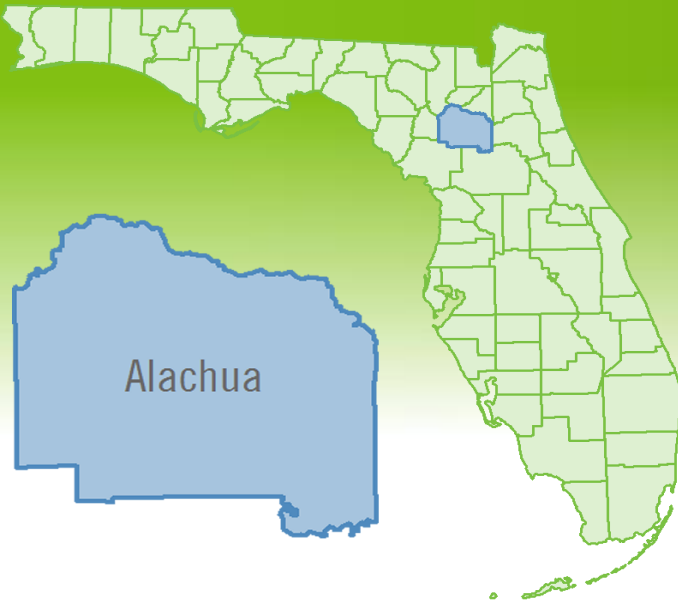


Monthly Market Detail - November 2020

Single Family Homes

Alachua County



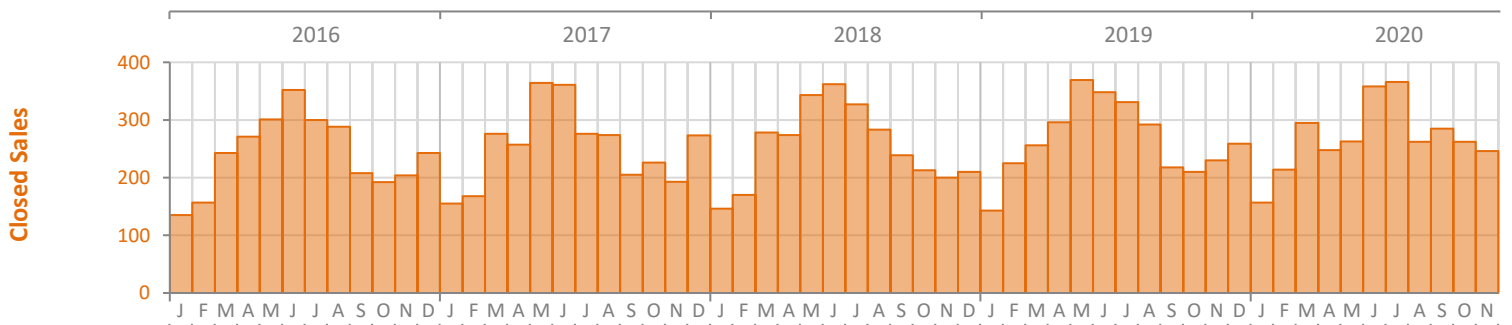
Summary Statistics	November 2020	November 2019	Percent Change Year-over-Year
Closed Sales	246	230	7.0%
Paid in Cash	56	50	12.0%
Median Sale Price	\$261,950	\$252,750	3.6%
Average Sale Price	\$298,271	\$284,609	4.8%
Dollar Volume	\$73.4 Million	\$65.5 Million	12.1%
Median Percent of Original List Price Received	98.2%	97.7%	0.5%
Median Time to Contract	21 Days	28 Days	-25.0%
Median Time to Sale	69 Days	85 Days	-18.8%
New Pending Sales	250	201	24.4%
New Listings	217	230	-5.7%
Pending Inventory	488	397	22.9%
Inventory (Active Listings)	469	758	-38.1%
Months Supply of Inventory	1.8	2.9	-37.9%

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	2,956	1.3%
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%
March 2020	295	15.2%
February 2020	214	-4.9%
January 2020	157	9.8%
December 2019	259	23.3%
November 2019	230	15.0%

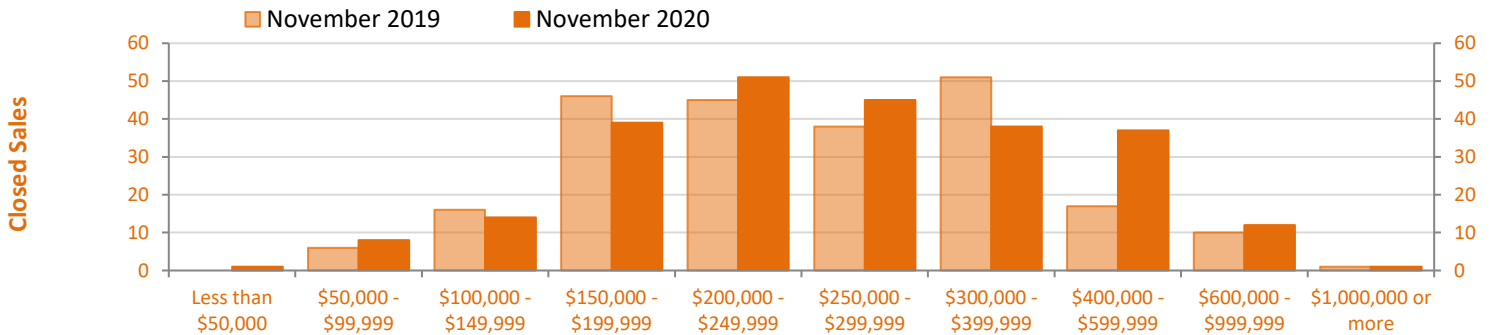


Closed Sales by Sale Price

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	N/A
\$50,000 - \$99,999	8	33.3%
\$100,000 - \$149,999	14	-12.5%
\$150,000 - \$199,999	39	-15.2%
\$200,000 - \$249,999	51	13.3%
\$250,000 - \$299,999	45	18.4%
\$300,000 - \$399,999	38	-25.5%
\$400,000 - \$599,999	37	117.6%
\$600,000 - \$999,999	12	20.0%
\$1,000,000 or more	1	0.0%

