

# Monthly Market Detail - December 2021

## Single-Family Homes

### Alachua County



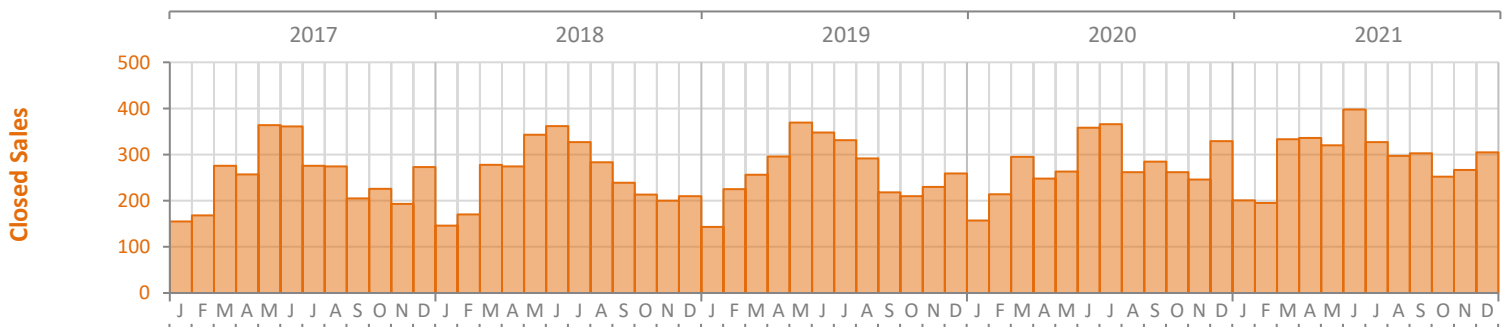
Summary Statistics	December 2021	December 2020	Percent Change Year-over-Year
Closed Sales	305	329	-7.3%
Paid in Cash	64	56	14.3%
Median Sale Price	\$315,000	\$265,000	18.9%
Average Sale Price	\$349,856	\$303,729	15.2%
Dollar Volume	\$106.7 Million	\$99.9 Million	6.8%
Median Percent of Original List Price Received	98.6%	98.8%	-0.2%
Median Time to Contract	14 Days	19 Days	-26.3%
Median Time to Sale	64 Days	64 Days	0.0%
New Pending Sales	226	244	-7.4%
New Listings	210	227	-7.5%
Pending Inventory	406	402	1.0%
Inventory (Active Listings)	305	434	-29.7%
Months Supply of Inventory	1.0	1.6	-37.5%

## 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	3,534	7.6%
<b>December 2021</b>	<b>305</b>	<b>-7.3%</b>
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%
February 2021	195	-8.9%
January 2021	201	28.0%
December 2020	329	27.0%

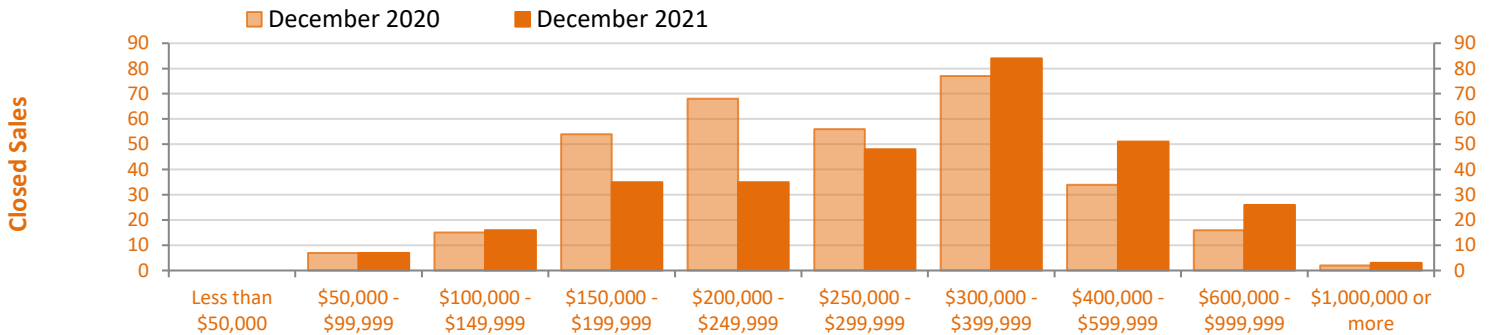


## Closed Sales by Sale Price

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	N/A
\$50,000 - \$99,999	7	0.0%
\$100,000 - \$149,999	16	6.7%
\$150,000 - \$199,999	35	-35.2%
\$200,000 - \$249,999	35	-48.5%
\$250,000 - \$299,999	48	-14.3%
\$300,000 - \$399,999	84	9.1%
\$400,000 - \$599,999	51	50.0%
\$600,000 - \$999,999	26	62.5%
\$1,000,000 or more	3	50.0%

