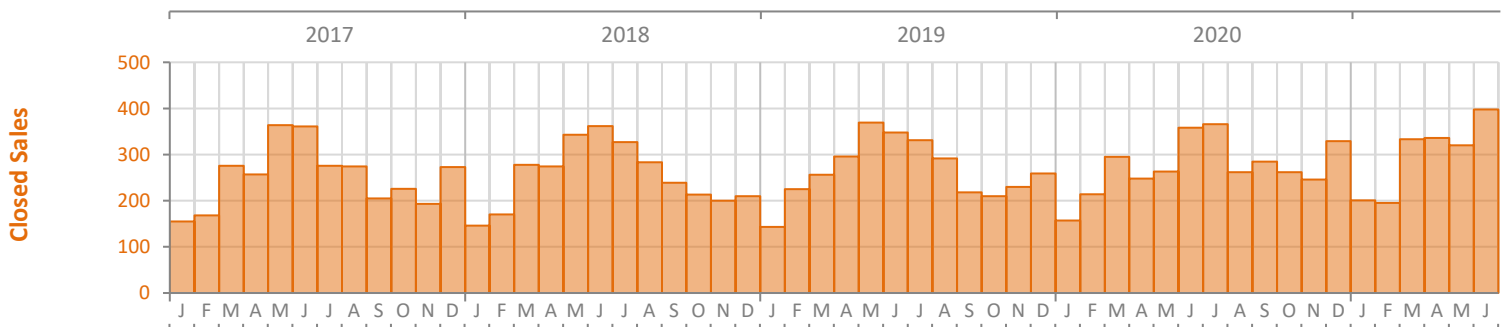
Summary Statistics	June 2021	June 2020	Percent Change Year-over-Year
Closed Sales	398	358	11.2%
Paid in Cash	89	64	39.1%
Median Sale Price	\$312,500	\$270,000	15.7%
Average Sale Price	\$344,613	\$296,539	16.2%
Dollar Volume	\$137.2 Million	\$106.2 Million	29.2%
Median Percent of Original List Price Received	100.0%	98.0%	2.0%
Median Time to Contract	6 Days	31 Days	-80.6%
Median Time to Sale	54 Days	79 Days	-31.6%
New Pending Sales	323	371	-12.9%
New Listings	381	326	16.9%
Pending Inventory	599	564	6.2%
Inventory (Active Listings)	380	576	-34.0%
Months Supply of Inventory	1.3	2.2	-40.9%

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	1,783	16.2%
June 2021	398	11.2%
May 2021	320	21.7%
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%

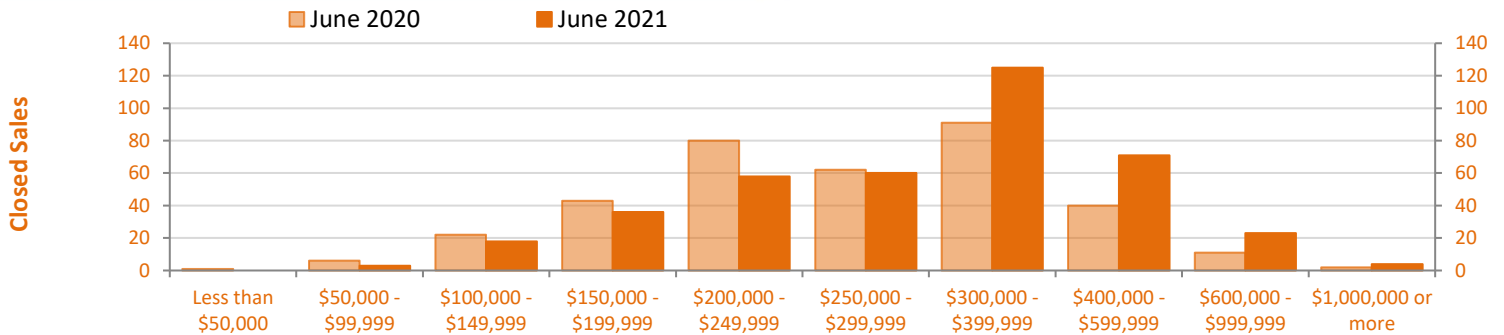


Closed Sales by Sale Price

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	3	-50.0%
\$100,000 - \$149,999	18	-18.2%
\$150,000 - \$199,999	36	-16.3%
\$200,000 - \$249,999	58	-27.5%
\$250,000 - \$299,999	60	-3.2%
\$300,000 - \$399,999	125	37.4%
\$400,000 - \$599,999	71	77.5%
\$600,000 - \$999,999	23	109.1%
\$1,000,000 or more	4	100.0%

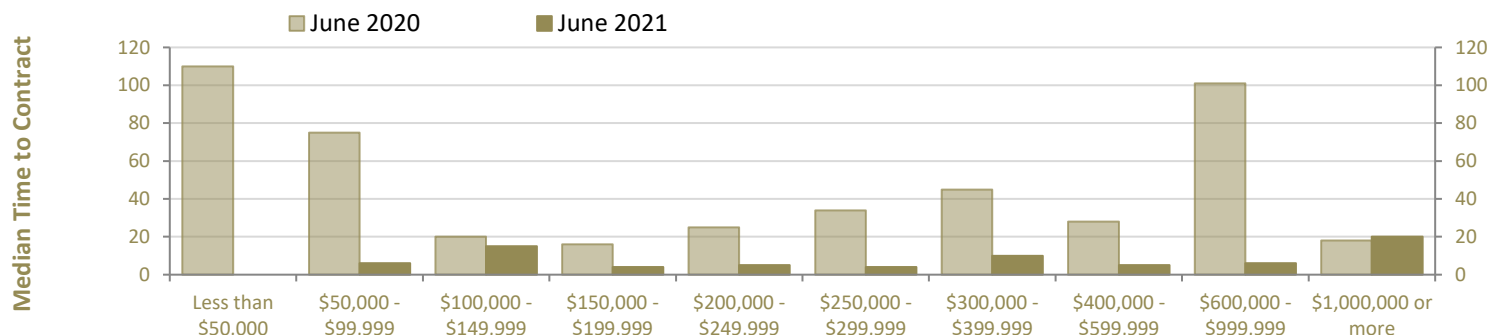


Median Time to Contract by Sale Price

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	6 Days	-92.0%
\$100,000 - \$149,999	15 Days	-25.0%
\$150,000 - \$199,999	4 Days	-75.0%
\$200,000 - \$249,999	5 Days	-80.0%
\$250,000 - \$299,999	4 Days	-88.2%
\$300,000 - \$399,999	10 Days	-77.8%
\$400,000 - \$599,999	5 Days	-82.1%
\$600,000 - \$999,999	6 Days	-94.1%
\$1,000,000 or more	20 Days	11.1%

