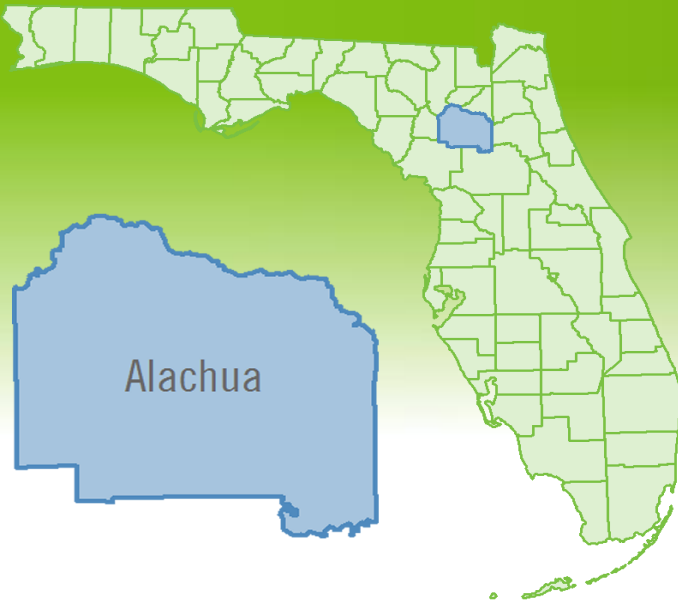


# Monthly Market Detail - May 2021

## Single-Family Homes

### Alachua County



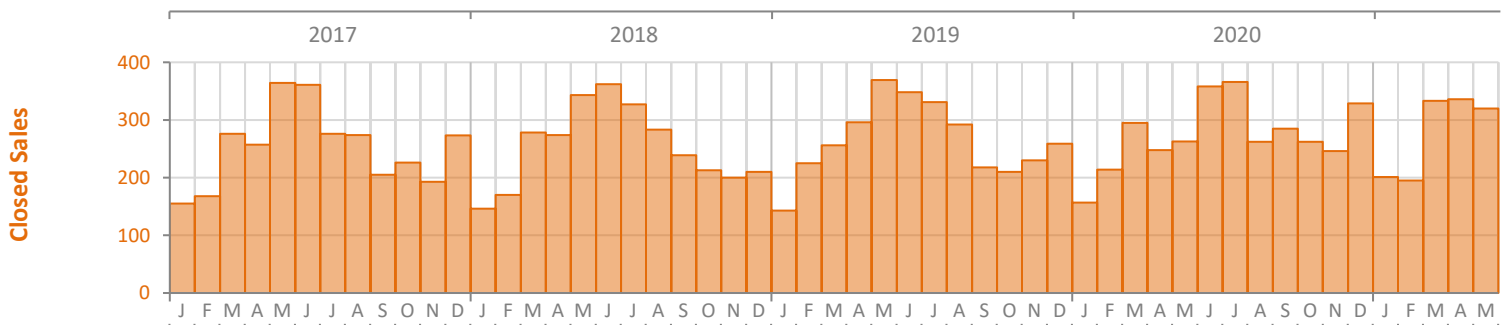
Summary Statistics	May 2021	May 2020	Percent Change Year-over-Year
Closed Sales	320	263	21.7%
Paid in Cash	63	36	75.0%
Median Sale Price	\$307,100	\$235,000	30.7%
Average Sale Price	\$335,978	\$270,340	24.3%
Dollar Volume	\$107.5 Million	\$71.1 Million	51.2%
Median Percent of Original List Price Received	100.0%	98.1%	1.9%
Median Time to Contract	5 Days	22 Days	-77.3%
Median Time to Sale	55 Days	73 Days	-24.7%
New Pending Sales	366	378	-3.2%
New Listings	392	328	19.5%
Pending Inventory	697	577	20.8%
Inventory (Active Listings)	343	677	-49.3%
Months Supply of Inventory	1.2	2.7	-55.6%

## 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	1,385	17.7%
<b>May 2021</b>	<b>320</b>	<b>21.7%</b>
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%
May 2020	263	-28.7%



# Monthly Market Detail - May 2021

## Single-Family Homes

### Alachua County

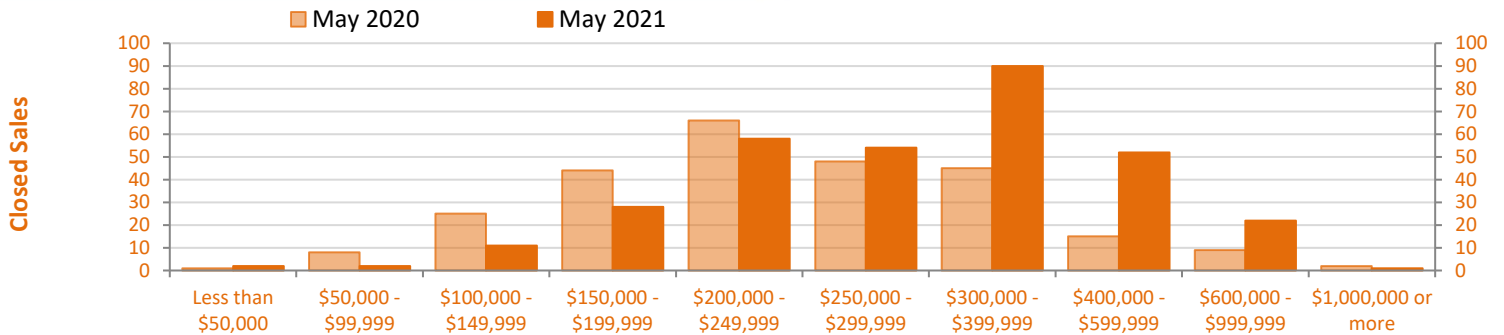


## Closed Sales by Sale Price

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	100.0%
\$50,000 - \$99,999	2	-75.0%
\$100,000 - \$149,999	11	-56.0%
\$150,000 - \$199,999	28	-36.4%
\$200,000 - \$249,999	58	-12.1%
\$250,000 - \$299,999	54	12.5%
\$300,000 - \$399,999	90	100.0%
\$400,000 - \$599,999	52	246.7%
\$600,000 - \$999,999	22	144.4%
\$1,000,000 or more	1	-50.0%