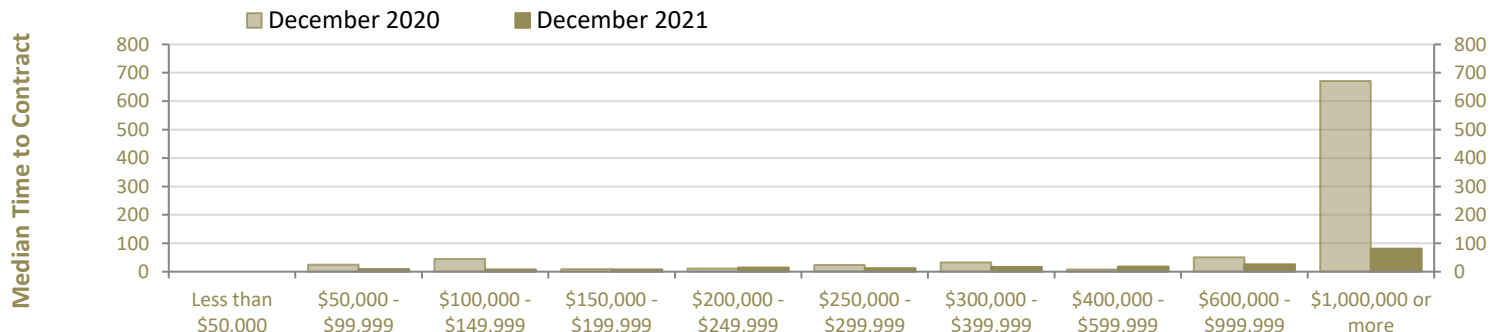


## Median Time to Contract by Sale Price

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	(No Sales)	N/A
\$50,000 - \$99,999	9 Days	-64.0%
\$100,000 - \$149,999	8 Days	-82.2%
\$150,000 - \$199,999	8 Days	-11.1%
\$200,000 - \$249,999	14 Days	27.3%
\$250,000 - \$299,999	12 Days	-47.8%
\$300,000 - \$399,999	17 Days	-46.9%
\$400,000 - \$599,999	18 Days	125.0%
\$600,000 - \$999,999	26 Days	-49.0%
\$1,000,000 or more	81 Days	-87.9%



## 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	8	14.3%
\$100,000 - \$149,999	11	-35.3%
\$150,000 - \$199,999	18	-37.9%
\$200,000 - \$249,999	28	-24.3%
\$250,000 - \$299,999	34	-2.9%
\$300,000 - \$399,999	53	0.0%
\$400,000 - \$599,999	32	-11.1%
\$600,000 - \$999,999	21	61.5%
\$1,000,000 or more	5	N/A

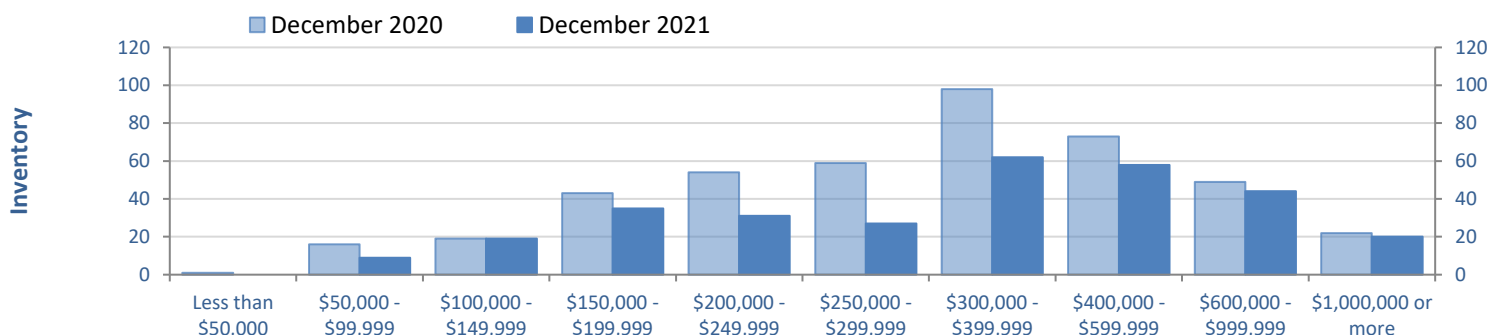


## Inventory by Current Listing Price

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	9	-43.8%
\$100,000 - \$149,999	19	0.0%
\$150,000 - \$199,999	35	-18.6%
\$200,000 - \$249,999	31	-42.6%
\$250,000 - \$299,999	27	-54.2%
\$300,000 - \$399,999	62	-36.7%
\$400,000 - \$599,999	58	-20.5%
\$600,000 - \$999,999	44	-10.2%
\$1,000,000 or more	20	-9.1%



