

# Quarterly Market Detail - Q1 2022

## Single-Family Homes

### Alachua County



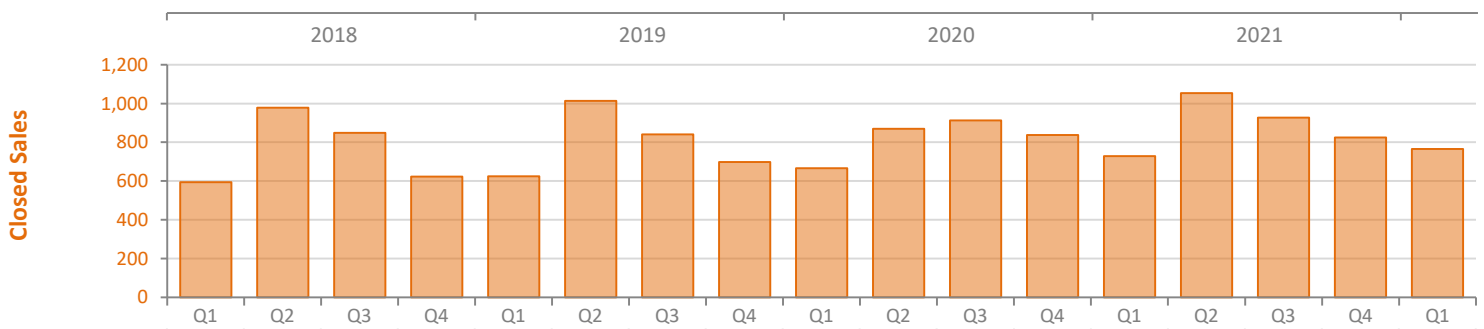
Summary Statistics	Q1 2022	Q1 2021	Percent Change Year-over-Year
Closed Sales	766	729	5.1%
Paid in Cash	210	151	39.1%
Median Sale Price	\$313,490	\$280,000	12.0%
Average Sale Price	\$357,570	\$315,390	13.4%
Dollar Volume	\$273.9 Million	\$229.9 Million	19.1%
Median Percent of Original List Price Received	100.0%	100.0%	0.0%
Median Time to Contract	10 Days	14 Days	-28.6%
Median Time to Sale	57 Days	66 Days	-13.6%
New Pending Sales	935	1,018	-8.2%
New Listings	976	939	3.9%
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 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	766	5.1%
<b>Q1 2022</b>	<b>766</b>	<b>5.1%</b>
Q4 2021	824	-1.6%
Q3 2021	927	1.5%
Q2 2021	1,054	21.3%
Q1 2021	729	9.5%
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%

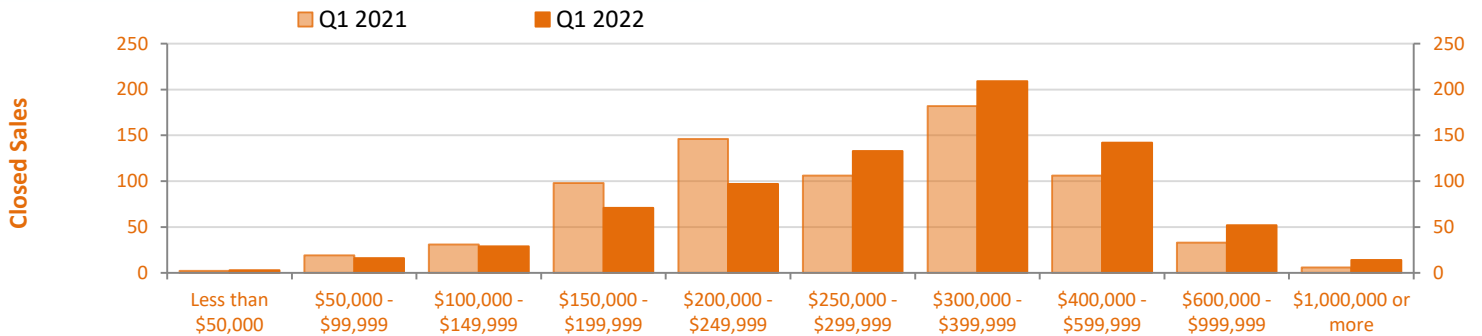


## Closed Sales by Sale Price

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	3	50.0%
\$50,000 - \$99,999	16	-15.8%
\$100,000 - \$149,999	29	-6.5%
\$150,000 - \$199,999	71	-27.6%
\$200,000 - \$249,999	97	-33.6%
\$250,000 - \$299,999	133	25.5%
\$300,000 - \$399,999	209	14.8%
\$400,000 - \$599,999	142	34.0%
\$600,000 - \$999,999	52	57.6%
\$1,000,000 or more	14	133.3%

