

Monthly Market Detail - March 2022

Single-Family Homes

Alachua County



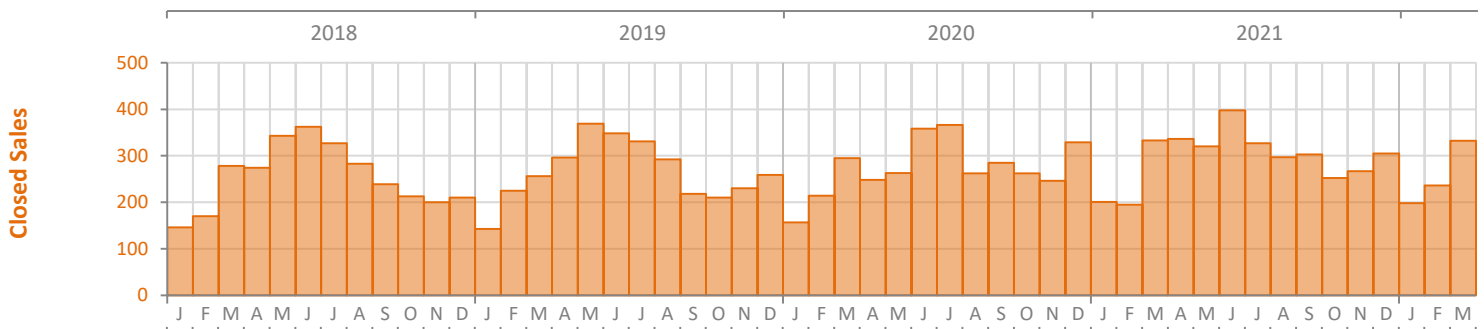
Summary Statistics	March 2022	March 2021	Percent Change Year-over-Year
Closed Sales	332	333	-0.3%
Paid in Cash	96	69	39.1%
Median Sale Price	\$320,000	\$265,000	20.8%
Average Sale Price	\$369,342	\$315,804	17.0%
Dollar Volume	\$122.6 Million	\$105.2 Million	16.6%
Median Percent of Original List Price Received	100.0%	100.0%	0.0%
Median Time to Contract	8 Days	12 Days	-33.3%
Median Time to Sale	53 Days	60 Days	-11.7%
New Pending Sales	313	410	-23.7%
New Listings	344	392	-12.2%
Pending Inventory	532	660	-19.4%
Inventory (Active Listings)	318	303	5.0%
Months Supply of Inventory	1.1	1.1	0.0%

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	766	5.1%
March 2022	332	-0.3%
February 2022	236	21.0%
January 2022	198	-1.5%
December 2021	305	-7.3%
November 2021	267	8.5%
October 2021	252	-3.8%
September 2021	303	6.3%
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%

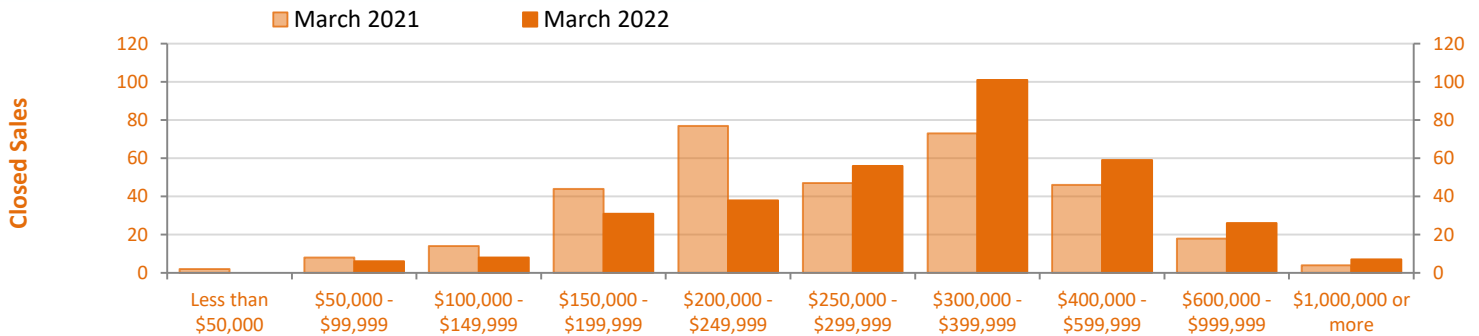


Closed Sales by Sale Price

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	6	-25.0%
\$100,000 - \$149,999	8	-42.9%
\$150,000 - \$199,999	31	-29.5%
\$200,000 - \$249,999	38	-50.6%
\$250,000 - \$299,999	56	19.1%
\$300,000 - \$399,999	101	38.4%
\$400,000 - \$599,999	59	28.3%
\$600,000 - \$999,999	26	44.4%
\$1,000,000 or more	7	75.0%

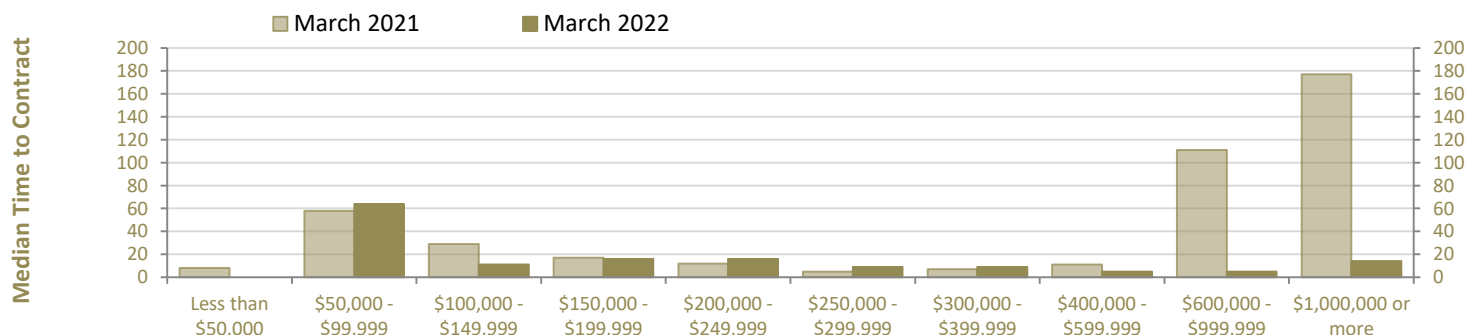


Median Time to Contract by Sale Price

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	64 Days	10.3%
\$100,000 - \$149,999	11 Days	-62.1%
\$150,000 - \$199,999	16 Days	-5.9%
\$200,000 - \$249,999	16 Days	33.3%
\$250,000 - \$299,999	9 Days	80.0%
\$300,000 - \$399,999	9 Days	28.6%
\$400,000 - \$599,999	5 Days	-54.5%
\$600,000 - \$999,999	5 Days	-95.5%
\$1,000,000 or more	14 Days	-92.1%