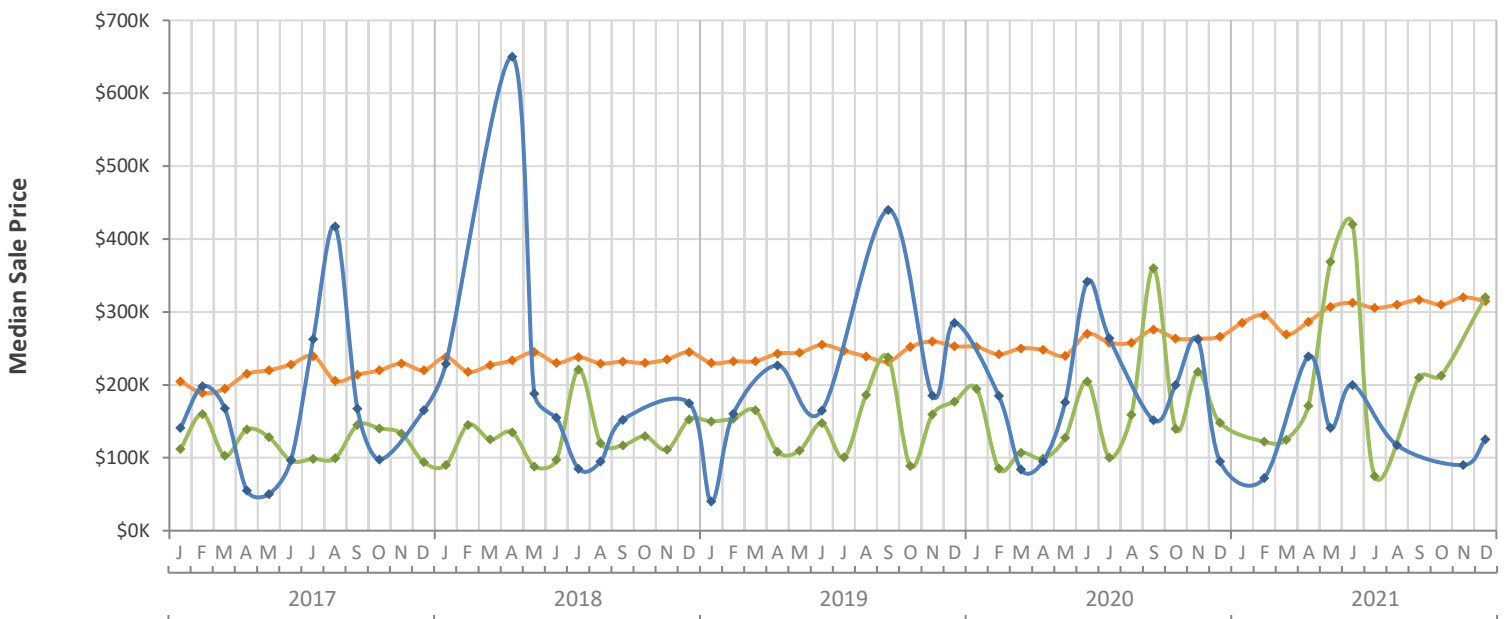
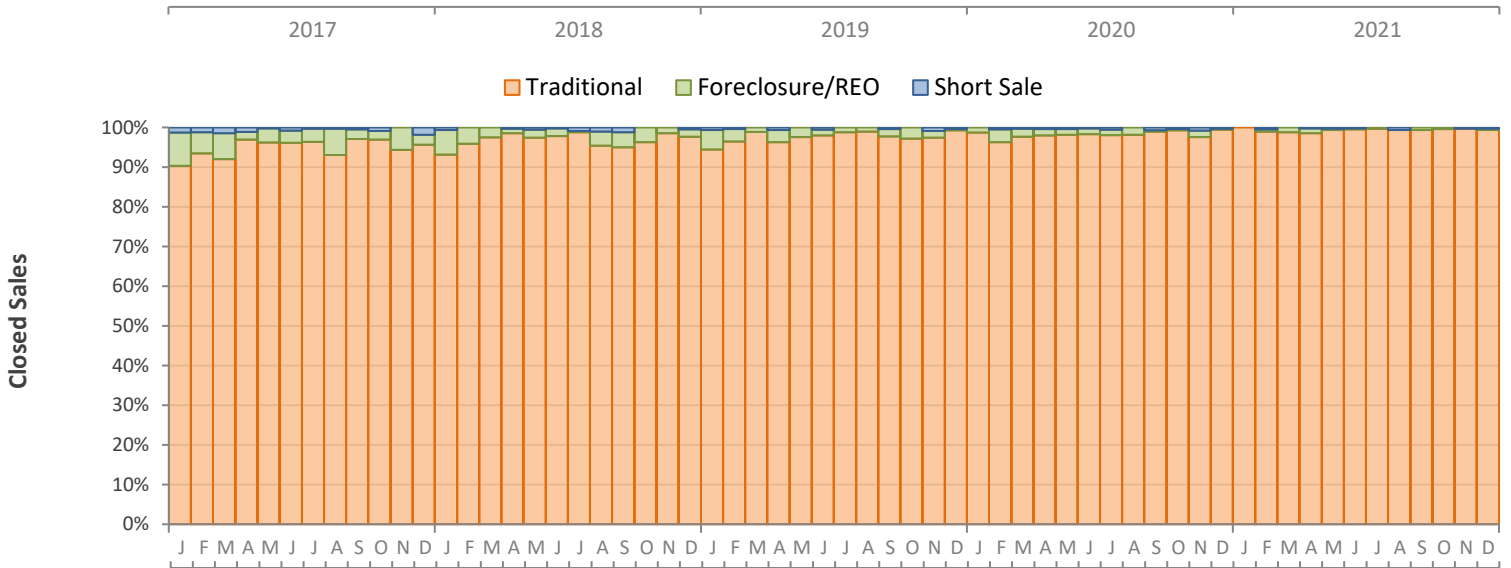
# Monthly Distressed Market - December 2021

## Single-Family Homes

### Alachua County



		December 2021	December 2020	Percent Change Year-over-Year
Traditional	Closed Sales	303	327	-7.3%
	Median Sale Price	\$315,000	\$266,000	18.4%
Foreclosure/REO	Closed Sales	1	1	0.0%
	Median Sale Price	\$320,000	\$148,000	116.2%
Short Sale	Closed Sales	1	1	0.0%
	Median Sale Price	\$125,000	\$95,000	31.6%



