

Monthly Market Detail - August 2021

Single-Family Homes

Alachua County



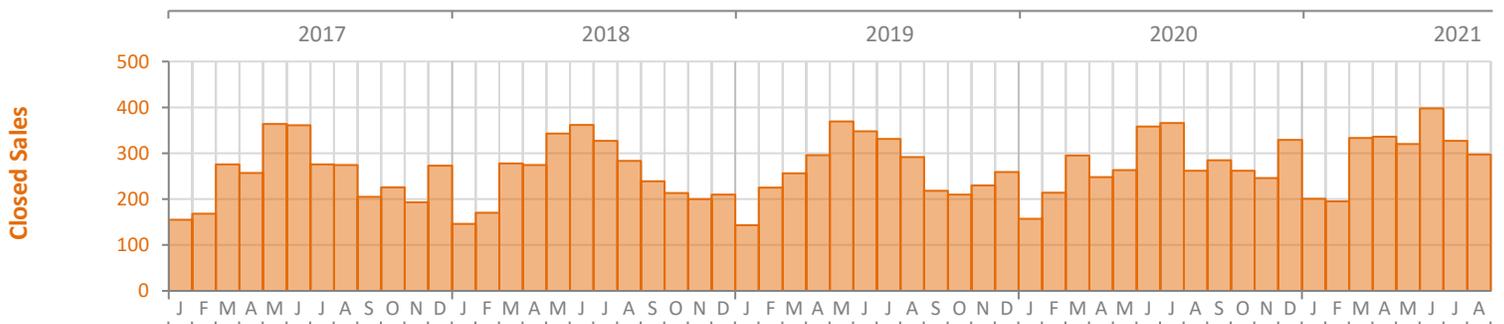
Summary Statistics	August 2021	August 2020	Percent Change Year-over-Year
Closed Sales	297	262	13.4%
Paid in Cash	64	45	42.2%
Median Sale Price	\$309,900	\$253,850	22.1%
Average Sale Price	\$329,702	\$285,464	15.5%
Dollar Volume	\$97.9 Million	\$74.8 Million	30.9%
Median Percent of Original List Price Received	100.0%	98.9%	1.1%
Median Time to Contract	7 Days	17 Days	-58.8%
Median Time to Sale	52 Days	65 Days	-20.0%
New Pending Sales	305	298	2.3%
New Listings	332	283	17.3%
Pending Inventory	605	492	23.0%
Inventory (Active Listings)	550	553	-0.5%
Months Supply of Inventory	1.9	2.2	-13.6%

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	2,407	11.3%
August 2021	297	13.4%
July 2021	327	-10.7%
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%



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	2	N/A
\$50,000 - \$99,999	3	-50.0%
\$100,000 - \$149,999	9	-50.0%
\$150,000 - \$199,999	26	-29.7%
\$200,000 - \$249,999	50	-25.4%
\$250,000 - \$299,999	49	16.7%
\$300,000 - \$399,999	90	73.1%
\$400,000 - \$599,999	51	75.9%
\$600,000 - \$999,999	17	54.5%
\$1,000,000 or more	0	N/A