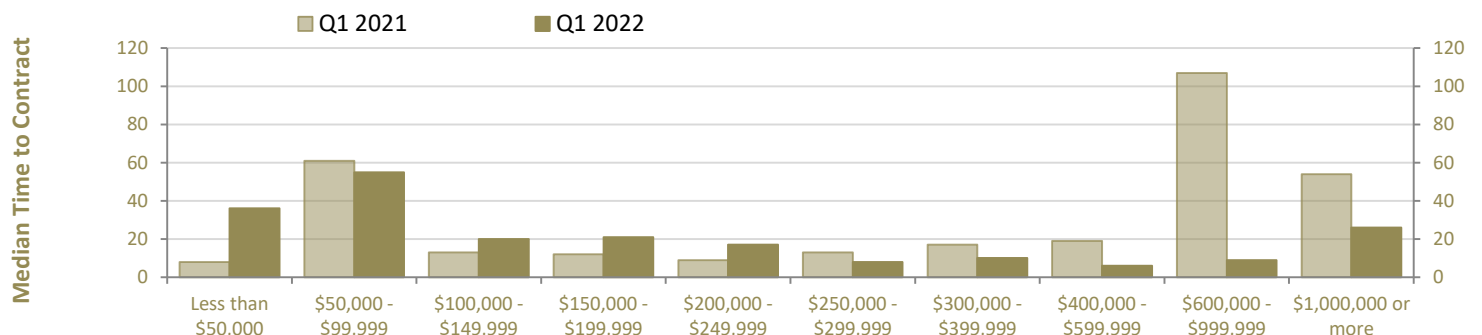


## Median Time to Contract by Sale Price

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	36 Days	350.0%
\$50,000 - \$99,999	55 Days	-9.8%
\$100,000 - \$149,999	20 Days	53.8%
\$150,000 - \$199,999	21 Days	75.0%
\$200,000 - \$249,999	17 Days	88.9%
\$250,000 - \$299,999	8 Days	-38.5%
\$300,000 - \$399,999	10 Days	-41.2%
\$400,000 - \$599,999	6 Days	-68.4%
\$600,000 - \$999,999	9 Days	-91.6%
\$1,000,000 or more	26 Days	-51.9%

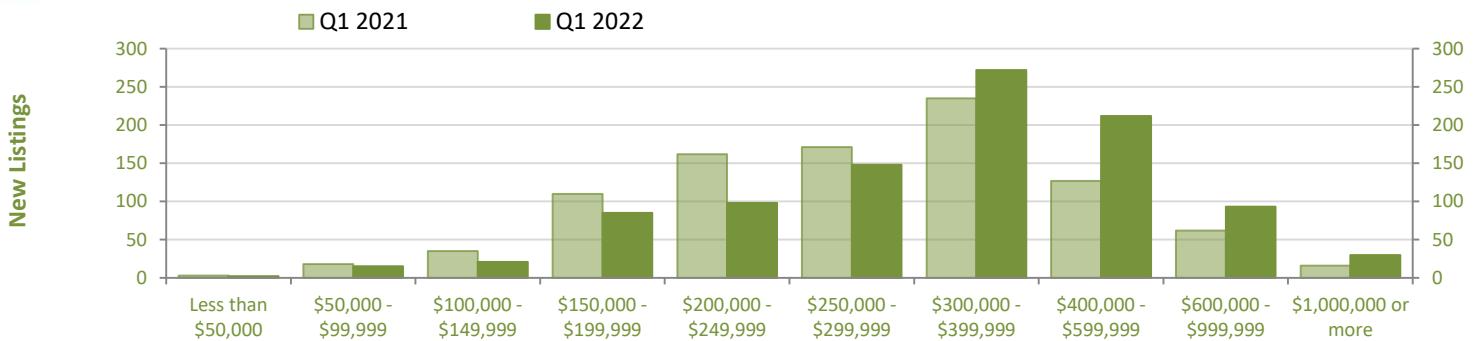


## New Listings by Initial Listing Price

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	-33.3%
\$50,000 - \$99,999	15	-16.7%
\$100,000 - \$149,999	21	-40.0%
\$150,000 - \$199,999	85	-22.7%
\$200,000 - \$249,999	98	-39.5%
\$250,000 - \$299,999	148	-13.5%
\$300,000 - \$399,999	272	15.7%
\$400,000 - \$599,999	212	66.9%
\$600,000 - \$999,999	93	50.0%
\$1,000,000 or more	30	87.5%

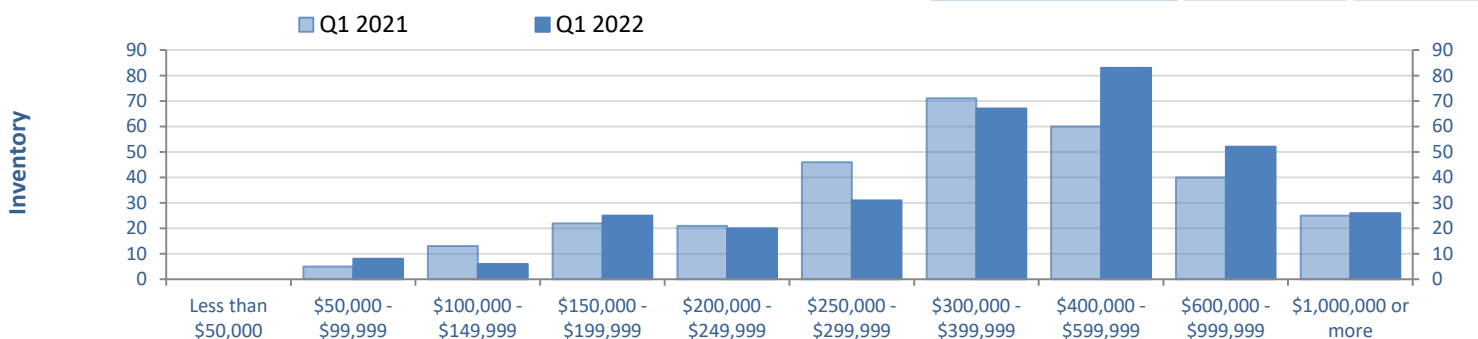


## Inventory by Current Listing Price

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	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%



