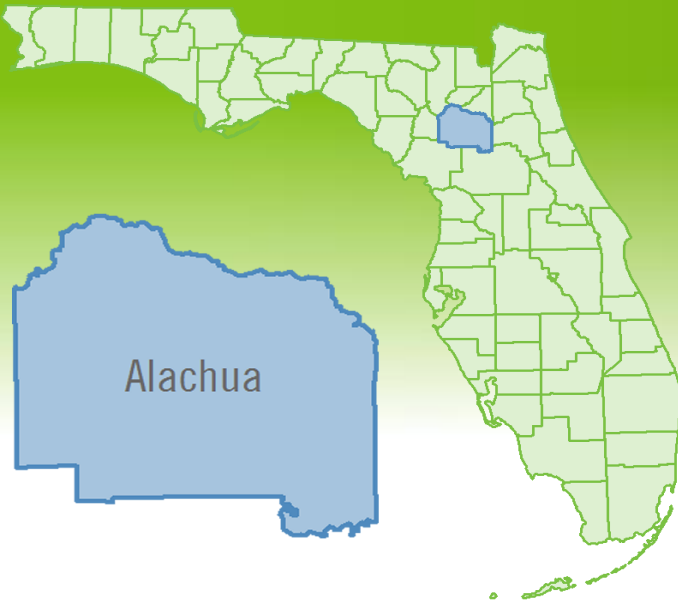


# Quarterly Market Detail - Q1 2021

## Single Family Homes

### Alachua County



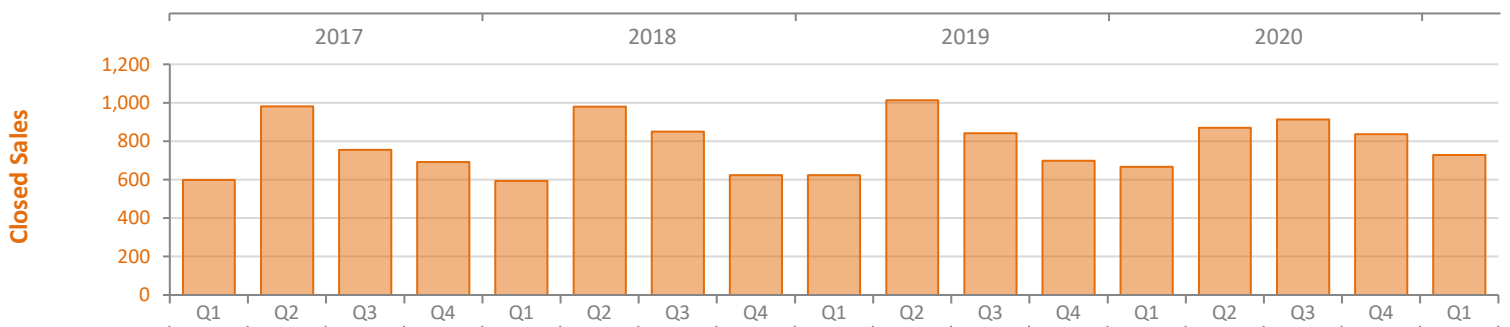
Summary Statistics	Q1 2021	Q1 2020	Percent Change Year-over-Year
Closed Sales	729	666	9.5%
Paid in Cash	151	152	-0.7%
Median Sale Price	\$280,000	\$246,310	13.7%
Average Sale Price	\$315,390	\$273,543	15.3%
Dollar Volume	\$229.9 Million	\$182.2 Million	26.2%
Median Percent of Original List Price Received	100.0%	97.6%	2.5%
Median Time to Contract	14 Days	32 Days	-56.3%
Median Time to Sale	66 Days	83 Days	-20.5%
New Pending Sales	1,018	848	20.0%
New Listings	939	1,052	-10.7%
Pending Inventory	660	461	43.2%
Inventory (Active Listings)	303	797	-62.0%
Months Supply of Inventory	1.1	3.0	-63.3%

## Closed Sales

The number of sales transactions which closed during the quarter

**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 quarter's sales to the amount of sales in the same quarter in the previous year), rather than changes from one quarter to the next.

Quarter	Closed Sales	Percent Change Year-over-Year
Year-to-Date	729	9.5%
<b>Q1 2021</b>	<b>729</b>	<b>9.5%</b>
Q4 2020	837	19.7%
Q3 2020	913	8.6%
Q2 2020	869	-14.2%
Q1 2020	666	6.7%
Q4 2019	699	12.2%
Q3 2019	841	-0.9%
Q2 2019	1,013	3.5%
Q1 2019	624	5.1%
Q4 2018	623	-10.0%
Q3 2018	849	12.5%
Q2 2018	979	-0.3%
Q1 2018	594	-0.8%

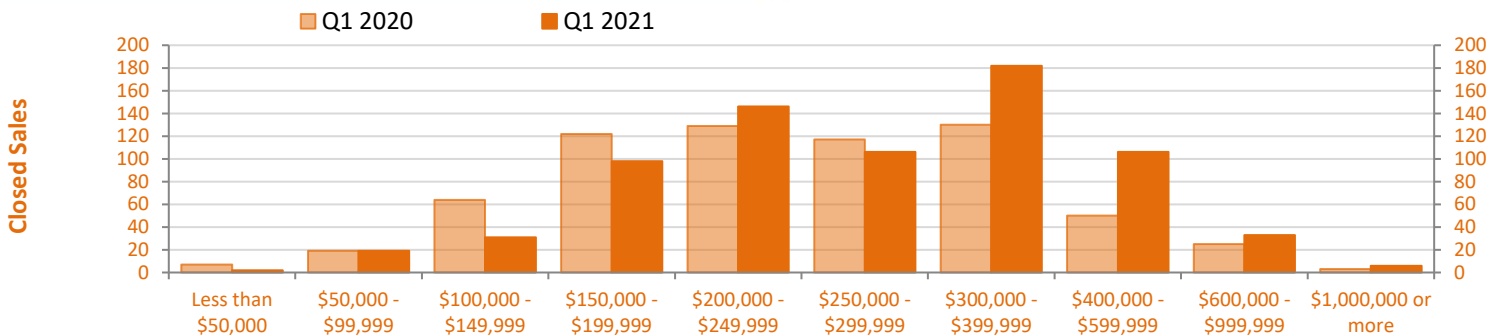


## Closed Sales by Sale Price

The number of sales transactions which closed during the quarter

**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 quarter's sales to the amount of sales in the same quarter in the previous year), rather than changes from one quarter to the next.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	2	-71.4%
\$50,000 - \$99,999	19	0.0%
\$100,000 - \$149,999	31	-51.6%
\$150,000 - \$199,999	98	-19.7%
\$200,000 - \$249,999	146	13.2%
\$250,000 - \$299,999	106	-9.4%
\$300,000 - \$399,999	182	40.0%
\$400,000 - \$599,999	106	112.0%
\$600,000 - \$999,999	33	32.0%
\$1,000,000 or more	6	100.0%