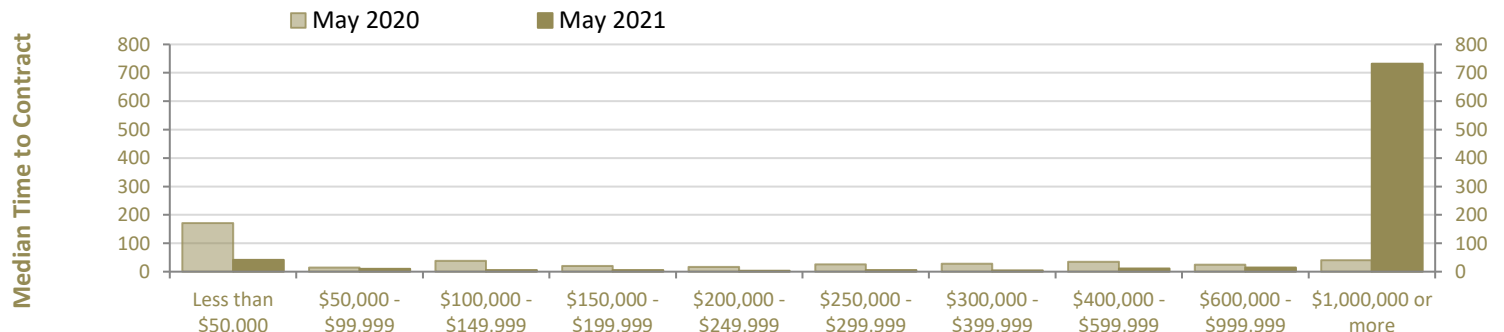


## Median Time to Contract by Sale Price

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	42 Days	-75.4%
\$50,000 - \$99,999	10 Days	-28.6%
\$100,000 - \$149,999	5 Days	-86.8%
\$150,000 - \$199,999	5 Days	-75.0%
\$200,000 - \$249,999	3 Days	-82.4%
\$250,000 - \$299,999	5 Days	-80.8%
\$300,000 - \$399,999	4 Days	-85.7%
\$400,000 - \$599,999	11 Days	-68.6%
\$600,000 - \$999,999	15 Days	-40.0%
\$1,000,000 or more	732 Days	1730.0%

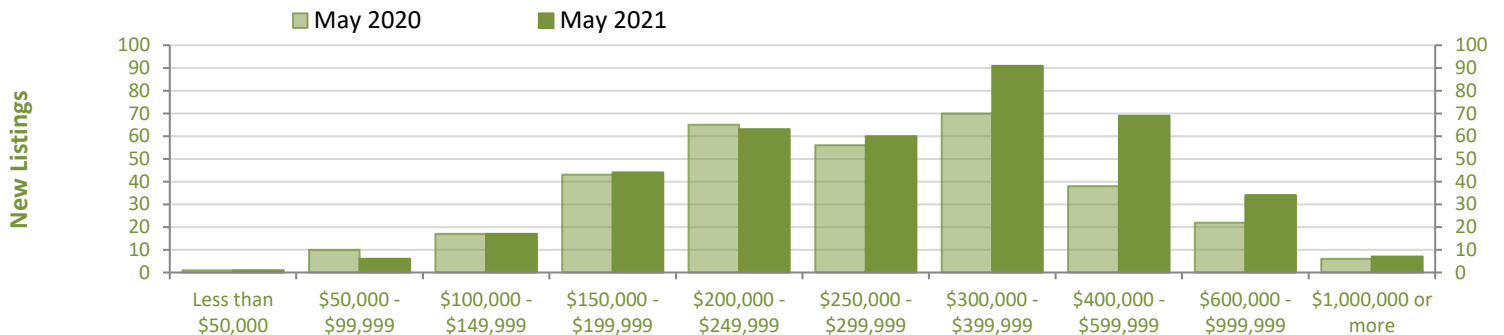


## New Listings by Initial Listing Price

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	-40.0%
\$100,000 - \$149,999	17	0.0%
\$150,000 - \$199,999	44	2.3%
\$200,000 - \$249,999	63	-3.1%
\$250,000 - \$299,999	60	7.1%
\$300,000 - \$399,999	91	30.0%
\$400,000 - \$599,999	69	81.6%
\$600,000 - \$999,999	34	54.5%
\$1,000,000 or more	7	16.7%

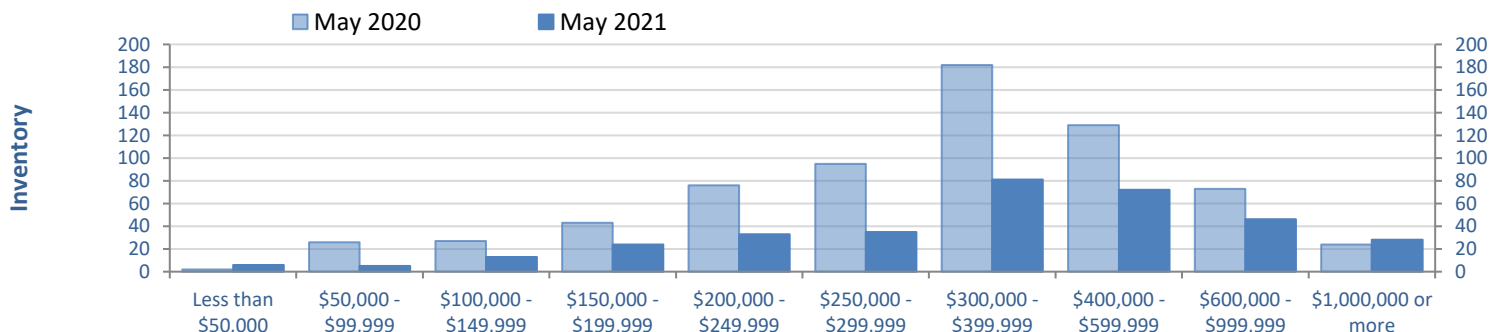


## Inventory by Current Listing Price

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	6	200.0%
\$50,000 - \$99,999	5	-80.8%
\$100,000 - \$149,999	13	-51.9%
\$150,000 - \$199,999	24	-44.2%
\$200,000 - \$249,999	33	-56.6%
\$250,000 - \$299,999	35	-63.2%
\$300,000 - \$399,999	81	-55.5%
\$400,000 - \$599,999	72	-44.2%
\$600,000 - \$999,999	46	-37.0%
\$1,000,000 or more	28	16.7%