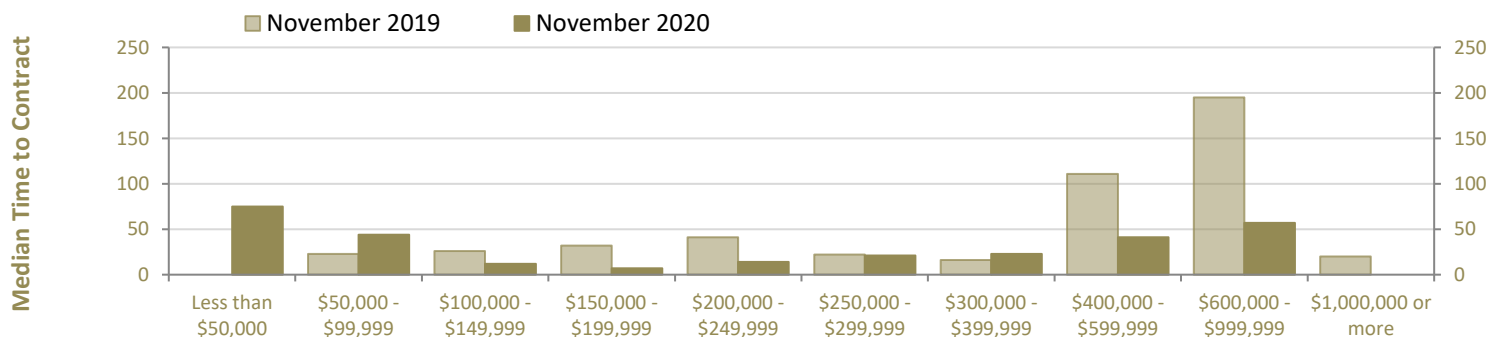


Median Time to Contract by Sale Price

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	75 Days	N/A
\$50,000 - \$99,999	44 Days	91.3%
\$100,000 - \$149,999	12 Days	-53.8%
\$150,000 - \$199,999	7 Days	-78.1%
\$200,000 - \$249,999	14 Days	-65.9%
\$250,000 - \$299,999	21 Days	-4.5%
\$300,000 - \$399,999	23 Days	43.8%
\$400,000 - \$599,999	41 Days	-63.1%
\$600,000 - \$999,999	57 Days	-70.8%
\$1,000,000 or more	0 Days	-100.0%



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	0.0%
\$50,000 - \$99,999	6	-33.3%
\$100,000 - \$149,999	13	-43.5%
\$150,000 - \$199,999	43	13.2%
\$200,000 - \$249,999	45	7.1%
\$250,000 - \$299,999	28	-45.1%
\$300,000 - \$399,999	41	-4.7%
\$400,000 - \$599,999	27	80.0%
\$600,000 - \$999,999	12	71.4%
\$1,000,000 or more	1	0.0%

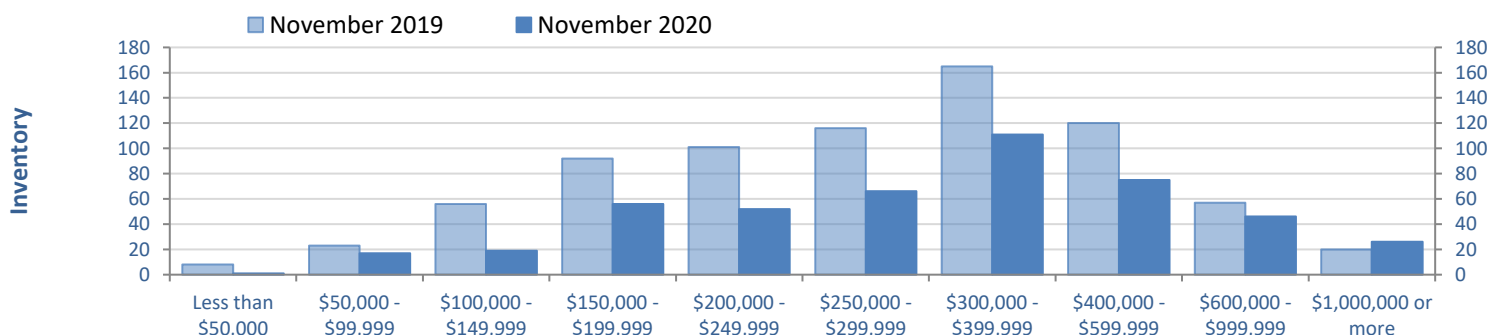


Inventory by Current Listing Price

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	1	-87.5%
\$50,000 - \$99,999	17	-26.1%
\$100,000 - \$149,999	19	-66.1%
\$150,000 - \$199,999	56	-39.1%
\$200,000 - \$249,999	52	-48.5%
\$250,000 - \$299,999	66	-43.1%
\$300,000 - \$399,999	111	-32.7%
\$400,000 - \$599,999	75	-37.5%
\$600,000 - \$999,999	46	-19.3%
\$1,000,000 or more	26	30.0%