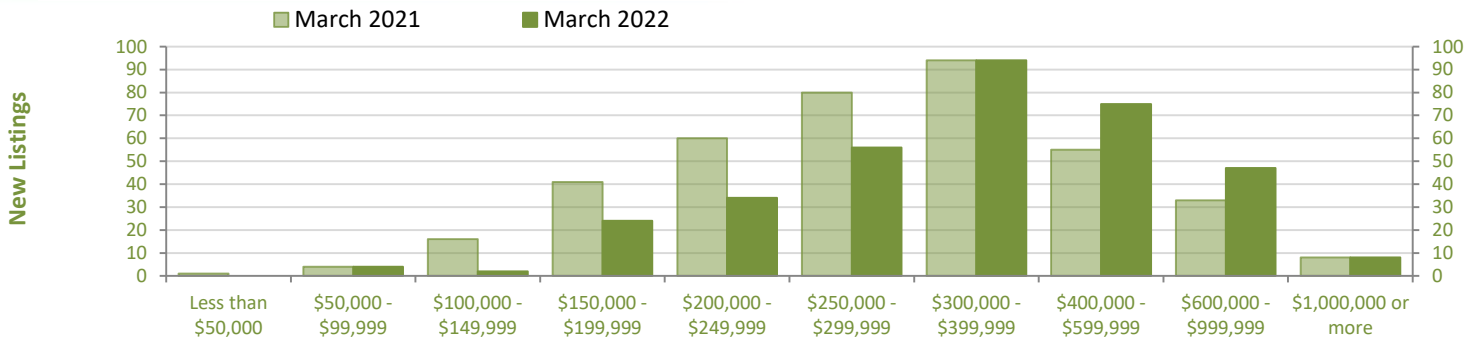


New Listings by Initial Listing Price

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	4	0.0%
\$100,000 - \$149,999	2	-87.5%
\$150,000 - \$199,999	24	-41.5%
\$200,000 - \$249,999	34	-43.3%
\$250,000 - \$299,999	56	-30.0%
\$300,000 - \$399,999	94	0.0%
\$400,000 - \$599,999	75	36.4%
\$600,000 - \$999,999	47	42.4%
\$1,000,000 or more	8	0.0%

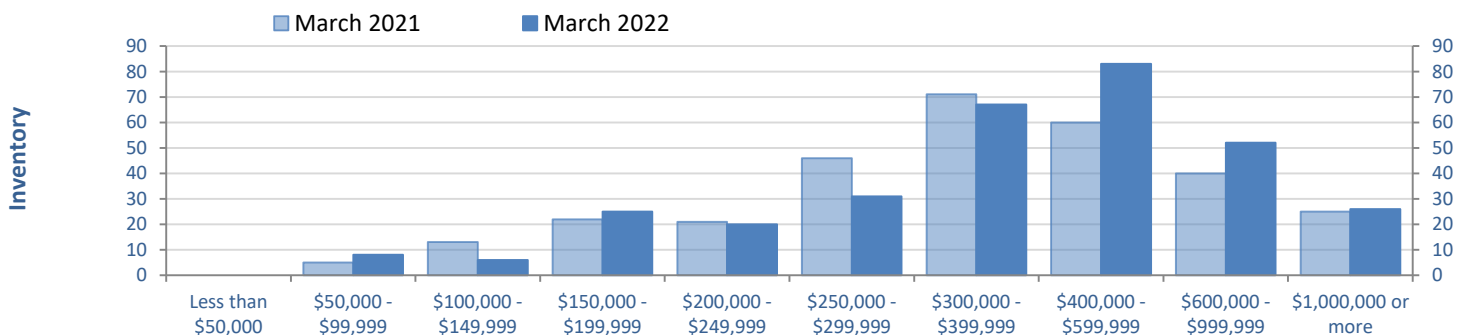


Inventory by Current Listing Price

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	0	N/A
\$50,000 - \$99,999	8	60.0%
\$100,000 - \$149,999	6	-53.8%
\$150,000 - \$199,999	25	13.6%
\$200,000 - \$249,999	20	-4.8%
\$250,000 - \$299,999	31	-32.6%
\$300,000 - \$399,999	67	-5.6%
\$400,000 - \$599,999	83	38.3%
\$600,000 - \$999,999	52	30.0%
\$1,000,000 or more	26	4.0%