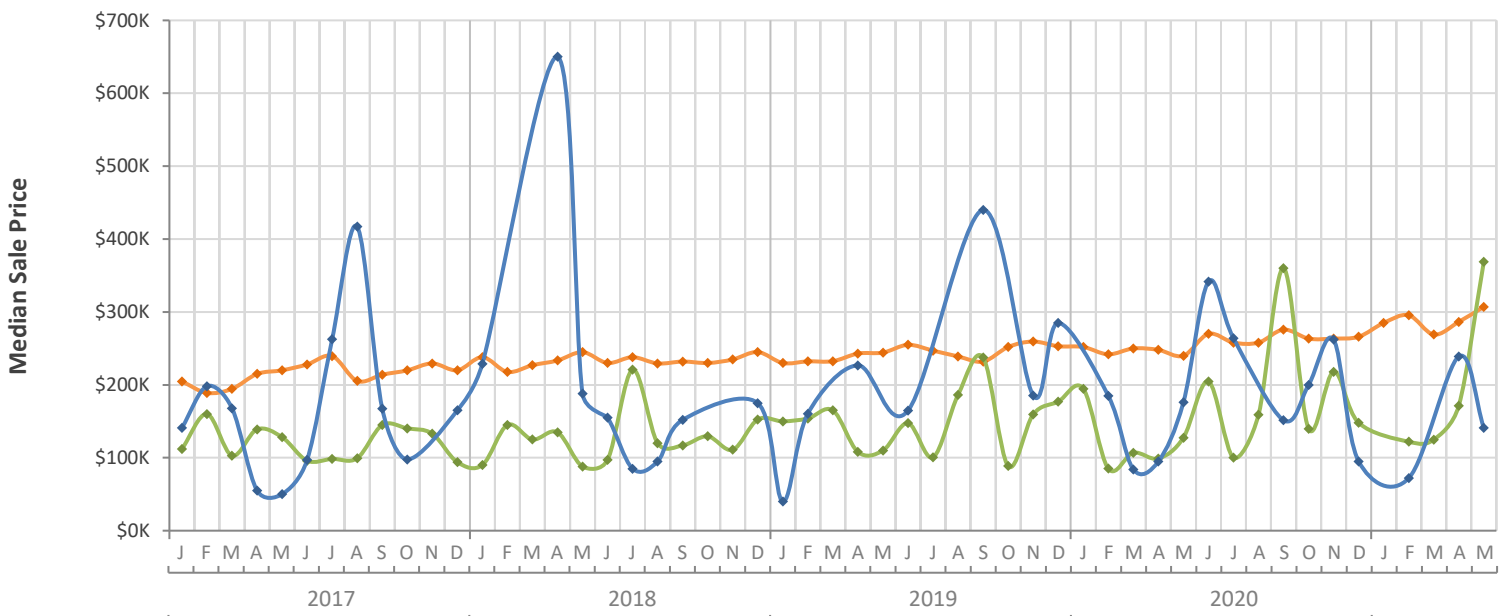
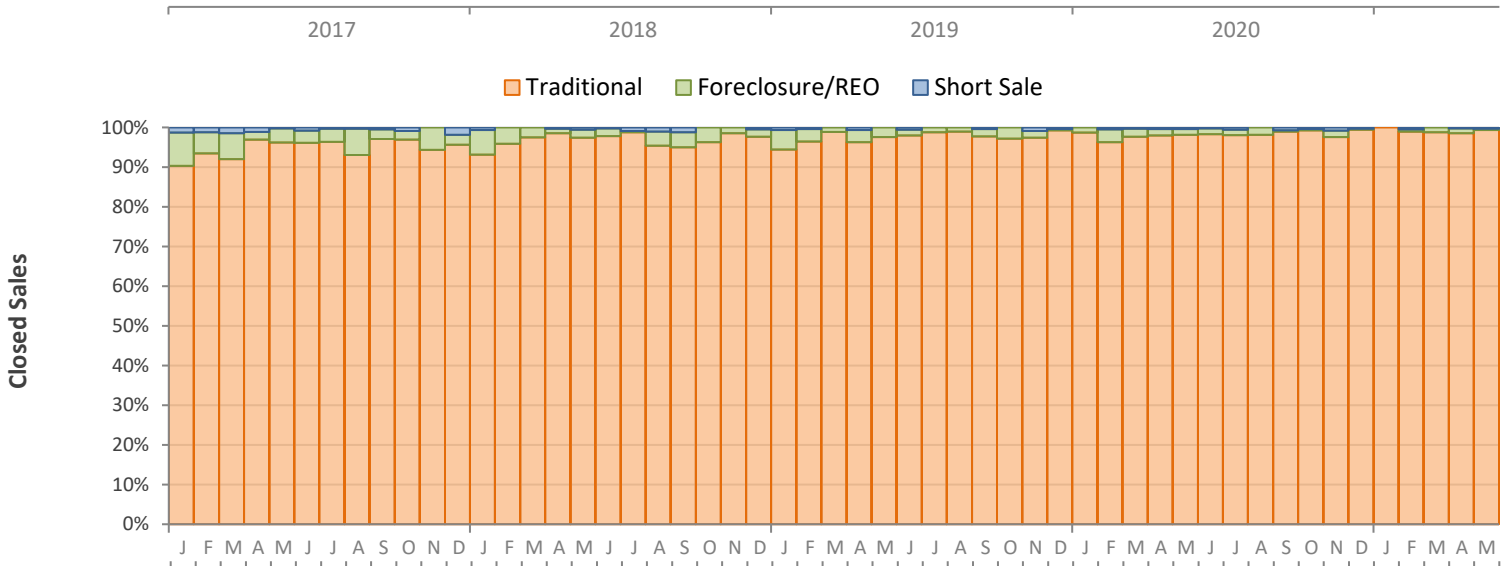
# Monthly Distressed Market - May 2021