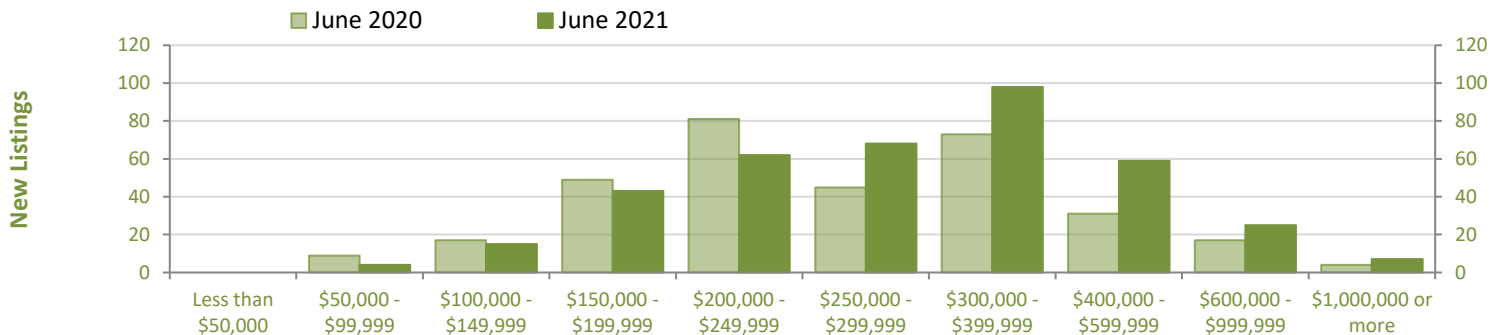


New Listings by Initial Listing Price

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	0	N/A
\$50,000 - \$99,999	4	-55.6%
\$100,000 - \$149,999	15	-11.8%
\$150,000 - \$199,999	43	-12.2%
\$200,000 - \$249,999	62	-23.5%
\$250,000 - \$299,999	68	51.1%
\$300,000 - \$399,999	98	34.2%
\$400,000 - \$599,999	59	90.3%
\$600,000 - \$999,999	25	47.1%
\$1,000,000 or more	7	75.0%

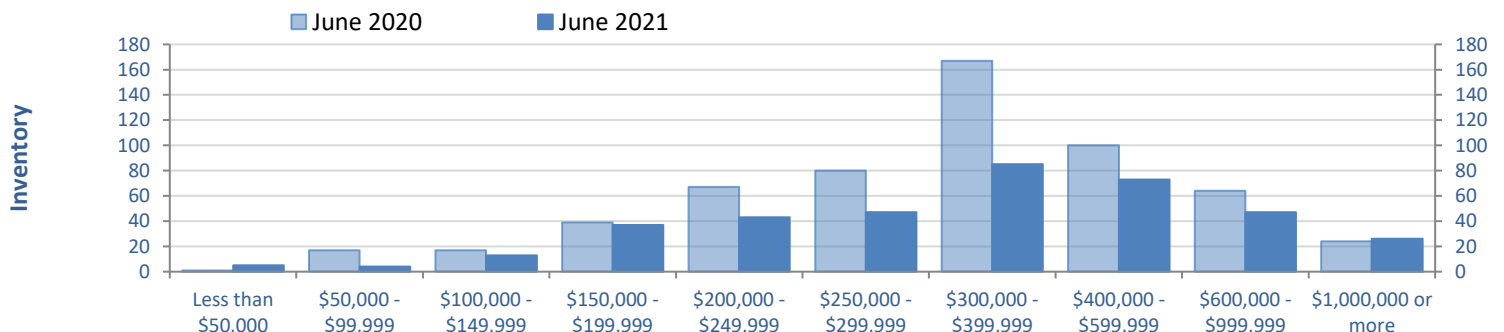


Inventory by Current Listing Price

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	400.0%
\$50,000 - \$99,999	4	-76.5%
\$100,000 - \$149,999	13	-23.5%
\$150,000 - \$199,999	37	-5.1%
\$200,000 - \$249,999	43	-35.8%
\$250,000 - \$299,999	47	-41.3%
\$300,000 - \$399,999	85	-49.1%
\$400,000 - \$599,999	73	-27.0%
\$600,000 - \$999,999	47	-26.6%
\$1,000,000 or more	26	8.3%



