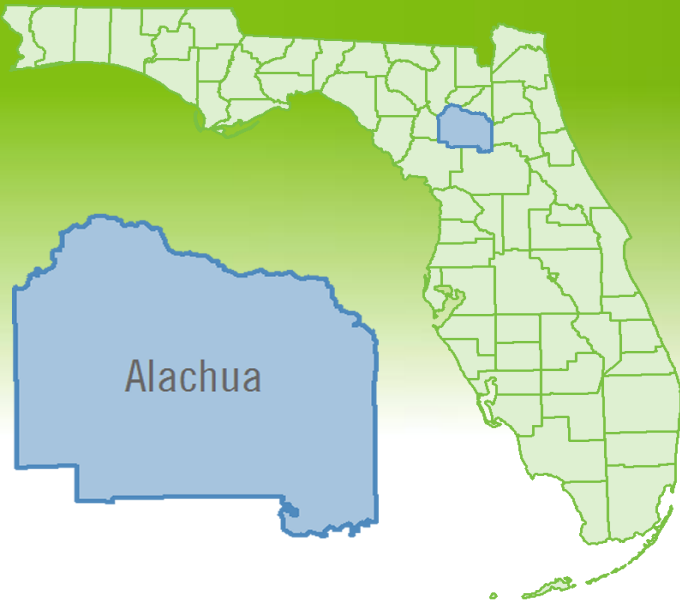


Monthly Market Detail - December 2020

Single Family Homes

Alachua County



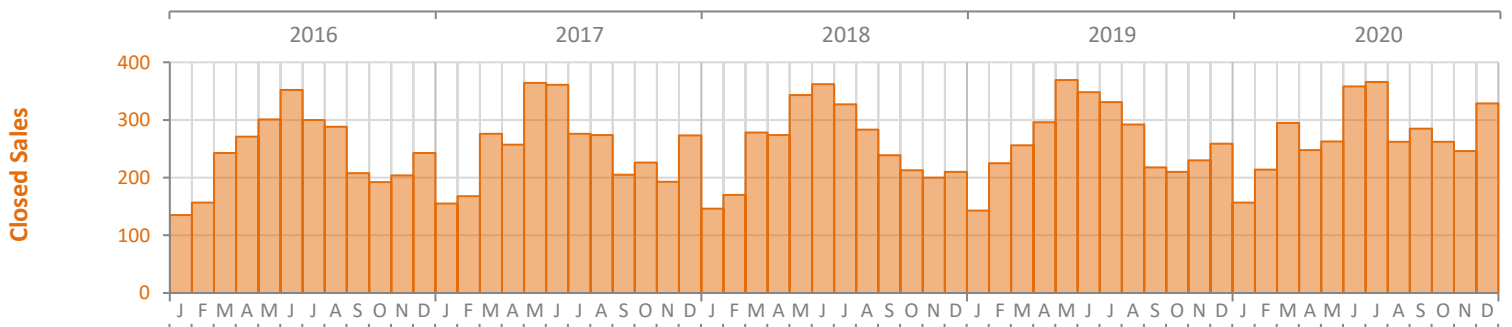
Summary Statistics	December 2020	December 2019	Percent Change Year-over-Year
Closed Sales	329	259	27.0%
Paid in Cash	56	48	16.7%
Median Sale Price	\$265,000	\$253,000	4.7%
Average Sale Price	\$303,729	\$277,817	9.3%
Dollar Volume	\$99.9 Million	\$72.0 Million	38.9%
Median Percent of Original List Price Received	98.8%	97.2%	1.6%
Median Time to Contract	19 Days	34 Days	-44.1%
Median Time to Sale	64 Days	77 Days	-16.9%
New Pending Sales	244	193	26.4%
New Listings	227	160	41.9%
Pending Inventory	402	325	23.7%
Inventory (Active Listings)	434	682	-36.4%
Months Supply of Inventory	1.6	2.6	-38.5%

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	3,285	3.4%
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%
March 2020	295	15.2%
February 2020	214	-4.9%
January 2020	157	9.8%
December 2019	259	23.3%

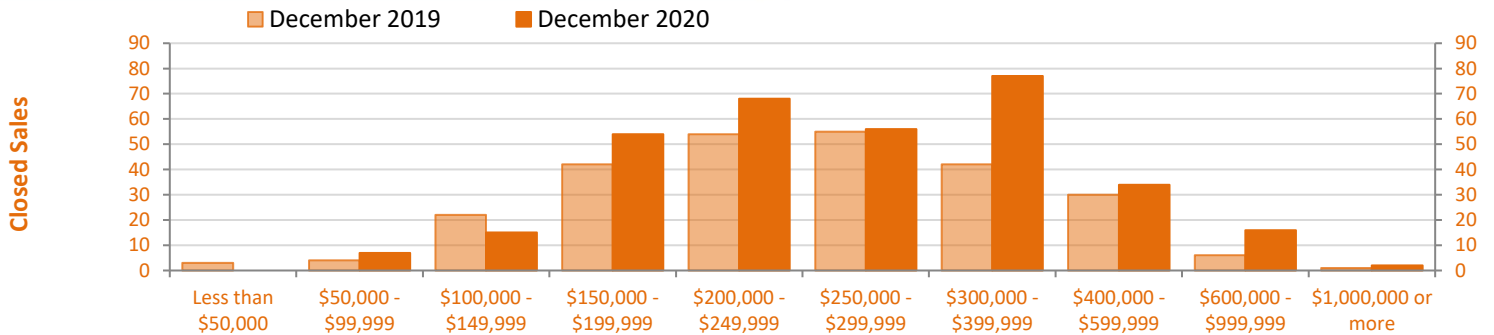


Closed Sales by Sale Price

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	0	-100.0%
\$50,000 - \$99,999	7	75.0%
\$100,000 - \$149,999	15	-31.8%
\$150,000 - \$199,999	54	28.6%
\$200,000 - \$249,999	68	25.9%
\$250,000 - \$299,999	56	1.8%
\$300,000 - \$399,999	77	83.3%
\$400,000 - \$599,999	34	13.3%
\$600,000 - \$999,999	16	166.7%
\$1,000,000 or more	2	100.0%