## Single-Family Homes

### Alachua County



		May 2021	May 2020	Percent Change Year-over-Year
Traditional	Closed Sales	318	258	23.3%
	Median Sale Price	\$307,100	\$240,000	28.0%
Foreclosure/REO	Closed Sales	1	4	-75.0%
	Median Sale Price	\$369,000	\$127,475	189.5%
Short Sale	Closed Sales	1	1	0.0%
	Median Sale Price	\$141,000	\$176,000	-19.9%



# Monthly Market Detail - May 2021

## Townhouses and Condos

### Alachua County



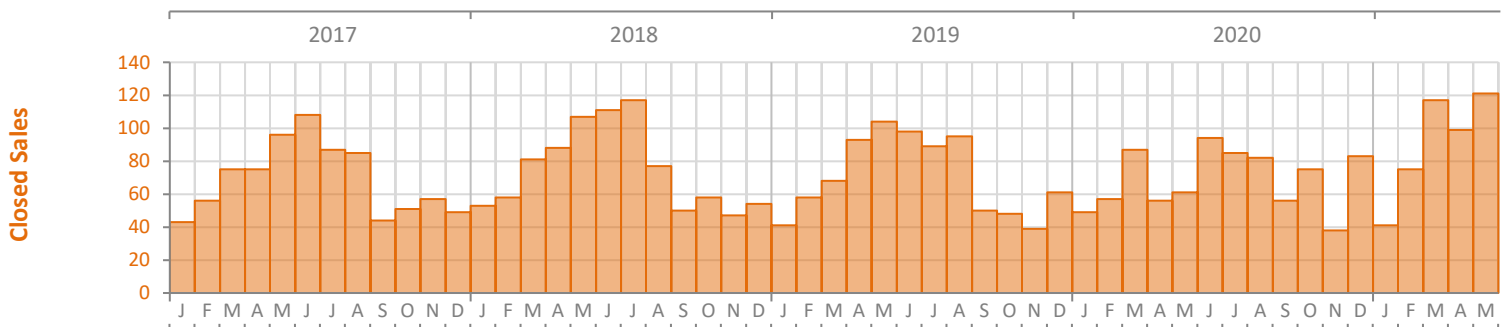
Summary Statistics	May 2021	May 2020	Percent Change Year-over-Year
Closed Sales	121	61	98.4%
Paid in Cash	58	29	100.0%
Median Sale Price	\$147,000	\$140,000	5.0%
Average Sale Price	\$164,014	\$147,127	11.5%
Dollar Volume	\$19.8 Million	\$9.0 Million	121.1%
Median Percent of Original List Price Received	99.2%	97.9%	1.3%
Median Time to Contract	8 Days	11 Days	-27.3%
Median Time to Sale	54 Days	58 Days	-6.9%
New Pending Sales	118	107	10.3%
New Listings	126	76	65.8%
Pending Inventory	213	126	69.0%
Inventory (Active Listings)	106	137	-22.6%
Months Supply of Inventory	1.3	2.1	-38.1%

## 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	453	46.1%
<b>May 2021</b>	<b>121</b>	<b>98.4%</b>
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%
May 2020	61	-41.3%

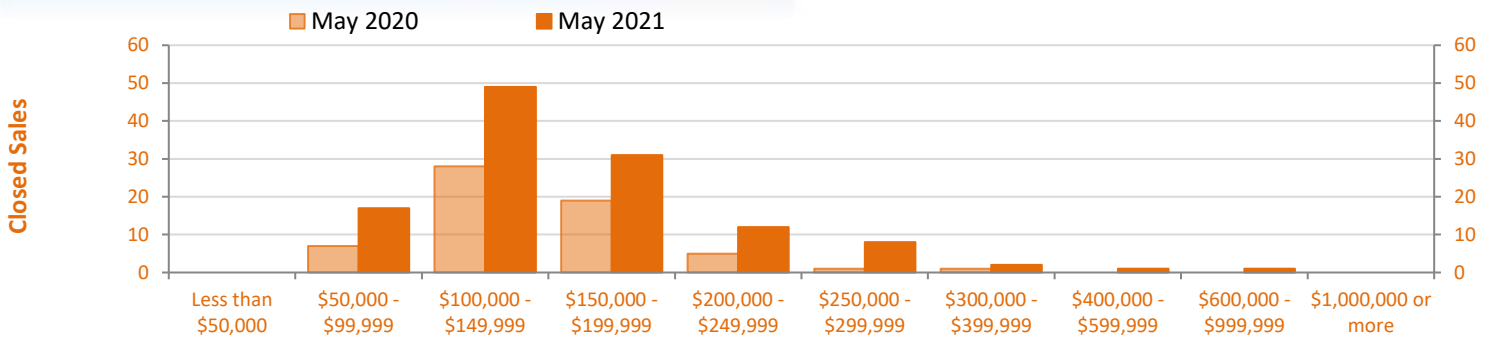


## Closed Sales by Sale Price

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	N/A
\$50,000 - \$99,999	17	142.9%
\$100,000 - \$149,999	49	75.0%
\$150,000 - \$199,999	31	63.2%
\$200,000 - \$249,999	12	140.0%
\$250,000 - \$299,999	8	700.0%
\$300,000 - \$399,999	2	100.0%
\$400,000 - \$599,999	1	N/A
\$600,000 - \$999,999	1	N/A
\$1,000,000 or more	0	N/A