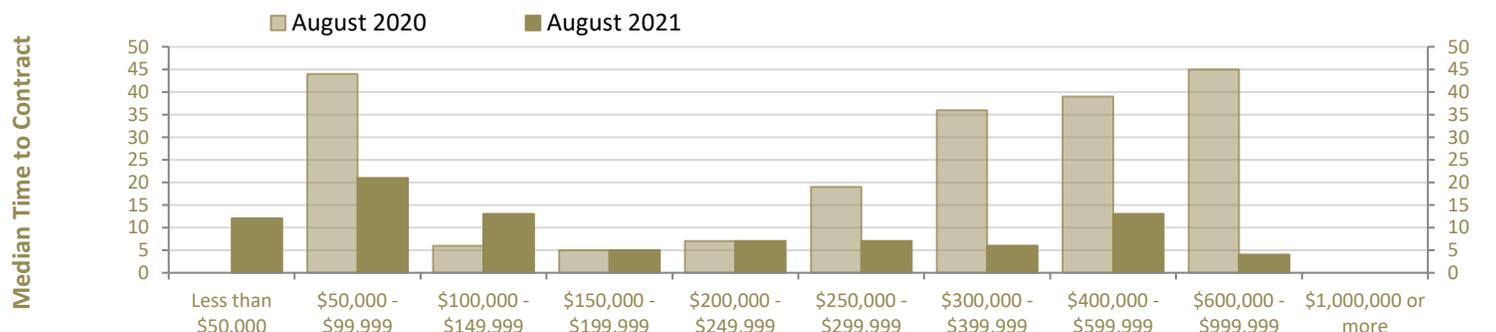


Median Time to Contract by Sale Price

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	12 Days	N/A
\$50,000 - \$99,999	21 Days	-52.3%
\$100,000 - \$149,999	13 Days	116.7%
\$150,000 - \$199,999	5 Days	0.0%
\$200,000 - \$249,999	7 Days	0.0%
\$250,000 - \$299,999	7 Days	-63.2%
\$300,000 - \$399,999	6 Days	-83.3%
\$400,000 - \$599,999	13 Days	-66.7%
\$600,000 - \$999,999	4 Days	-91.1%
\$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	6	-25.0%
\$100,000 - \$149,999	16	-23.8%
\$150,000 - \$199,999	32	-13.5%
\$200,000 - \$249,999	60	5.3%
\$250,000 - \$299,999	46	12.2%
\$300,000 - \$399,999	77	6.9%
\$400,000 - \$599,999	53	55.9%
\$600,000 - \$999,999	30	150.0%
\$1,000,000 or more	11	1000.0%



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	10	N/A
\$50,000 - \$99,999	18	12.5%
\$100,000 - \$149,999	17	-34.6%
\$150,000 - \$199,999	44	-6.4%
\$200,000 - \$249,999	69	1.5%
\$250,000 - \$299,999	66	-10.8%
\$300,000 - \$399,999	129	-19.9%
\$400,000 - \$599,999	99	5.3%
\$600,000 - \$999,999	64	42.2%
\$1,000,000 or more	34	54.5%