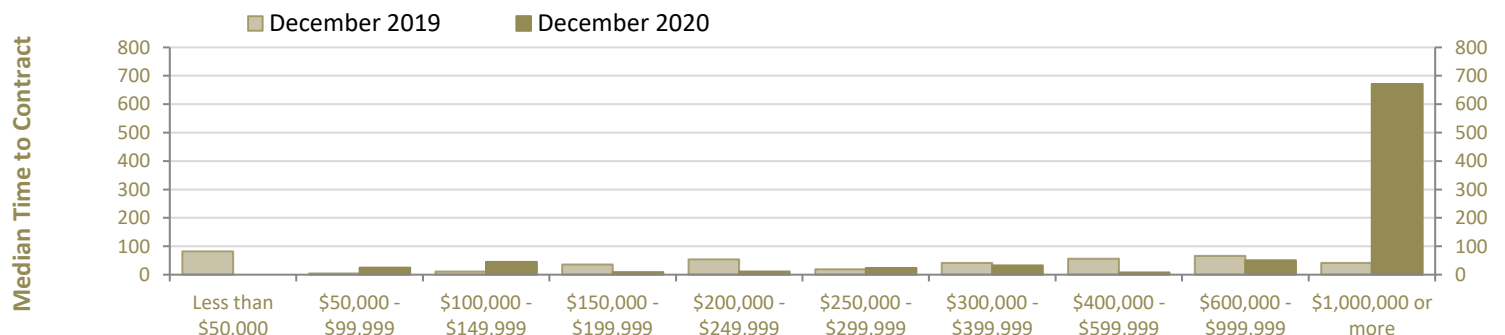


Median Time to Contract by Sale Price

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	25 Days	525.0%
\$100,000 - \$149,999	45 Days	309.1%
\$150,000 - \$199,999	9 Days	-75.0%
\$200,000 - \$249,999	11 Days	-79.6%
\$250,000 - \$299,999	23 Days	21.1%
\$300,000 - \$399,999	32 Days	-23.8%
\$400,000 - \$599,999	8 Days	-85.7%
\$600,000 - \$999,999	51 Days	-22.7%
\$1,000,000 or more	671 Days	1536.6%

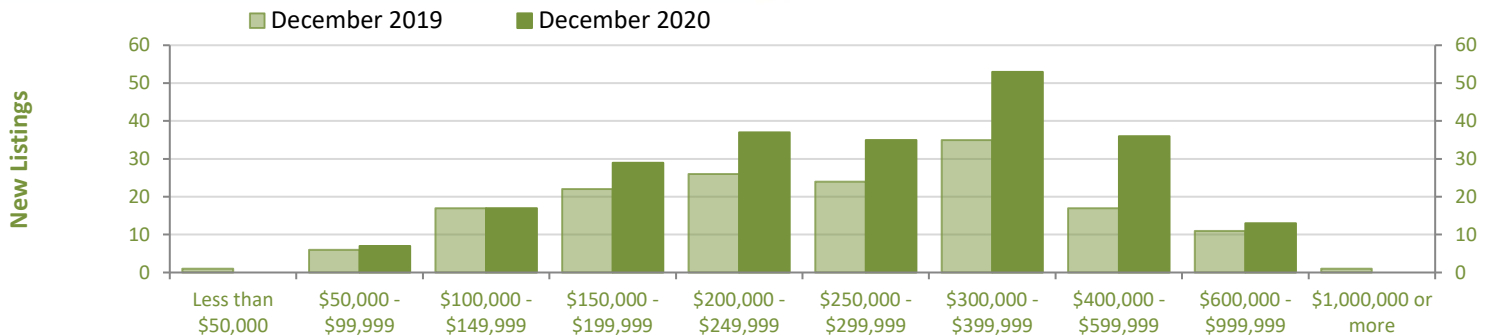


New Listings by Initial Listing Price

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	16.7%
\$100,000 - \$149,999	17	0.0%
\$150,000 - \$199,999	29	31.8%
\$200,000 - \$249,999	37	42.3%
\$250,000 - \$299,999	35	45.8%
\$300,000 - \$399,999	53	51.4%
\$400,000 - \$599,999	36	111.8%
\$600,000 - \$999,999	13	18.2%
\$1,000,000 or more	0	-100.0%

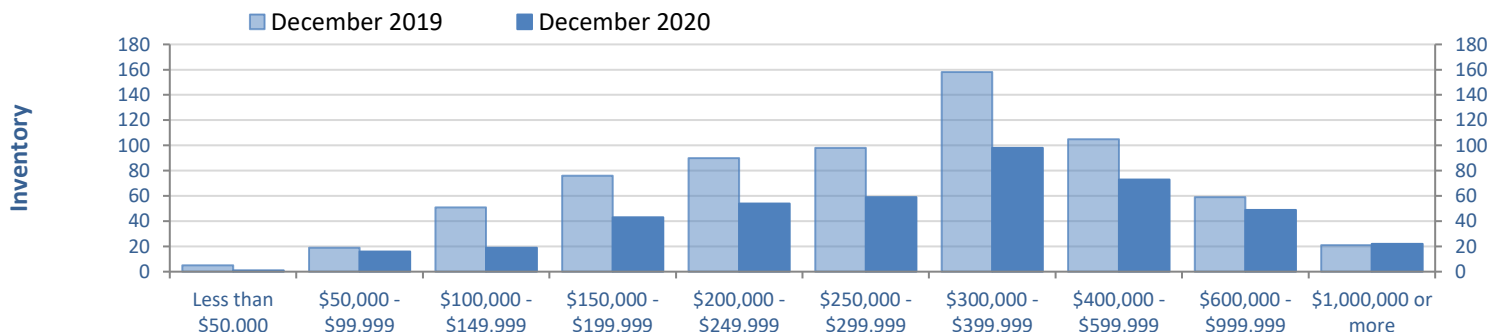


Inventory by Current Listing Price

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	-80.0%
\$50,000 - \$99,999	16	-15.8%
\$100,000 - \$149,999	19	-62.7%
\$150,000 - \$199,999	43	-43.4%
\$200,000 - \$249,999	54	-40.0%
\$250,000 - \$299,999	59	-39.8%
\$300,000 - \$399,999	98	-38.0%
\$400,000 - \$599,999	73	-30.5%
\$600,000 - \$999,999	49	-16.9%
\$1,000,000 or more	22	4.8%