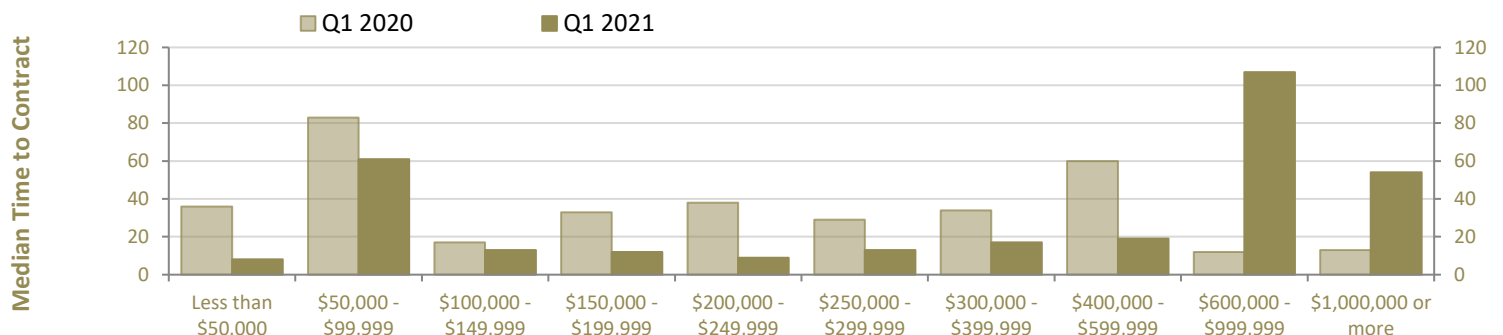


## Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the quarter

**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 quarter. 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	8 Days	-77.8%
\$50,000 - \$99,999	61 Days	-26.5%
\$100,000 - \$149,999	13 Days	-23.5%
\$150,000 - \$199,999	12 Days	-63.6%
\$200,000 - \$249,999	9 Days	-76.3%
\$250,000 - \$299,999	13 Days	-55.2%
\$300,000 - \$399,999	17 Days	-50.0%
\$400,000 - \$599,999	19 Days	-68.3%
\$600,000 - \$999,999	107 Days	791.7%
\$1,000,000 or more	54 Days	315.4%



## New Listings by Initial Listing Price

The number of properties put onto the market during the quarter

**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	3	-62.5%
\$50,000 - \$99,999	18	-37.9%
\$100,000 - \$149,999	35	-57.8%
\$150,000 - \$199,999	110	-31.3%
\$200,000 - \$249,999	162	-12.0%
\$250,000 - \$299,999	171	3.6%
\$300,000 - \$399,999	235	7.8%
\$400,000 - \$599,999	127	2.4%
\$600,000 - \$999,999	62	-13.9%
\$1,000,000 or more	16	77.8%

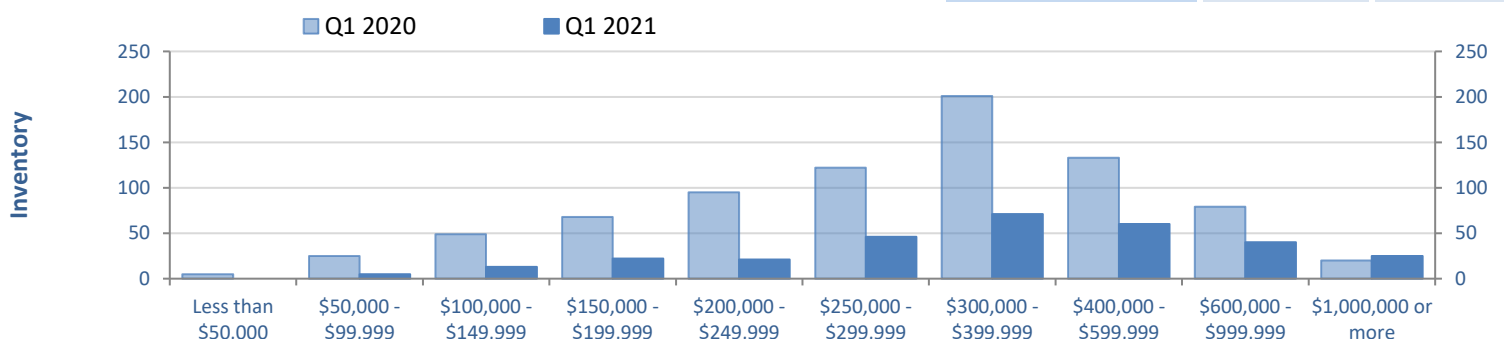


## Inventory by Current Listing Price

The number of property listings active at the end of the quarter

**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 quarter, and hold this number to compare with the same quarter 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	-80.0%
\$100,000 - \$149,999	13	-73.5%
\$150,000 - \$199,999	22	-67.6%
\$200,000 - \$249,999	21	-77.9%
\$250,000 - \$299,999	46	-62.3%
\$300,000 - \$399,999	71	-64.7%
\$400,000 - \$599,999	60	-54.9%
\$600,000 - \$999,999	40	-49.4%
\$1,000,000 or more	25	25.0%