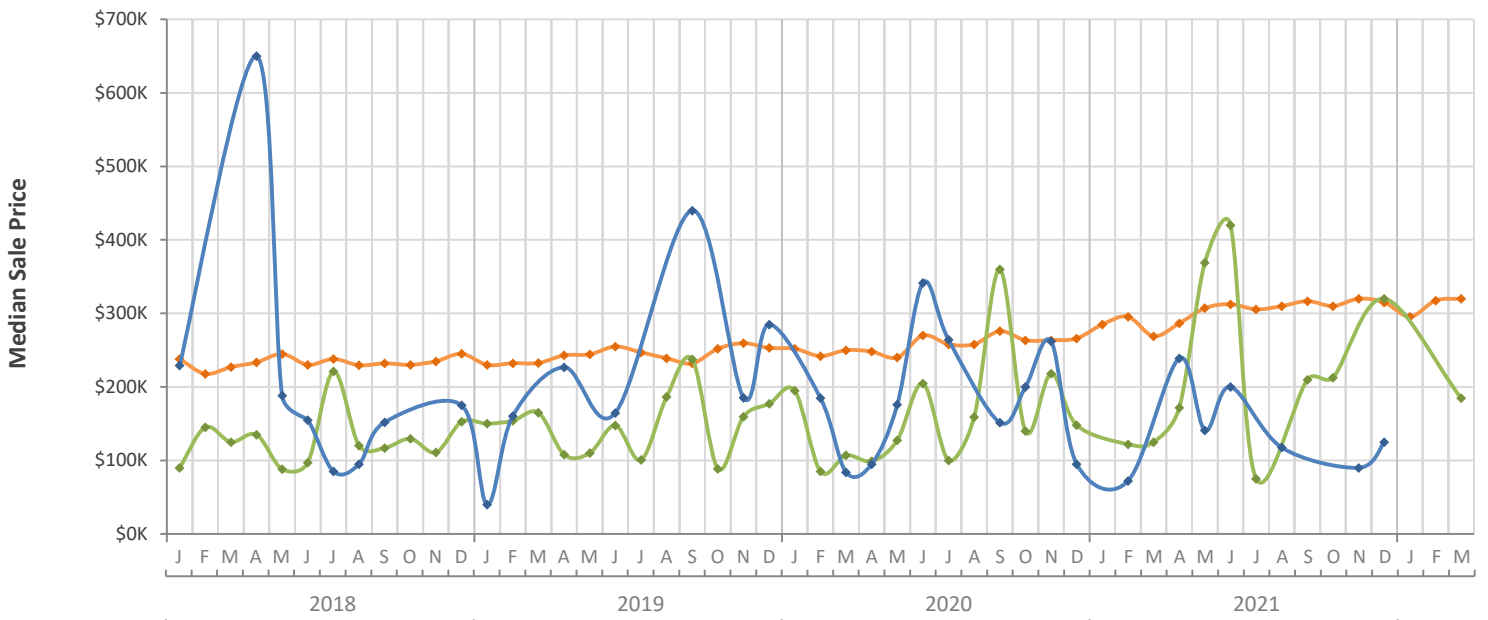
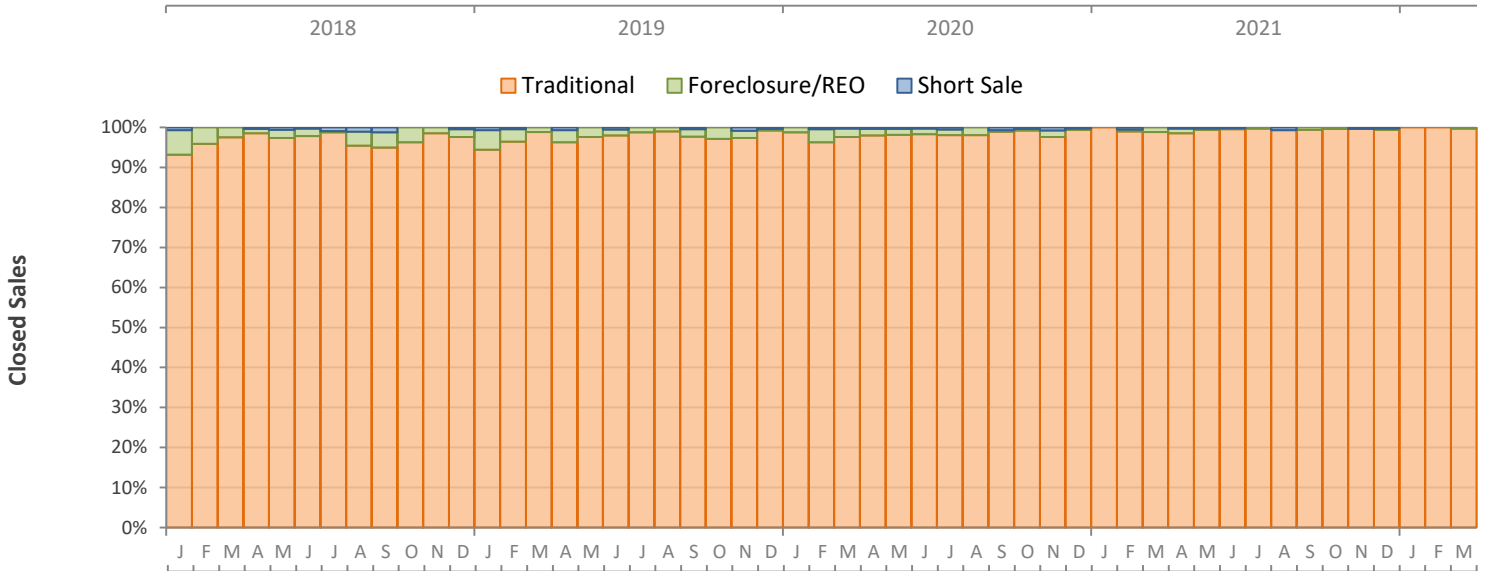
Monthly Distressed Market - March 2022

Single-Family Homes

Alachua County



		March 2022	March 2021	Percent Change Year-over-Year
Traditional	Closed Sales	331	329	0.6%
	Median Sale Price	\$320,000	\$269,000	19.0%
Foreclosure/REO	Closed Sales	1	4	-75.0%
	Median Sale Price	\$184,600	\$124,950	47.7%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