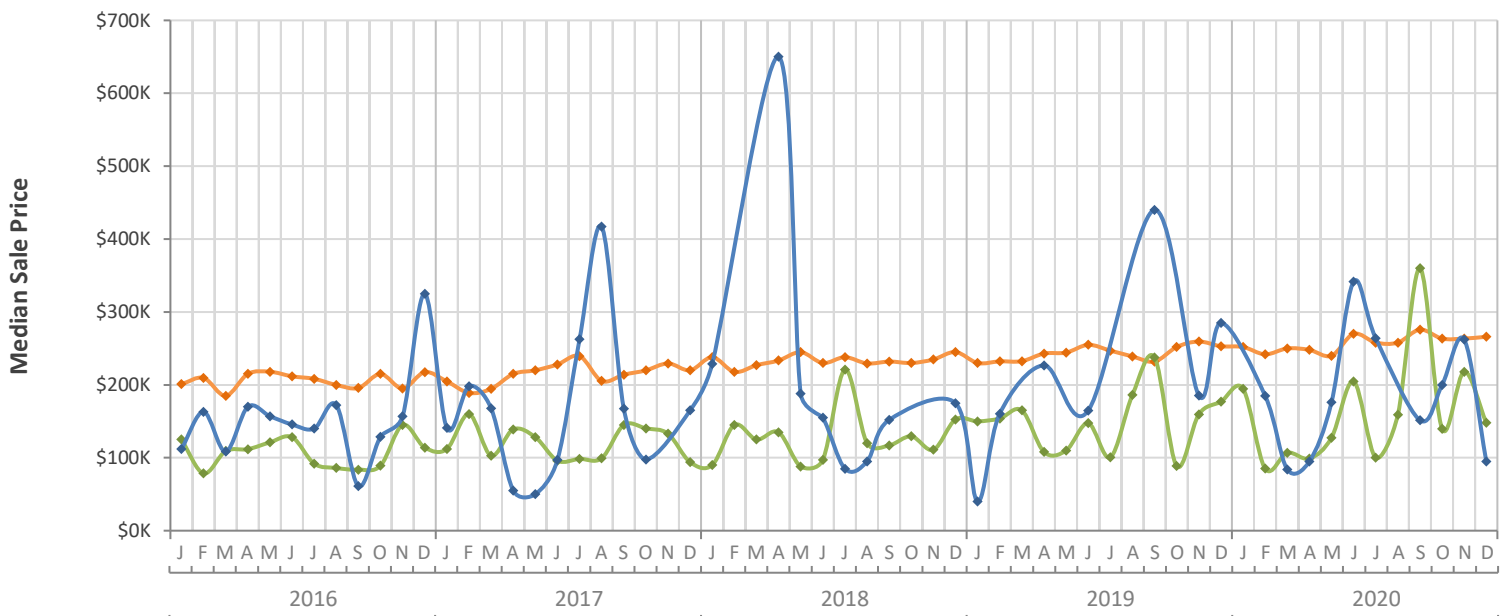
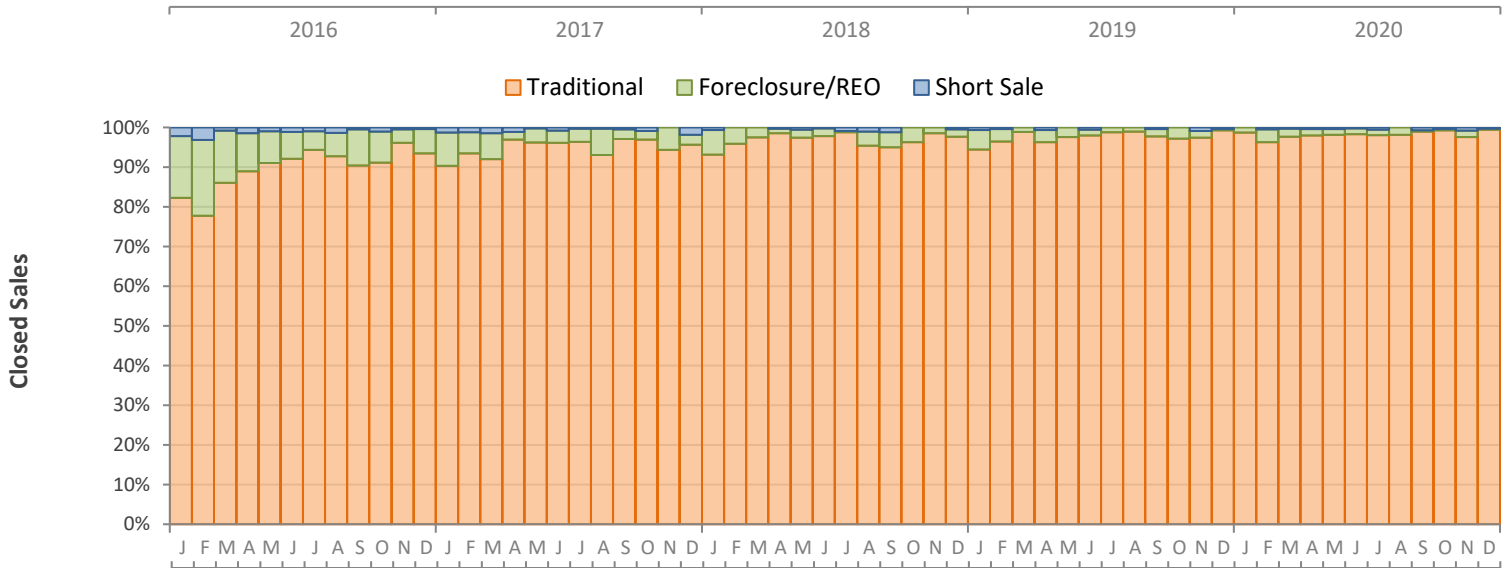
Monthly Distressed Market - December 2020