# Monthly Market Detail - December 2021

## Townhouses and Condos

### Alachua County



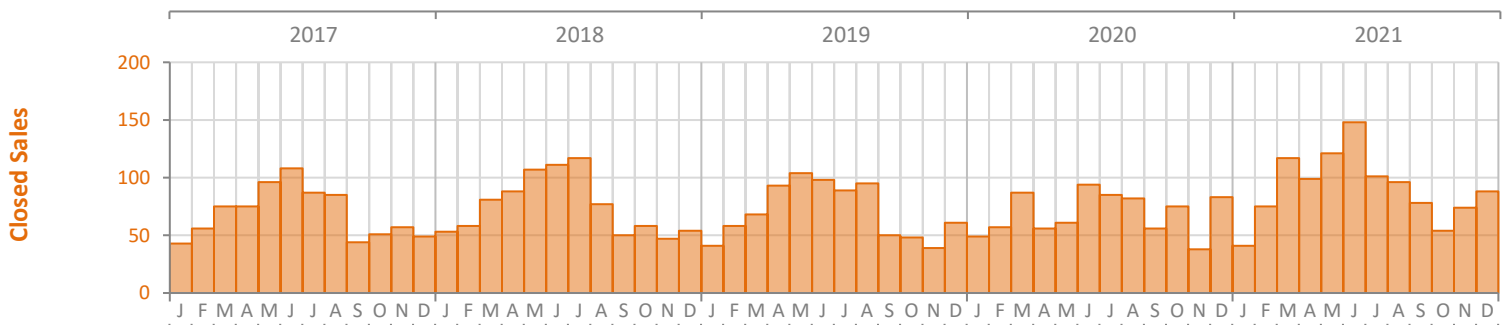
Summary Statistics	December 2021	December 2020	Percent Change Year-over-Year
Closed Sales	88	83	6.0%
Paid in Cash	38	43	-11.6%
Median Sale Price	\$160,000	\$129,500	23.6%
Average Sale Price	\$174,708	\$142,014	23.0%
Dollar Volume	\$15.4 Million	\$11.8 Million	30.4%
Median Percent of Original List Price Received	96.4%	96.1%	0.3%
Median Time to Contract	33 Days	26 Days	26.9%
Median Time to Sale	73 Days	71 Days	2.8%
New Pending Sales	74	58	27.6%
New Listings	52	55	-5.5%
Pending Inventory	95	78	21.8%
Inventory (Active Listings)	78	173	-54.9%
Months Supply of Inventory	0.9	2.5	-64.0%

## 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	1,092	32.7%
<b>December 2021</b>	<b>88</b>	<b>6.0%</b>
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%
February 2021	75	31.6%
January 2021	41	-16.3%
December 2020	83	36.1%





# Monthly Market Detail - December 2021

## Townhouses and Condos

### Alachua County

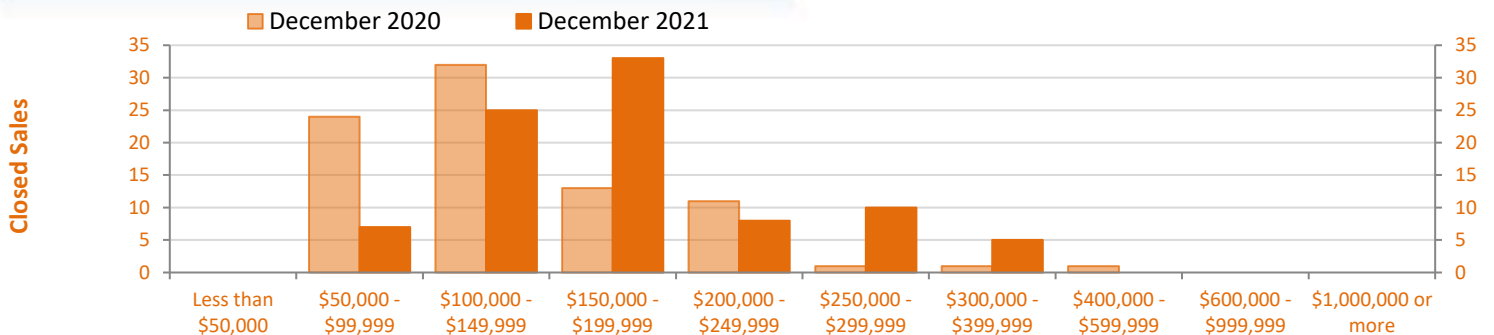


## Closed Sales by Sale Price

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	7	-70.8%
\$100,000 - \$149,999	25	-21.9%
\$150,000 - \$199,999	33	153.8%
\$200,000 - \$249,999	8	-27.3%
\$250,000 - \$299,999	10	900.0%
\$300,000 - \$399,999	5	400.0%
\$400,000 - \$599,999	0	-100.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