Monthly Market Detail - March 2022

Townhouses and Condos

Alachua County



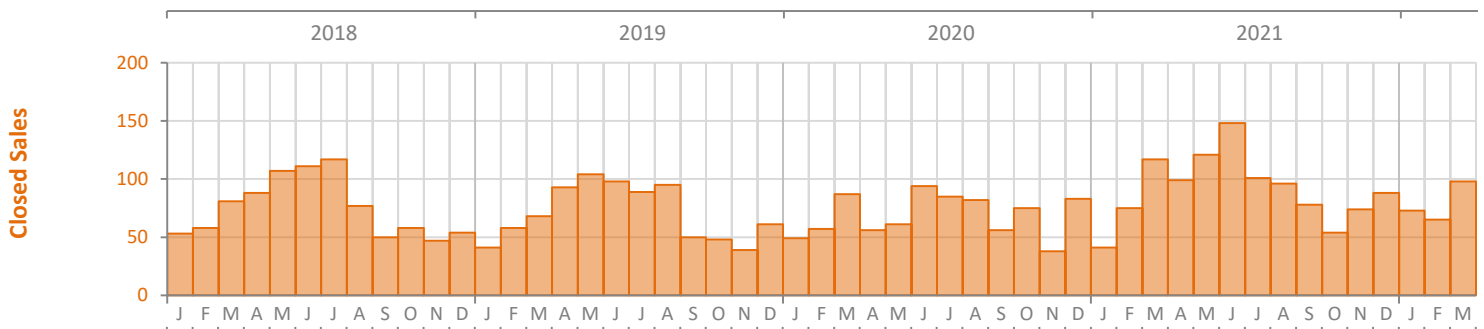
Summary Statistics	March 2022	March 2021	Percent Change Year-over-Year
Closed Sales	98	117	-16.2%
Paid in Cash	61	50	22.0%
Median Sale Price	\$159,500	\$145,500	9.6%
Average Sale Price	\$171,258	\$149,504	14.6%
Dollar Volume	\$16.8 Million	\$17.5 Million	-4.1%
Median Percent of Original List Price Received	100.1%	97.5%	2.7%
Median Time to Contract	9 Days	32 Days	-71.9%
Median Time to Sale	39 Days	64 Days	-39.1%
New Pending Sales	114	164	-30.5%
New Listings	110	114	-3.5%
Pending Inventory	121	196	-38.3%
Inventory (Active Listings)	73	102	-28.4%
Months Supply of Inventory	0.8	1.4	-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	236	1.3%
March 2022	98	-16.2%
February 2022	65	-13.3%
January 2022	73	78.0%
December 2021	88	6.0%
November 2021	74	94.7%
October 2021	54	-28.0%
September 2021	78	39.3%
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%

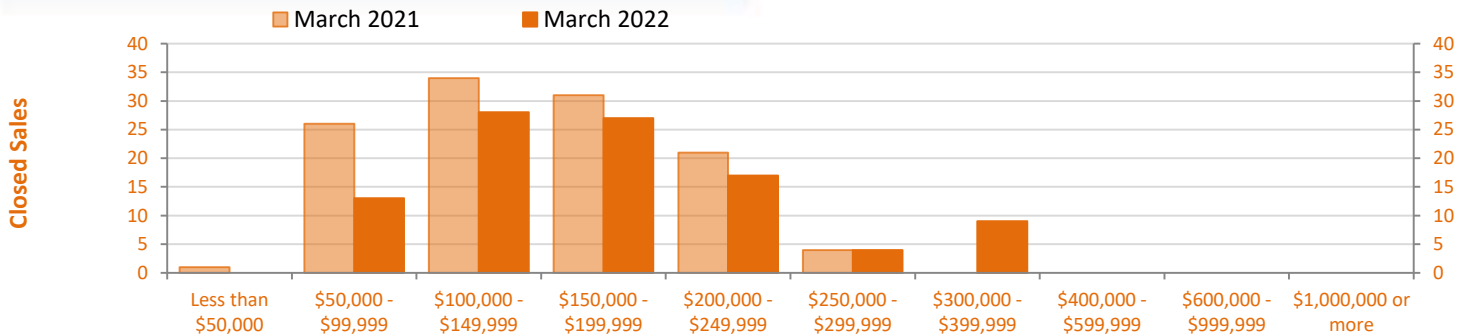


Closed Sales by Sale Price

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	13	-50.0%
\$100,000 - \$149,999	28	-17.6%
\$150,000 - \$199,999	27	-12.9%
\$200,000 - \$249,999	17	-19.0%
\$250,000 - \$299,999	4	0.0%
\$300,000 - \$399,999	9	N/A
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

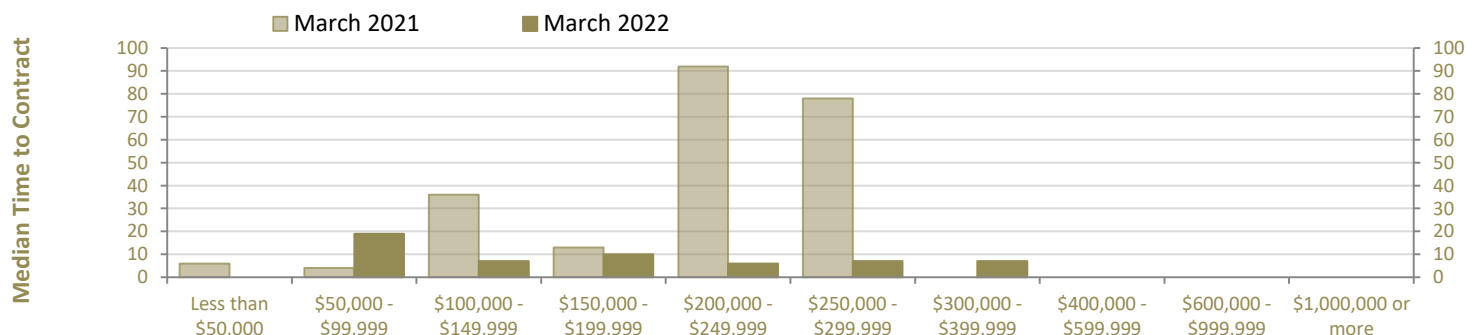


Median Time to Contract by Sale Price

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

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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	19 Days	375.0%
\$100,000 - \$149,999	7 Days	-80.6%
\$150,000 - \$199,999	10 Days	-23.1%
\$200,000 - \$249,999	6 Days	-93.5%
\$250,000 - \$299,999	7 Days	-91.0%
\$300,000 - \$399,999	7 Days	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