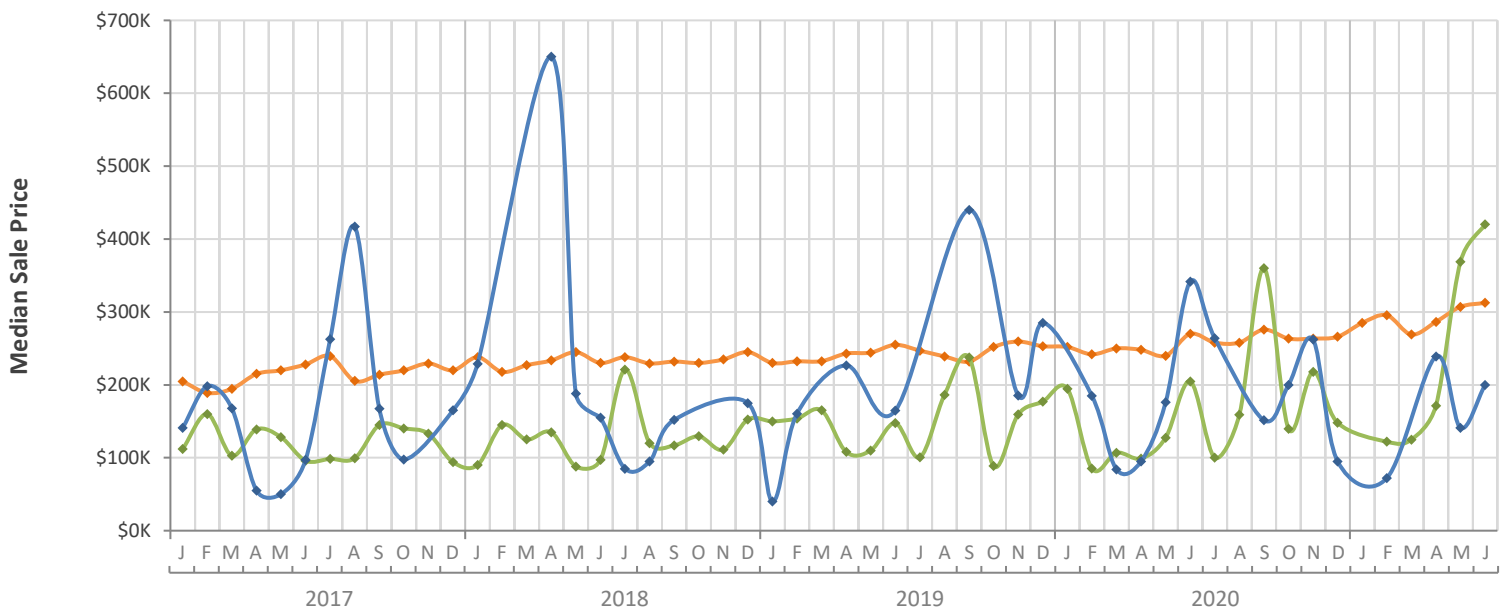
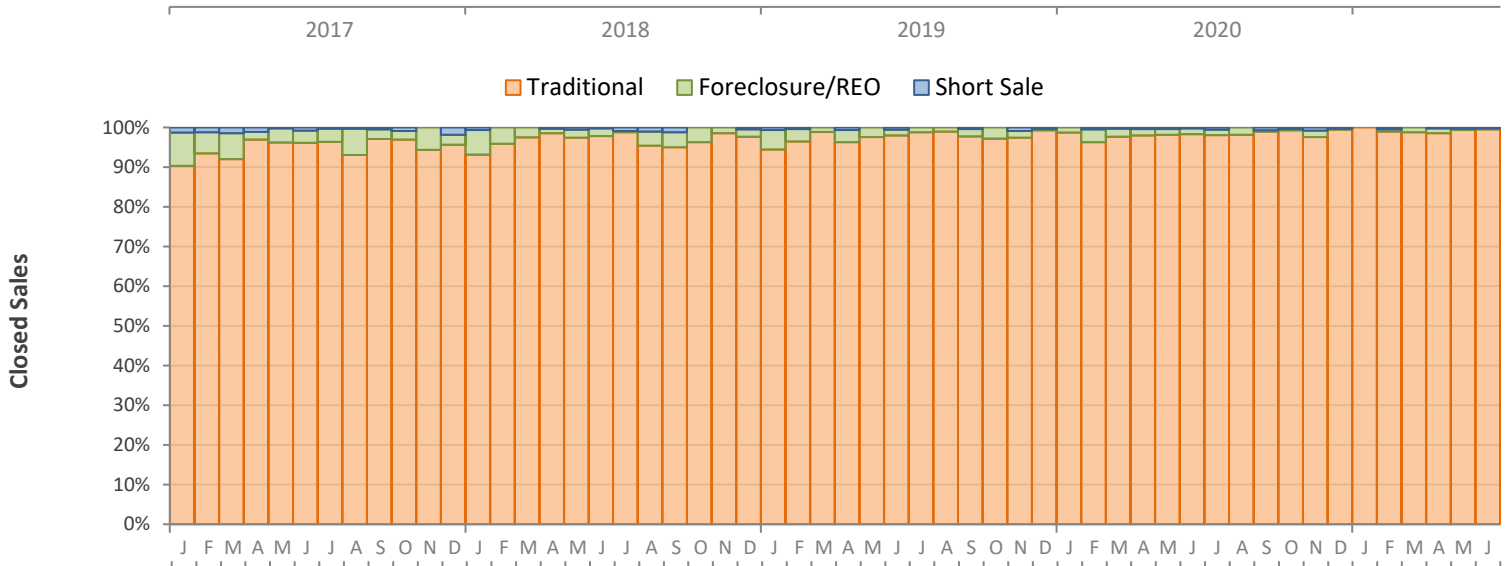
Monthly Distressed Market - June 2021

Single-Family Homes

Alachua County



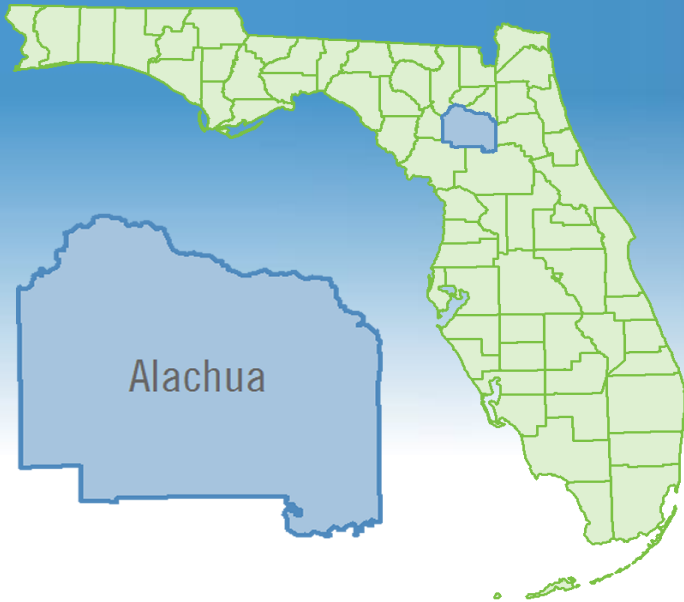
		June 2021	June 2020	Percent Change Year-over-Year
Traditional	Closed Sales	396	352	12.5%
	Median Sale Price	\$312,500	\$270,000	15.7%
Foreclosure/REO	Closed Sales	1	5	-80.0%
	Median Sale Price	\$420,000	\$204,750	105.1%
Short Sale	Closed Sales	1	1	0.0%
	Median Sale Price	\$200,000	\$341,500	-41.4%