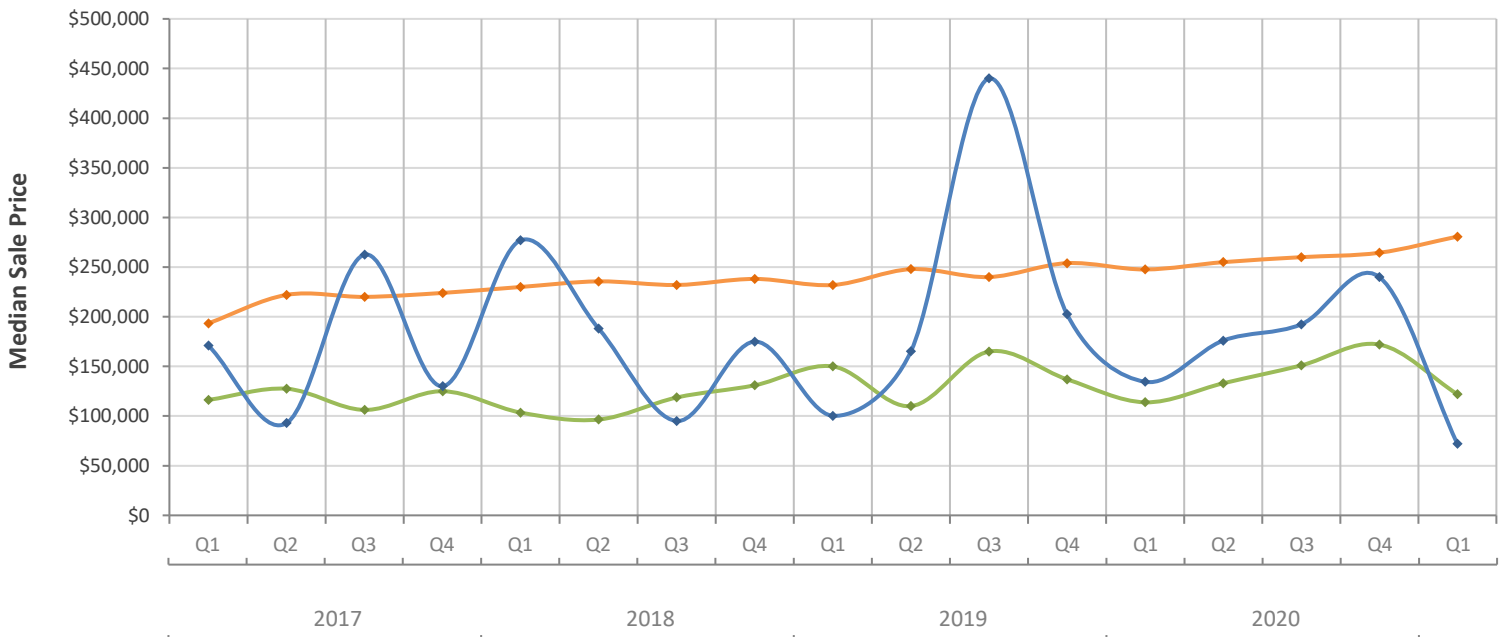
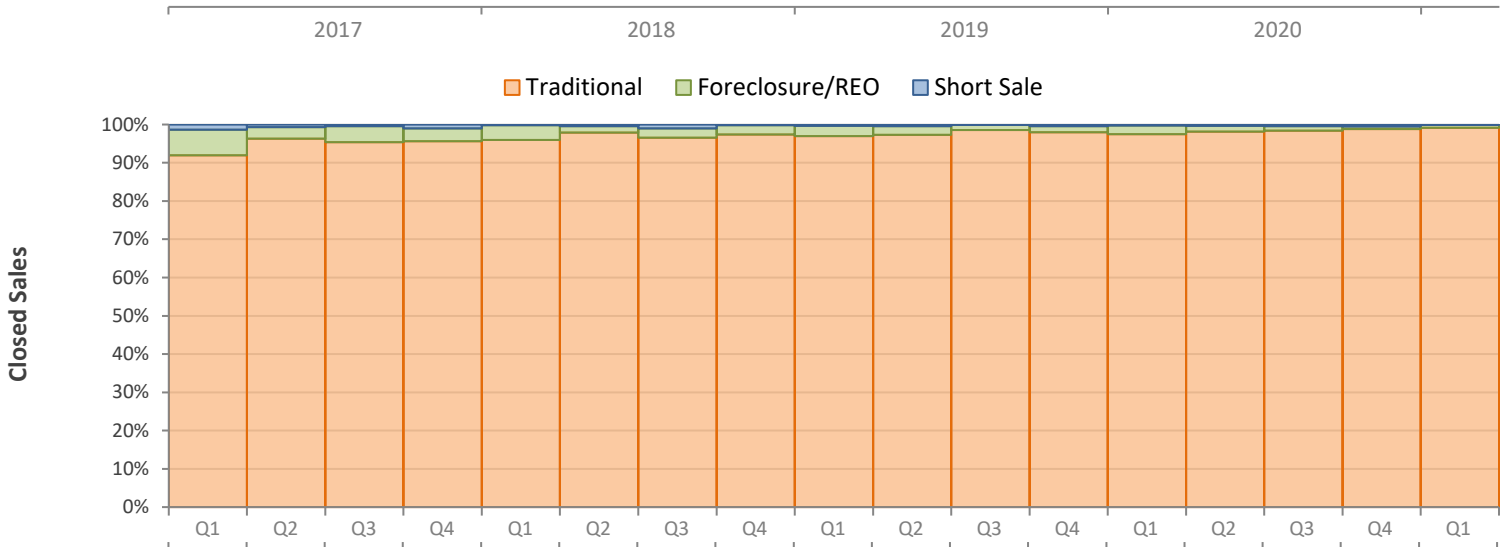
# Quarterly Distressed Market - Q1 2021

## Single Family Homes

### Alachua County



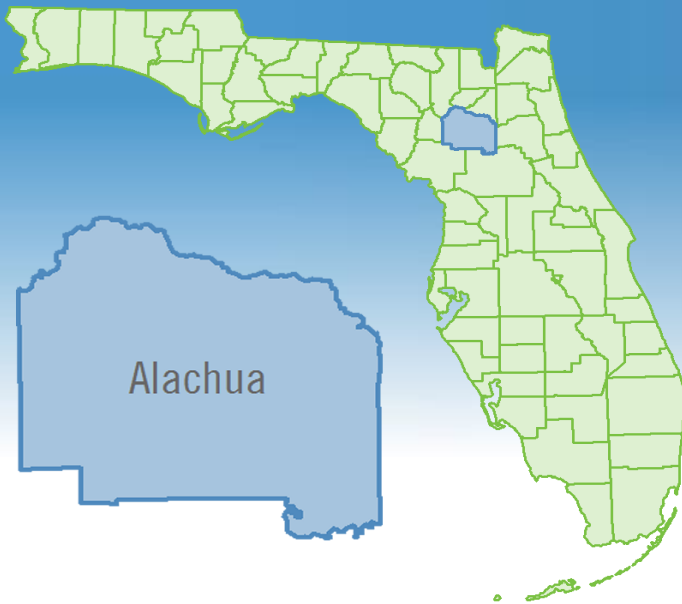
		Q1 2021	Q1 2020	Percent Change Year-over-Year
Traditional	Closed Sales	723	649	11.4%
	Median Sale Price	\$280,745	\$247,625	13.4%
Foreclosure/REO	Closed Sales	5	15	-66.7%
	Median Sale Price	\$122,000	\$113,850	7.2%
Short Sale	Closed Sales	1	2	-50.0%
	Median Sale Price	\$72,000	\$134,500	-46.5%