Single Family Homes

Alachua County



		December 2020	December 2019	Percent Change Year-over-Year
Traditional	Closed Sales	327	257	27.2%
	Median Sale Price	\$266,000	\$253,000	5.1%
Foreclosure/REO	Closed Sales	1	1	0.0%
	Median Sale Price	\$148,000	\$177,000	-16.4%
Short Sale	Closed Sales	1	1	0.0%
	Median Sale Price	\$95,000	\$285,000	-66.7%



Monthly Market Detail - December 2020

Townhouses and Condos

Alachua County



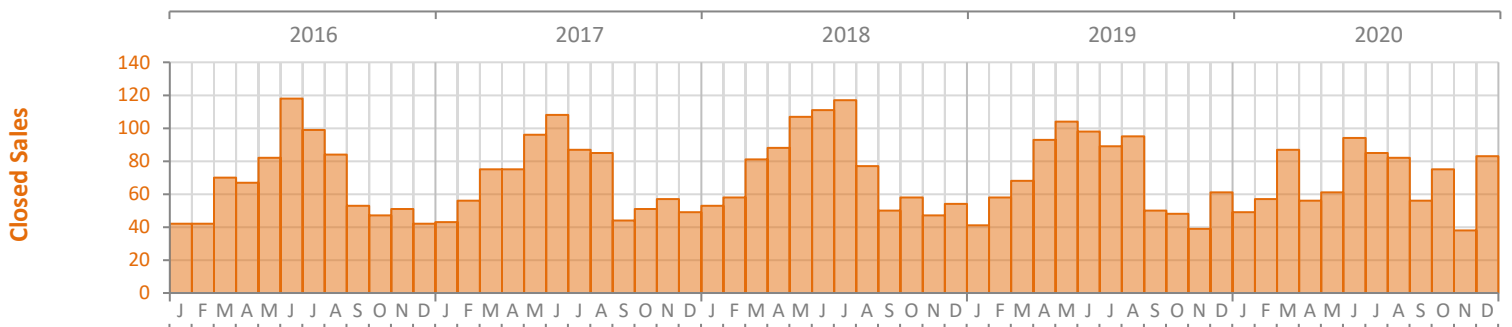
Summary Statistics	December 2020	December 2019	Percent Change Year-over-Year
Closed Sales	83	61	36.1%
Paid in Cash	43	30	43.3%
Median Sale Price	\$129,500	\$139,500	-7.2%
Average Sale Price	\$142,014	\$148,576	-4.4%
Dollar Volume	\$11.8 Million	\$9.1 Million	30.1%
Median Percent of Original List Price Received	96.1%	97.0%	-0.9%
Median Time to Contract	26 Days	14 Days	85.7%
Median Time to Sale	71 Days	62 Days	14.5%
New Pending Sales	58	40	45.0%
New Listings	55	49	12.2%
Pending Inventory	78	62	25.8%
Inventory (Active Listings)	173	111	55.9%
Months Supply of Inventory	2.5	1.6	56.3%

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	823	-2.5%
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%
March 2020	87	27.9%
February 2020	57	-1.7%
January 2020	49	19.5%
December 2019	61	13.0%

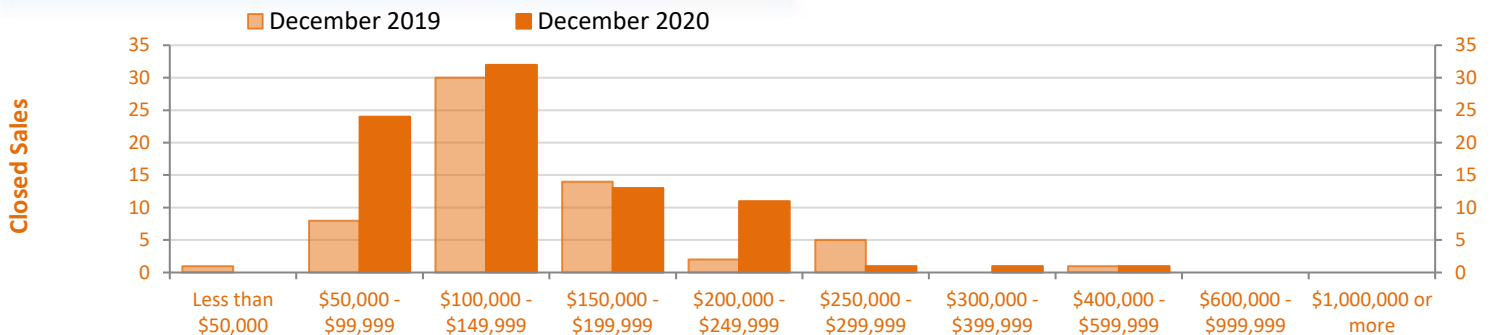


Closed Sales by Sale Price

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	24	200.0%
\$100,000 - \$149,999	32	6.7%
\$150,000 - \$199,999	13	-7.1%
\$200,000 - \$249,999	11	450.0%
\$250,000 - \$299,999	1	-80.0%
\$300,000 - \$399,999	1	N/A
\$400,000 - \$599,999	1	0.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