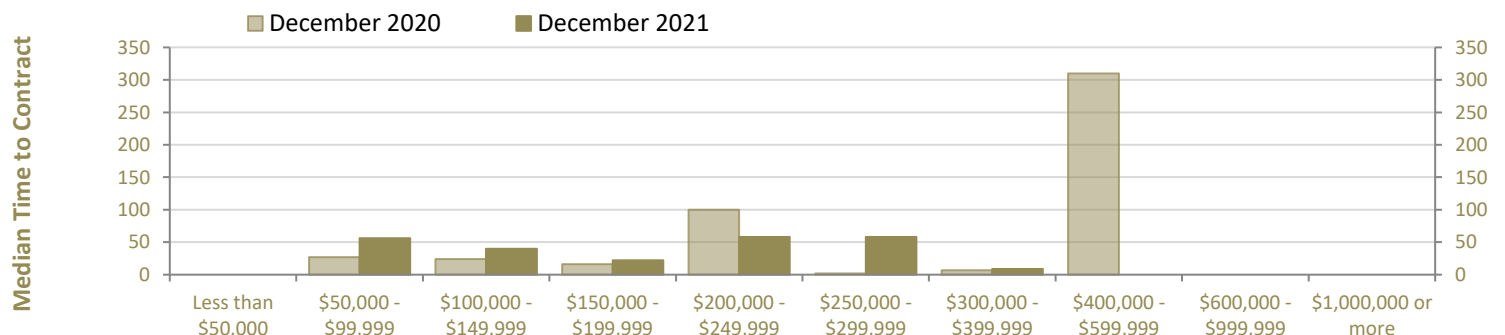


## Median Time to Contract by Sale Price

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

**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	56 Days	107.4%
\$100,000 - \$149,999	40 Days	66.7%
\$150,000 - \$199,999	22 Days	37.5%
\$200,000 - \$249,999	58 Days	-42.0%
\$250,000 - \$299,999	58 Days	2800.0%
\$300,000 - \$399,999	9 Days	28.6%
\$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	3	-76.9%
\$100,000 - \$149,999	16	-30.4%
\$150,000 - \$199,999	20	185.7%
\$200,000 - \$249,999	6	-25.0%
\$250,000 - \$299,999	4	0.0%
\$300,000 - \$399,999	3	N/A
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

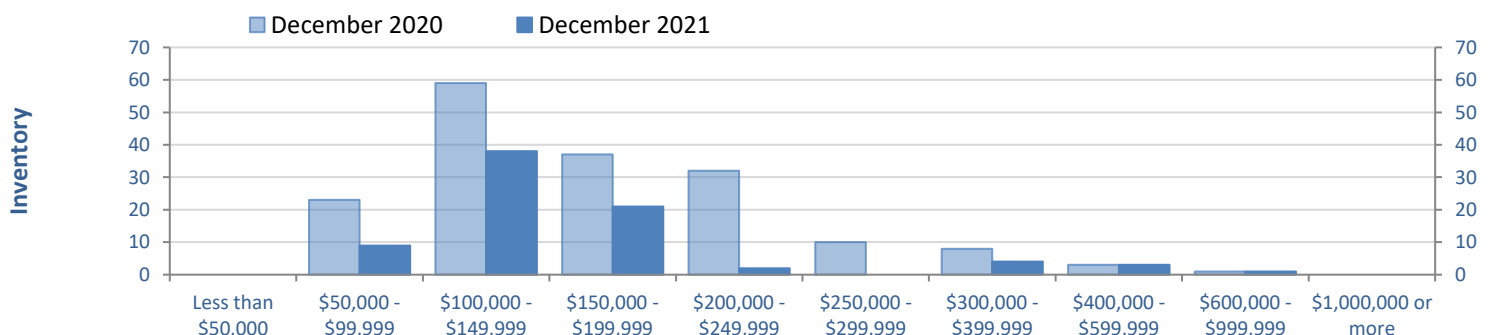


## Inventory by Current Listing Price

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	N/A
\$50,000 - \$99,999	9	-60.9%
\$100,000 - \$149,999	38	-35.6%
\$150,000 - \$199,999	21	-43.2%
\$200,000 - \$249,999	2	-93.8%
\$250,000 - \$299,999	0	-100.0%
\$300,000 - \$399,999	4	-50.0%
\$400,000 - \$599,999	3	0.0%
\$600,000 - \$999,999	1	0.0%
\$1,000,000 or more	0	N/A