# Quarterly Market Detail - Q1 2021

## Townhouses and Condos

### Alachua County



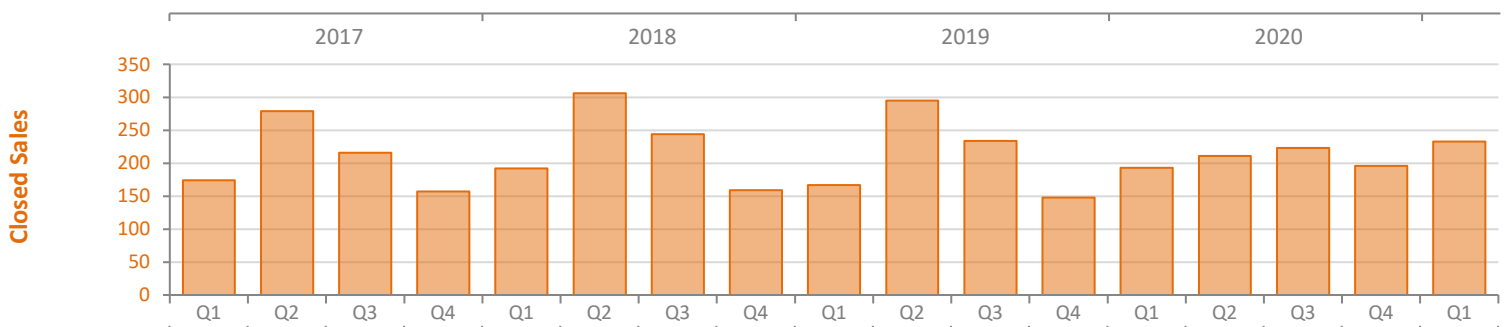
Summary Statistics	Q1 2021	Q1 2020	Percent Change Year-over-Year
Closed Sales	233	193	20.7%
Paid in Cash	105	113	-7.1%
Median Sale Price	\$138,900	\$125,000	11.1%
Average Sale Price	\$147,523	\$137,221	7.5%
Dollar Volume	\$34.4 Million	\$26.5 Million	29.8%
Median Percent of Original List Price Received	97.5%	97.4%	0.1%
Median Time to Contract	28 Days	15 Days	86.7%
Median Time to Sale	66 Days	53 Days	24.5%
New Pending Sales	365	236	54.7%
New Listings	297	302	-1.7%
Pending Inventory	196	87	125.3%
Inventory (Active Listings)	102	156	-34.6%
Months Supply of Inventory	1.4	2.2	-36.4%

## Closed Sales

The number of sales transactions which closed during the quarter

**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 quarter's sales to the amount of sales in the same quarter in the previous year), rather than changes from one quarter to the next.

Quarter	Closed Sales	Percent Change Year-over-Year
Year-to-Date	233	20.7%
<b>Q1 2021</b>	<b>233</b>	<b>20.7%</b>
Q4 2020	196	32.4%
Q3 2020	223	-4.7%
Q2 2020	211	-28.5%
Q1 2020	193	15.6%
Q4 2019	148	-6.9%
Q3 2019	234	-4.1%
Q2 2019	295	-3.6%
Q1 2019	167	-13.0%
Q4 2018	159	1.3%
Q3 2018	244	13.0%
Q2 2018	306	9.7%
Q1 2018	192	10.3%

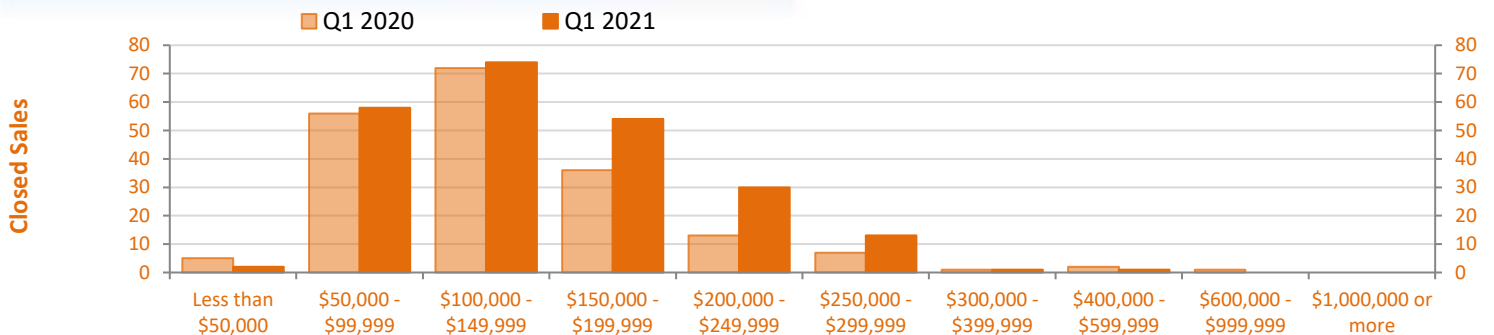


## Closed Sales by Sale Price

The number of sales transactions which closed during the quarter

**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 quarter's sales to the amount of sales in the same quarter in the previous year), rather than changes from one quarter to the next.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	2	-60.0%
\$50,000 - \$99,999	58	3.6%
\$100,000 - \$149,999	74	2.8%
\$150,000 - \$199,999	54	50.0%
\$200,000 - \$249,999	30	130.8%
\$250,000 - \$299,999	13	85.7%
\$300,000 - \$399,999	1	0.0%
\$400,000 - \$599,999	1	-50.0%
\$600,000 - \$999,999	0	-100.0%
\$1,000,000 or more	0	N/A