Monthly Market Detail - June 2021

Townhouses and Condos

Alachua County



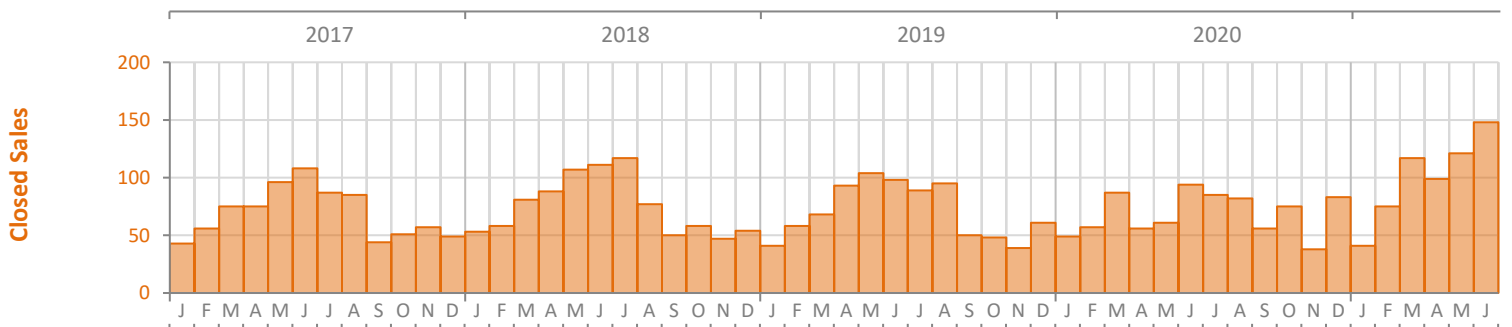
Summary Statistics	June 2021	June 2020	Percent Change Year-over-Year
Closed Sales	148	94	57.4%
Paid in Cash	69	43	60.5%
Median Sale Price	\$147,250	\$135,000	9.1%
Average Sale Price	\$155,140	\$141,703	9.5%
Dollar Volume	\$23.0 Million	\$13.3 Million	72.4%
Median Percent of Original List Price Received	100.0%	96.4%	3.7%
Median Time to Contract	12 Days	22 Days	-45.5%
Median Time to Sale	57 Days	63 Days	-9.5%
New Pending Sales	111	92	20.7%
New Listings	122	102	19.6%
Pending Inventory	167	117	42.7%
Inventory (Active Listings)	119	143	-16.8%
Months Supply of Inventory	1.4	2.2	-36.4%

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	601	48.8%
June 2021	148	57.4%
May 2021	121	98.4%
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%

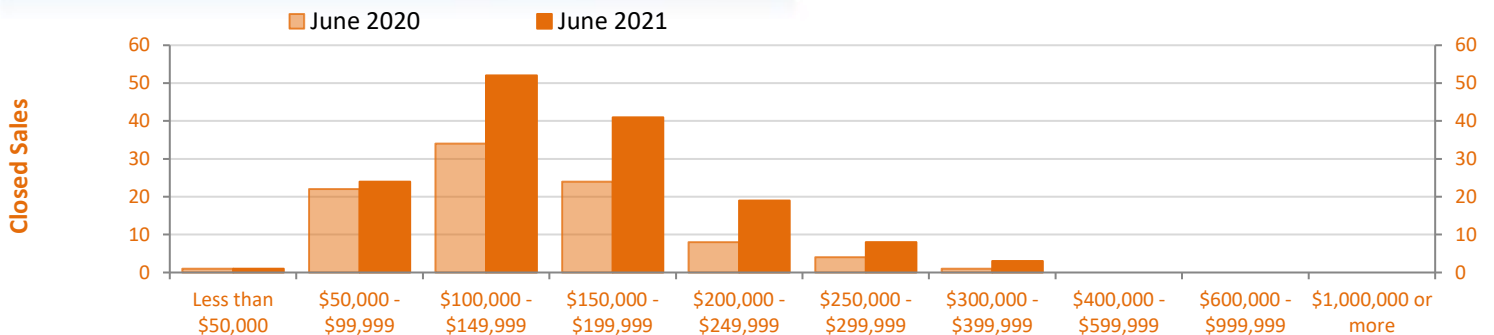


Closed Sales by Sale Price

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	0.0%
\$50,000 - \$99,999	24	9.1%
\$100,000 - \$149,999	52	52.9%
\$150,000 - \$199,999	41	70.8%
\$200,000 - \$249,999	19	137.5%
\$250,000 - \$299,999	8	100.0%
\$300,000 - \$399,999	3	200.0%
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

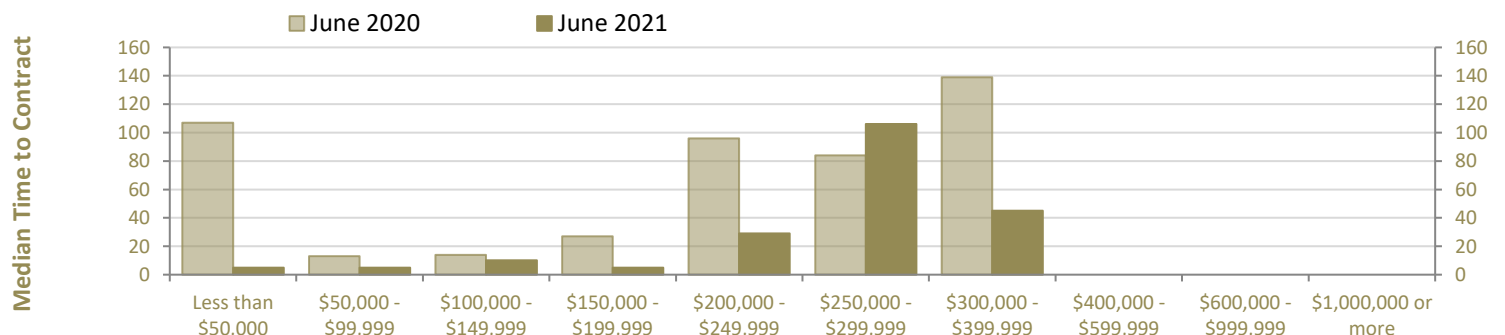


Median Time to Contract by Sale Price

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	5 Days	-95.3%
\$50,000 - \$99,999	5 Days	-61.5%
\$100,000 - \$149,999	10 Days	-28.6%
\$150,000 - \$199,999	5 Days	-81.5%
\$200,000 - \$249,999	29 Days	-69.8%
\$250,000 - \$299,999	106 Days	26.2%
\$300,000 - \$399,999	45 Days	-67.6%
\$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