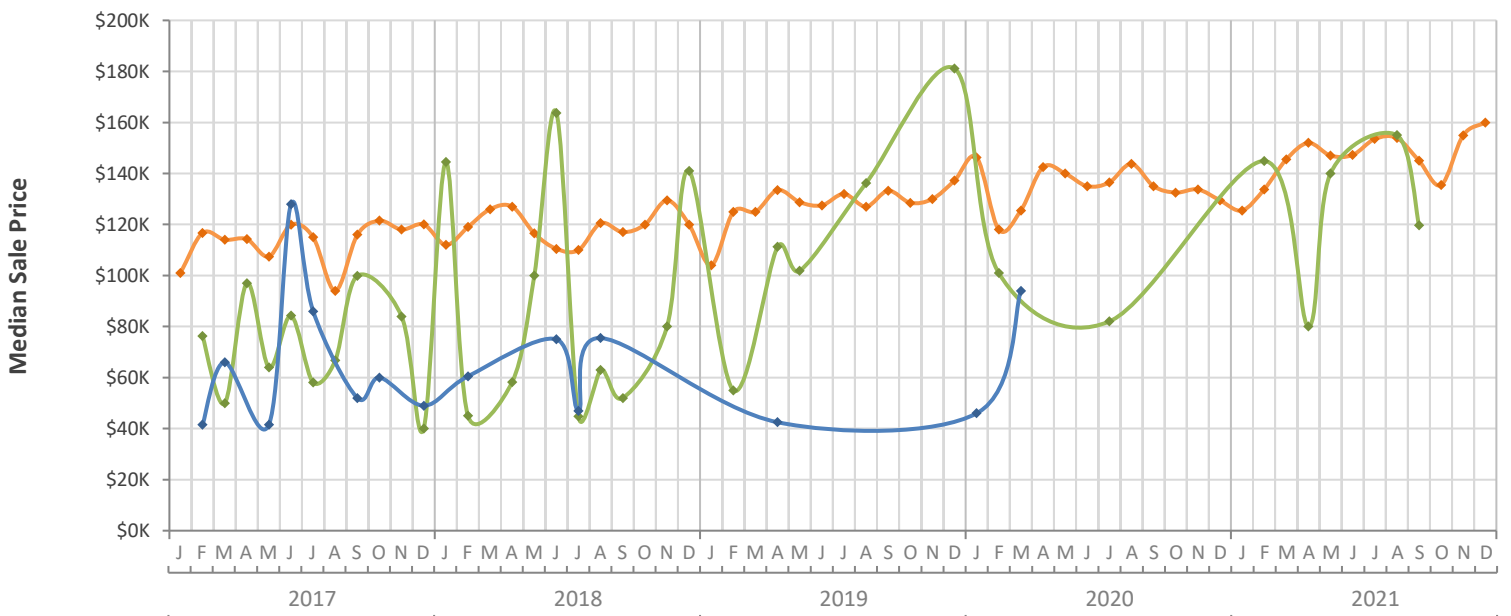
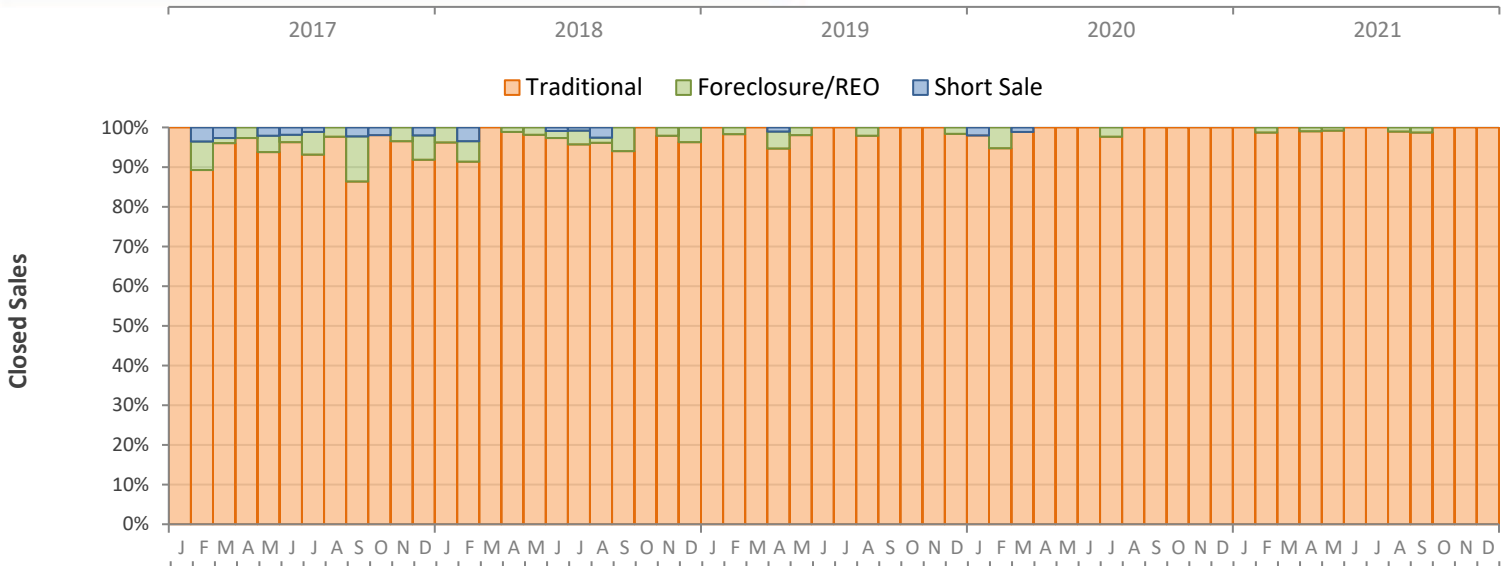
# Monthly Distressed Market - December 2021

## Townhouses and Condos

### Alachua County



		December 2021	December 2020	Percent Change Year-over-Year
Traditional	Closed Sales	88	83	6.0%
	Median Sale Price	\$160,000	\$129,500	23.6%
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