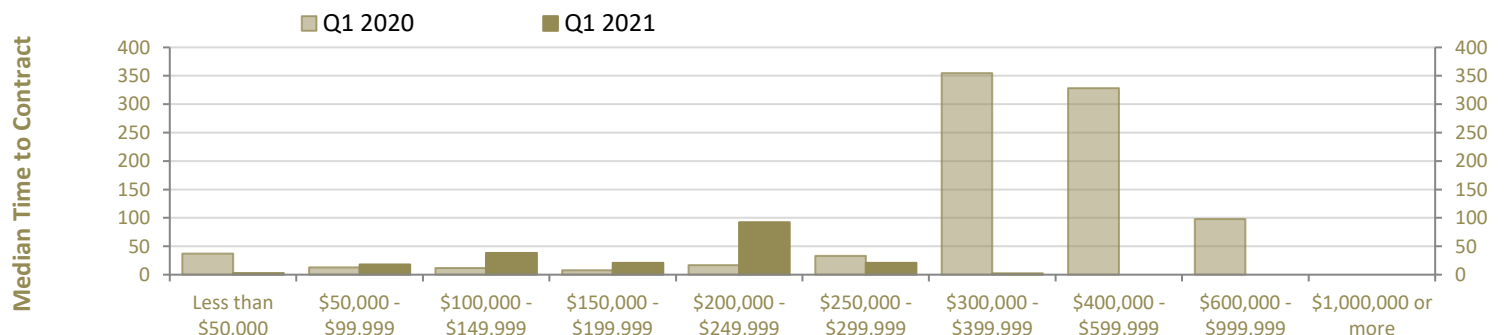


## Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the quarter

**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 quarter. 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	3 Days	-91.9%
\$50,000 - \$99,999	18 Days	38.5%
\$100,000 - \$149,999	38 Days	216.7%
\$150,000 - \$199,999	21 Days	162.5%
\$200,000 - \$249,999	92 Days	441.2%
\$250,000 - \$299,999	21 Days	-36.4%
\$300,000 - \$399,999	2 Days	-99.4%
\$400,000 - \$599,999	0 Days	-100.0%
\$600,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	(No Sales)	N/A



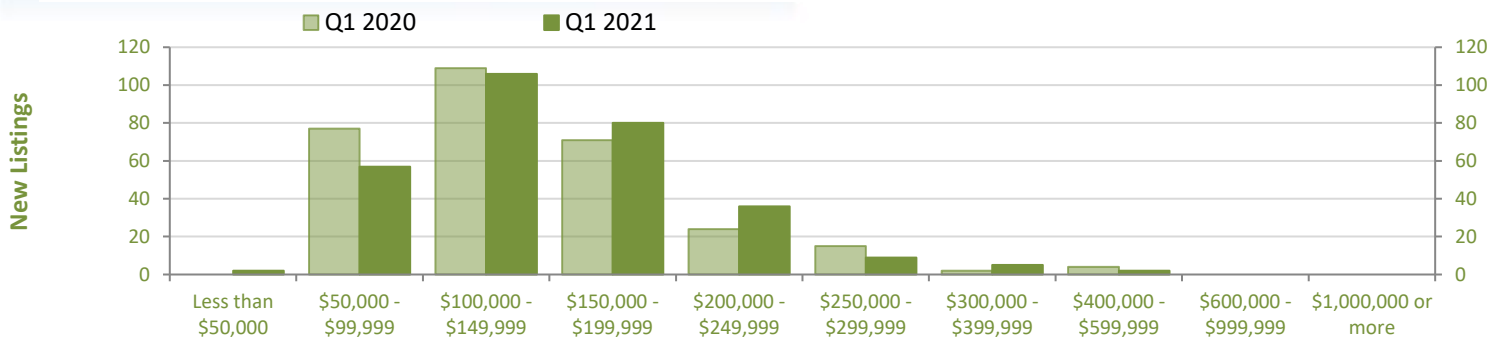


## New Listings by Initial Listing Price

The number of properties put onto the market during the quarter

**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	N/A
\$50,000 - \$99,999	57	-26.0%
\$100,000 - \$149,999	106	-2.8%
\$150,000 - \$199,999	80	12.7%
\$200,000 - \$249,999	36	50.0%
\$250,000 - \$299,999	9	-40.0%
\$300,000 - \$399,999	5	150.0%
\$400,000 - \$599,999	2	-50.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

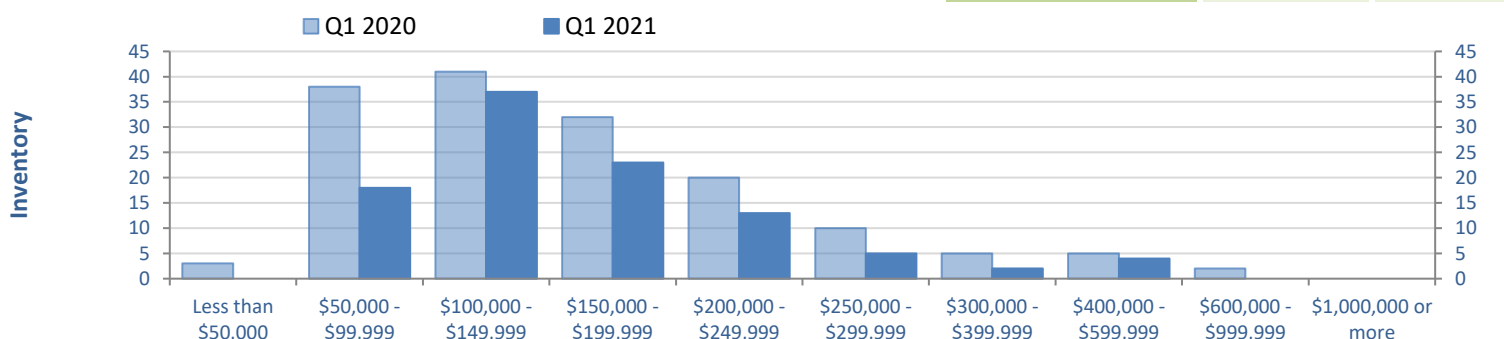


## Inventory by Current Listing Price

The number of property listings active at the end of the quarter

**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 quarter, and hold this number to compare with the same quarter 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	18	-52.6%
\$100,000 - \$149,999	37	-9.8%
\$150,000 - \$199,999	23	-28.1%
\$200,000 - \$249,999	13	-35.0%
\$250,000 - \$299,999	5	-50.0%
\$300,000 - \$399,999	2	-60.0%
\$400,000 - \$599,999	4	-20.0%
\$600,000 - \$999,999	0	-100.0%
\$1,000,000 or more	0	N/A



