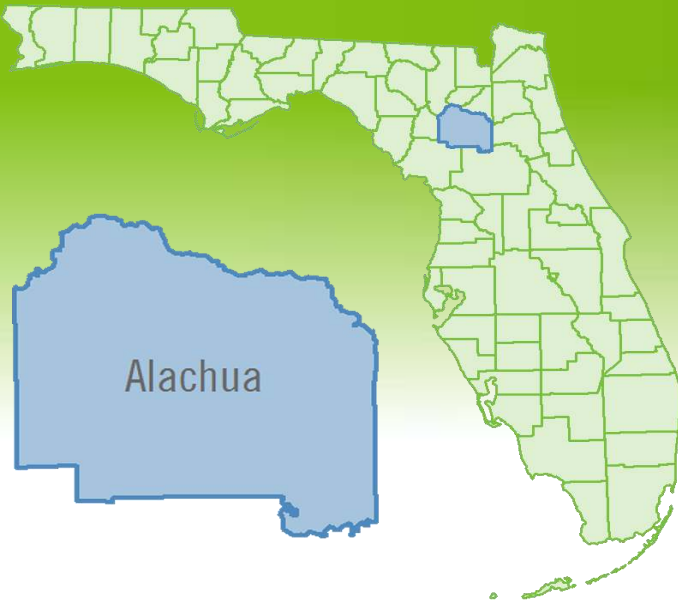


# Monthly Market Detail - November 2021

## Single-Family Homes

### Alachua County



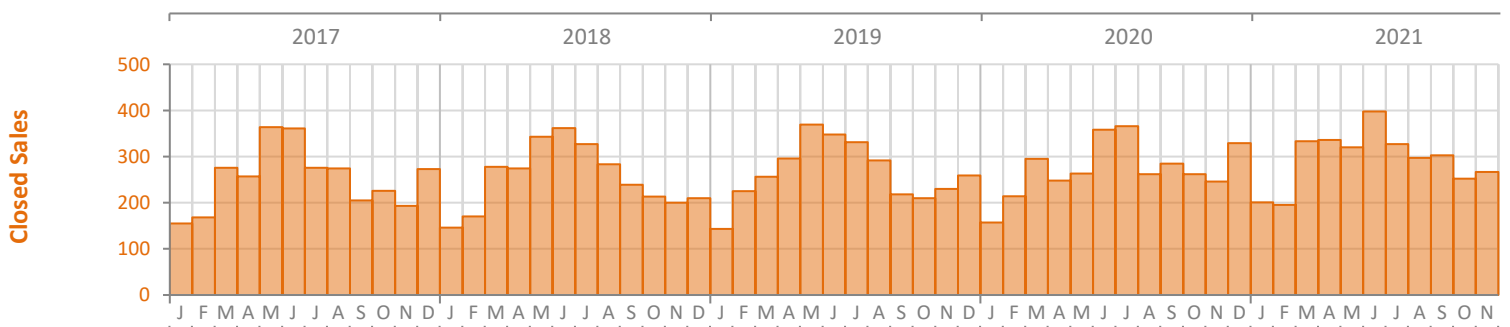
Summary Statistics	November 2021	November 2020	Percent Change Year-over-Year
Closed Sales	267	246	8.5%
Paid in Cash	60	56	7.1%
Median Sale Price	\$320,000	\$261,950	22.2%
Average Sale Price	\$379,525	\$298,271	27.2%
Dollar Volume	\$101.3 Million	\$73.4 Million	38.1%
Median Percent of Original List Price Received	99.3%	98.2%	1.1%
Median Time to Contract	16 Days	21 Days	-23.8%
Median Time to Sale	65 Days	69 Days	-5.8%
New Pending Sales	258	250	3.2%
New Listings	217	217	0.0%
Pending Inventory	488	488	0.0%
Inventory (Active Listings)	333	469	-29.0%
Months Supply of Inventory	1.1	1.8	-38.9%

## 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	3,229	9.2%
<b>November 2021</b>	<b>267</b>	<b>8.5%</b>
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%
November 2020	246	7.0%