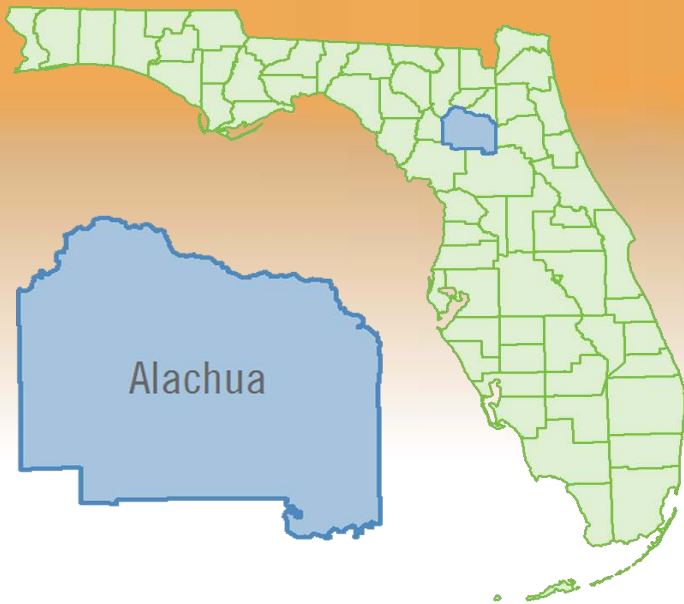




# Monthly Market Detail - December 2021

## Manufactured Homes

### Alachua County



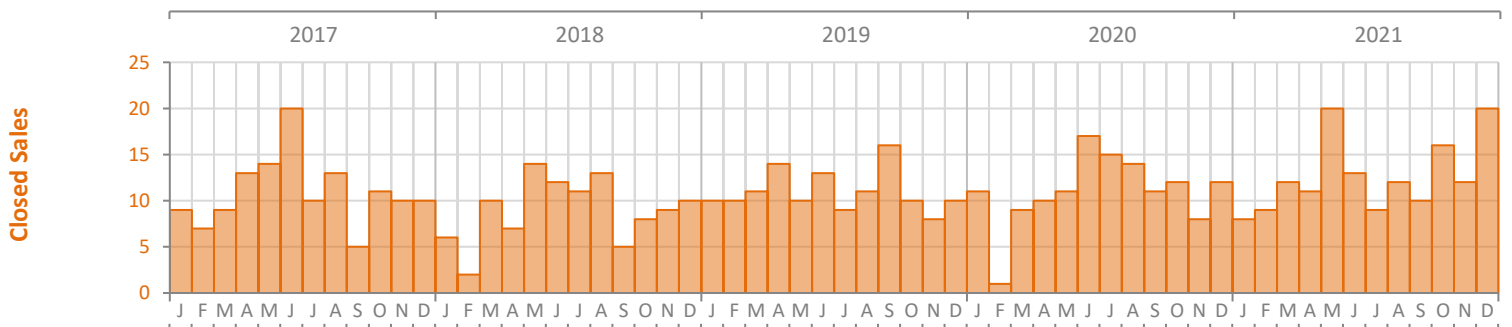
Summary Statistics	December 2021	December 2020	Percent Change Year-over-Year
Closed Sales	20	12	66.7%
Paid in Cash	9	4	125.0%
Median Sale Price	\$178,000	\$139,750	27.4%
Average Sale Price	\$173,759	\$146,333	18.7%
Dollar Volume	\$3.5 Million	\$1.8 Million	97.9%
Median Percent of Original List Price Received	94.9%	94.8%	0.1%
Median Time to Contract	25 Days	20 Days	25.0%
Median Time to Sale	83 Days	88 Days	-5.7%
New Pending Sales	13	5	160.0%
New Listings	13	6	116.7%
Pending Inventory	24	21	14.3%
Inventory (Active Listings)	30	23	30.4%
Months Supply of Inventory	2.4	2.1	14.3%

## 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	152	16.0%
<b>December 2021</b>	<b>20</b>	<b>66.7%</b>
November 2021	12	50.0%
October 2021	16	33.3%
September 2021	10	-9.1%
August 2021	12	-14.3%
July 2021	9	-40.0%
June 2021	13	-23.5%
May 2021	20	81.8%
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%

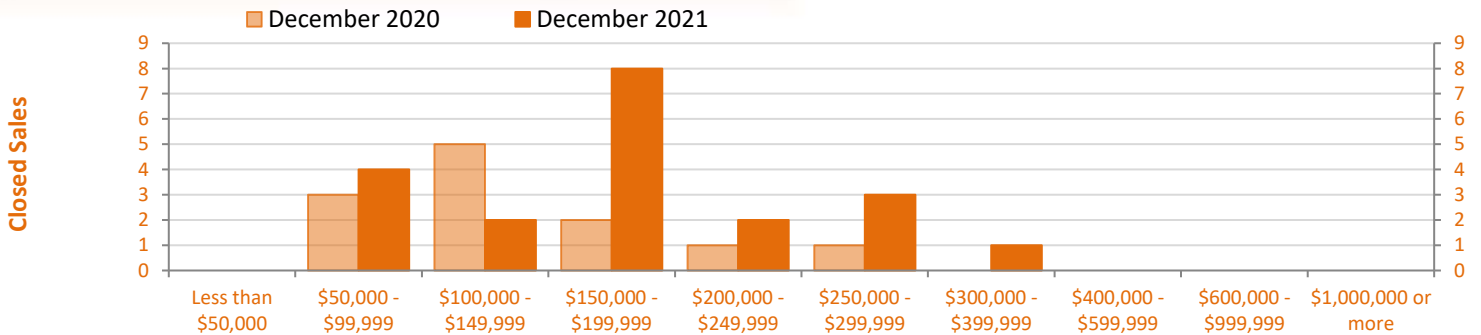


## Closed Sales by Sale Price

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	4	33.3%
\$100,000 - \$149,999	2	-60.0%
\$150,000 - \$199,999	8	300.0%
\$200,000 - \$249,999	2	100.0%
\$250,000 - \$299,999	3	200.0%
\$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	N/A