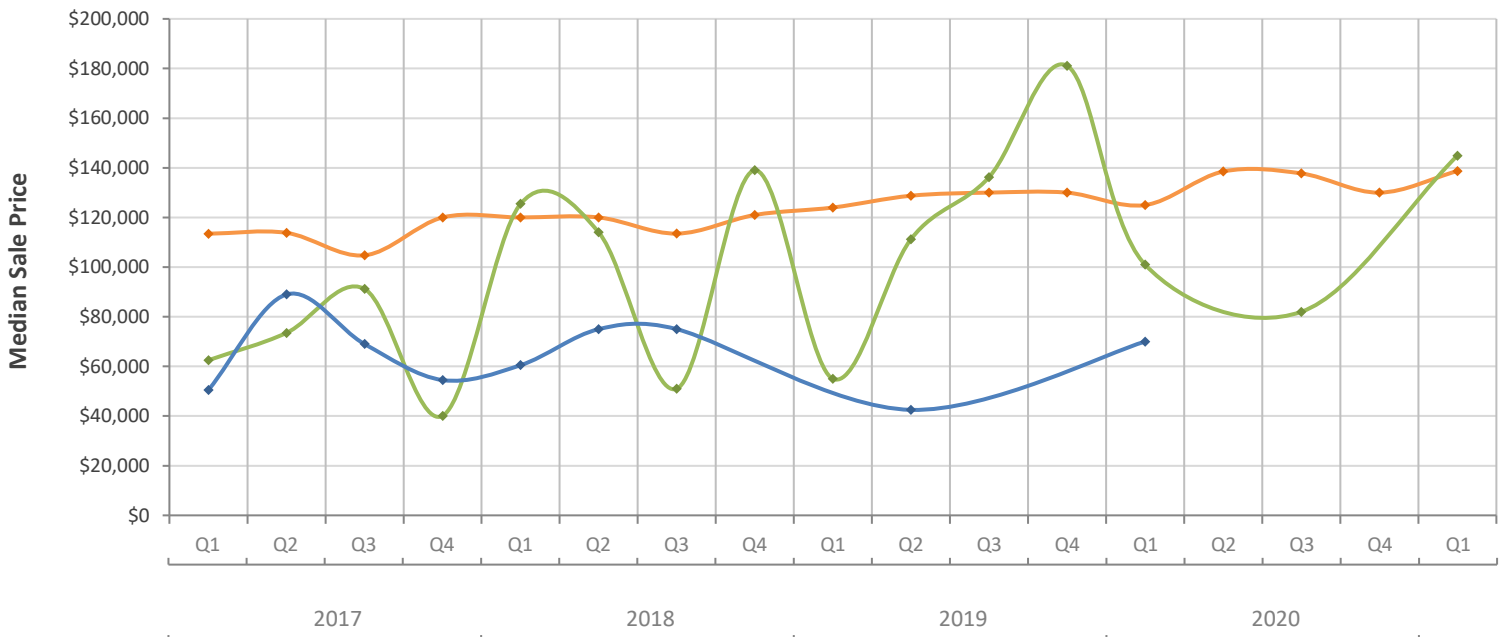
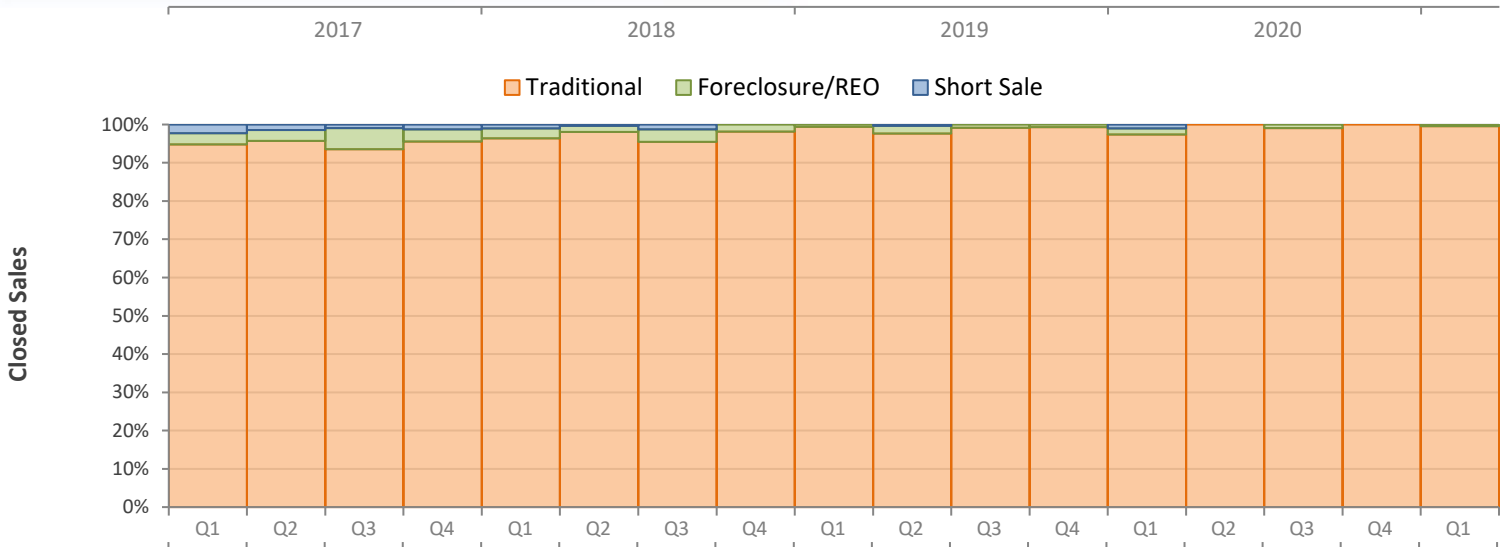
# Quarterly Distressed Market - Q1 2021

## Townhouses and Condos

### Alachua County



		Q1 2021	Q1 2020	Percent Change Year-over-Year
Traditional	Closed Sales	232	188	23.4%
	Median Sale Price	\$138,700	\$125,000	11.0%
Foreclosure/REO	Closed Sales	1	3	-66.7%
	Median Sale Price	\$144,900	\$101,000	43.5%
Short Sale	Closed Sales	0	2	-100.0%
	Median Sale Price	(No Sales)	\$70,000	N/A