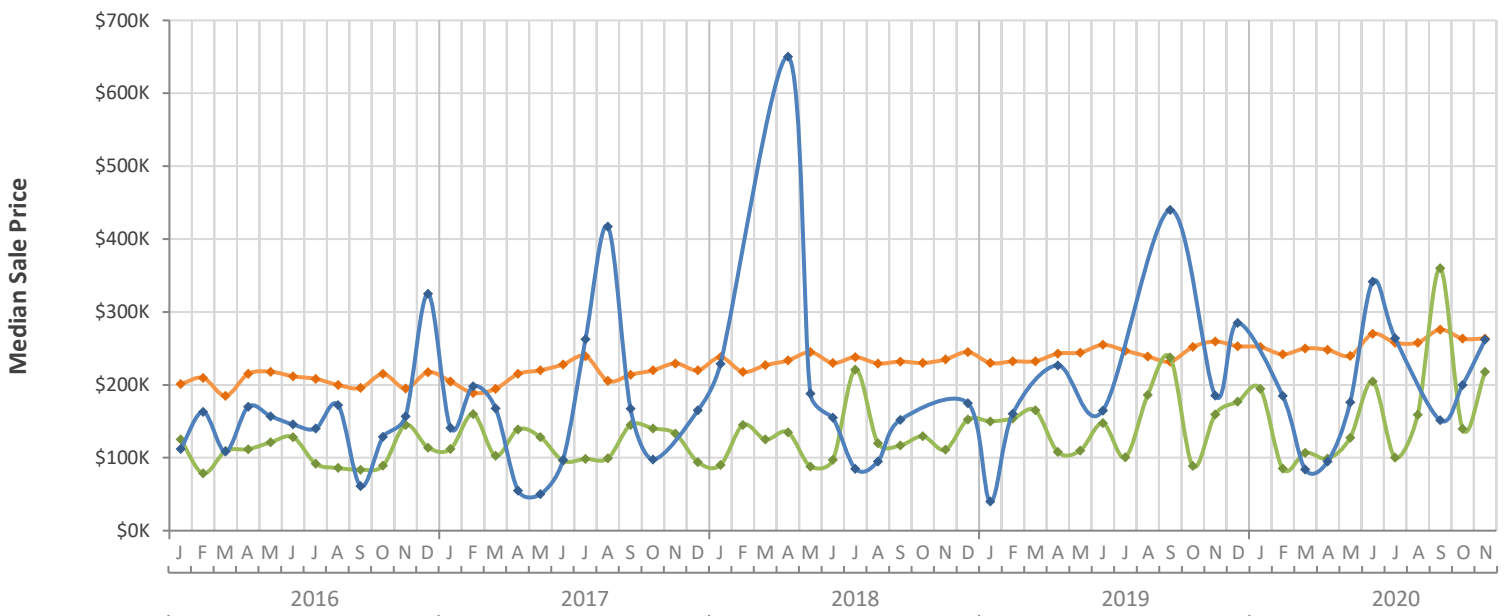
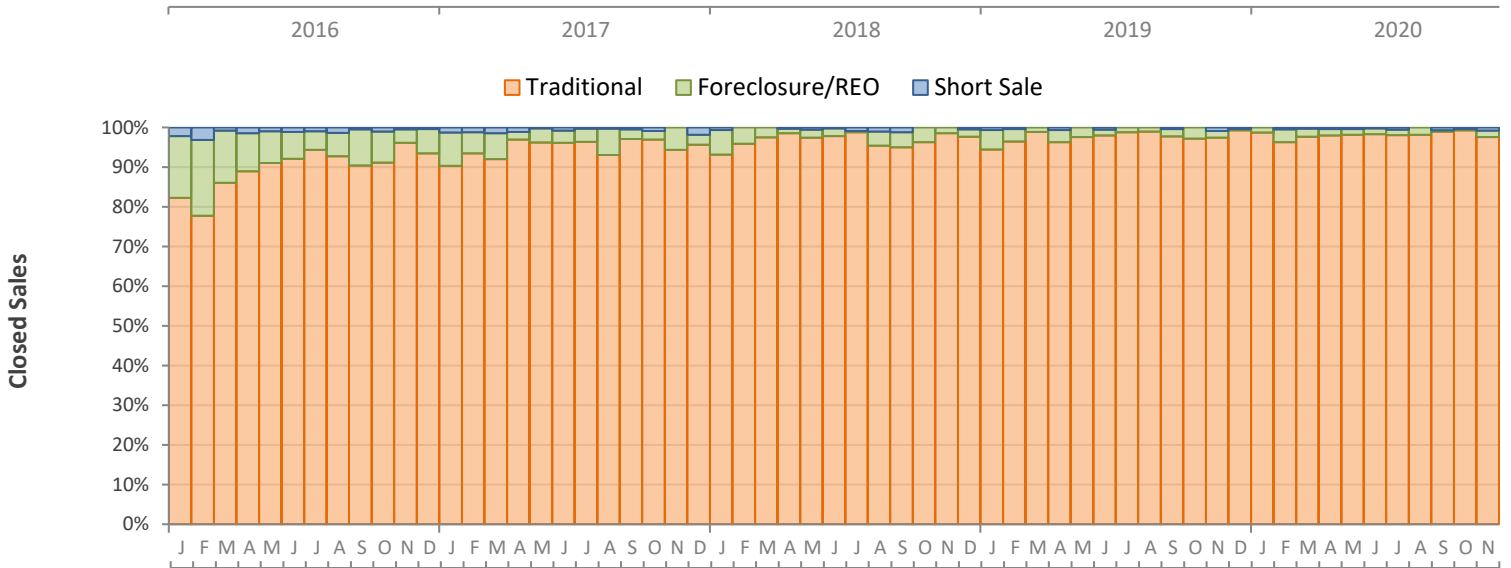
Monthly Distressed Market - November 2020

Single Family Homes

Alachua County



		November 2020	November 2019	Percent Change Year-over-Year
Traditional	Closed Sales	240	224	7.1%
	Median Sale Price	\$263,500	\$259,500	1.5%
Foreclosure/REO	Closed Sales	4	4	0.0%
	Median Sale Price	\$218,000	\$159,500	36.7%
Short Sale	Closed Sales	2	2	0.0%
	Median Sale Price	\$262,000	\$185,303	41.4%