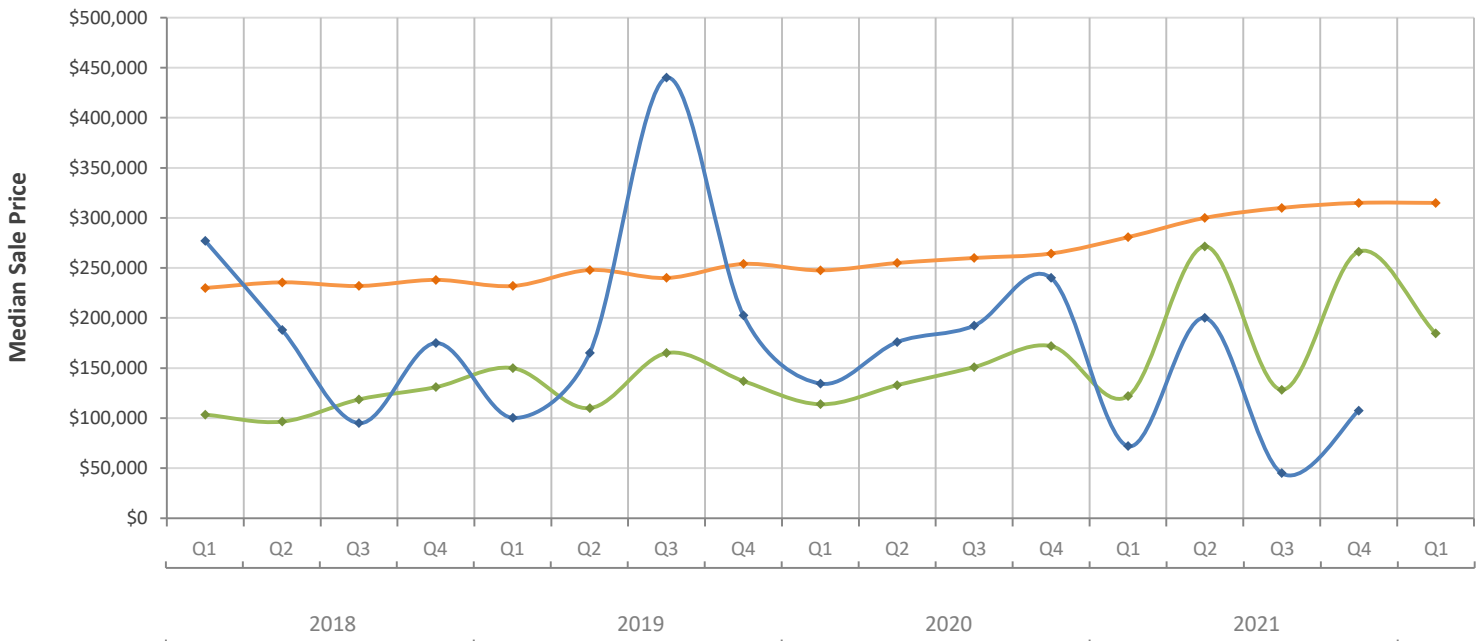
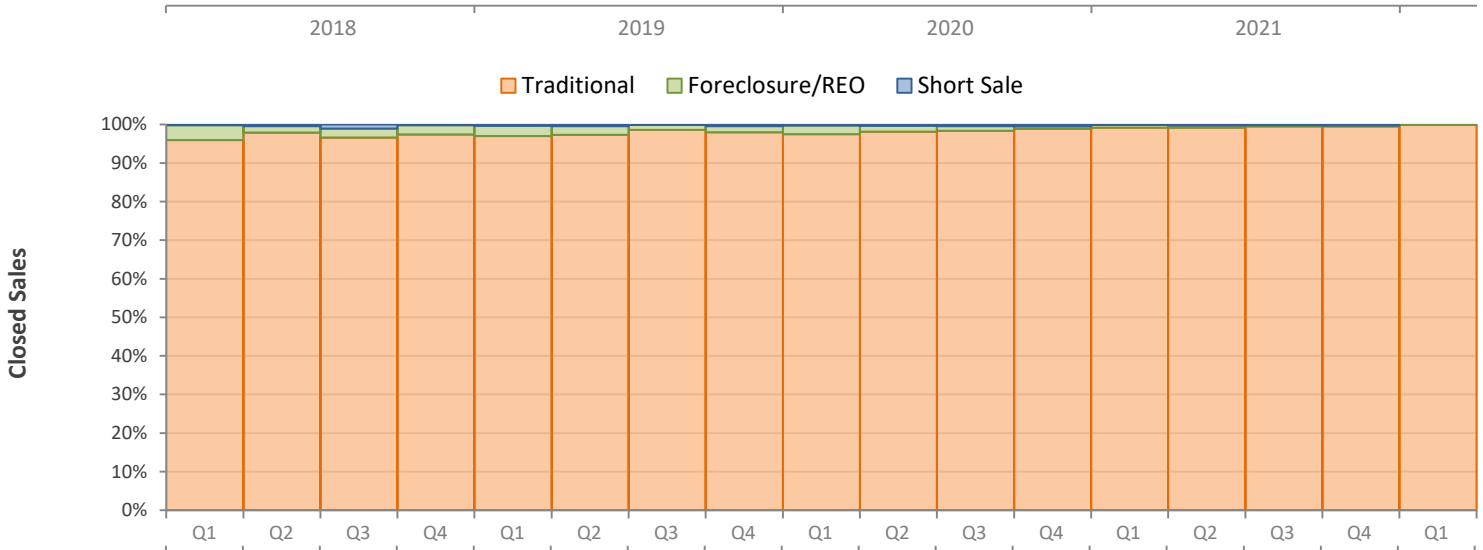
# Quarterly Distressed Market - Q1 2022

## Single-Family Homes

### Alachua County



		Q1 2022	Q1 2021	Percent Change Year-over-Year
Traditional	Closed Sales	765	723	5.8%
	Median Sale Price	\$314,990	\$280,745	12.2%
Foreclosure/REO	Closed Sales	1	5	-80.0%
	Median Sale Price	\$184,600	\$122,000	51.3%
Short Sale	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$72,000	N/A