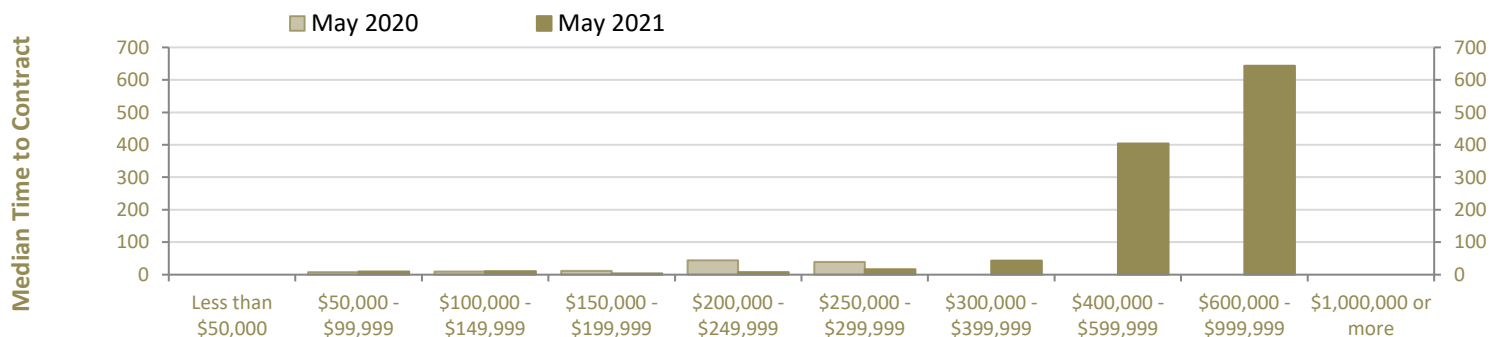


## Median Time to Contract by Sale Price

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	10 Days	25.0%
\$100,000 - \$149,999	11 Days	10.0%
\$150,000 - \$199,999	4 Days	-66.7%
\$200,000 - \$249,999	8 Days	-81.8%
\$250,000 - \$299,999	17 Days	-56.4%
\$300,000 - \$399,999	43 Days	N/A
\$400,000 - \$599,999	404 Days	N/A
\$600,000 - \$999,999	643 Days	N/A
\$1,000,000 or more	(No Sales)	N/A



# Monthly Market Detail - May 2021

## Townhouses and Condos

### Alachua County

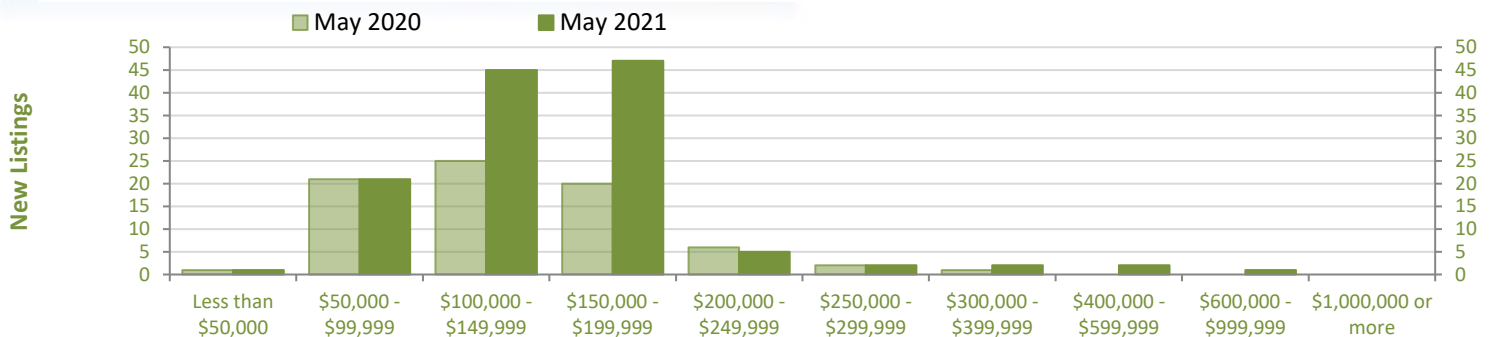


## New Listings by Initial Listing Price

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	21	0.0%
\$100,000 - \$149,999	45	80.0%
\$150,000 - \$199,999	47	135.0%
\$200,000 - \$249,999	5	-16.7%
\$250,000 - \$299,999	2	0.0%
\$300,000 - \$399,999	2	100.0%
\$400,000 - \$599,999	2	N/A
\$600,000 - \$999,999	1	N/A
\$1,000,000 or more	0	N/A

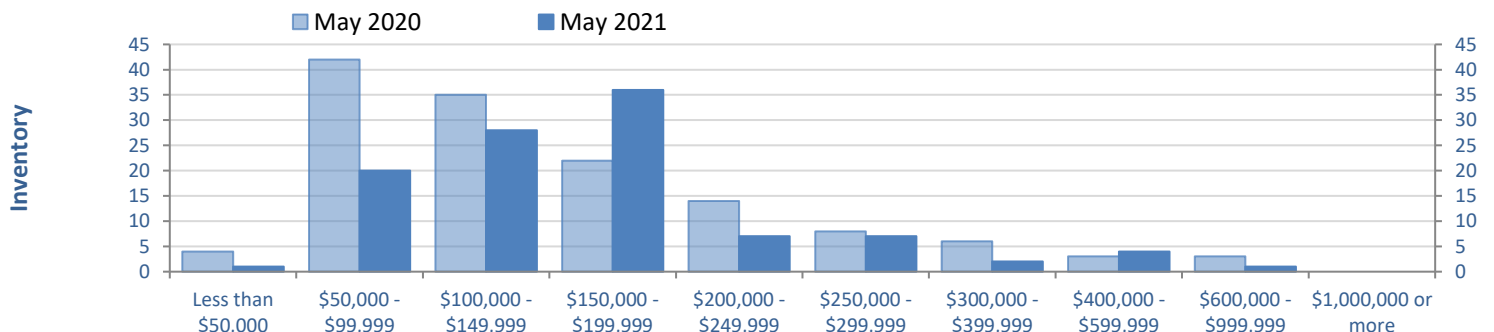


## Inventory by Current Listing Price

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	-75.0%
\$50,000 - \$99,999	20	-52.4%
\$100,000 - \$149,999	28	-20.0%
\$150,000 - \$199,999	36	63.6%
\$200,000 - \$249,999	7	-50.0%
\$250,000 - \$299,999	7	-12.5%
\$300,000 - \$399,999	2	-66.7%
\$400,000 - \$599,999	4	33.3%
\$600,000 - \$999,999	1	-66.7%
\$1,000,000 or more	0	N/A