Monthly Market Detail - November 2020

Townhouses and Condos

Alachua County



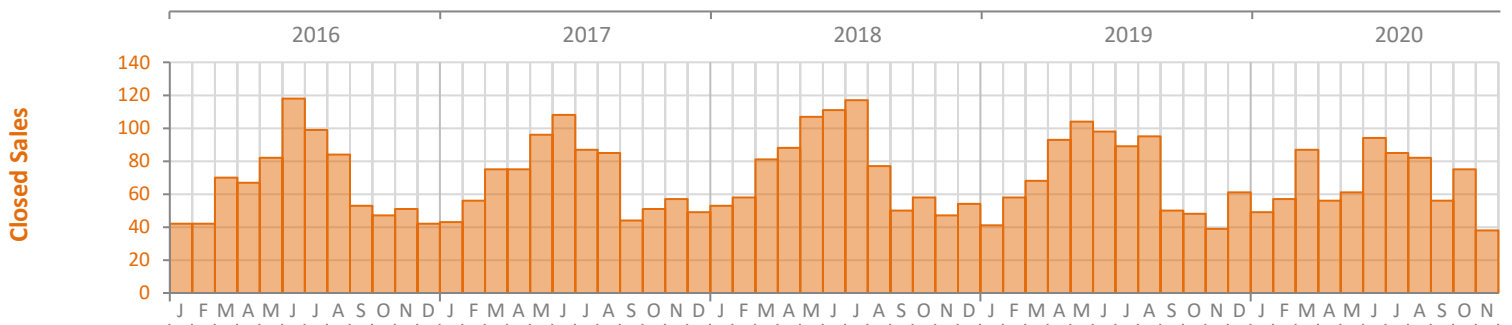
Summary Statistics	November 2020	November 2019	Percent Change Year-over-Year
Closed Sales	38	39	-2.6%
Paid in Cash	18	20	-10.0%
Median Sale Price	\$133,750	\$130,000	2.9%
Average Sale Price	\$140,816	\$121,401	16.0%
Dollar Volume	\$5.4 Million	\$4.7 Million	13.0%
Median Percent of Original List Price Received	97.4%	96.9%	0.5%
Median Time to Contract	31 Days	22 Days	40.9%
Median Time to Sale	75 Days	61 Days	23.0%
New Pending Sales	71	51	39.2%
New Listings	74	59	25.4%
Pending Inventory	110	87	26.4%
Inventory (Active Listings)	186	102	82.4%
Months Supply of Inventory	2.8	1.5	86.7%

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	740	-5.5%
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%
March 2020	87	27.9%
February 2020	57	-1.7%
January 2020	49	19.5%
December 2019	61	13.0%
November 2019	39	-17.0%

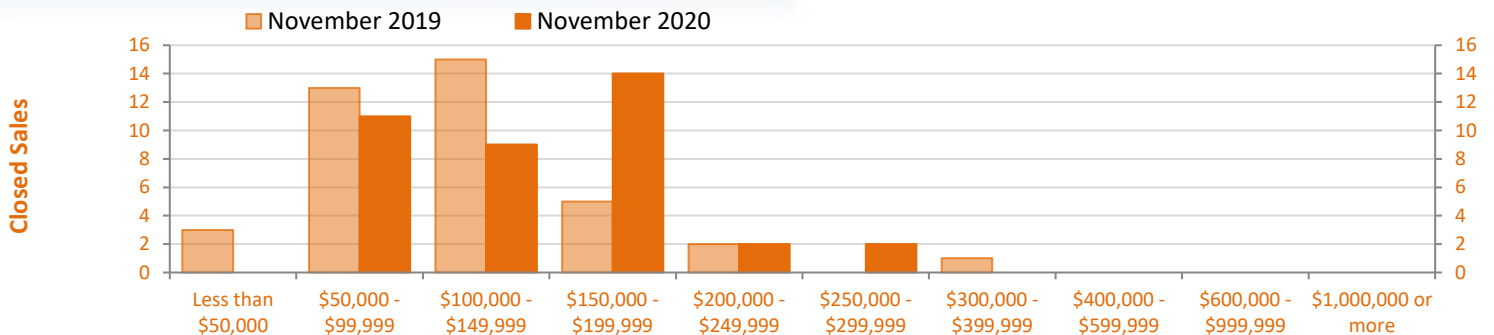


Closed Sales by Sale Price

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	11	-15.4%
\$100,000 - \$149,999	9	-40.0%
\$150,000 - \$199,999	14	180.0%
\$200,000 - \$249,999	2	0.0%
\$250,000 - \$299,999	2	N/A
\$300,000 - \$399,999	0	-100.0%
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

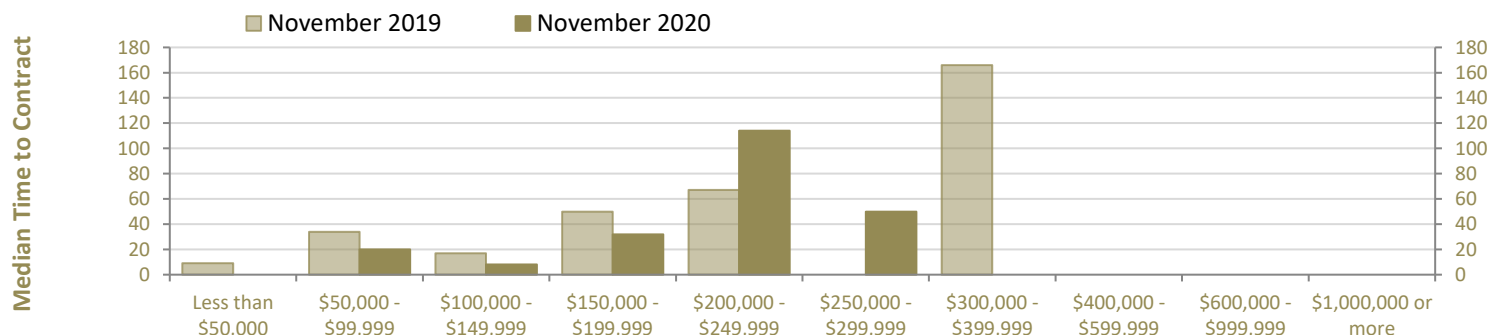


Median Time to Contract by Sale Price

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	(No Sales)	N/A
\$50,000 - \$99,999	20 Days	-41.2%
\$100,000 - \$149,999	8 Days	-52.9%
\$150,000 - \$199,999	32 Days	-36.0%
\$200,000 - \$249,999	114 Days	70.1%
\$250,000 - \$299,999	50 Days	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