# Quarterly Market Detail - Q1 2022

## Townhouses and Condos

### Alachua County



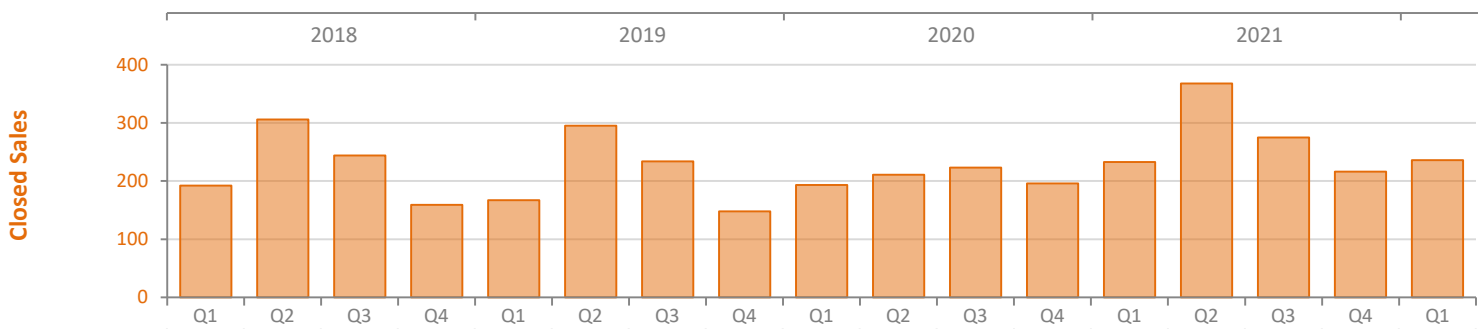
Summary Statistics	Q1 2022	Q1 2021	Percent Change Year-over-Year
Closed Sales	236	233	1.3%
Paid in Cash	123	105	17.1%
Median Sale Price	\$155,000	\$138,900	11.6%
Average Sale Price	\$169,766	\$147,523	15.1%
Dollar Volume	\$40.1 Million	\$34.4 Million	16.6%
Median Percent of Original List Price Received	100.0%	97.5%	2.6%
Median Time to Contract	16 Days	28 Days	-42.9%
Median Time to Sale	50 Days	66 Days	-24.2%
New Pending Sales	276	365	-24.4%
New Listings	264	297	-11.1%
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 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	236	1.3%
<b>Q1 2022</b>	<b>236</b>	<b>1.3%</b>
Q4 2021	216	10.2%
Q3 2021	275	23.3%
Q2 2021	368	74.4%
Q1 2021	233	20.7%
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%

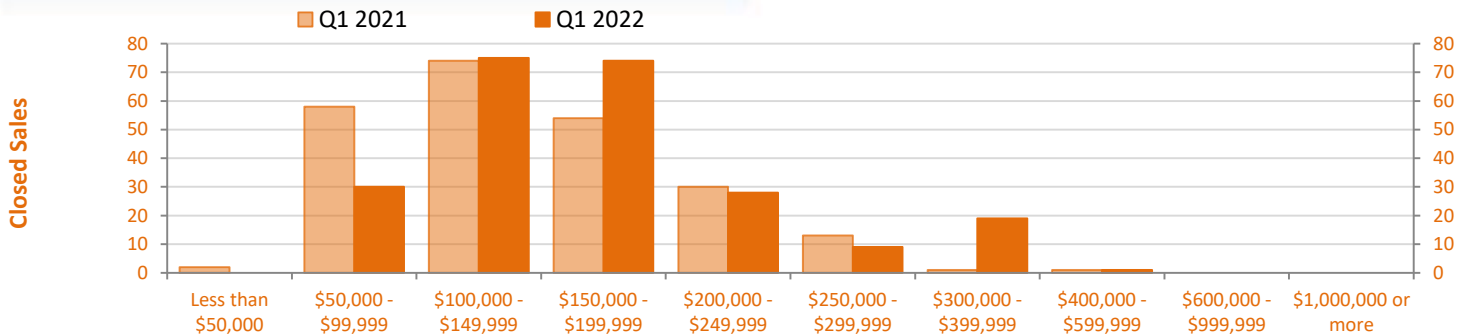


## Closed Sales by Sale Price

The number of sales transactions which closed during the quarter

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Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	0	-100.0%
\$50,000 - \$99,999	30	-48.3%
\$100,000 - \$149,999	75	1.4%
\$150,000 - \$199,999	74	37.0%
\$200,000 - \$249,999	28	-6.7%
\$250,000 - \$299,999	9	-30.8%
\$300,000 - \$399,999	19	1800.0%
\$400,000 - \$599,999	1	0.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