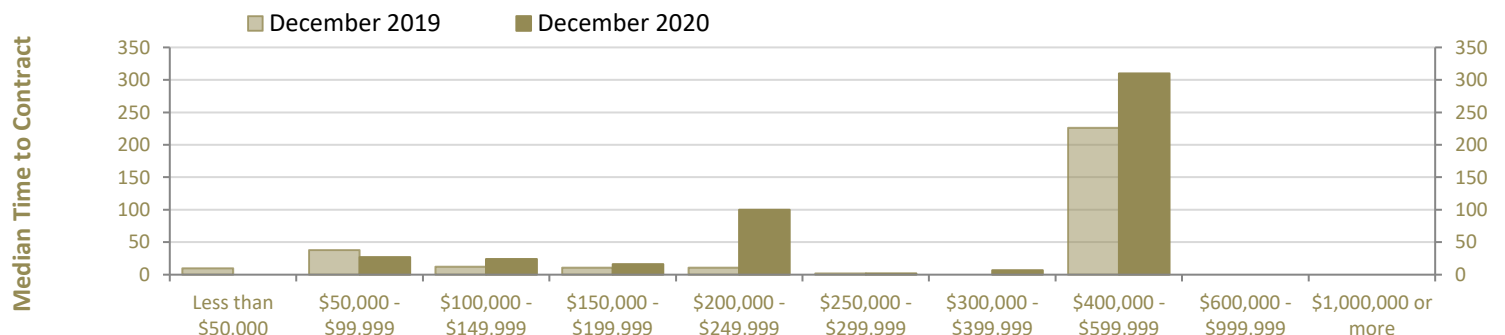


Median Time to Contract by Sale Price

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	27 Days	-28.9%
\$100,000 - \$149,999	24 Days	100.0%
\$150,000 - \$199,999	16 Days	45.5%
\$200,000 - \$249,999	100 Days	809.1%
\$250,000 - \$299,999	2 Days	0.0%
\$300,000 - \$399,999	7 Days	N/A
\$400,000 - \$599,999	310 Days	37.2%
\$600,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	(No Sales)	N/A

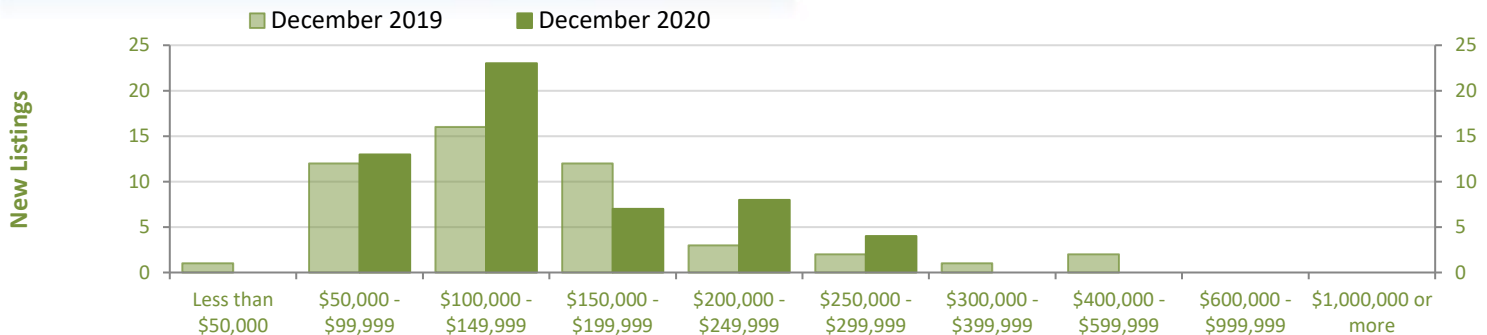


New Listings by Initial Listing Price

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	13	8.3%
\$100,000 - \$149,999	23	43.8%
\$150,000 - \$199,999	7	-41.7%
\$200,000 - \$249,999	8	166.7%
\$250,000 - \$299,999	4	100.0%
\$300,000 - \$399,999	0	-100.0%
\$400,000 - \$599,999	0	-100.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

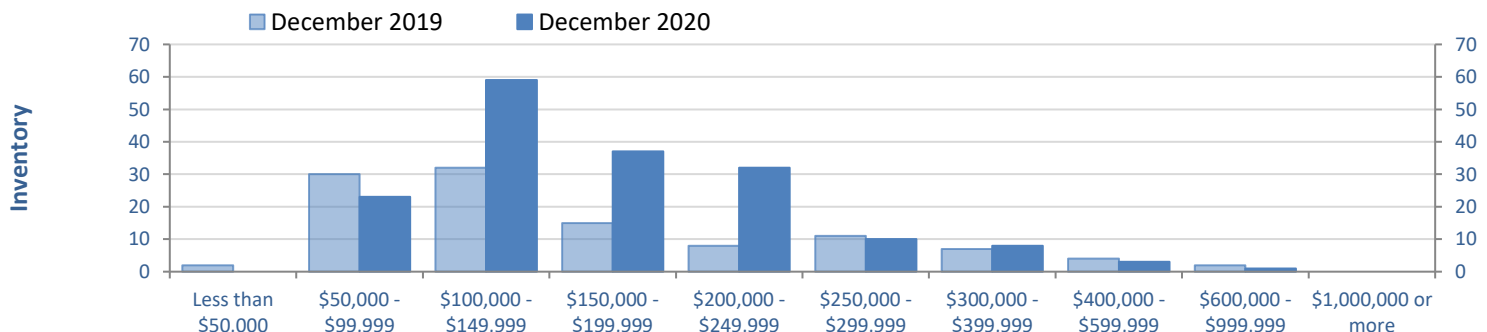


Inventory by Current Listing Price

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	-100.0%
\$50,000 - \$99,999	23	-23.3%
\$100,000 - \$149,999	59	84.4%
\$150,000 - \$199,999	37	146.7%
\$200,000 - \$249,999	32	300.0%
\$250,000 - \$299,999	10	-9.1%
\$300,000 - \$399,999	8	14.3%
\$400,000 - \$599,999	3	-25.0%
\$600,000 - \$999,999	1	-50.0%
\$1,000,000 or more	0	N/A