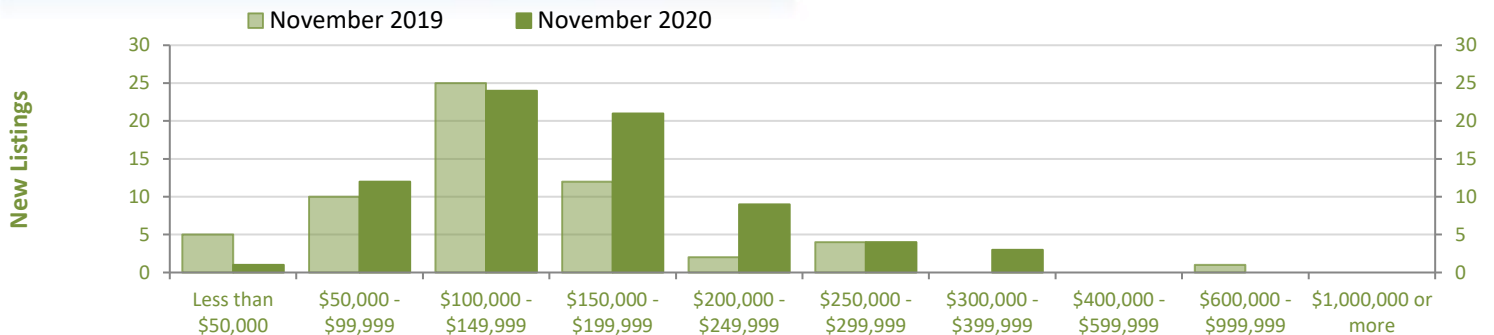


New Listings by Initial Listing Price

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	-80.0%
\$50,000 - \$99,999	12	20.0%
\$100,000 - \$149,999	24	-4.0%
\$150,000 - \$199,999	21	75.0%
\$200,000 - \$249,999	9	350.0%
\$250,000 - \$299,999	4	0.0%
\$300,000 - \$399,999	3	N/A
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	-100.0%
\$1,000,000 or more	0	N/A

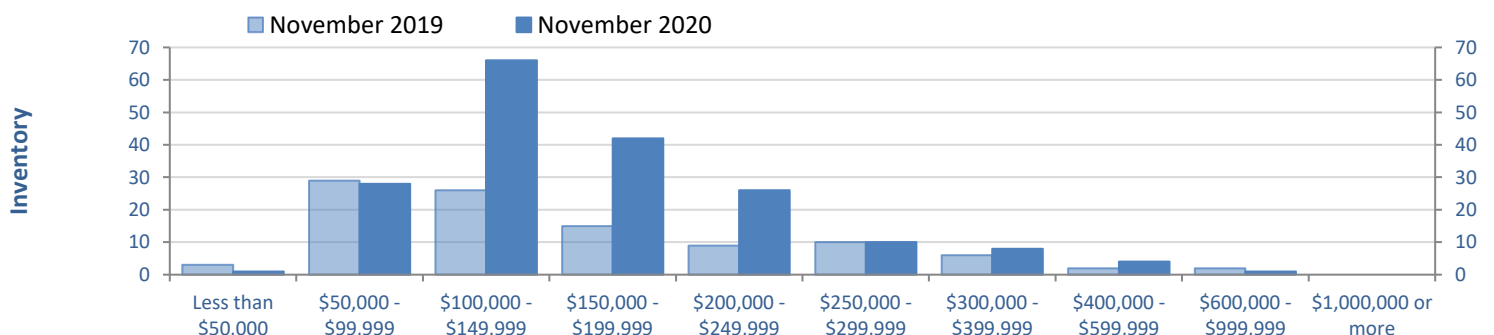


Inventory by Current Listing Price

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	1	-66.7%
\$50,000 - \$99,999	28	-3.4%
\$100,000 - \$149,999	66	153.8%
\$150,000 - \$199,999	42	180.0%
\$200,000 - \$249,999	26	188.9%
\$250,000 - \$299,999	10	0.0%
\$300,000 - \$399,999	8	33.3%
\$400,000 - \$599,999	4	100.0%
\$600,000 - \$999,999	1	-50.0%
\$1,000,000 or more	0	N/A