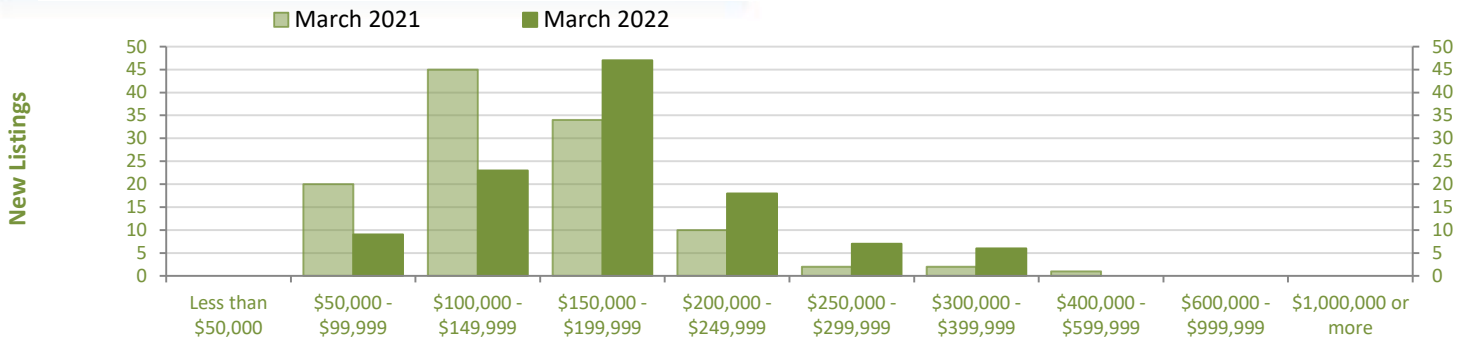


New Listings by Initial Listing Price

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	9	-55.0%
\$100,000 - \$149,999	23	-48.9%
\$150,000 - \$199,999	47	38.2%
\$200,000 - \$249,999	18	80.0%
\$250,000 - \$299,999	7	250.0%
\$300,000 - \$399,999	6	200.0%
\$400,000 - \$599,999	0	-100.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

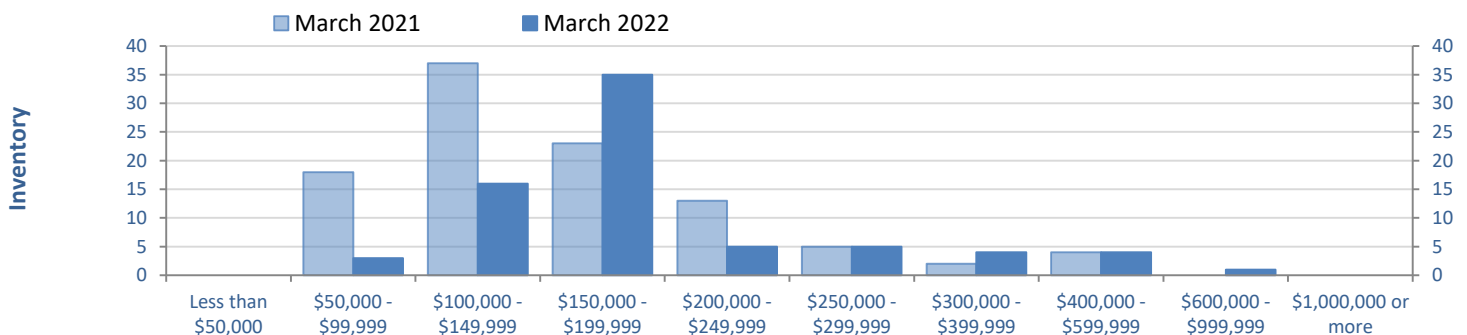


Inventory by Current Listing Price

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

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Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	3	-83.3%
\$100,000 - \$149,999	16	-56.8%
\$150,000 - \$199,999	35	52.2%
\$200,000 - \$249,999	5	-61.5%
\$250,000 - \$299,999	5	0.0%
\$300,000 - \$399,999	4	100.0%
\$400,000 - \$599,999	4	0.0%
\$600,000 - \$999,999	1	N/A
\$1,000,000 or more	0	N/A