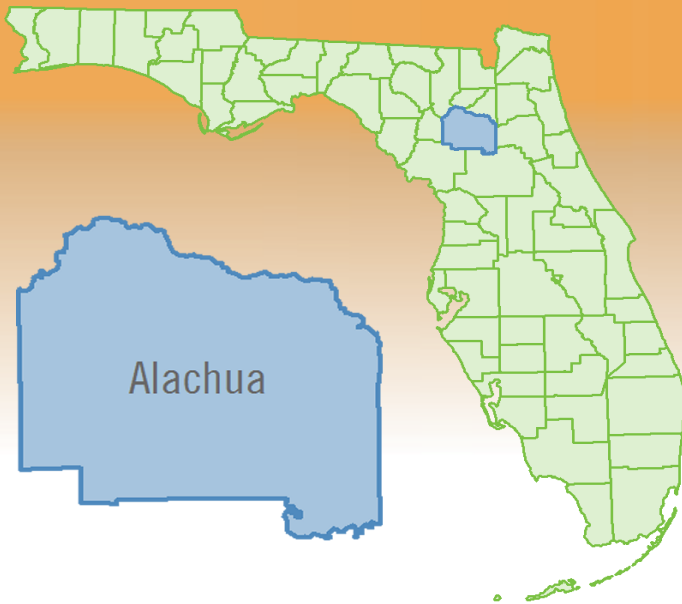




# Quarterly Market Detail - Q1 2021

## Manufactured Homes

### Alachua County



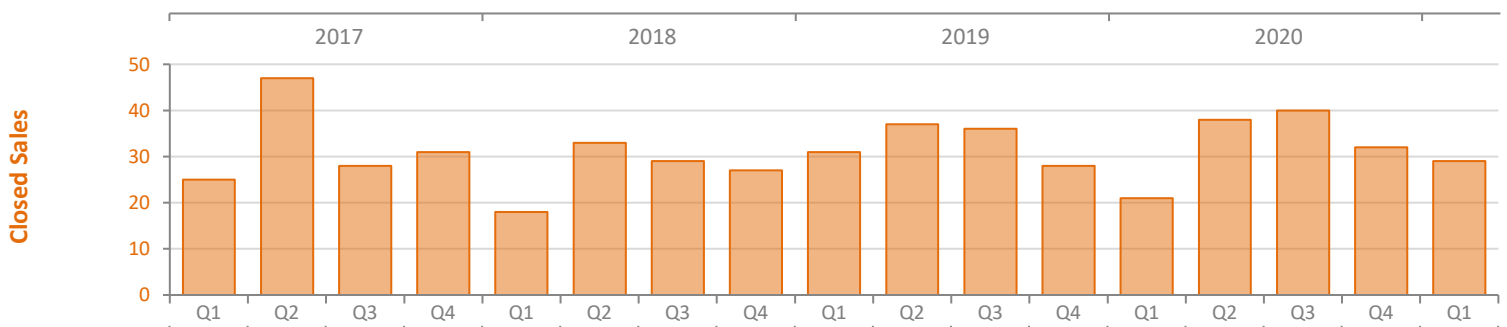
Summary Statistics	Q1 2021	Q1 2020	Percent Change Year-over-Year
Closed Sales	29	21	38.1%
Paid in Cash	13	10	30.0%
Median Sale Price	\$130,250	\$90,000	44.7%
Average Sale Price	\$136,535	\$114,789	18.9%
Dollar Volume	\$4.0 Million	\$2.4 Million	64.3%
Median Percent of Original List Price Received	94.6%	89.3%	5.9%
Median Time to Contract	19 Days	37 Days	-48.6%
Median Time to Sale	72 Days	67 Days	7.5%
New Pending Sales	44	34	29.4%
New Listings	44	47	-6.4%
Pending Inventory	28	30	-6.7%
Inventory (Active Listings)	20	51	-60.8%
Months Supply of Inventory	1.7	5.0	-66.0%

## Closed Sales

The number of sales transactions which closed during the quarter

**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 quarter's sales to the amount of sales in the same quarter in the previous year), rather than changes from one quarter to the next.

Quarter	Closed Sales	Percent Change Year-over-Year
Year-to-Date	29	38.1%
<b>Q1 2021</b>	<b>29</b>	<b>38.1%</b>
Q4 2020	32	14.3%
Q3 2020	40	11.1%
Q2 2020	38	2.7%
Q1 2020	21	-32.3%
Q4 2019	28	3.7%
Q3 2019	36	24.1%
Q2 2019	37	12.1%
Q1 2019	31	72.2%
Q4 2018	27	-12.9%
Q3 2018	29	3.6%
Q2 2018	33	-29.8%
Q1 2018	18	-28.0%

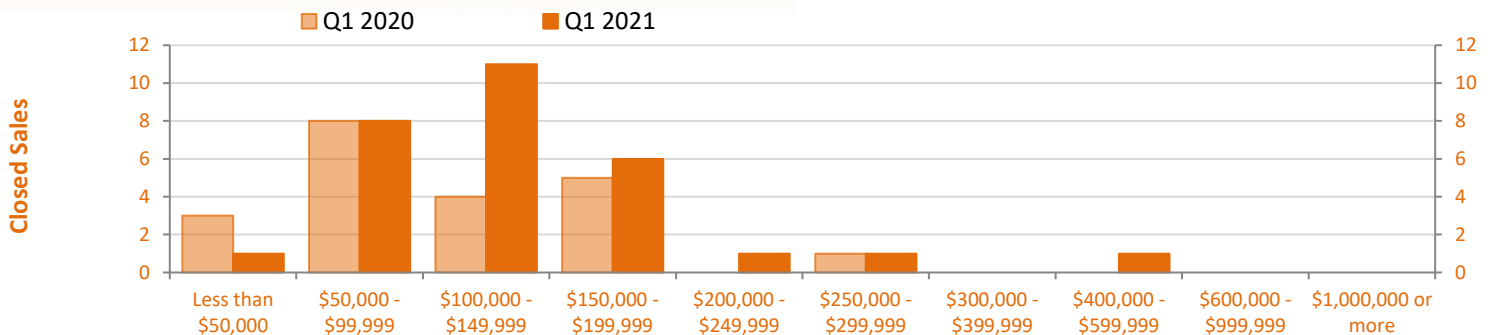


## Closed Sales by Sale Price

The number of sales transactions which closed during the quarter

**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 quarter's sales to the amount of sales in the same quarter in the previous year), rather than changes from one quarter to the next.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	1	-66.7%
\$50,000 - \$99,999	8	0.0%
\$100,000 - \$149,999	11	175.0%
\$150,000 - \$199,999	6	20.0%
\$200,000 - \$249,999	1	N/A
\$250,000 - \$299,999	1	0.0%
\$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

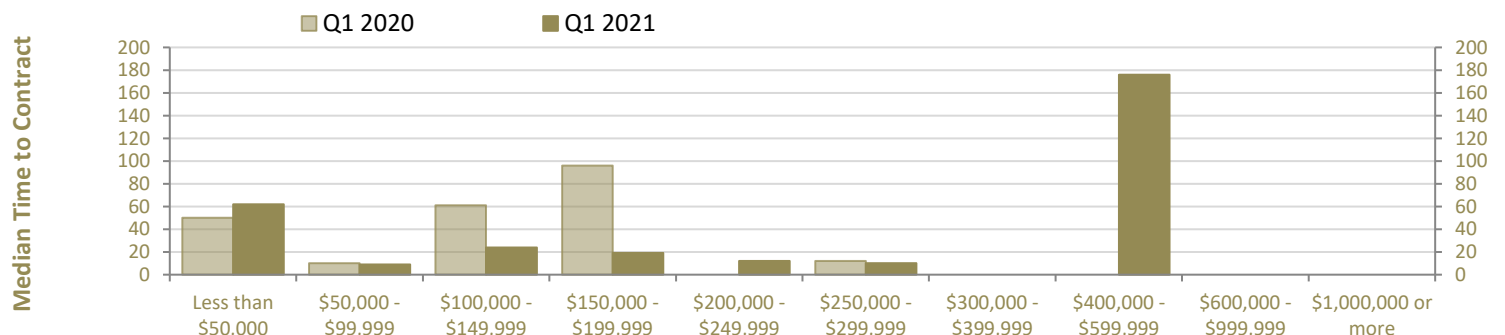


## Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the quarter

**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 quarter. 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	62 Days	24.0%
\$50,000 - \$99,999	9 Days	-10.0%
\$100,000 - \$149,999	24 Days	-60.7%
\$150,000 - \$199,999	19 Days	-80.2%
\$200,000 - \$249,999	12 Days	N/A
\$250,000 - \$299,999	10 Days	-16.7%
\$300,000 - \$399,999	(No Sales)	N/A
\$400,000 - \$599,999	176 Days	N/A
\$600,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	(No Sales)	N/A