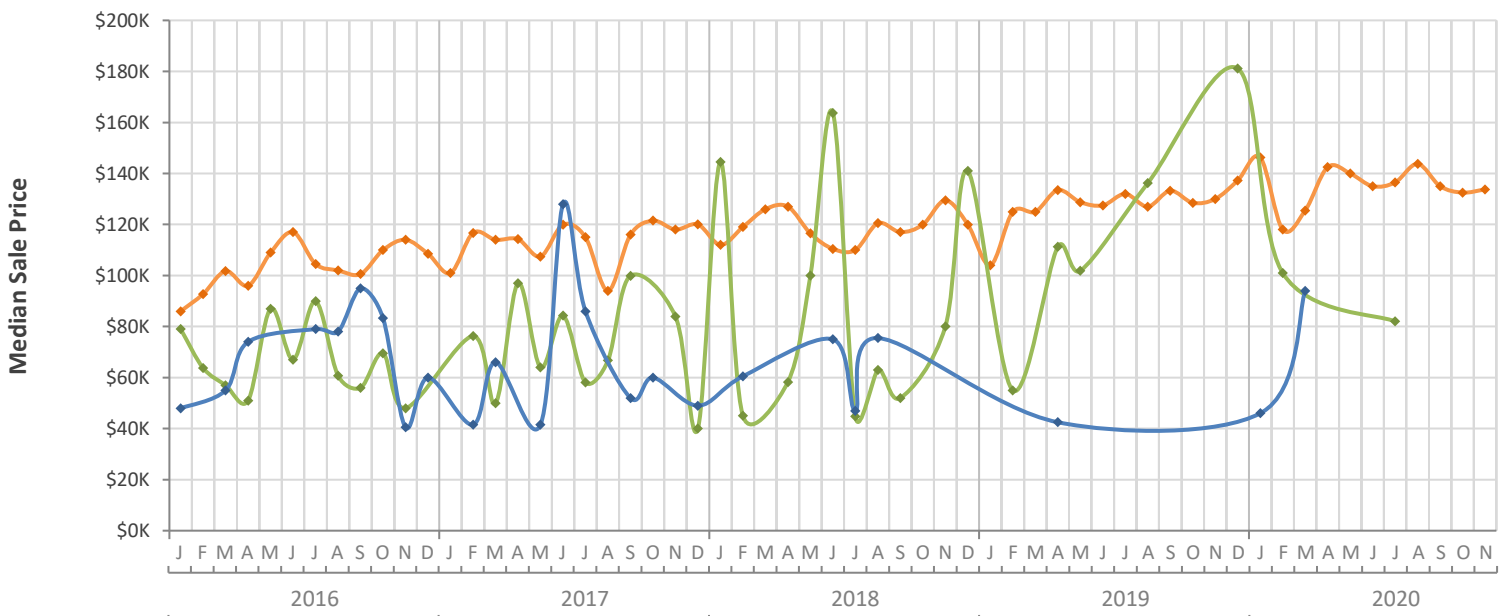
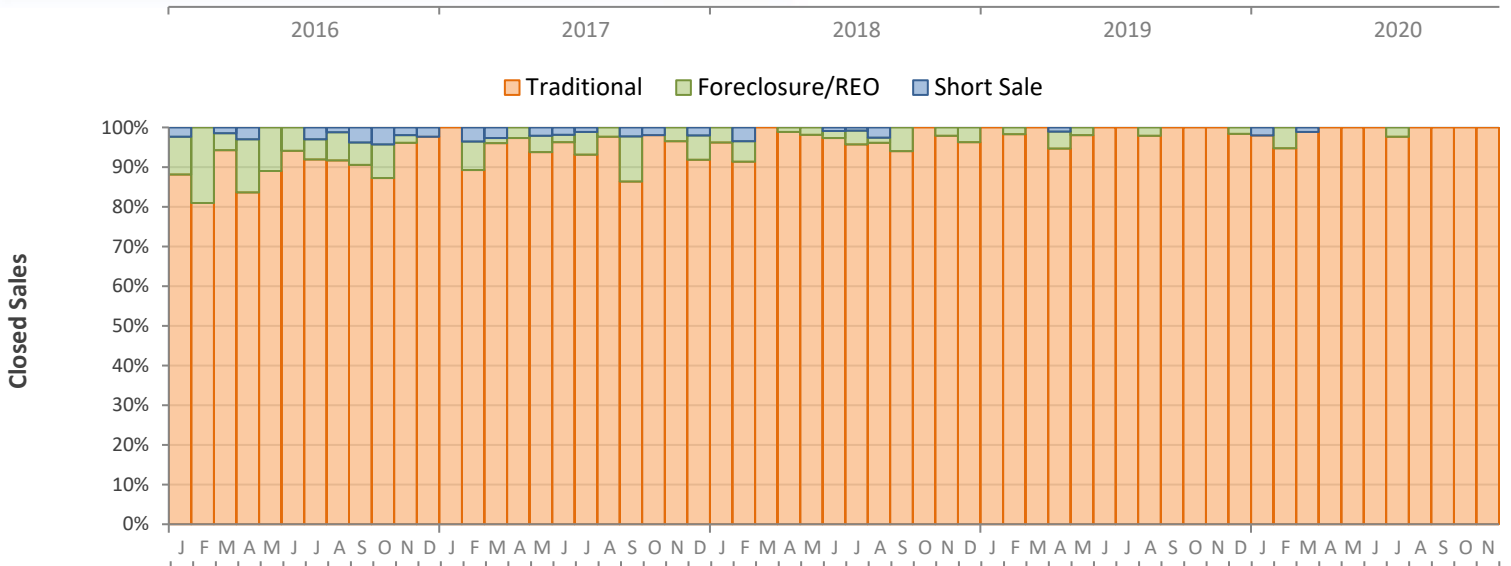
Monthly Distressed Market - November 2020

Townhouses and Condos

Alachua County



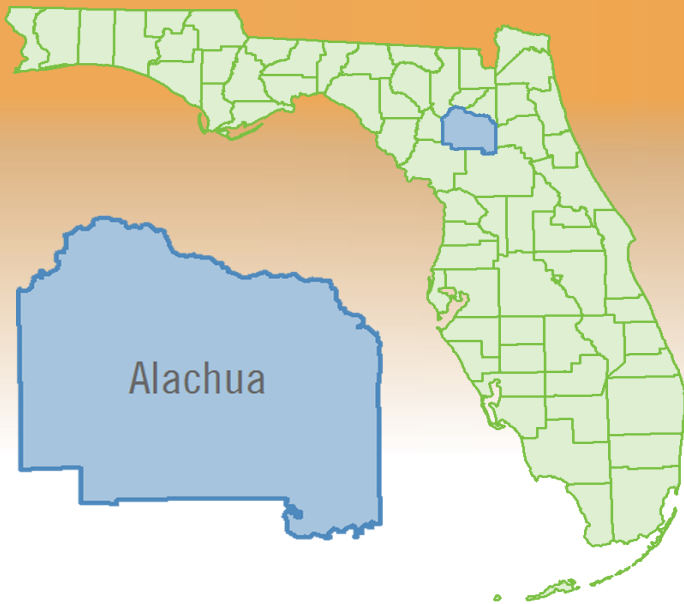
		November 2020	November 2019	Percent Change Year-over-Year
Traditional	Closed Sales	38	39	-2.6%
	Median Sale Price	\$133,750	\$130,000	2.9%
Foreclosure/REO	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