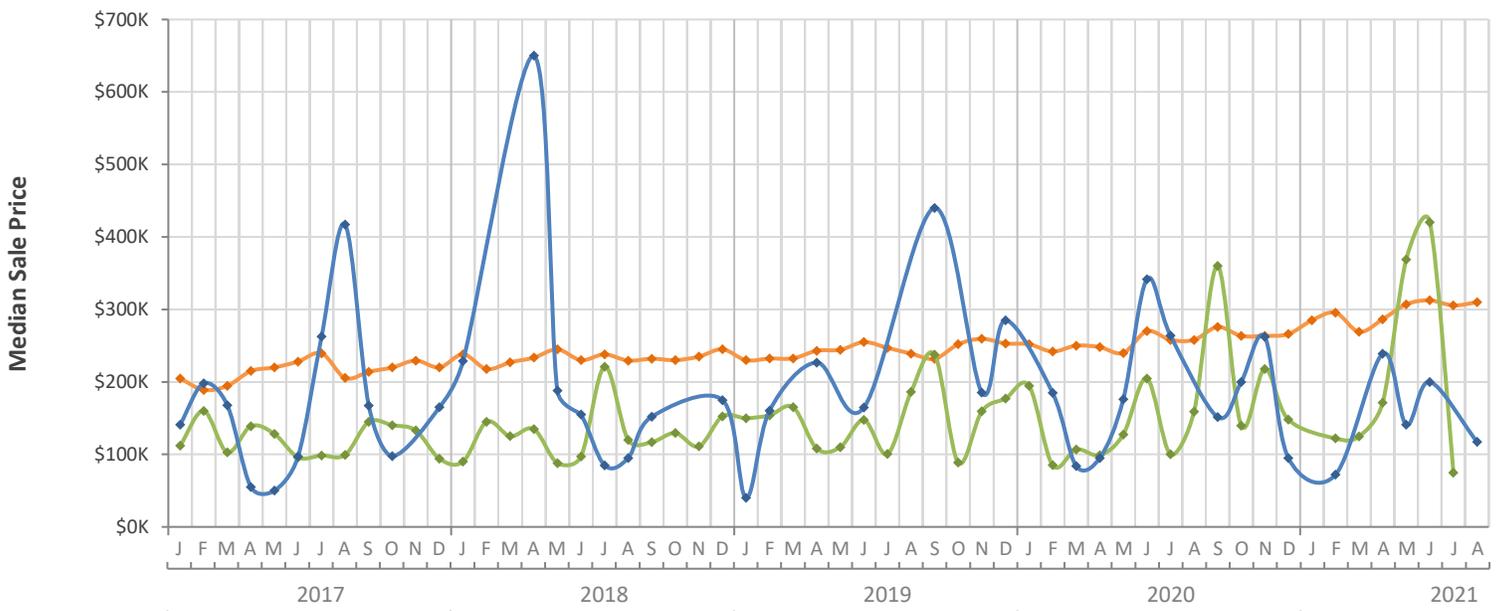
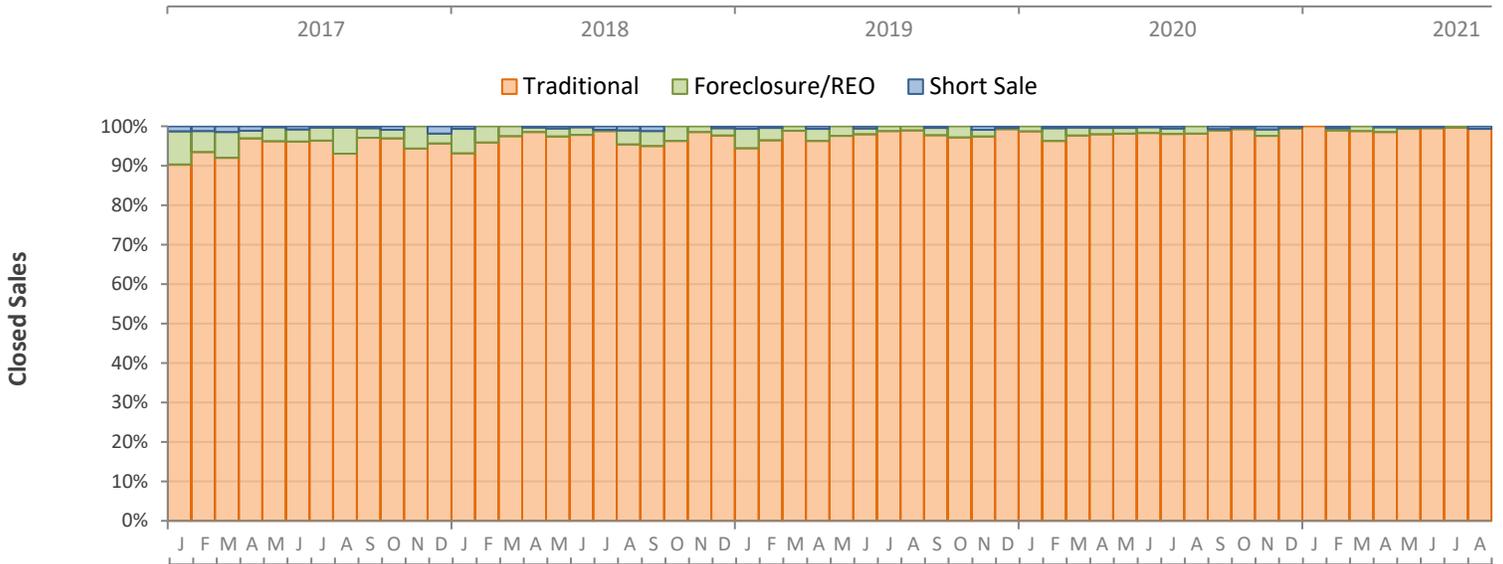
Monthly Distressed Market - August 2021

Single-Family Homes

Alachua County



		August 2021	August 2020	Percent Change Year-over-Year
Traditional	Closed Sales	295	257	14.8%
	Median Sale Price	\$309,900	\$258,000	20.1%
Foreclosure/REO	Closed Sales	0	5	-100.0%
	Median Sale Price	(No Sales)	\$159,000	N/A
Short Sale	Closed Sales	2	0	N/A
	Median Sale Price	\$117,500	(No Sales)	N/A