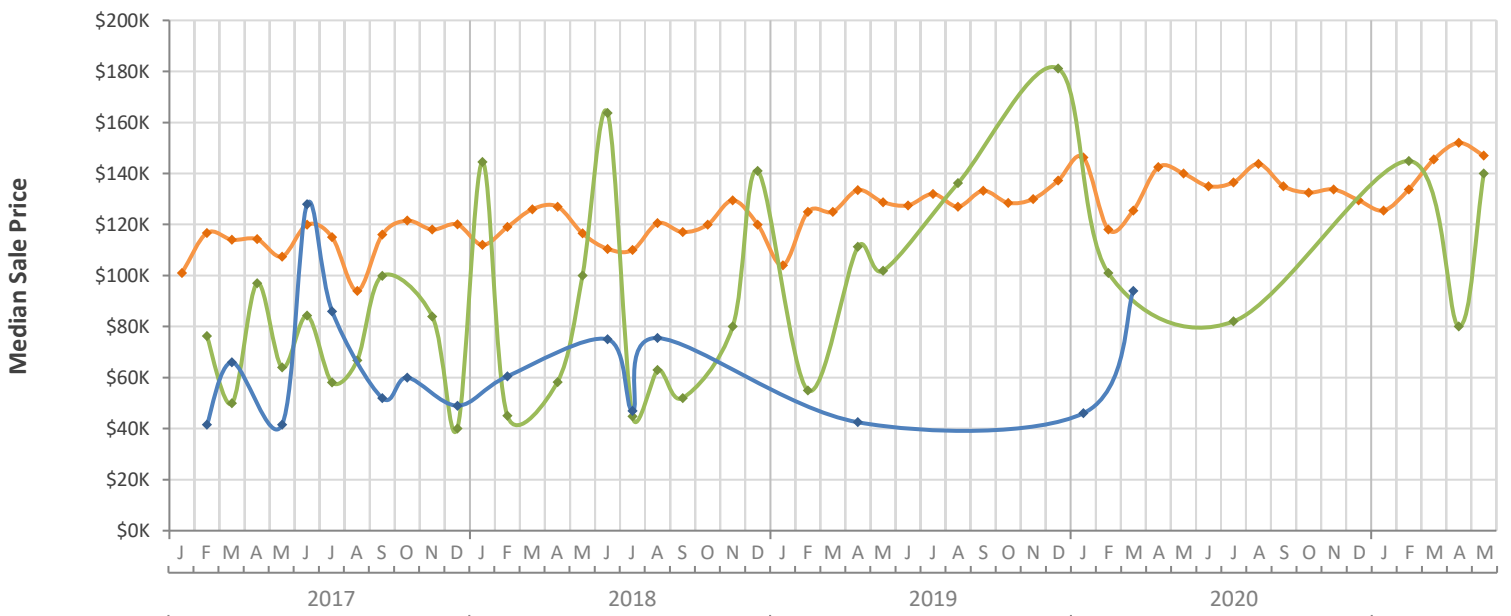
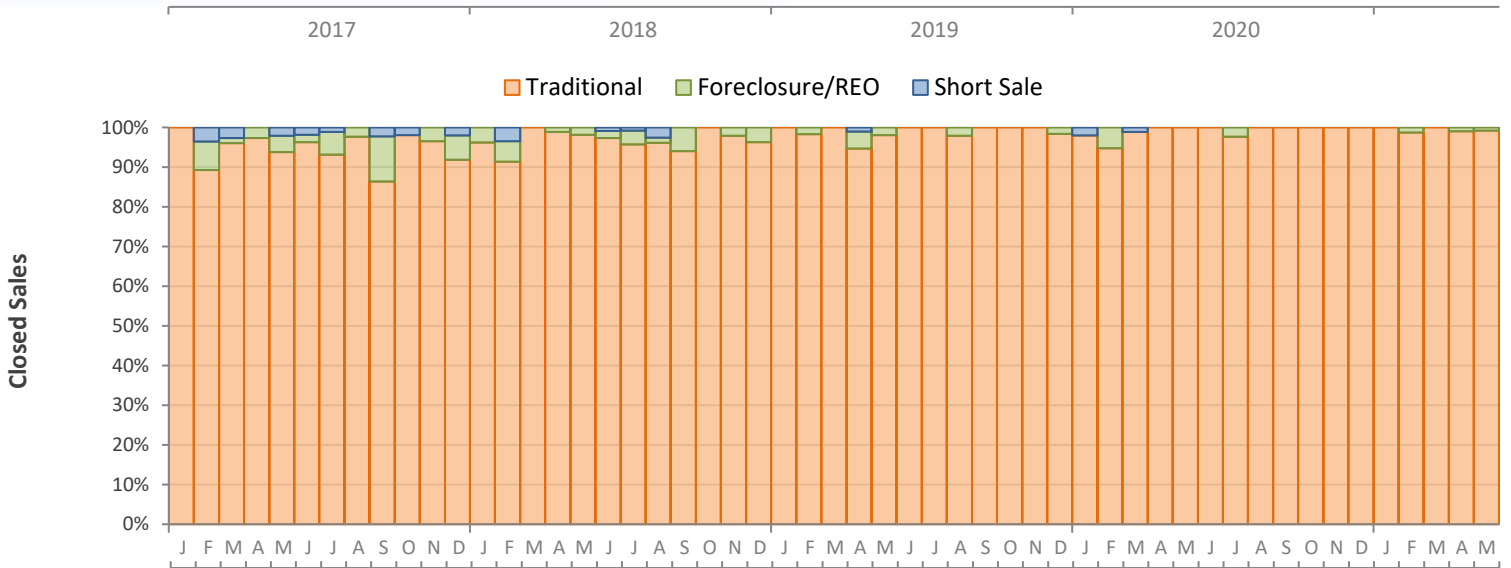
# Monthly Distressed Market - May 2021

## Townhouses and Condos

### Alachua County



		May 2021	May 2020	Percent Change Year-over-Year
Traditional	Closed Sales	120	61	96.7%
	Median Sale Price	\$147,000	\$140,000	5.0%
Foreclosure/REO	Closed Sales	1	0	N/A
	Median Sale Price	\$140,000	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