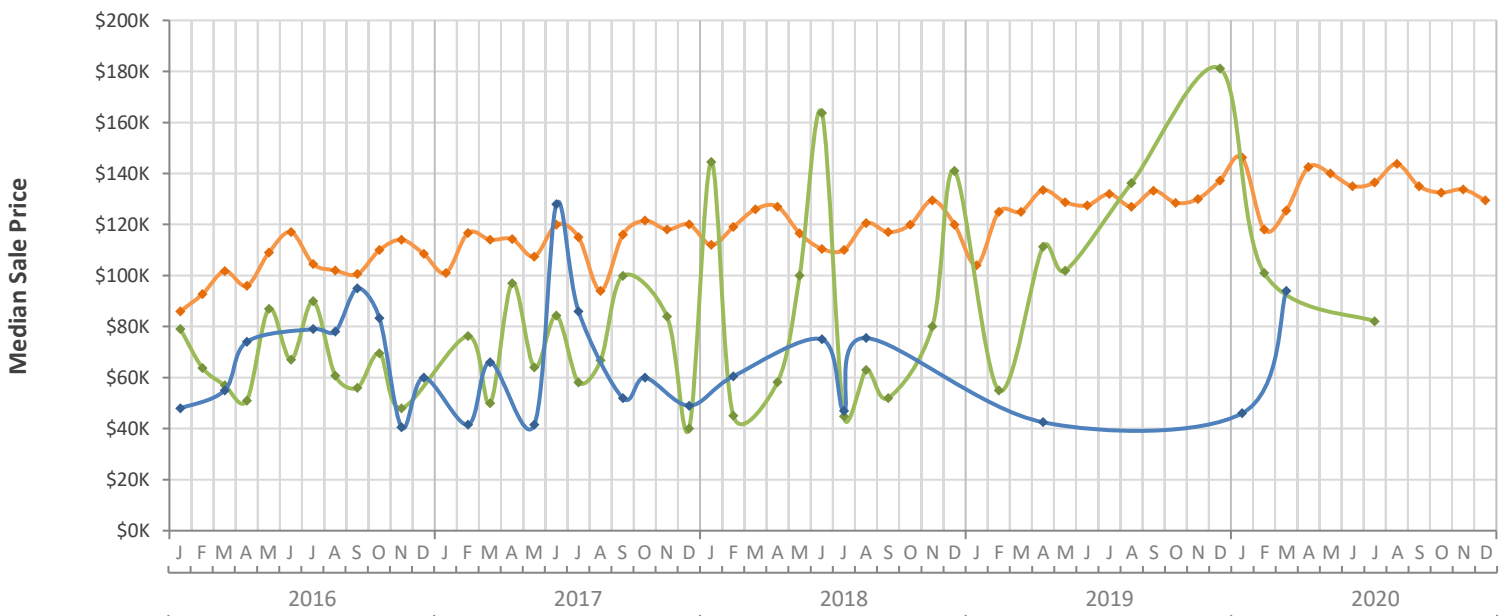
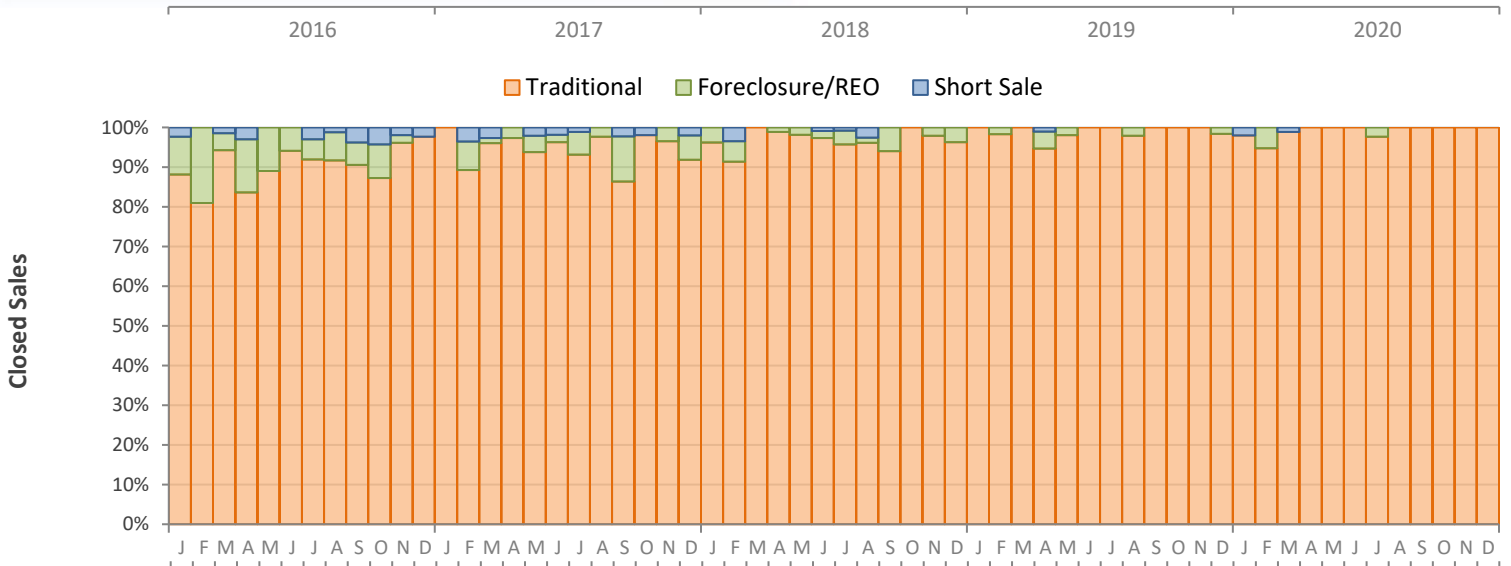
Monthly Distressed Market - December 2020

Townhouses and Condos

Alachua County



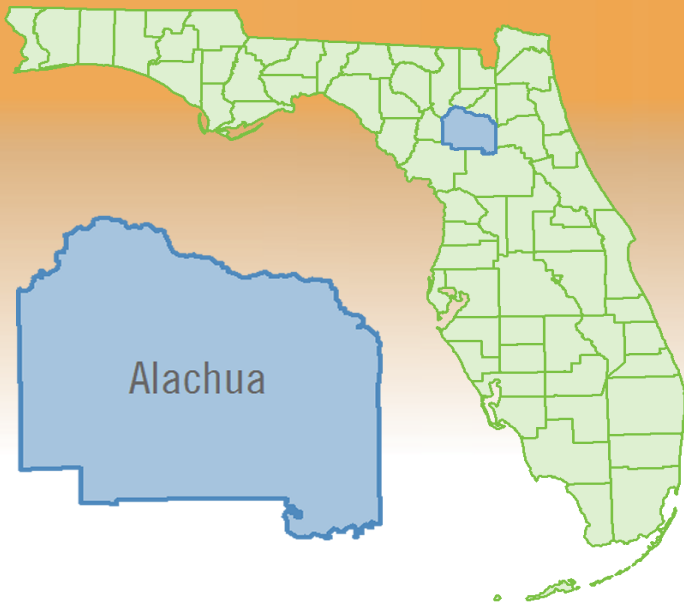
		December 2020	December 2019	Percent Change Year-over-Year
Traditional	Closed Sales	83	60	38.3%
	Median Sale Price	\$129,500	\$137,250	-5.6%
Foreclosure/REO	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$181,103	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