Monthly Market Detail - August 2021

Townhouses and Condos

Alachua County



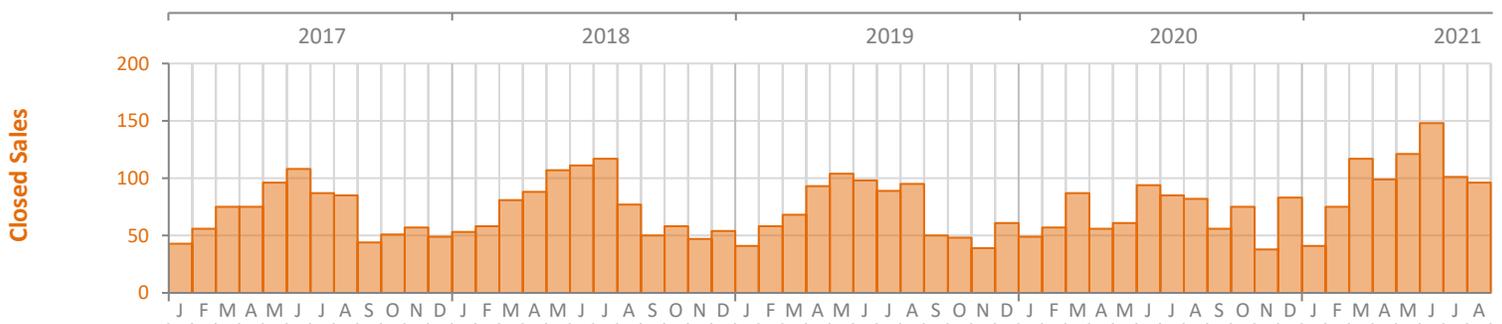
Summary Statistics	August 2021	August 2020	Percent Change Year-over-Year
Closed Sales	96	82	17.1%
Paid in Cash	39	32	21.9%
Median Sale Price	\$154,400	\$143,775	7.4%
Average Sale Price	\$165,299	\$144,210	14.6%
Dollar Volume	\$15.9 Million	\$11.8 Million	34.2%
Median Percent of Original List Price Received	99.2%	97.2%	2.1%
Median Time to Contract	8 Days	12 Days	-33.3%
Median Time to Sale	53 Days	54 Days	-1.9%
New Pending Sales	80	58	37.9%
New Listings	91	77	18.2%
Pending Inventory	139	81	71.6%
Inventory (Active Listings)	158	178	-11.2%
Months Supply of Inventory	1.8	2.8	-35.7%

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	798	39.8%
August 2021	96	17.1%
July 2021	101	18.8%
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%

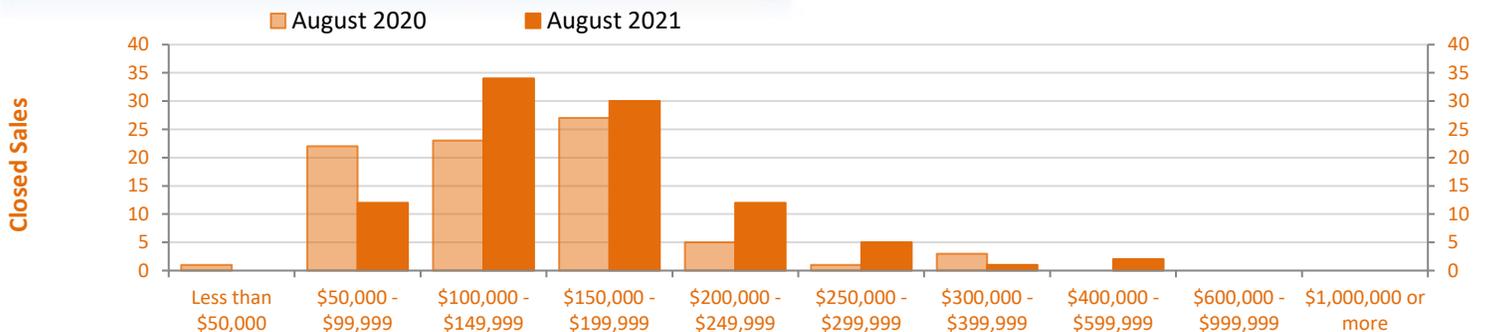


Closed Sales by Sale Price

The number of sales transactions which closed during the month

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Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	0	-100.0%
\$50,000 - \$99,999	12	-45.5%
\$100,000 - \$149,999	34	47.8%
\$150,000 - \$199,999	30	11.1%
\$200,000 - \$249,999	12	140.0%
\$250,000 - \$299,999	5	400.0%
\$300,000 - \$399,999	1	-66.7%
\$400,000 - \$599,999	2	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