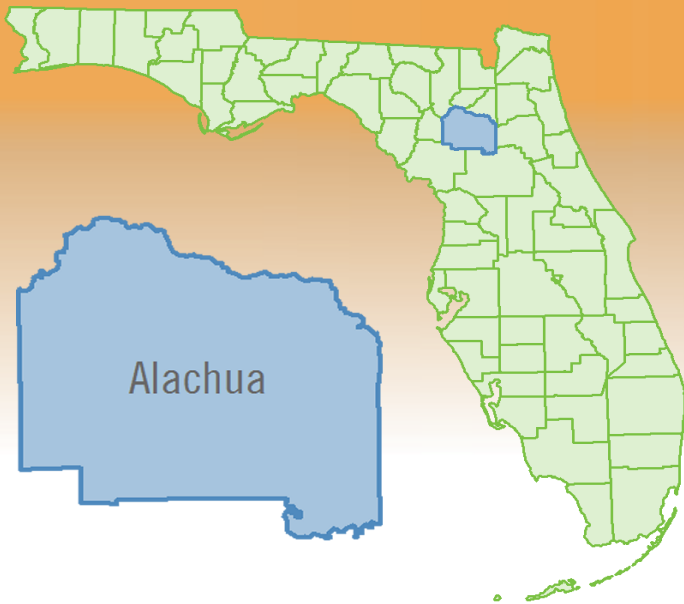




# Monthly Market Detail - May 2021

## Manufactured Homes

### Alachua County



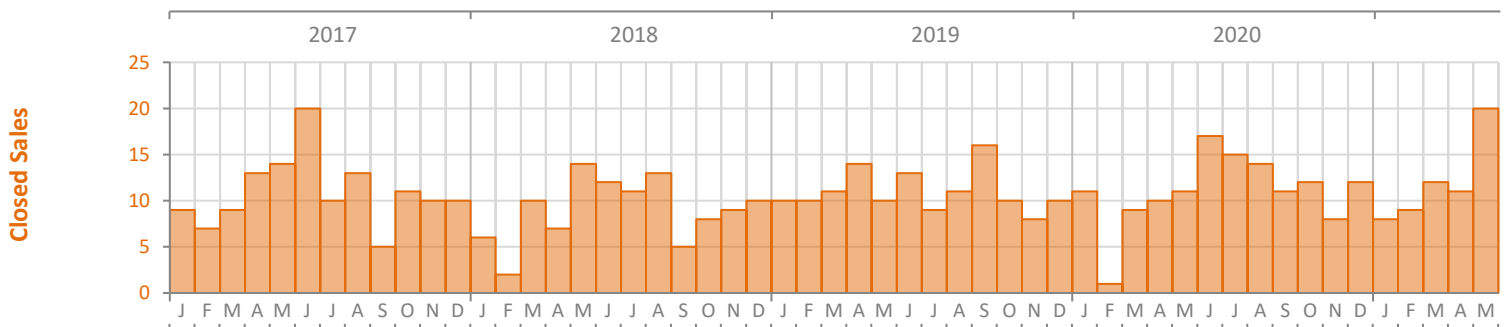
Summary Statistics	May 2021	May 2020	Percent Change Year-over-Year
Closed Sales	20	11	81.8%
Paid in Cash	9	6	50.0%
Median Sale Price	\$144,050	\$145,000	-0.7%
Average Sale Price	\$157,442	\$141,245	11.5%
Dollar Volume	\$3.1 Million	\$1.6 Million	102.7%
Median Percent of Original List Price Received	96.6%	89.2%	8.3%
Median Time to Contract	11 Days	58 Days	-81.0%
Median Time to Sale	65 Days	108 Days	-39.8%
New Pending Sales	17	16	6.3%
New Listings	22	13	69.2%
Pending Inventory	26	37	-29.7%
Inventory (Active Listings)	25	37	-32.4%
Months Supply of Inventory	2.0	3.7	-45.9%

## 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	60	42.9%
<b>May 2021</b>	<b>20</b>	<b>81.8%</b>
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%
May 2020	11	10.0%

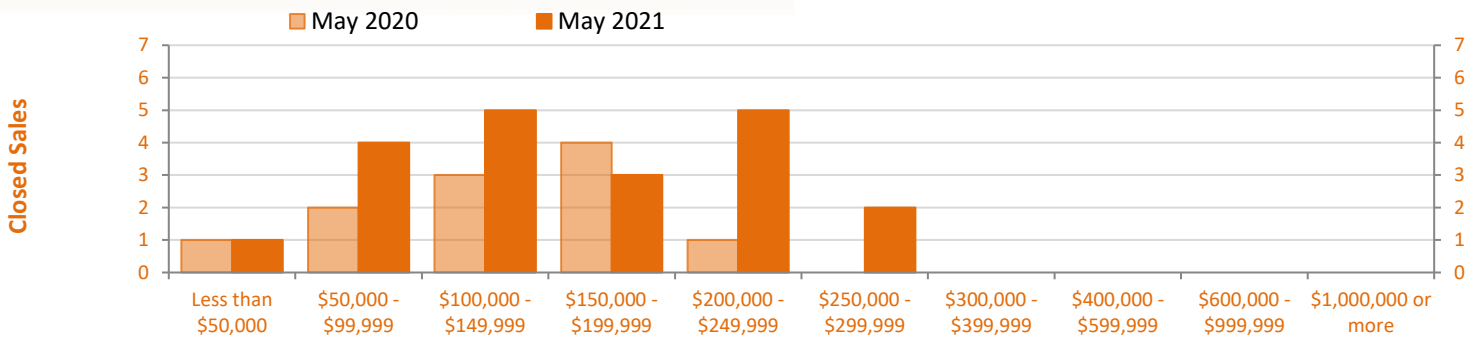


## Closed Sales by Sale Price

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	0.0%
\$50,000 - \$99,999	4	100.0%
\$100,000 - \$149,999	5	66.7%
\$150,000 - \$199,999	3	-25.0%
\$200,000 - \$249,999	5	400.0%
\$250,000 - \$299,999	2	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