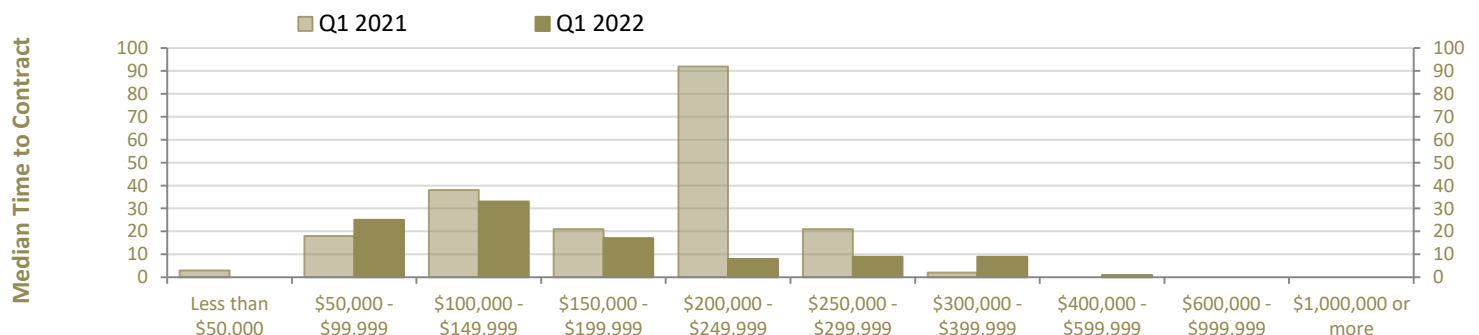


## Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the 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	(No Sales)	N/A
\$50,000 - \$99,999	25 Days	38.9%
\$100,000 - \$149,999	33 Days	-13.2%
\$150,000 - \$199,999	17 Days	-19.0%
\$200,000 - \$249,999	8 Days	-91.3%
\$250,000 - \$299,999	9 Days	-57.1%
\$300,000 - \$399,999	9 Days	350.0%
\$400,000 - \$599,999	1 Day	N/A
\$600,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	(No Sales)	N/A



# Quarterly Market Detail - Q1 2022

## Townhouses and Condos

### Alachua County

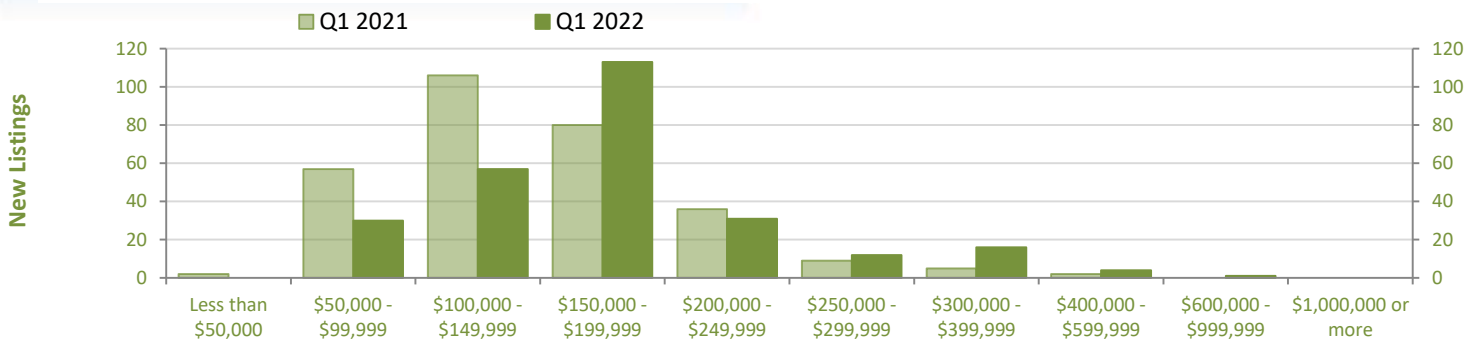


## New Listings by Initial Listing Price

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	0	-100.0%
\$50,000 - \$99,999	30	-47.4%
\$100,000 - \$149,999	57	-46.2%
\$150,000 - \$199,999	113	41.3%
\$200,000 - \$249,999	31	-13.9%
\$250,000 - \$299,999	12	33.3%
\$300,000 - \$399,999	16	220.0%
\$400,000 - \$599,999	4	100.0%
\$600,000 - \$999,999	1	N/A
\$1,000,000 or more	0	N/A

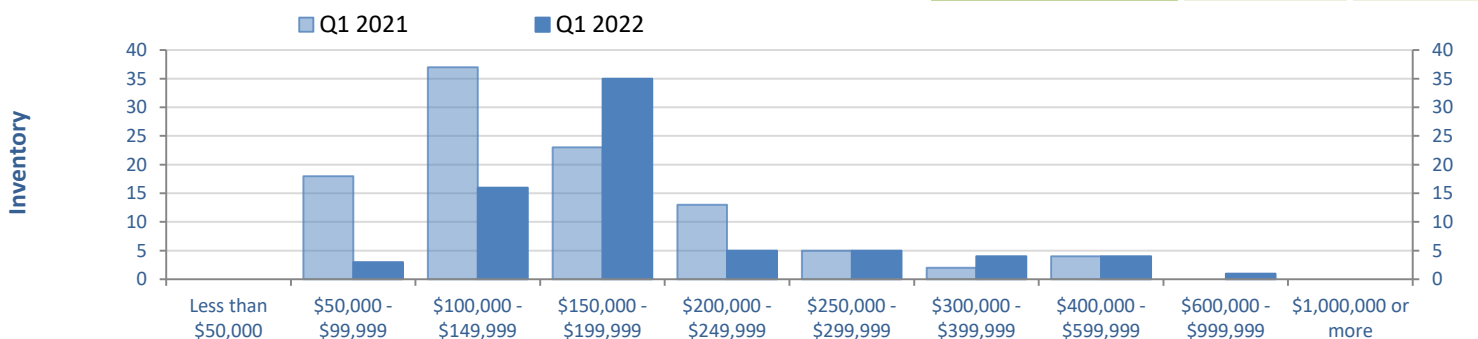


## Inventory by Current Listing Price

The number of property listings active at the end of the 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	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