Monthly Market Detail - November 2020

Manufactured Homes

Alachua County



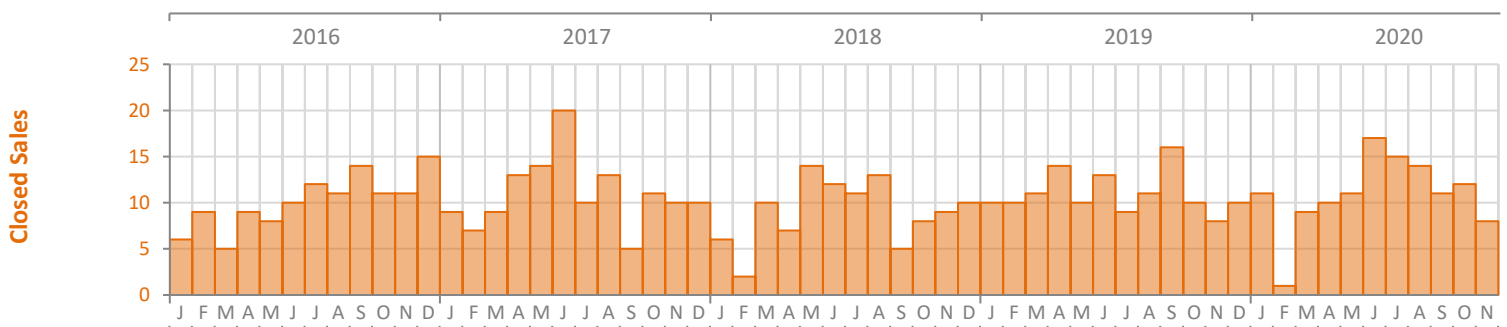
Summary Statistics	November 2020	November 2019	Percent Change Year-over-Year
Closed Sales	8	8	0.0%
Paid in Cash	3	4	-25.0%
Median Sale Price	\$102,750	\$115,000	-10.7%
Average Sale Price	\$114,563	\$129,201	-11.3%
Dollar Volume	\$916,504	\$1.0 Million	-11.3%
Median Percent of Original List Price Received	100.1%	88.6%	13.0%
Median Time to Contract	23 Days	46 Days	-50.0%
Median Time to Sale	66 Days	86 Days	-23.3%
New Pending Sales	17	11	54.5%
New Listings	16	10	60.0%
Pending Inventory	29	23	26.1%
Inventory (Active Listings)	29	48	-39.6%
Months Supply of Inventory	2.7	4.4	-38.6%

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	119	-2.5%
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%
March 2020	9	-18.2%
February 2020	1	-90.0%
January 2020	11	10.0%
December 2019	10	0.0%
November 2019	8	-11.1%

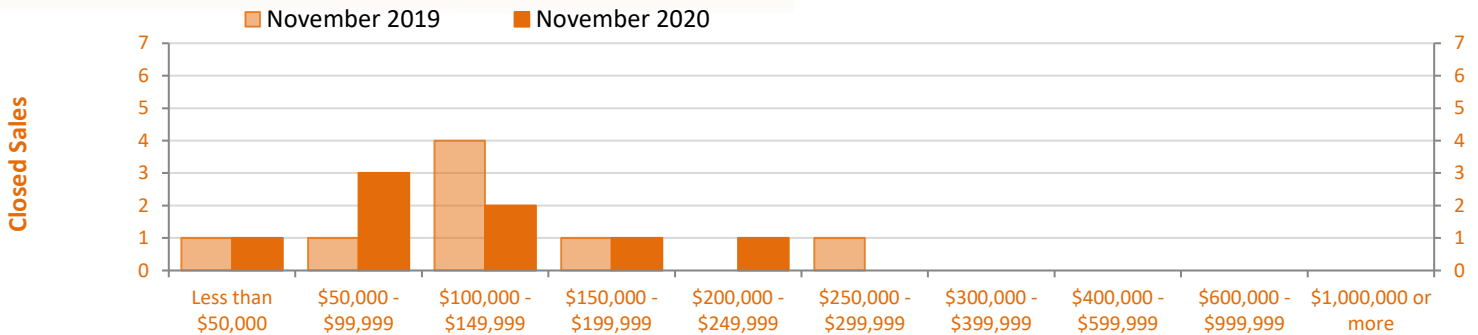


Closed Sales by Sale Price

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	3	200.0%
\$100,000 - \$149,999	2	-50.0%
\$150,000 - \$199,999	1	0.0%
\$200,000 - \$249,999	1	N/A
\$250,000 - \$299,999	0	-100.0%
\$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

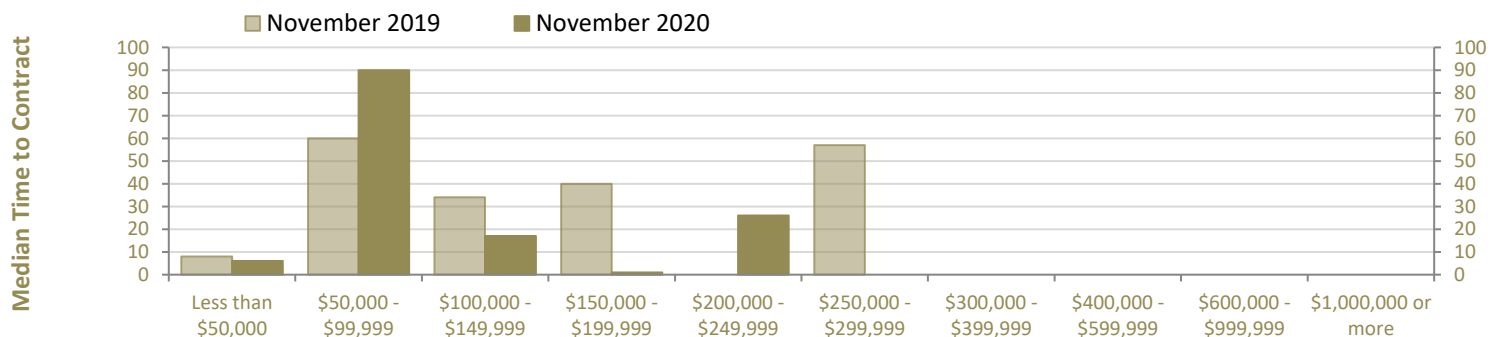


Median Time to Contract by Sale Price

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	6 Days	-25.0%
\$50,000 - \$99,999	90 Days	50.0%
\$100,000 - \$149,999	17 Days	-50.0%
\$150,000 - \$199,999	1 Day	-97.5%
\$200,000 - \$249,999	26 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