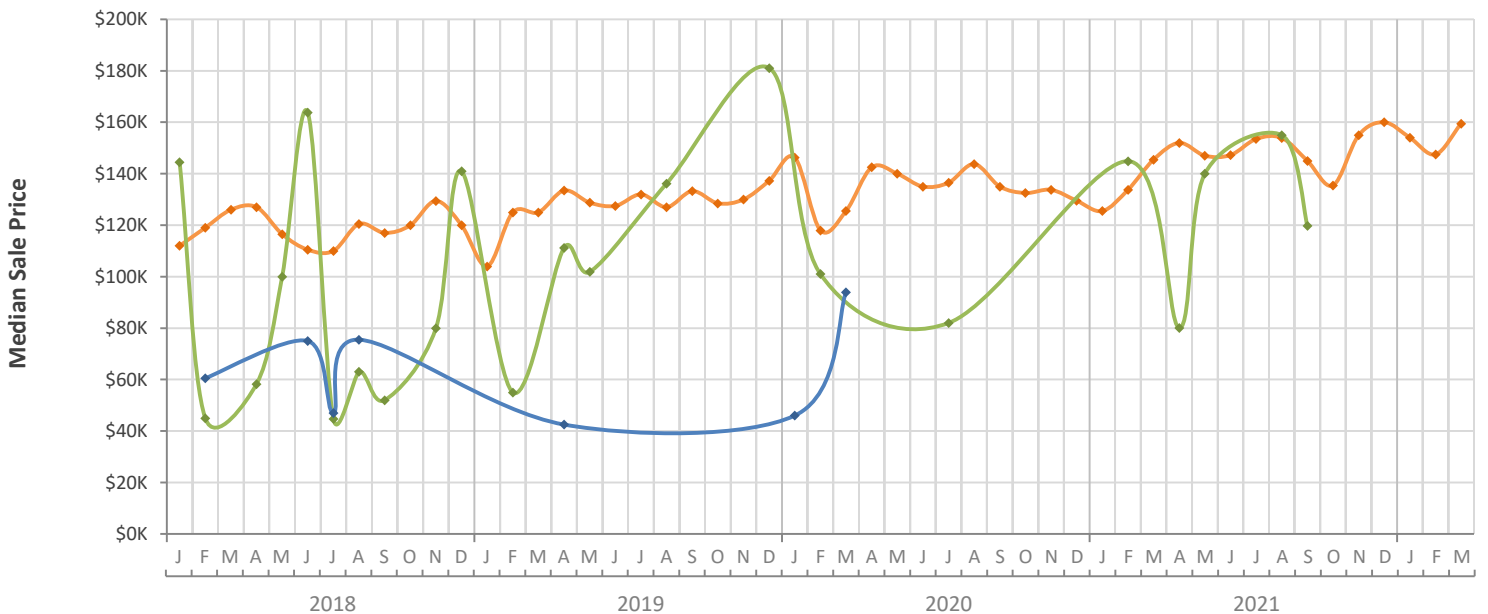
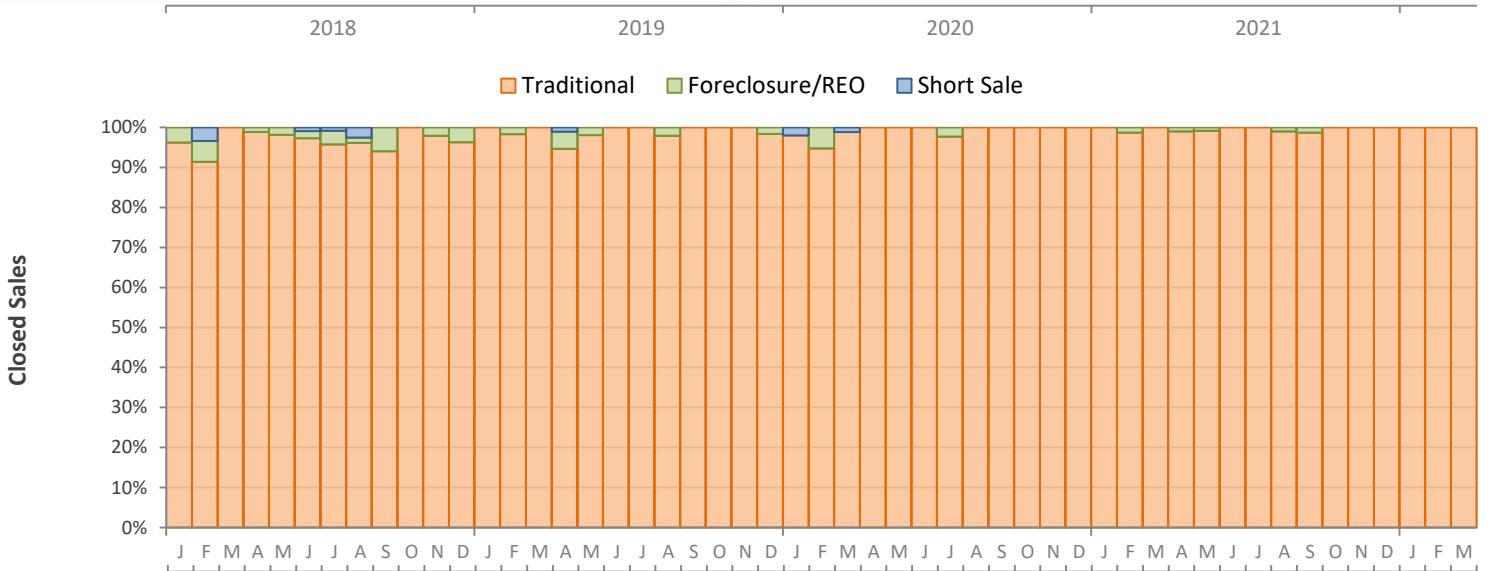
Monthly Distressed Market - March 2022

Townhouses and Condos

Alachua County



		March 2022	March 2021	Percent Change Year-over-Year
Traditional	Closed Sales	98	117	-16.2%
	Median Sale Price	\$159,500	\$145,500	9.6%
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



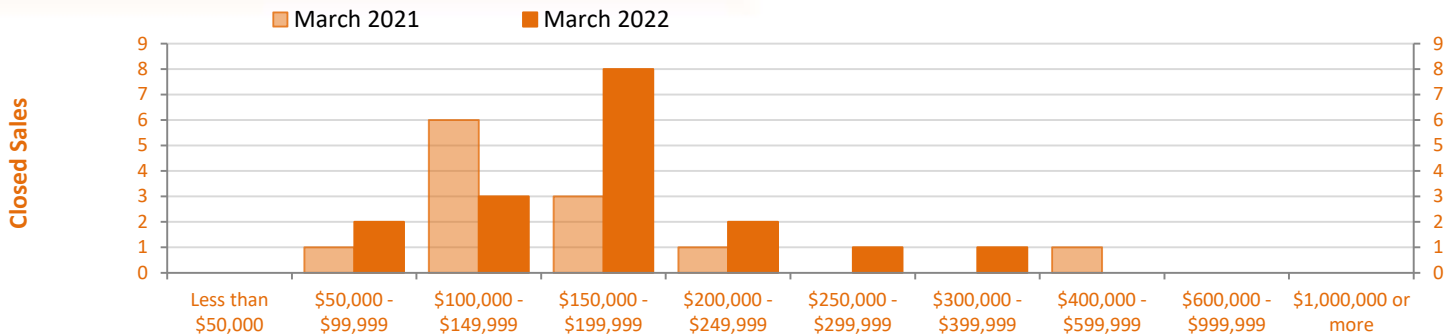
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Closed Sales by Sale Price

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	2	100.0%
\$100,000 - \$149,999	3	-50.0%
\$150,000 - \$199,999	8	166.7%
\$200,000 - \$249,999	2	100.0%
\$250,000 - \$299,999	1	N/A
\$300,000 - \$399,999	1	N/A
\$400,000 - \$599,999	0	-100.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