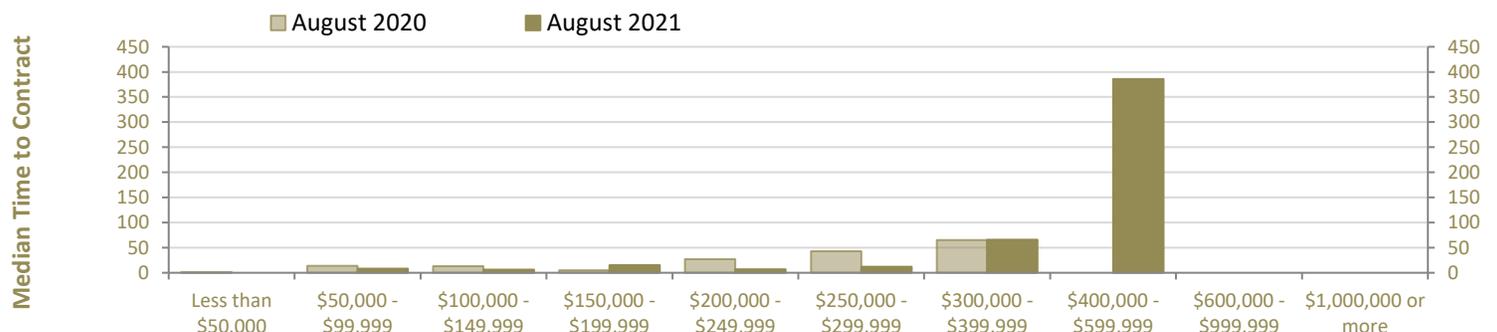


Median Time to Contract by Sale Price

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	8 Days	-42.9%
\$100,000 - \$149,999	6 Days	-53.8%
\$150,000 - \$199,999	15 Days	200.0%
\$200,000 - \$249,999	7 Days	-74.1%
\$250,000 - \$299,999	12 Days	-72.1%
\$300,000 - \$399,999	66 Days	1.5%
\$400,000 - \$599,999	386 Days	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	8	-57.9%
\$100,000 - \$149,999	31	24.0%
\$150,000 - \$199,999	22	4.8%
\$200,000 - \$249,999	17	112.5%
\$250,000 - \$299,999	6	200.0%
\$300,000 - \$399,999	4	N/A
\$400,000 - \$599,999	3	200.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

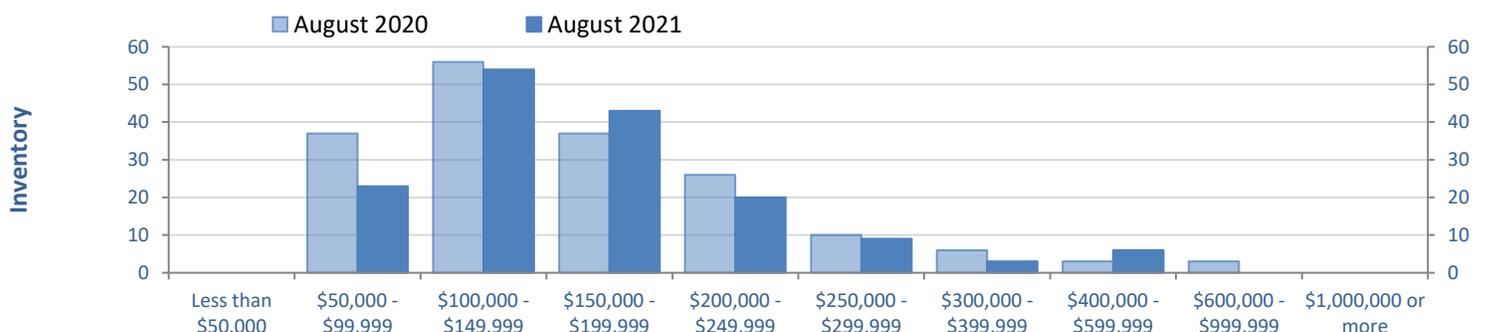


Inventory by Current Listing Price

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	N/A
\$50,000 - \$99,999	23	-37.8%
\$100,000 - \$149,999	54	-3.6%
\$150,000 - \$199,999	43	16.2%
\$200,000 - \$249,999	20	-23.1%
\$250,000 - \$299,999	9	-10.0%
\$300,000 - \$399,999	3	-50.0%
\$400,000 - \$599,999	6	100.0%
\$600,000 - \$999,999	0	-100.0%
\$1,000,000 or more	0	N/A