Monthly Market Detail - December 2020

Manufactured Homes

Alachua County



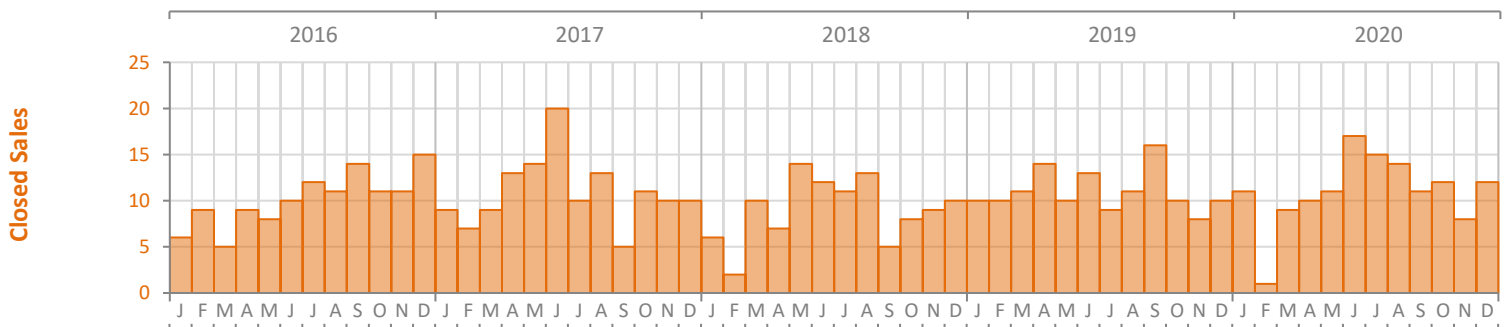
Summary Statistics	December 2020	December 2019	Percent Change Year-over-Year
Closed Sales	12	10	20.0%
Paid in Cash	4	5	-20.0%
Median Sale Price	\$139,750	\$75,000	86.3%
Average Sale Price	\$146,333	\$98,750	48.2%
Dollar Volume	\$1.8 Million	\$987,500	77.8%
Median Percent of Original List Price Received	94.8%	82.3%	15.2%
Median Time to Contract	20 Days	105 Days	-81.0%
Median Time to Sale	88 Days	178 Days	-50.6%
New Pending Sales	5	9	-44.4%
New Listings	6	11	-45.5%
Pending Inventory	21	22	-4.5%
Inventory (Active Listings)	23	44	-47.7%
Months Supply of Inventory	2.1	4.0	-47.5%

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	131	-0.8%
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%
March 2020	9	-18.2%
February 2020	1	-90.0%
January 2020	11	10.0%
December 2019	10	0.0%

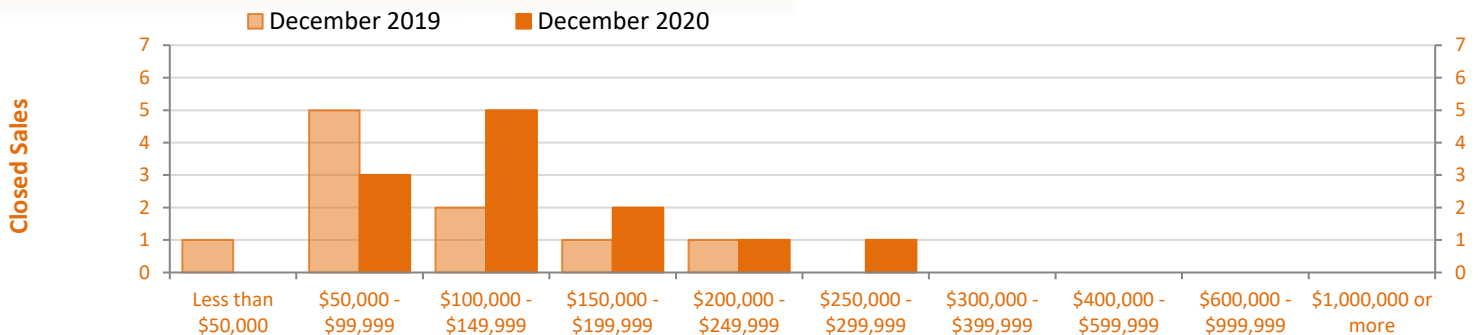


Closed Sales by Sale Price

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	3	-40.0%
\$100,000 - \$149,999	5	150.0%
\$150,000 - \$199,999	2	100.0%
\$200,000 - \$249,999	1	0.0%
\$250,000 - \$299,999	1	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