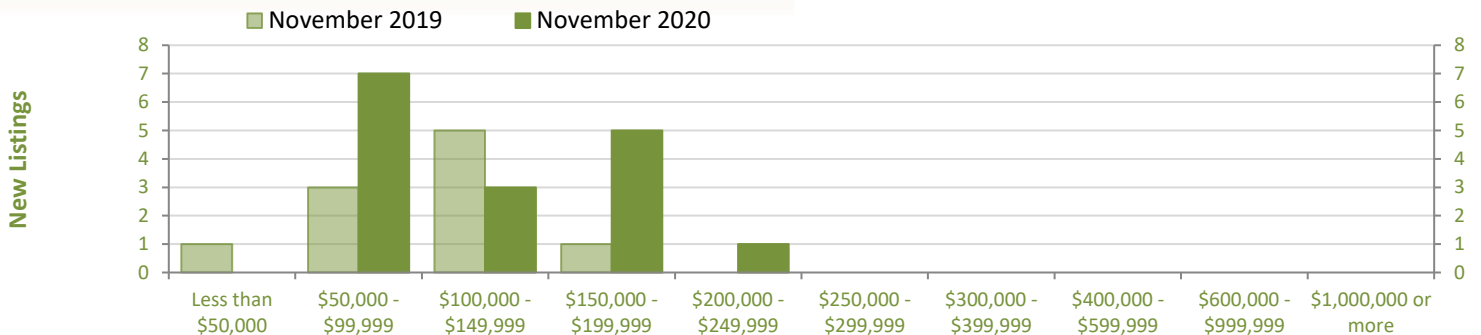


New Listings by Initial Listing Price

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	0	-100.0%
\$50,000 - \$99,999	7	133.3%
\$100,000 - \$149,999	3	-40.0%
\$150,000 - \$199,999	5	400.0%
\$200,000 - \$249,999	1	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

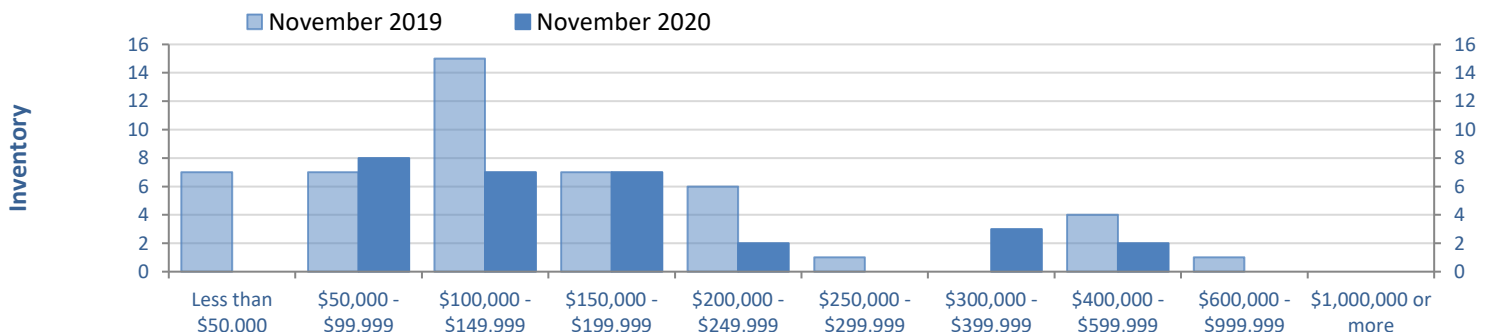


Inventory by Current Listing Price

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.

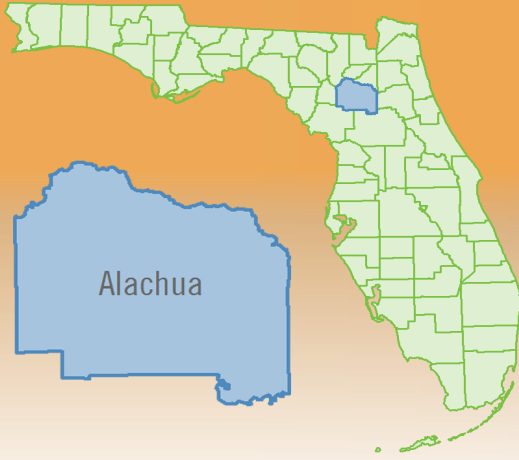
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	-100.0%
\$50,000 - \$99,999	8	14.3%
\$100,000 - \$149,999	7	-53.3%
\$150,000 - \$199,999	7	0.0%
\$200,000 - \$249,999	2	-66.7%
\$250,000 - \$299,999	0	-100.0%
\$300,000 - \$399,999	3	N/A
\$400,000 - \$599,999	2	-50.0%
\$600,000 - \$999,999	0	-100.0%
\$1,000,000 or more	0	N/A



Monthly Distressed Market - November 2020

Manufactured Homes

Alachua County



		November 2020	November 2019	Percent Change Year-over-Year
Traditional	Closed Sales	6	8	-25.0%
	Median Sale Price	\$102,750	\$115,000	-10.7%
Foreclosure/REO	Closed Sales	2	0	N/A
	Median Sale Price	\$88,000	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