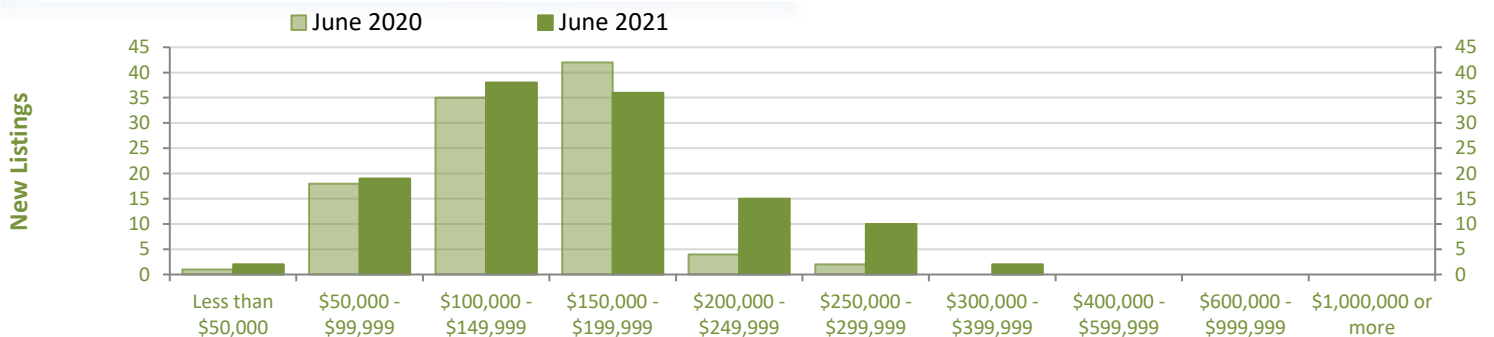


New Listings by Initial Listing Price

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	2	100.0%
\$50,000 - \$99,999	19	5.6%
\$100,000 - \$149,999	38	8.6%
\$150,000 - \$199,999	36	-14.3%
\$200,000 - \$249,999	15	275.0%
\$250,000 - \$299,999	10	400.0%
\$300,000 - \$399,999	2	N/A
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

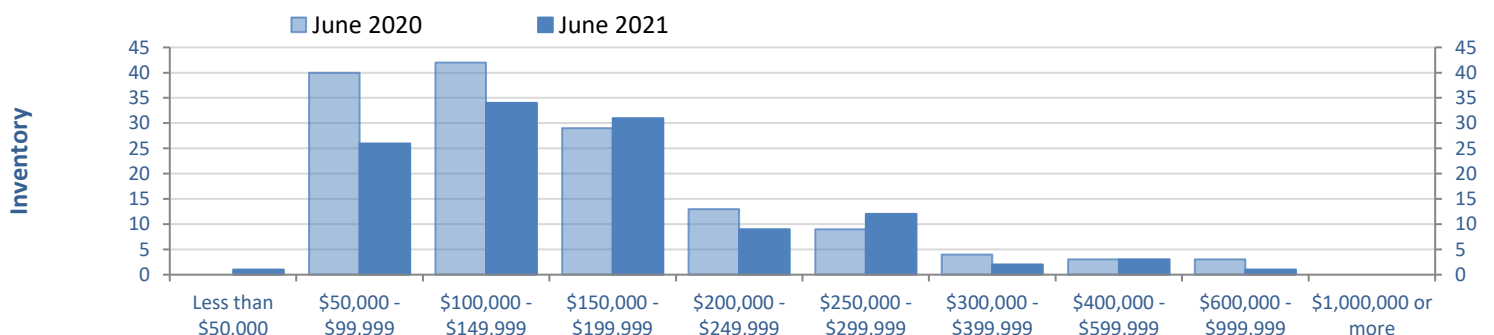


Inventory by Current Listing Price

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	1	N/A
\$50,000 - \$99,999	26	-35.0%
\$100,000 - \$149,999	34	-19.0%
\$150,000 - \$199,999	31	6.9%
\$200,000 - \$249,999	9	-30.8%
\$250,000 - \$299,999	12	33.3%
\$300,000 - \$399,999	2	-50.0%
\$400,000 - \$599,999	3	0.0%
\$600,000 - \$999,999	1	-66.7%
\$1,000,000 or more	0	N/A