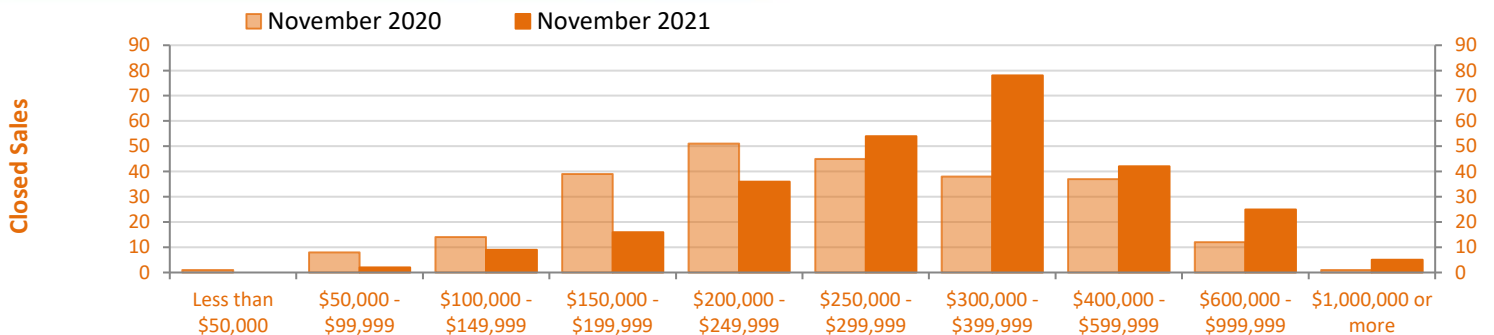


## Closed Sales by Sale Price

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	-100.0%
\$50,000 - \$99,999	2	-75.0%
\$100,000 - \$149,999	9	-35.7%
\$150,000 - \$199,999	16	-59.0%
\$200,000 - \$249,999	36	-29.4%
\$250,000 - \$299,999	54	20.0%
\$300,000 - \$399,999	78	105.3%
\$400,000 - \$599,999	42	13.5%
\$600,000 - \$999,999	25	108.3%
\$1,000,000 or more	5	400.0%



## 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	42 Days	-4.5%
\$100,000 - \$149,999	11 Days	-8.3%
\$150,000 - \$199,999	17 Days	142.9%
\$200,000 - \$249,999	14 Days	0.0%
\$250,000 - \$299,999	10 Days	-52.4%
\$300,000 - \$399,999	18 Days	-21.7%
\$400,000 - \$599,999	17 Days	-58.5%
\$600,000 - \$999,999	17 Days	-70.2%
\$1,000,000 or more	14 Days	N/A

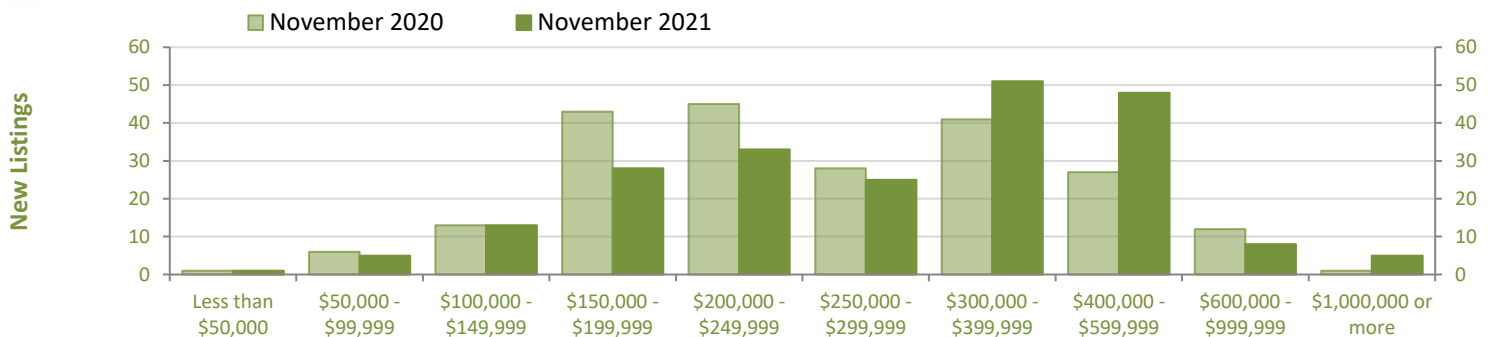


## New Listings by Initial Listing Price

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	5	-16.7%
\$100,000 - \$149,999	13	0.0%
\$150,000 - \$199,999	28	-34.9%
\$200,000 - \$249,999	33	-26.7%
\$250,000 - \$299,999	25	-10.7%
\$300,000 - \$399,999	51	24.4%
\$400,000 - \$599,999	48	77.8%
\$600,000 - \$999,999	8	-33.3%
\$1,000,000 or more	5	400.0%