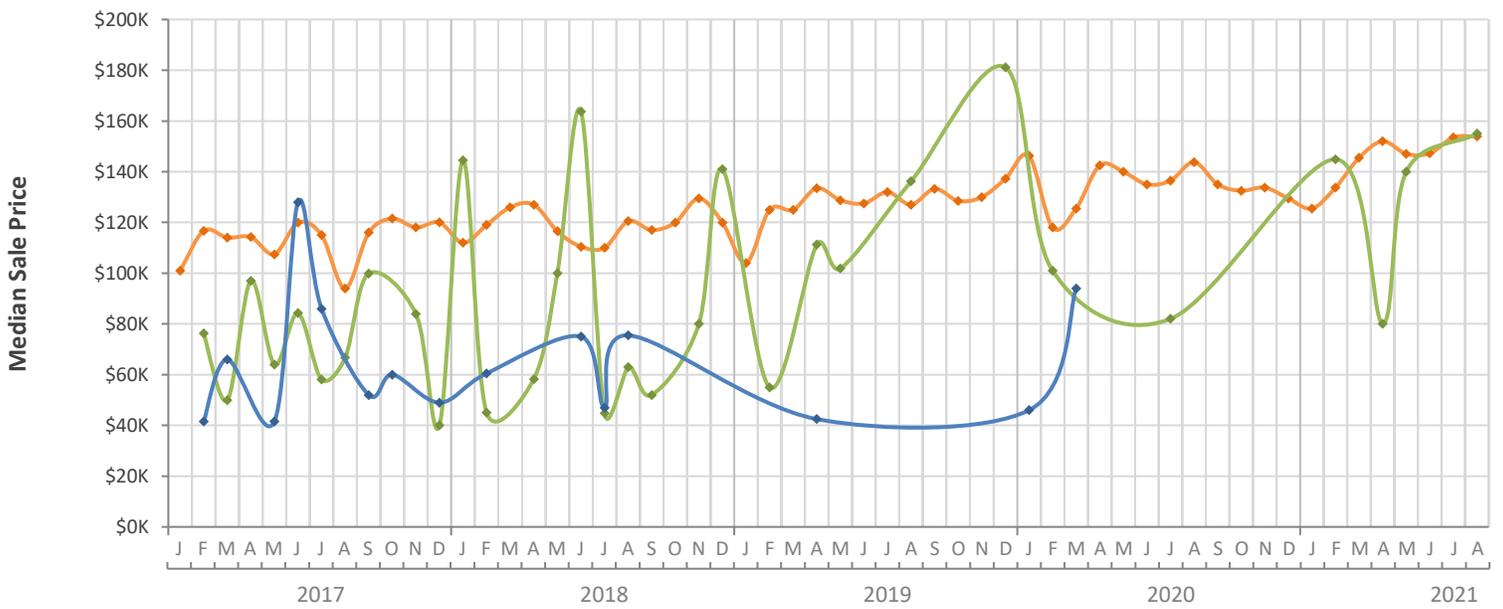
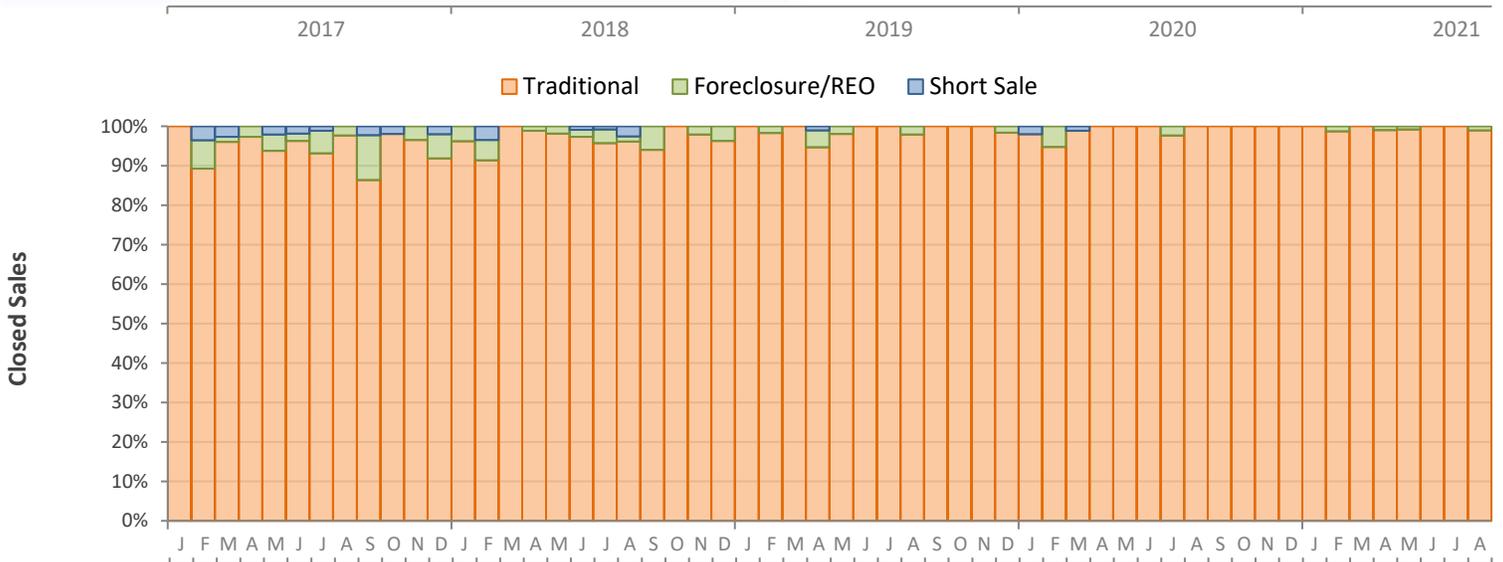
Monthly Distressed Market - August 2021