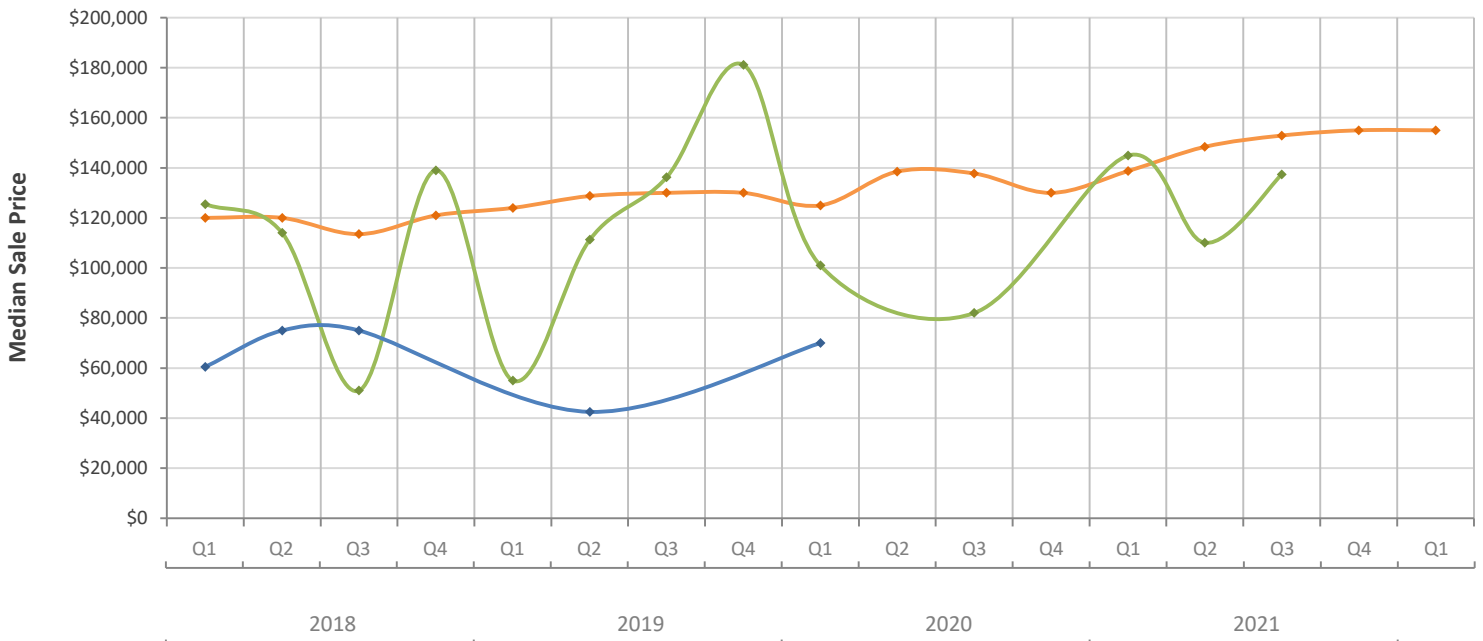
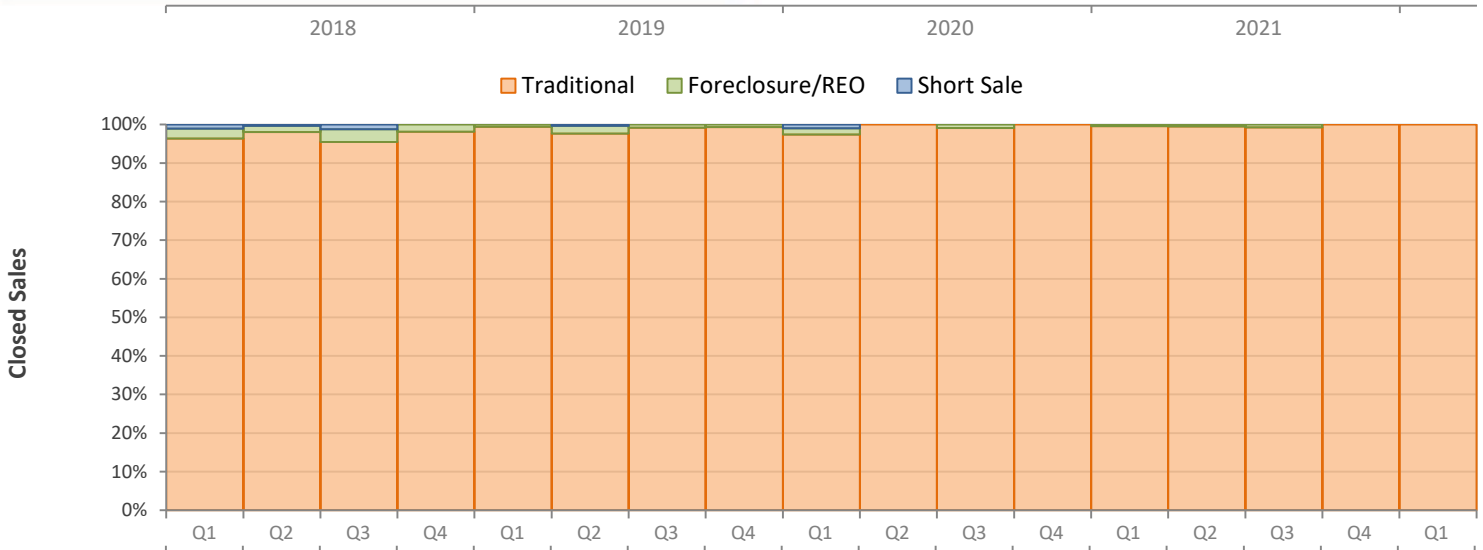
# Quarterly Distressed Market - Q1 2022