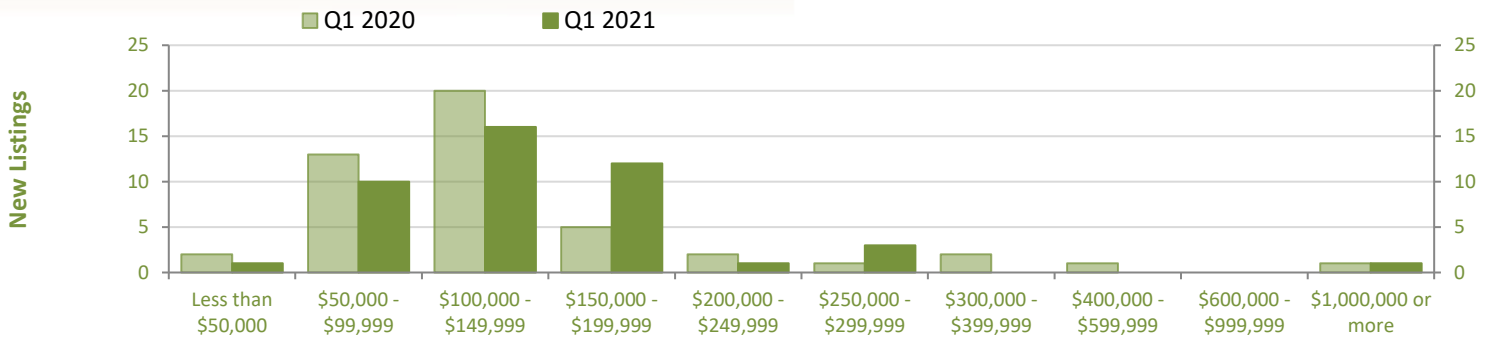


## New Listings by Initial Listing Price

The number of properties put onto the market during the quarter

**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	-50.0%
\$50,000 - \$99,999	10	-23.1%
\$100,000 - \$149,999	16	-20.0%
\$150,000 - \$199,999	12	140.0%
\$200,000 - \$249,999	1	-50.0%
\$250,000 - \$299,999	3	200.0%
\$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	1	0.0%

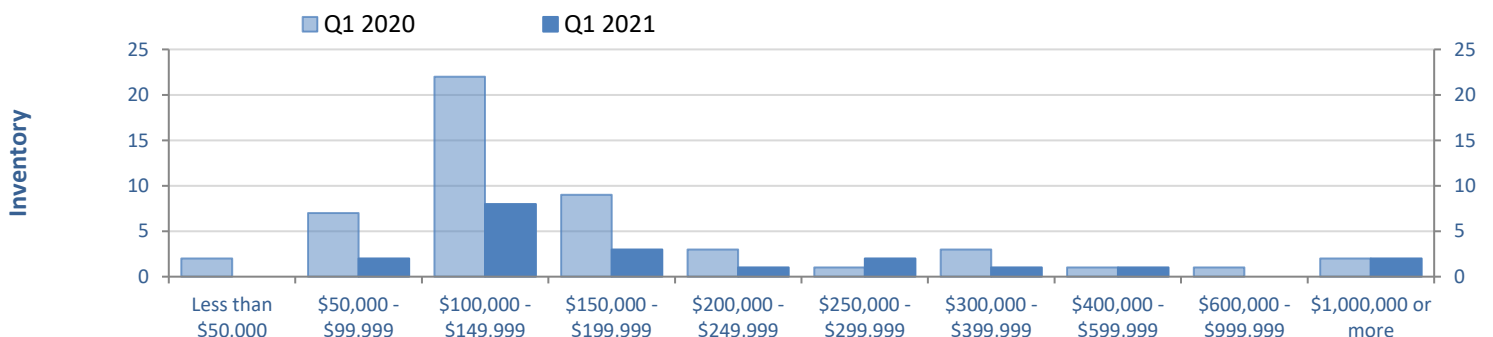


## Inventory by Current Listing Price

The number of property listings active at the end of the quarter

**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 quarter, and hold this number to compare with the same quarter 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.

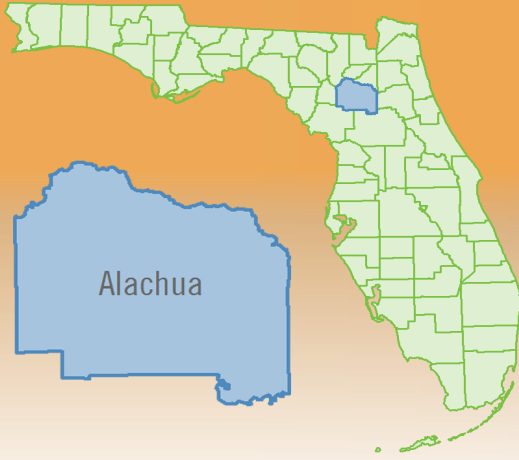
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	-100.0%
\$50,000 - \$99,999	2	-71.4%
\$100,000 - \$149,999	8	-63.6%
\$150,000 - \$199,999	3	-66.7%
\$200,000 - \$249,999	1	-66.7%
\$250,000 - \$299,999	2	100.0%
\$300,000 - \$399,999	1	-66.7%
\$400,000 - \$599,999	1	0.0%
\$600,000 - \$999,999	0	-100.0%
\$1,000,000 or more	2	0.0%



# Quarterly Distressed Market - Q1 2021

## Manufactured Homes

### Alachua County



		Q1 2021	Q1 2020	Percent Change Year-over-Year
Traditional	Closed Sales	29	20	45.0%
	Median Sale Price	\$130,250	\$97,500	33.6%
Foreclosure/REO	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$39,168	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