Townhouses and Condos

Alachua County



		August 2021	August 2020	Percent Change Year-over-Year
Traditional	Closed Sales	95	82	15.9%
	Median Sale Price	\$153,900	\$143,775	7.0%
Foreclosure/REO	Closed Sales	1	0	N/A
	Median Sale Price	\$155,000	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



Monthly Market Detail - August 2021

Manufactured Homes

Alachua County



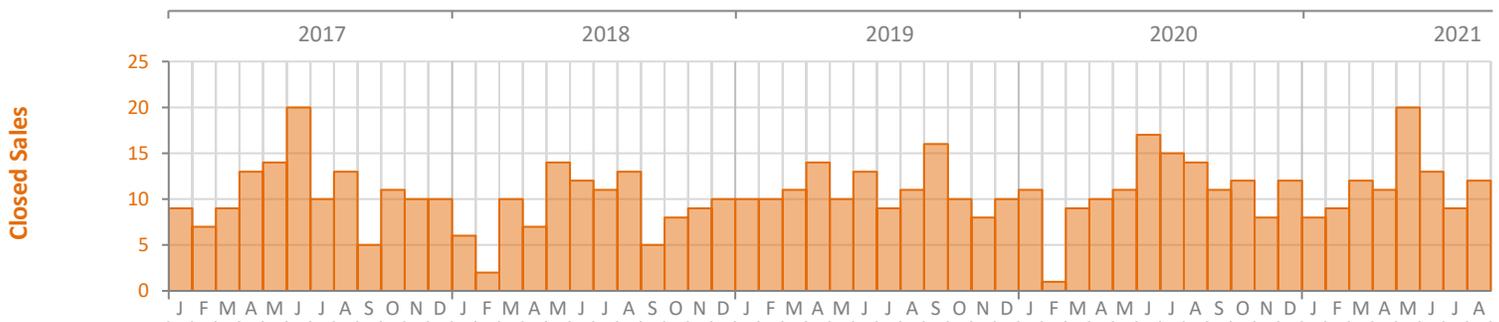
Summary Statistics	August 2021	August 2020	Percent Change Year-over-Year
Closed Sales	12	14	-14.3%
Paid in Cash	5	6	-16.7%
Median Sale Price	\$187,000	\$111,118	68.3%
Average Sale Price	\$468,042	\$118,017	296.6%
Dollar Volume	\$5.6 Million	\$1.7 Million	239.9%
Median Percent of Original List Price Received	96.9%	93.1%	4.1%
Median Time to Contract	17 Days	26 Days	-34.6%
Median Time to Sale	79 Days	76 Days	3.9%
New Pending Sales	13	10	30.0%
New Listings	14	8	75.0%
Pending Inventory	36	30	20.0%
Inventory (Active Listings)	34	23	47.8%
Months Supply of Inventory	3.0	2.1	42.9%

Closed Sales

The number of sales transactions which closed during the month

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Month	Closed Sales	Percent Change Year-over-Year
Year-to-Date	94	6.8%
August 2021	12	-14.3%
July 2021	9	-40.0%
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%