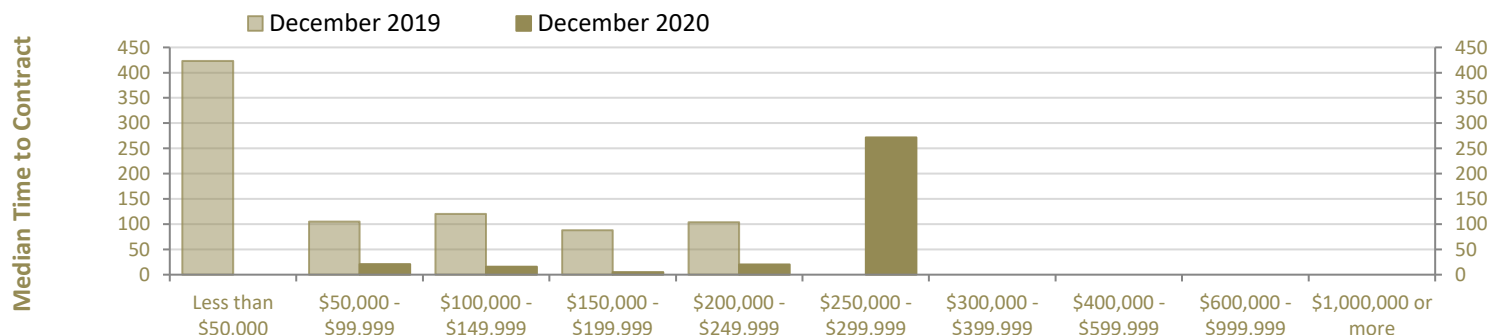


Median Time to Contract by Sale Price

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	21 Days	-80.0%
\$100,000 - \$149,999	16 Days	-86.7%
\$150,000 - \$199,999	5 Days	-94.3%
\$200,000 - \$249,999	20 Days	-80.8%
\$250,000 - \$299,999	272 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

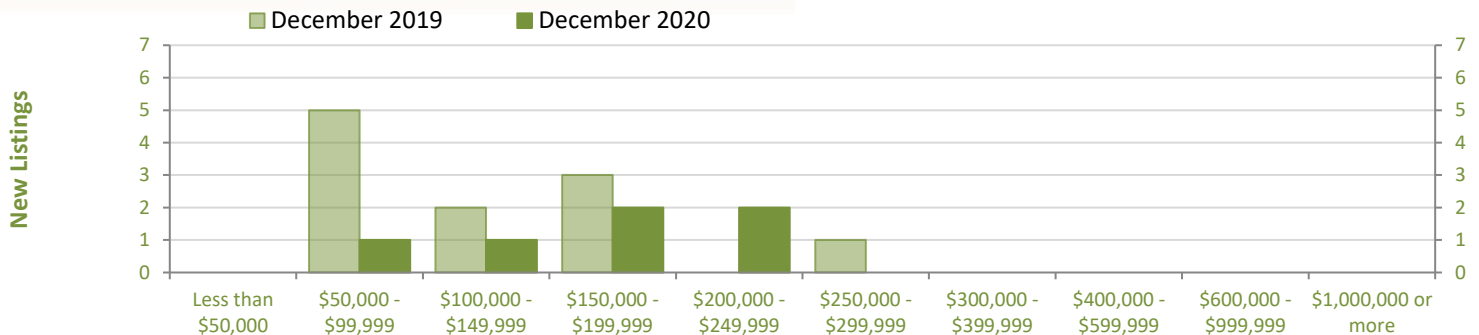


New Listings by Initial Listing Price

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	0	N/A
\$50,000 - \$99,999	1	-80.0%
\$100,000 - \$149,999	1	-50.0%
\$150,000 - \$199,999	2	-33.3%
\$200,000 - \$249,999	2	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

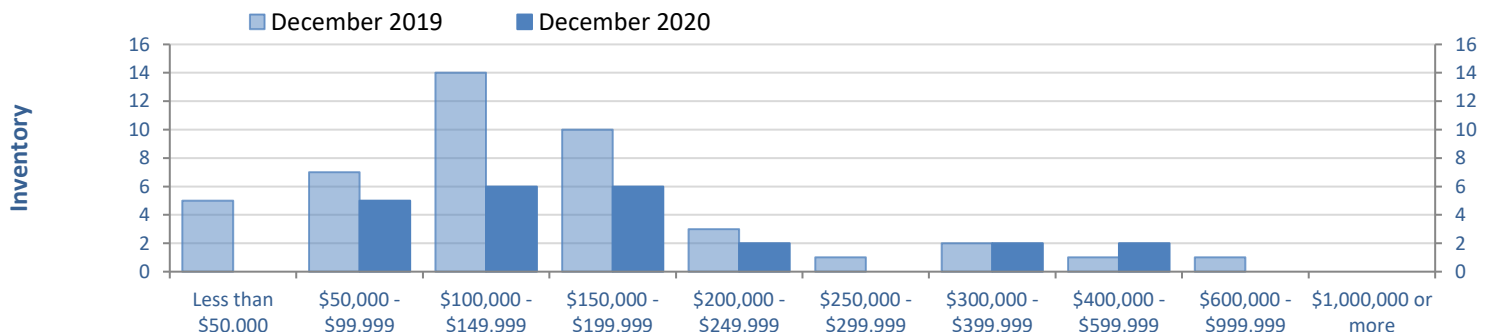


Inventory by Current Listing Price

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.

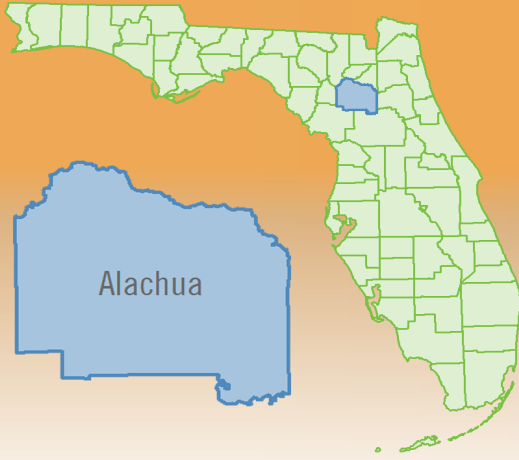
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	-100.0%
\$50,000 - \$99,999	5	-28.6%
\$100,000 - \$149,999	6	-57.1%
\$150,000 - \$199,999	6	-40.0%
\$200,000 - \$249,999	2	-33.3%
\$250,000 - \$299,999	0	-100.0%
\$300,000 - \$399,999	2	0.0%
\$400,000 - \$599,999	2	100.0%
\$600,000 - \$999,999	0	-100.0%
\$1,000,000 or more	0	N/A



Monthly Distressed Market - December 2020

Manufactured Homes

Alachua County



		December 2020	December 2019	Percent Change Year-over-Year
Traditional	Closed Sales	12	10	20.0%
	Median Sale Price	\$139,750	\$75,000	86.3%
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