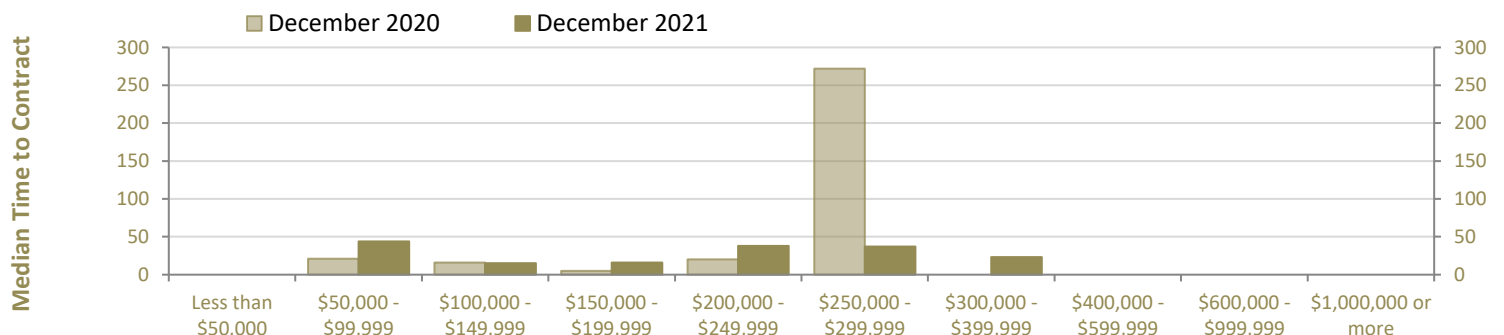


## Median Time to Contract by Sale Price

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	44 Days	109.5%
\$100,000 - \$149,999	15 Days	-6.3%
\$150,000 - \$199,999	16 Days	220.0%
\$200,000 - \$249,999	38 Days	90.0%
\$250,000 - \$299,999	37 Days	-86.4%
\$300,000 - \$399,999	23 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

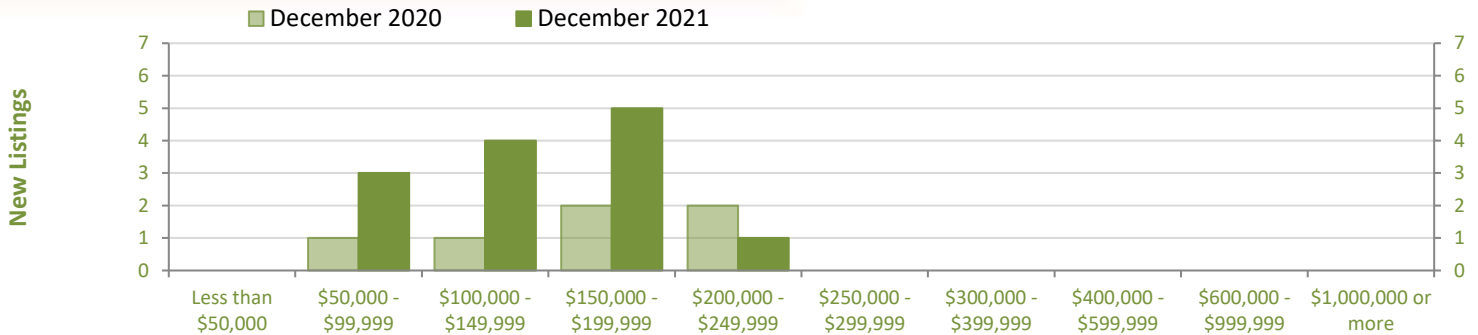


## New Listings by Initial Listing Price

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	3	200.0%
\$100,000 - \$149,999	4	300.0%
\$150,000 - \$199,999	5	150.0%
\$200,000 - \$249,999	1	-50.0%
\$250,000 - \$299,999	0	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

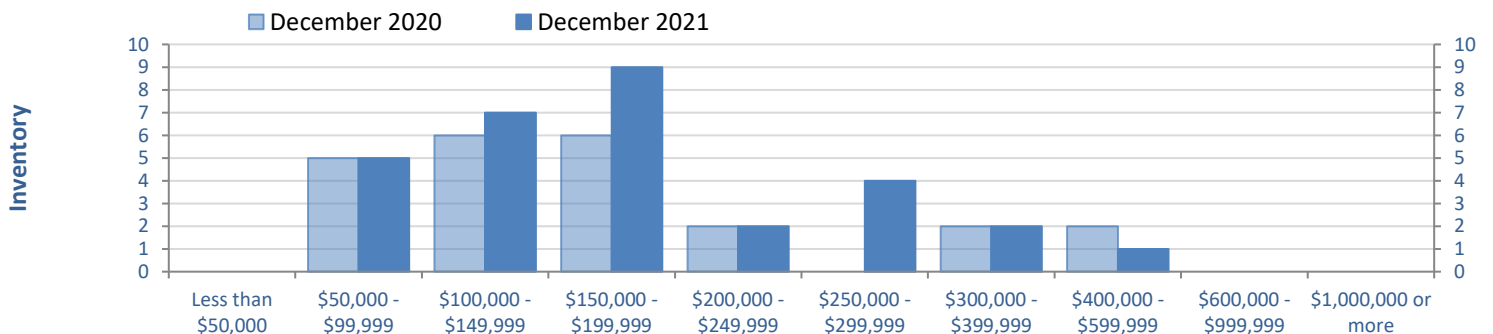


## Inventory by Current Listing Price

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	5	0.0%
\$100,000 - \$149,999	7	16.7%
\$150,000 - \$199,999	9	50.0%
\$200,000 - \$249,999	2	0.0%
\$250,000 - \$299,999	4	N/A
\$300,000 - \$399,999	2	0.0%
\$400,000 - \$599,999	1	-50.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A



# Monthly Distressed Market - December 2021

## Manufactured Homes

### Alachua County



		December 2021	December 2020	Percent Change Year-over-Year
Traditional	Closed Sales	20	12	66.7%
	Median Sale Price	\$178,000	\$139,750	27.4%
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