## Townhouses and Condos

### Alachua County



		Q1 2022	Q1 2021	Percent Change Year-over-Year
Traditional	Closed Sales	236	232	1.7%
	Median Sale Price	\$155,000	\$138,700	11.8%
Foreclosure/REO	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$144,900	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A





# Quarterly Market Detail - Q1 2022

## Manufactured Homes

### Alachua County



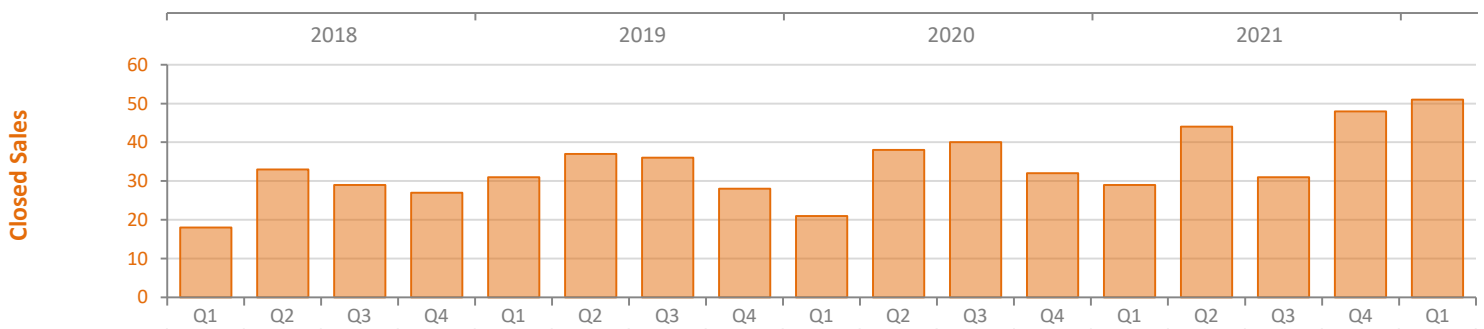
Summary Statistics	Q1 2022	Q1 2021	Percent Change Year-over-Year
Closed Sales	51	29	75.9%
Paid in Cash	25	13	92.3%
Median Sale Price	\$165,000	\$130,250	26.7%
Average Sale Price	\$178,741	\$136,535	30.9%
Dollar Volume	\$9.1 Million	\$4.0 Million	130.2%
Median Percent of Original List Price Received	95.6%	94.6%	1.1%
Median Time to Contract	21 Days	19 Days	10.5%
Median Time to Sale	70 Days	72 Days	-2.8%
New Pending Sales	53	44	20.5%
New Listings	46	44	4.5%
Pending Inventory	20	28	-28.6%
Inventory (Active Listings)	20	20	0.0%
Months Supply of Inventory	1.4	1.7	-17.6%

## Closed Sales

The number of sales transactions which closed during the quarter

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Quarter	Closed Sales	Percent Change Year-over-Year
Year-to-Date	51	75.9%
<b>Q1 2022</b>	<b>51</b>	<b>75.9%</b>
Q4 2021	48	50.0%
Q3 2021	31	-22.5%
Q2 2021	44	15.8%
Q1 2021	29	38.1%
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%

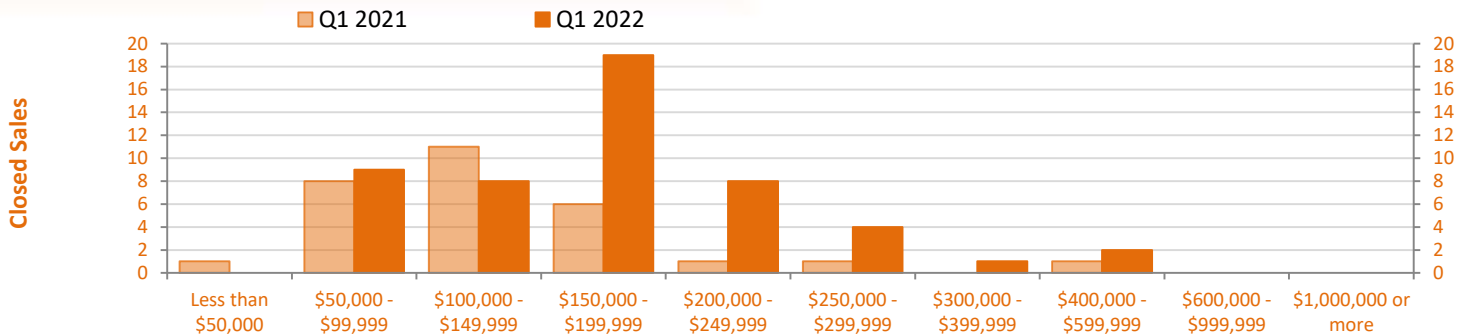


## Closed Sales by Sale Price

The number of sales transactions which closed during the quarter

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Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	0	-100.0%
\$50,000 - \$99,999	9	12.5%
\$100,000 - \$149,999	8	-27.3%
\$150,000 - \$199,999	19	216.7%
\$200,000 - \$249,999	8	700.0%
\$250,000 - \$299,999	4	300.0%
\$300,000 - \$399,999	1	N/A
\$400,000 - \$599,999	2	100.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