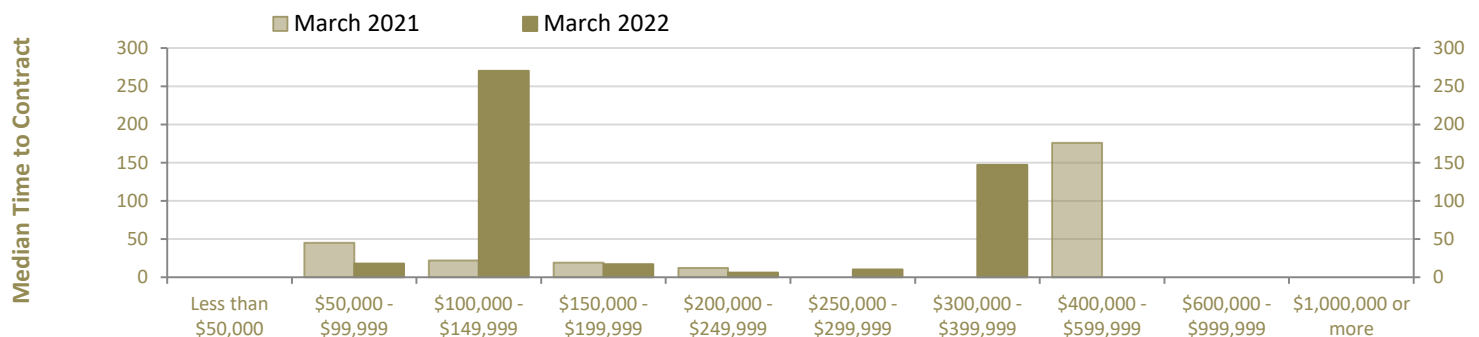


Median Time to Contract by Sale Price

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

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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	18 Days	-60.0%
\$100,000 - \$149,999	270 Days	1127.3%
\$150,000 - \$199,999	17 Days	-10.5%
\$200,000 - \$249,999	6 Days	-50.0%
\$250,000 - \$299,999	10 Days	N/A
\$300,000 - \$399,999	147 Days	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

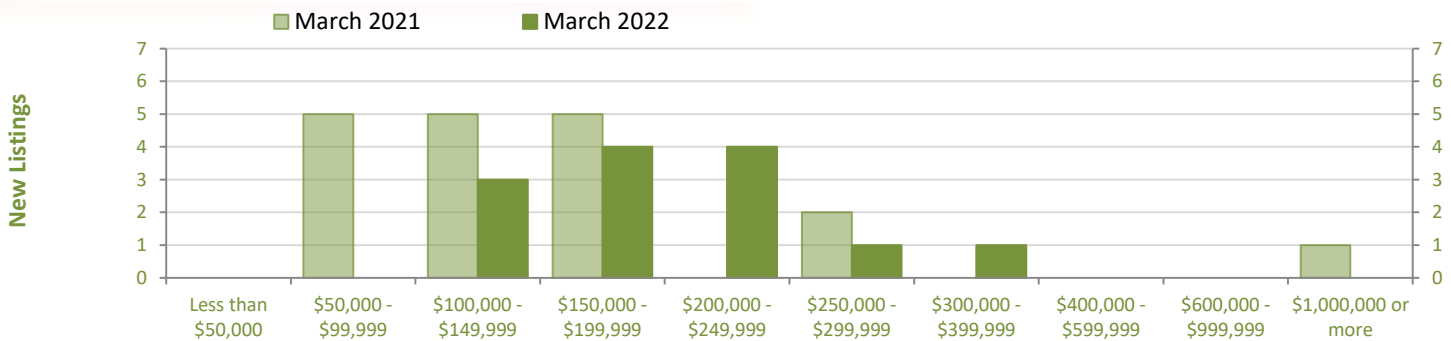


New Listings by Initial Listing Price

The number of properties put onto the market during the month

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Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	0	-100.0%
\$100,000 - \$149,999	3	-40.0%
\$150,000 - \$199,999	4	-20.0%
\$200,000 - \$249,999	4	N/A
\$250,000 - \$299,999	1	-50.0%
\$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	-100.0%

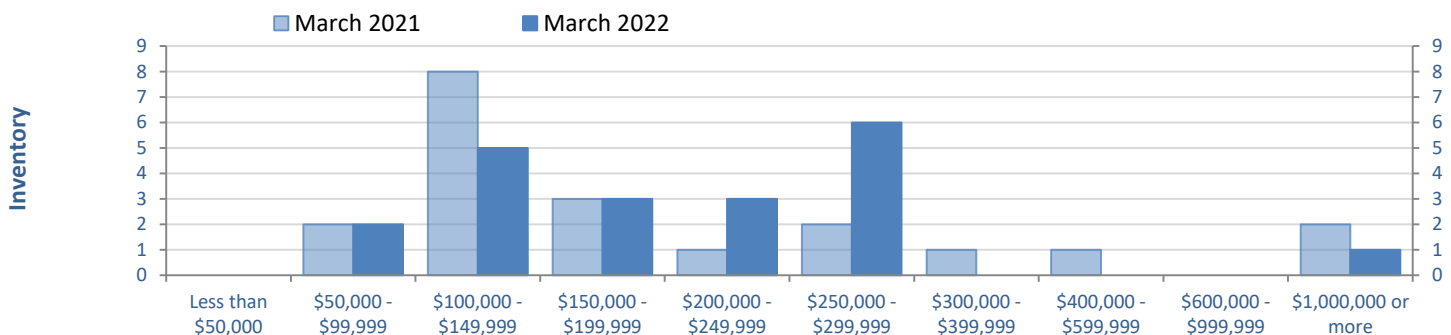


Inventory by Current Listing Price

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

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Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	2	0.0%
\$100,000 - \$149,999	5	-37.5%
\$150,000 - \$199,999	3	0.0%
\$200,000 - \$249,999	3	200.0%
\$250,000 - \$299,999	6	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	-50.0%