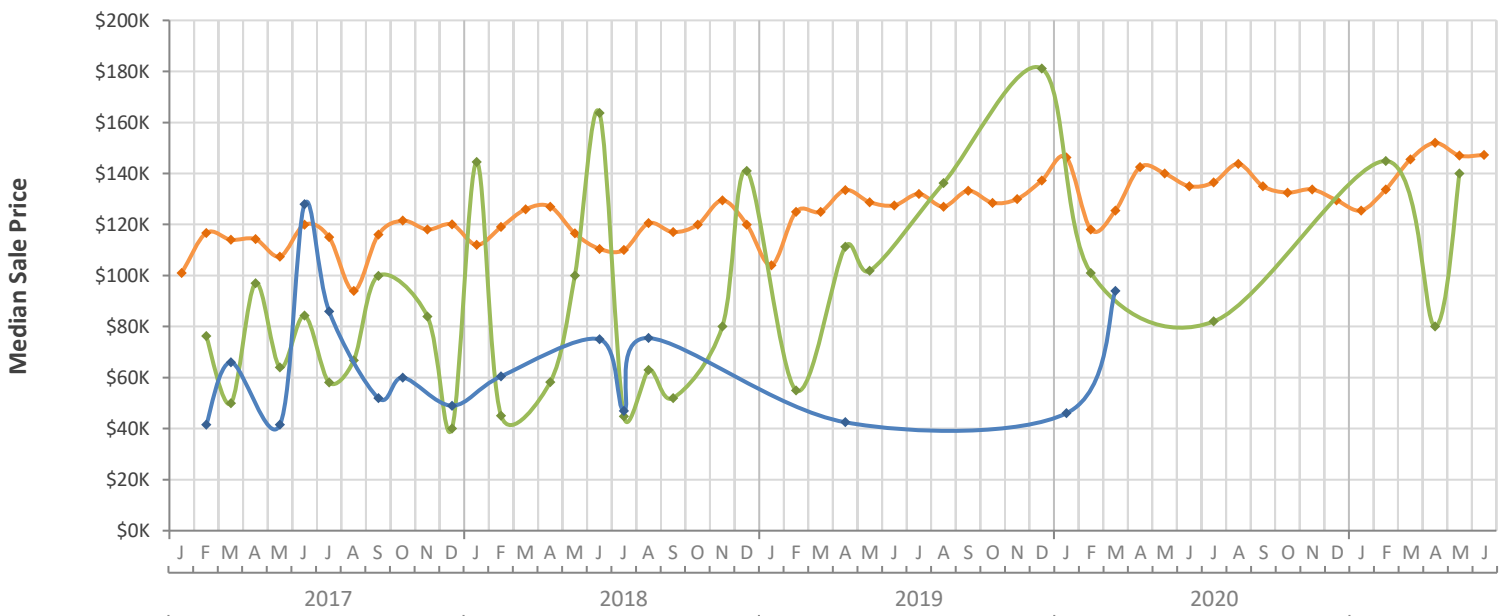
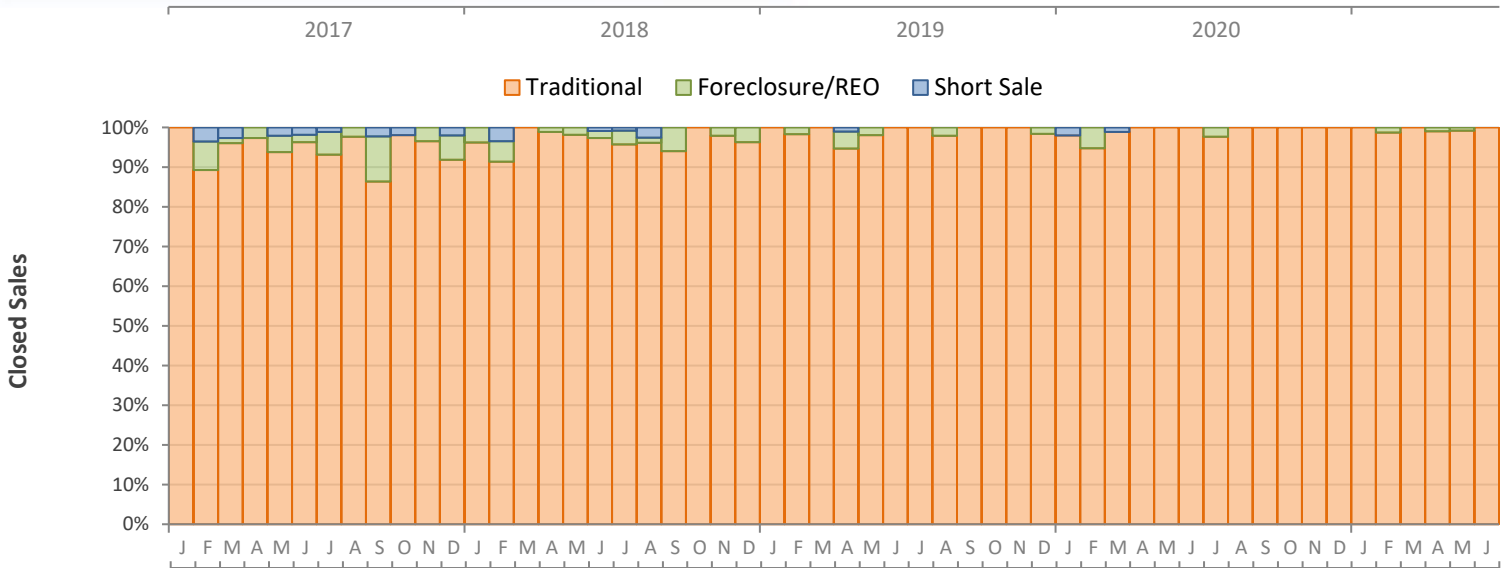
Monthly Distressed Market - June 2021

Townhouses and Condos

Alachua County



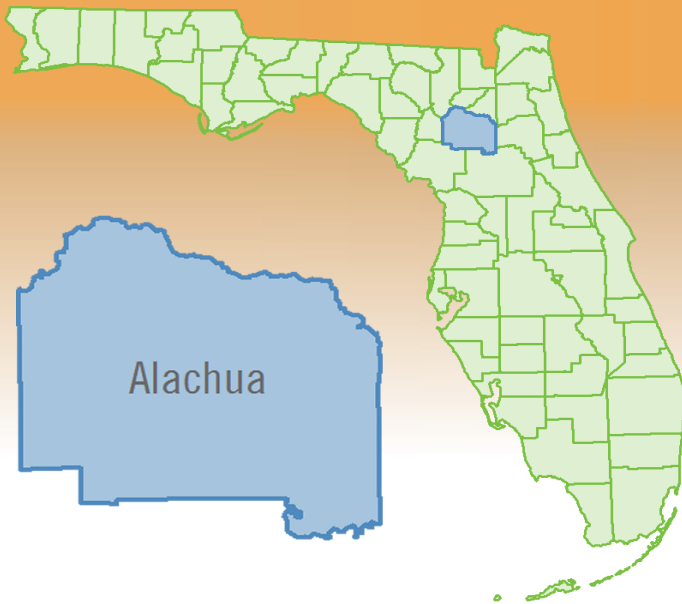
		June 2021	June 2020	Percent Change Year-over-Year
Traditional	Closed Sales	148	94	57.4%
	Median Sale Price	\$147,250	\$135,000	9.1%
Foreclosure/REO	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