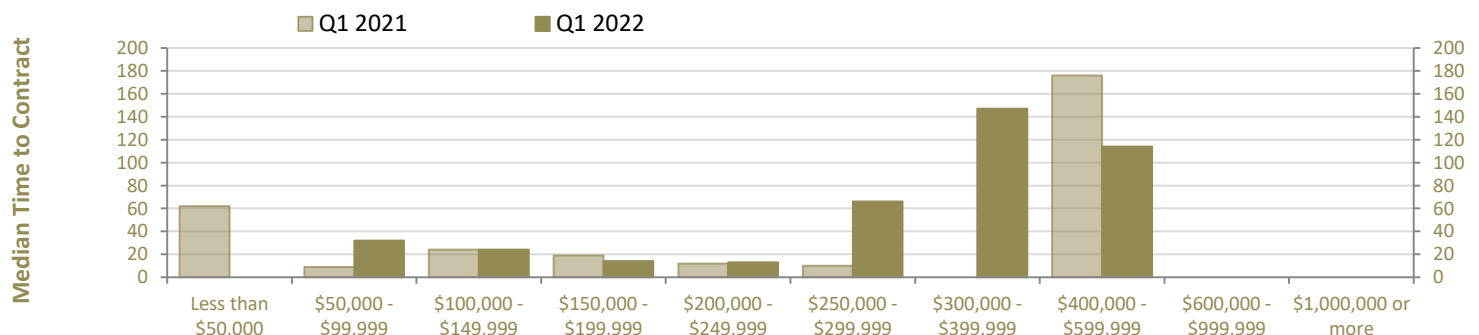


## Median Time to Contract by Sale Price

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

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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	32 Days	255.6%
\$100,000 - \$149,999	24 Days	0.0%
\$150,000 - \$199,999	14 Days	-26.3%
\$200,000 - \$249,999	13 Days	8.3%
\$250,000 - \$299,999	66 Days	560.0%
\$300,000 - \$399,999	147 Days	N/A
\$400,000 - \$599,999	114 Days	-35.2%
\$600,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	(No Sales)	N/A

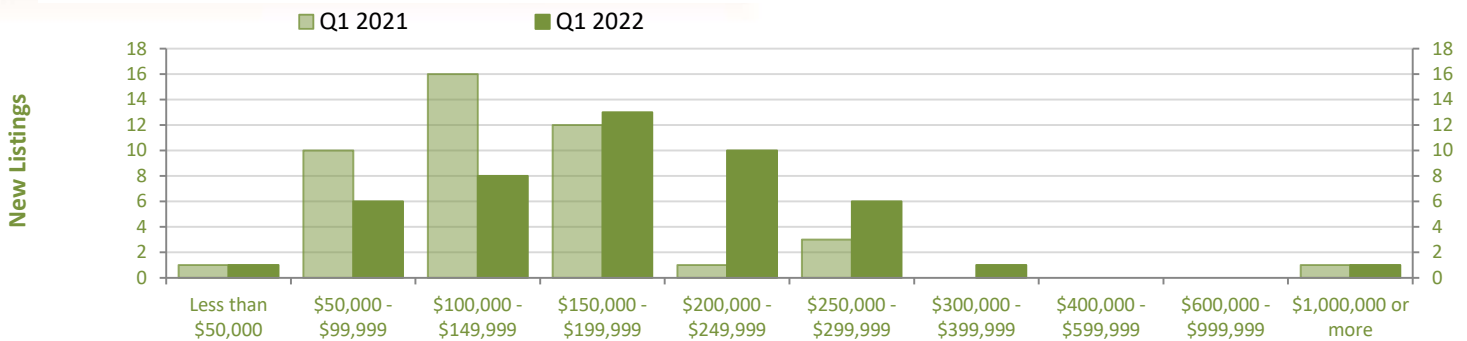


## New Listings by Initial Listing Price

The number of properties put onto the market during the quarter

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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	8	-50.0%
\$150,000 - \$199,999	13	8.3%
\$200,000 - \$249,999	10	900.0%
\$250,000 - \$299,999	6	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	1	0.0%

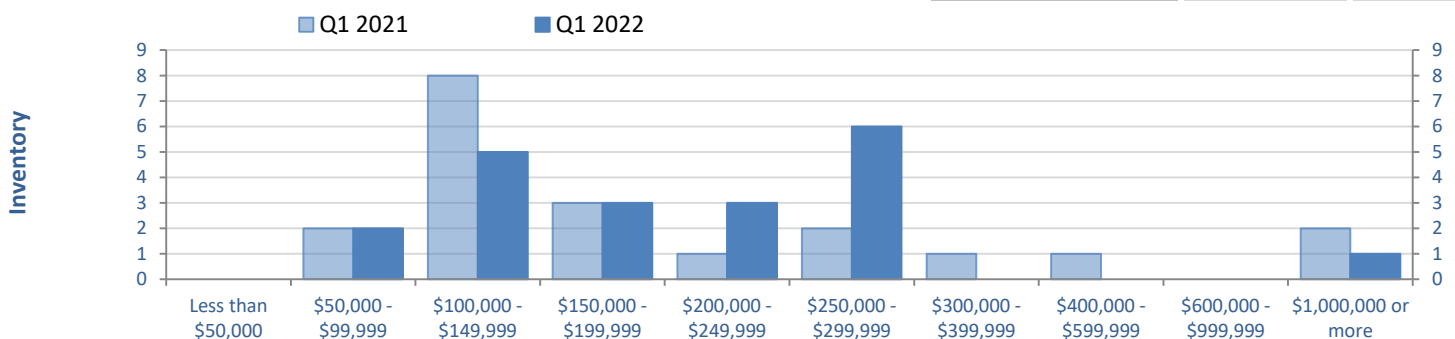


## Inventory by Current Listing Price

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

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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%



# Quarterly Distressed Market - Q1 2022

## Manufactured Homes

### Alachua County



		Q1 2022	Q1 2021	Percent Change Year-over-Year
Traditional	Closed Sales	51	29	75.9%
	Median Sale Price	\$165,000	\$130,250	26.7%
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