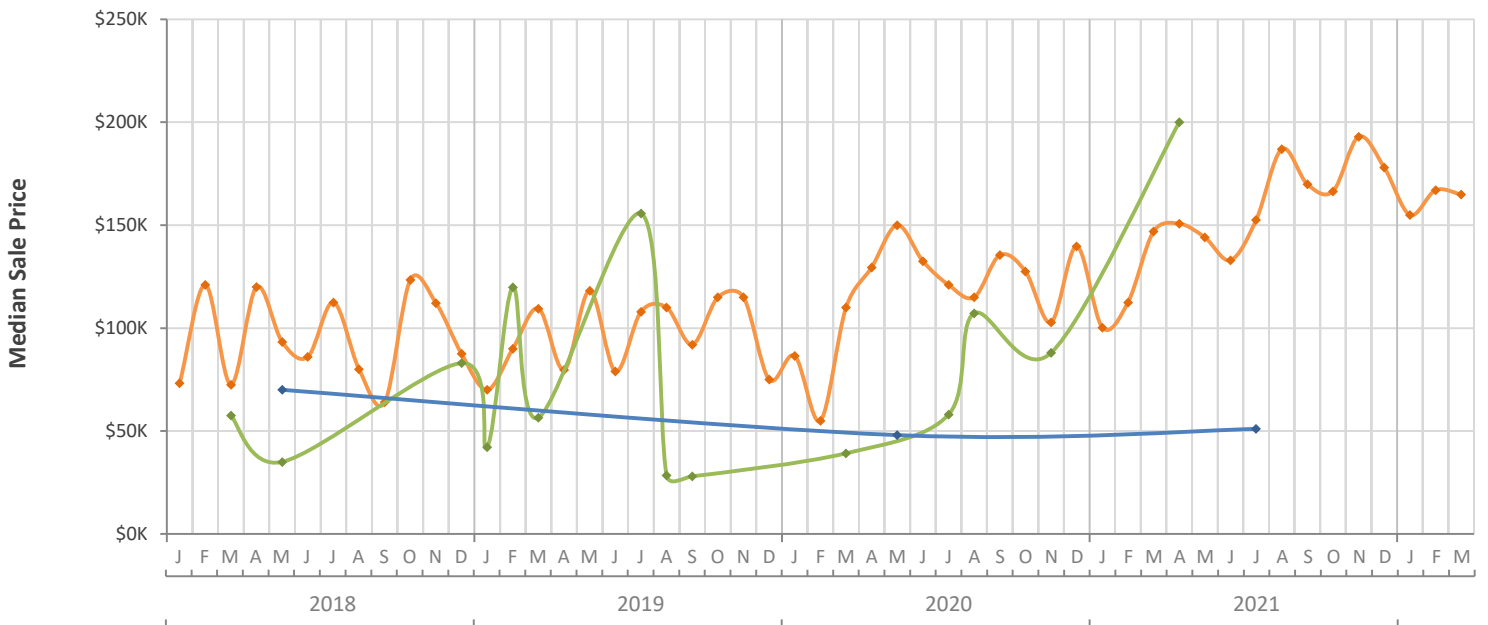
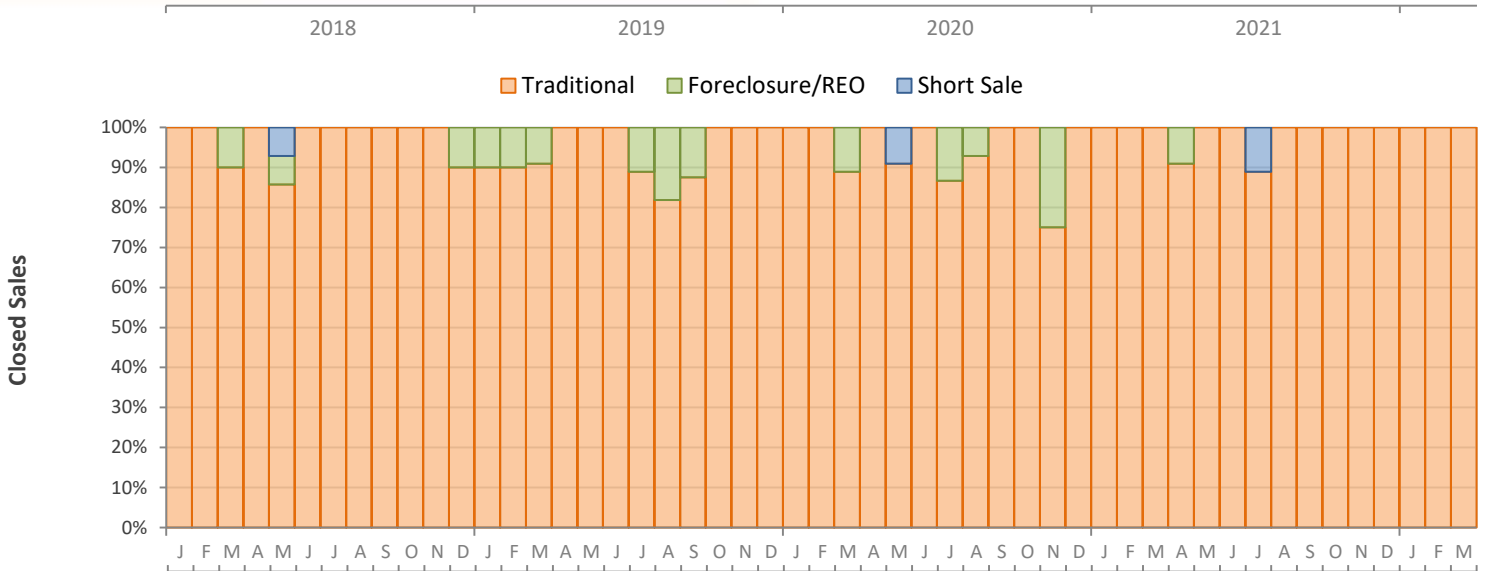
Monthly Distressed Market - March 2022

Manufactured Homes

Alachua County



		March 2022	March 2021	Percent Change Year-over-Year
Traditional	Closed Sales	17	12	41.7%
	Median Sale Price	\$165,000	\$147,000	12.2%
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



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