Monthly Market Detail - June 2021

Manufactured Homes

Alachua County



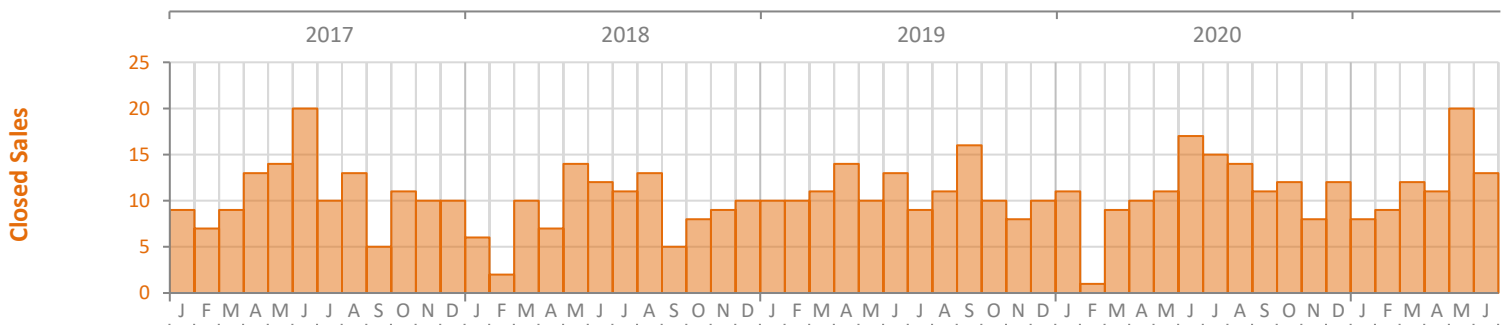
Summary Statistics	June 2021	June 2020	Percent Change Year-over-Year
Closed Sales	13	17	-23.5%
Paid in Cash	4	10	-60.0%
Median Sale Price	\$133,000	\$132,500	0.4%
Average Sale Price	\$144,615	\$129,559	11.6%
Dollar Volume	\$1.9 Million	\$2.2 Million	-14.6%
Median Percent of Original List Price Received	95.0%	95.3%	-0.3%
Median Time to Contract	20 Days	37 Days	-45.9%
Median Time to Sale	78 Days	103 Days	-24.3%
New Pending Sales	15	21	-28.6%
New Listings	20	15	33.3%
Pending Inventory	27	39	-30.8%
Inventory (Active Listings)	28	29	-3.4%
Months Supply of Inventory	2.3	2.8	-17.9%

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	73	23.7%
June 2021	13	-23.5%
May 2021	20	81.8%
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%

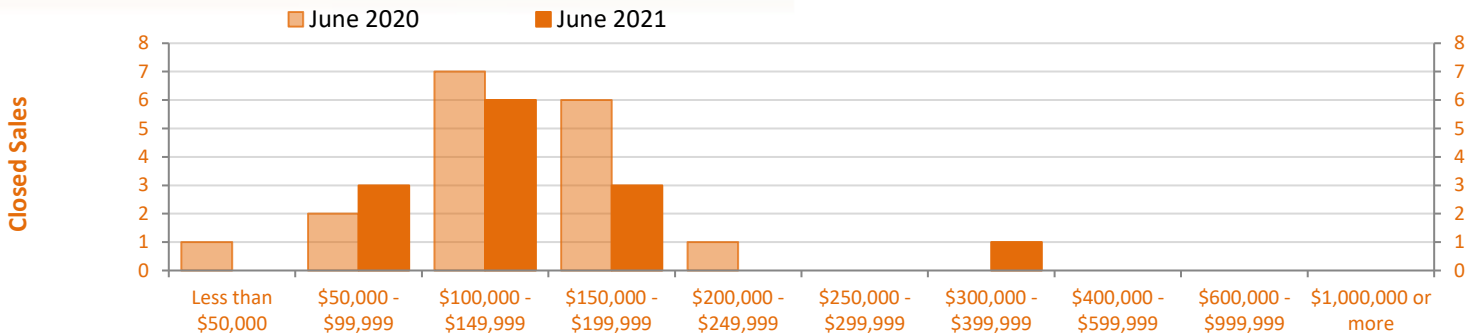


Closed Sales by Sale Price

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	3	50.0%
\$100,000 - \$149,999	6	-14.3%
\$150,000 - \$199,999	3	-50.0%
\$200,000 - \$249,999	0	-100.0%
\$250,000 - \$299,999	0	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

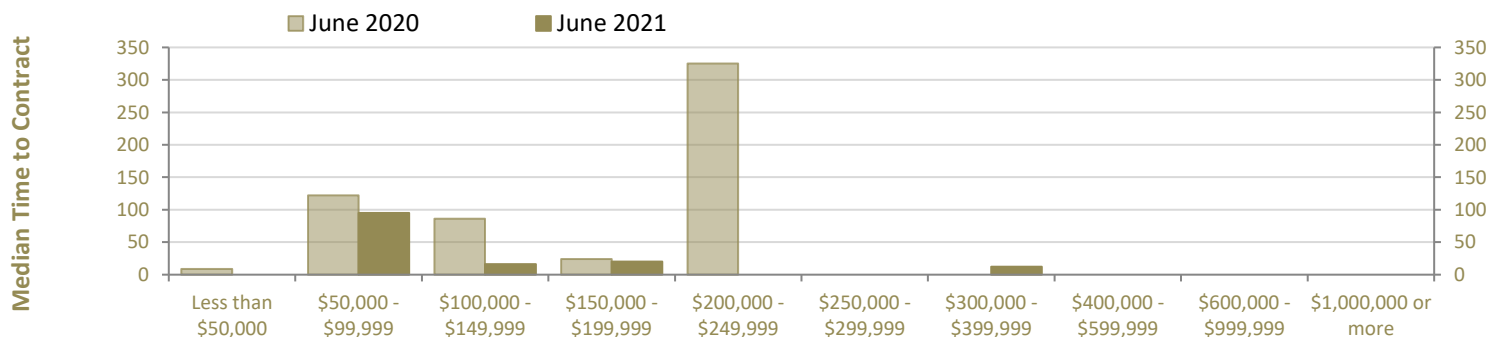


Median Time to Contract by Sale Price

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	95 Days	-22.1%
\$100,000 - \$149,999	16 Days	-81.4%
\$150,000 - \$199,999	20 Days	-16.7%
\$200,000 - \$249,999	(No Sales)	N/A
\$250,000 - \$299,999	(No Sales)	N/A
\$300,000 - \$399,999	12 Days	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