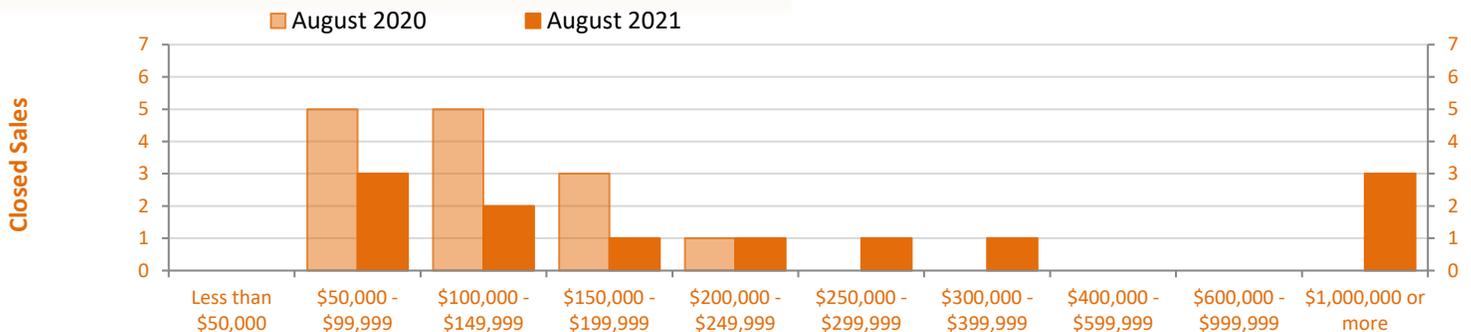


Closed Sales by Sale Price

The number of sales transactions which closed during the month

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Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	3	-40.0%
\$100,000 - \$149,999	2	-60.0%
\$150,000 - \$199,999	1	-66.7%
\$200,000 - \$249,999	1	0.0%
\$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	3	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

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Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$50,000	(No Sales)	N/A
\$50,000 - \$99,999	47 Days	161.1%
\$100,000 - \$149,999	11 Days	-85.7%
\$150,000 - \$199,999	19 Days	35.7%
\$200,000 - \$249,999	14 Days	-12.5%
\$250,000 - \$299,999	7 Days	N/A
\$300,000 - \$399,999	20 Days	N/A
\$400,000 - \$599,999	(No Sales)	N/A
\$600,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	12 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	0	N/A
\$50,000 - \$99,999	2	-50.0%
\$100,000 - \$149,999	3	200.0%
\$150,000 - \$199,999	5	400.0%
\$200,000 - \$249,999	1	0.0%
\$250,000 - \$299,999	2	100.0%
\$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

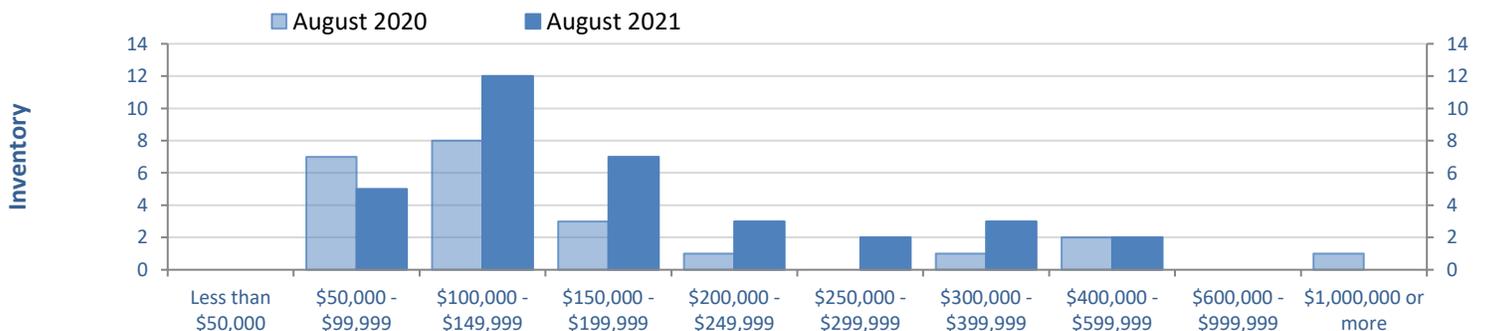


Inventory by Current Listing Price

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	0	N/A
\$50,000 - \$99,999	5	-28.6%
\$100,000 - \$149,999	12	50.0%
\$150,000 - \$199,999	7	133.3%
\$200,000 - \$249,999	3	200.0%
\$250,000 - \$299,999	2	N/A
\$300,000 - \$399,999	3	200.0%
\$400,000 - \$599,999	2	0.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	-100.0%



Monthly Distressed Market - August 2021

Manufactured Homes

Alachua County



		August 2021	August 2020	Percent Change Year-over-Year
Traditional	Closed Sales	12	13	-7.7%
	Median Sale Price	\$187,000	\$115,000	62.6%
Foreclosure/REO	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$107,235	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