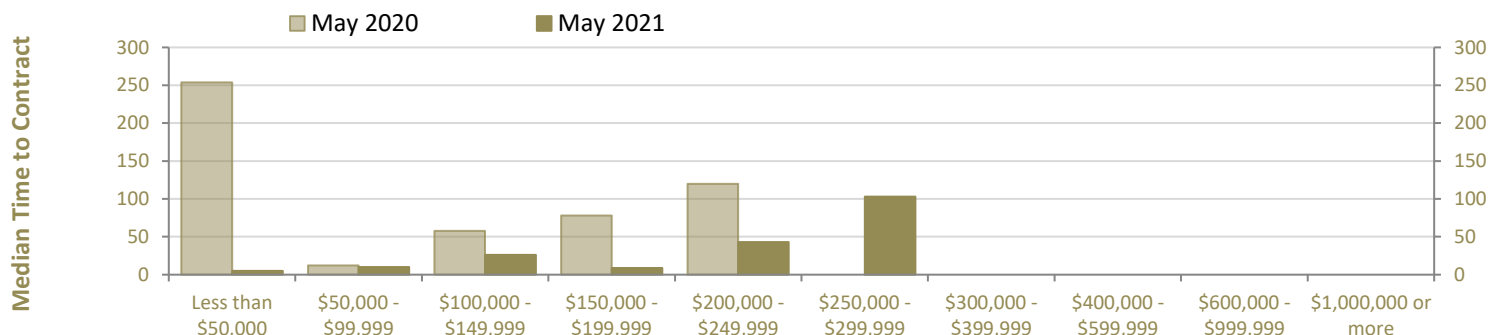


## Median Time to Contract by Sale Price

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	5 Days	-98.0%
\$50,000 - \$99,999	10 Days	-16.7%
\$100,000 - \$149,999	26 Days	-55.2%
\$150,000 - \$199,999	9 Days	-88.5%
\$200,000 - \$249,999	43 Days	-64.2%
\$250,000 - \$299,999	103 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

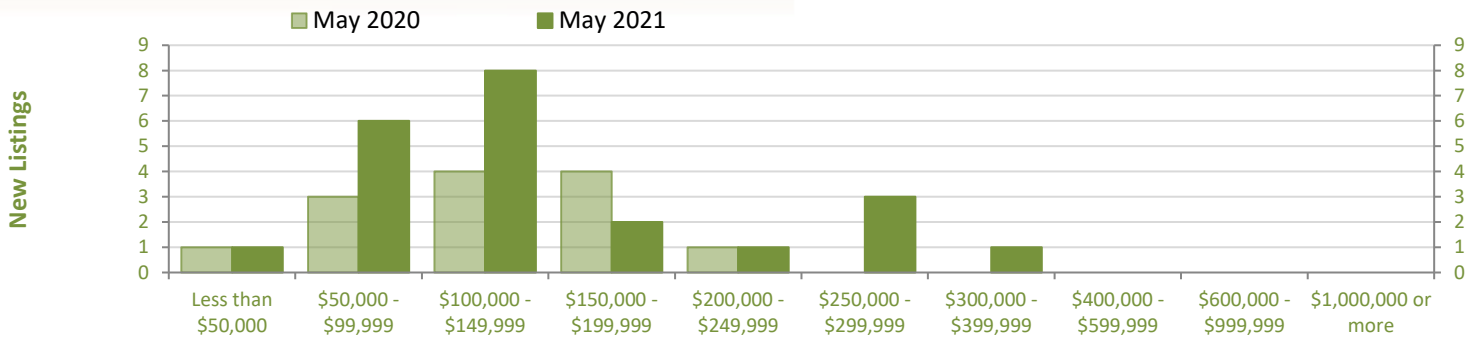


## New Listings by Initial Listing Price

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	0.0%
\$50,000 - \$99,999	6	100.0%
\$100,000 - \$149,999	8	100.0%
\$150,000 - \$199,999	2	-50.0%
\$200,000 - \$249,999	1	0.0%
\$250,000 - \$299,999	3	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

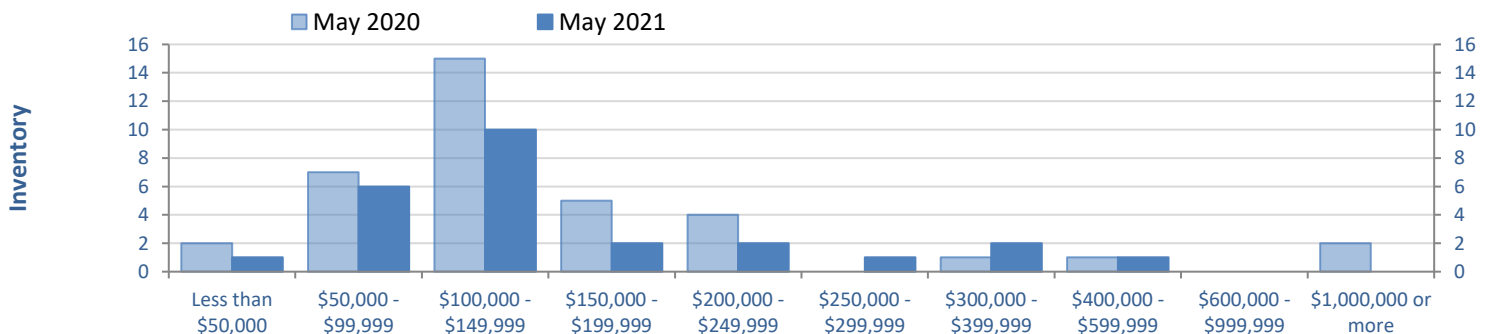


## Inventory by Current Listing Price

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.

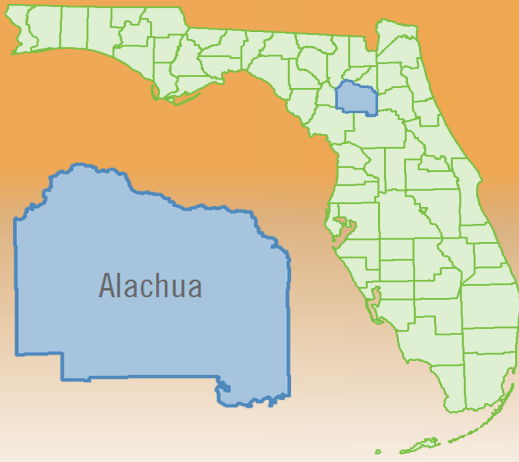
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	1	-50.0%
\$50,000 - \$99,999	6	-14.3%
\$100,000 - \$149,999	10	-33.3%
\$150,000 - \$199,999	2	-60.0%
\$200,000 - \$249,999	2	-50.0%
\$250,000 - \$299,999	1	N/A
\$300,000 - \$399,999	2	100.0%
\$400,000 - \$599,999	1	0.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	-100.0%



# Monthly Distressed Market - May 2021

## Manufactured Homes

### Alachua County



		May 2021	May 2020	Percent Change Year-over-Year
Traditional	Closed Sales	20	10	100.0%
	Median Sale Price	\$144,050	\$150,000	-4.0%
Foreclosure/REO	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A
Short Sale	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$48,000	N/A