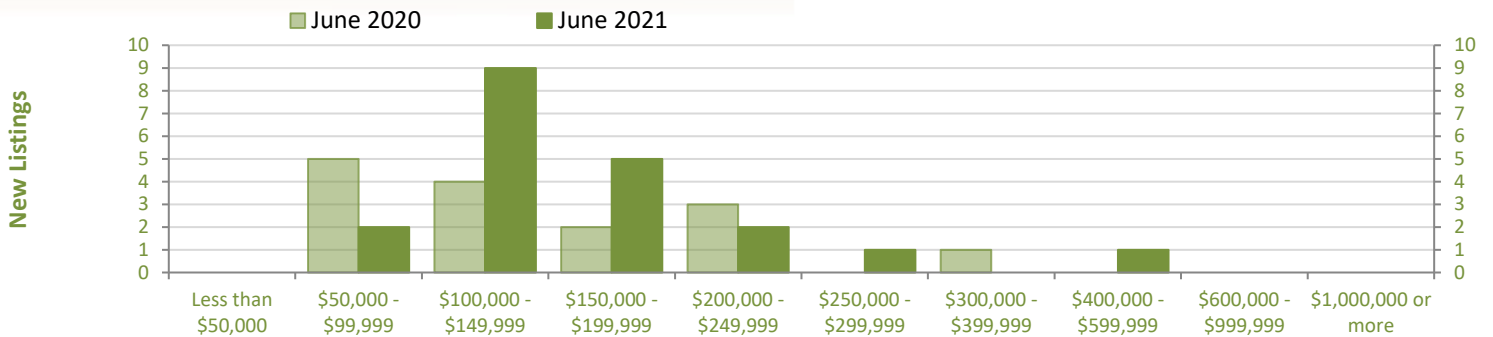


New Listings by Initial Listing Price

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	N/A
\$50,000 - \$99,999	2	-60.0%
\$100,000 - \$149,999	9	125.0%
\$150,000 - \$199,999	5	150.0%
\$200,000 - \$249,999	2	-33.3%
\$250,000 - \$299,999	1	N/A
\$300,000 - \$399,999	0	-100.0%
\$400,000 - \$599,999	1	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

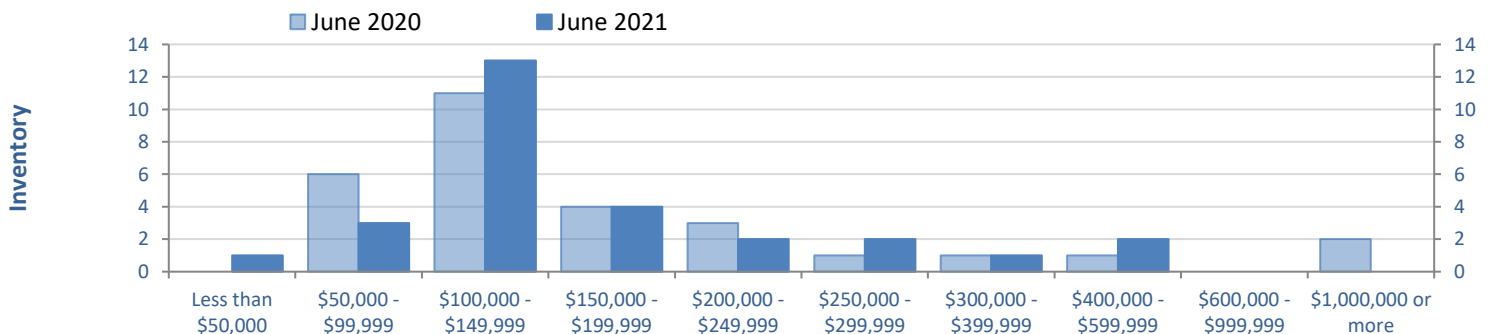


Inventory by Current Listing Price

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.

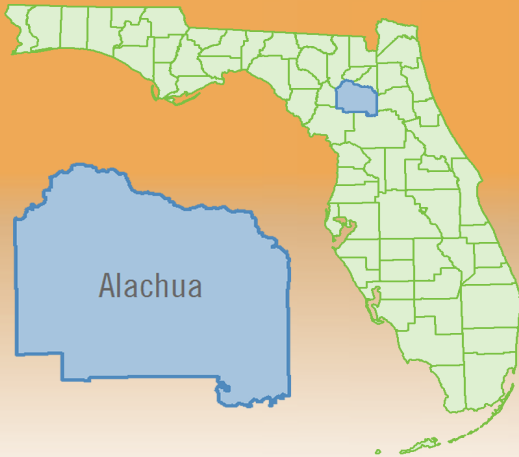
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	1	N/A
\$50,000 - \$99,999	3	-50.0%
\$100,000 - \$149,999	13	18.2%
\$150,000 - \$199,999	4	0.0%
\$200,000 - \$249,999	2	-33.3%
\$250,000 - \$299,999	2	100.0%
\$300,000 - \$399,999	1	0.0%
\$400,000 - \$599,999	2	100.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	-100.0%



Monthly Distressed Market - June 2021

Manufactured Homes

Alachua County



		June 2021	June 2020	Percent Change Year-over-Year
Traditional	Closed Sales	13	17	-23.5%
	Median Sale Price	\$133,000	\$132,500	0.4%
Foreclosure/REO	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