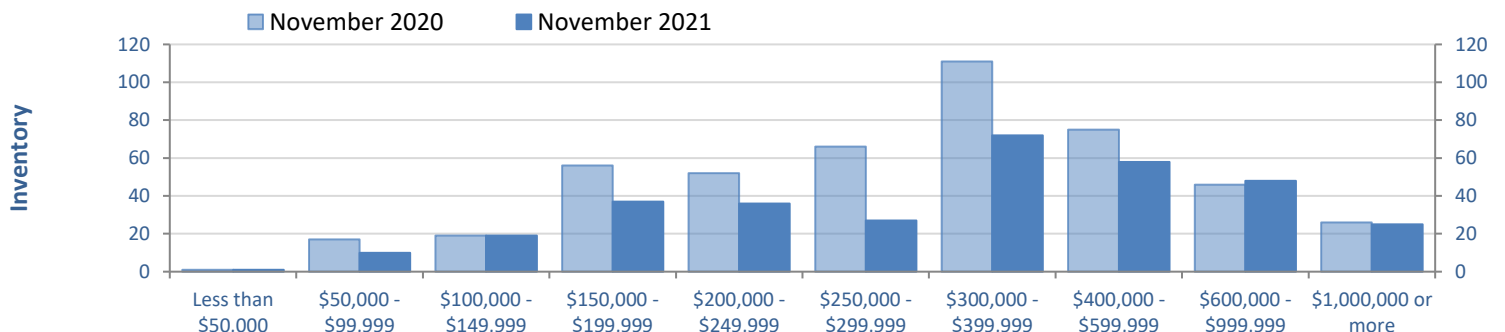


## Inventory by Current Listing Price

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	1	0.0%
\$50,000 - \$99,999	10	-41.2%
\$100,000 - \$149,999	19	0.0%
\$150,000 - \$199,999	37	-33.9%
\$200,000 - \$249,999	36	-30.8%
\$250,000 - \$299,999	27	-59.1%
\$300,000 - \$399,999	72	-35.1%
\$400,000 - \$599,999	58	-22.7%
\$600,000 - \$999,999	48	4.3%
\$1,000,000 or more	25	-3.8%



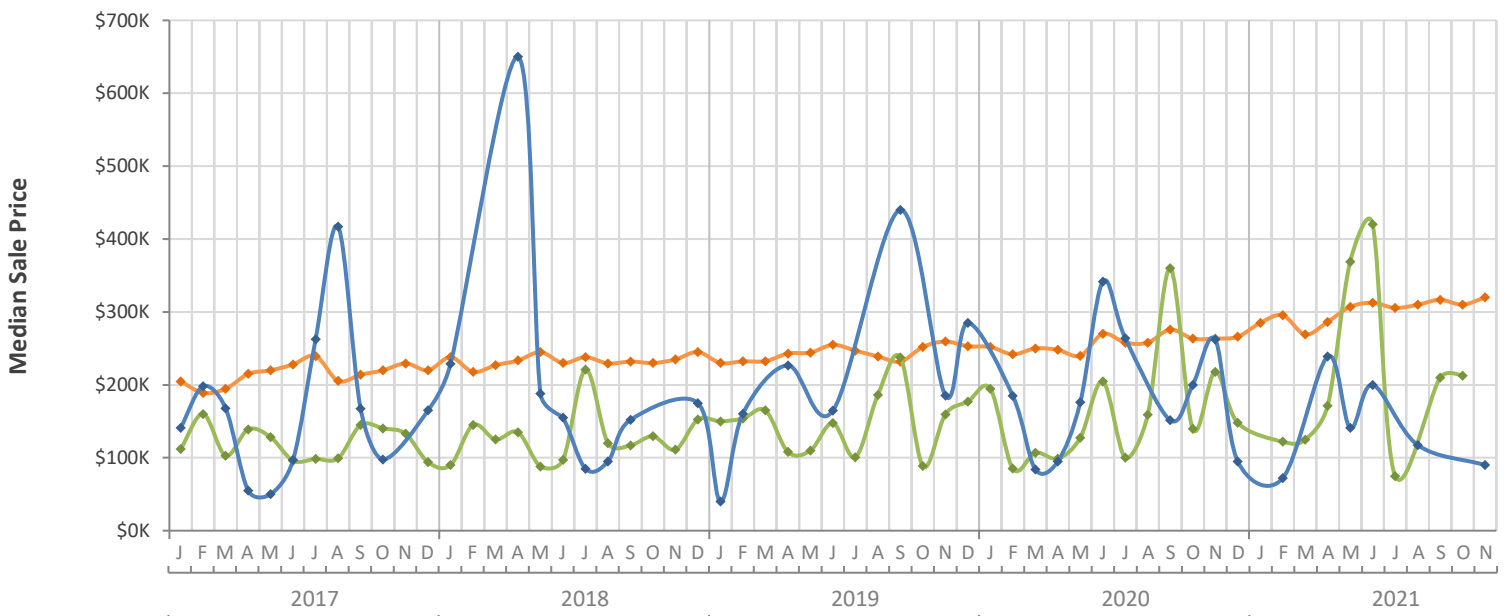
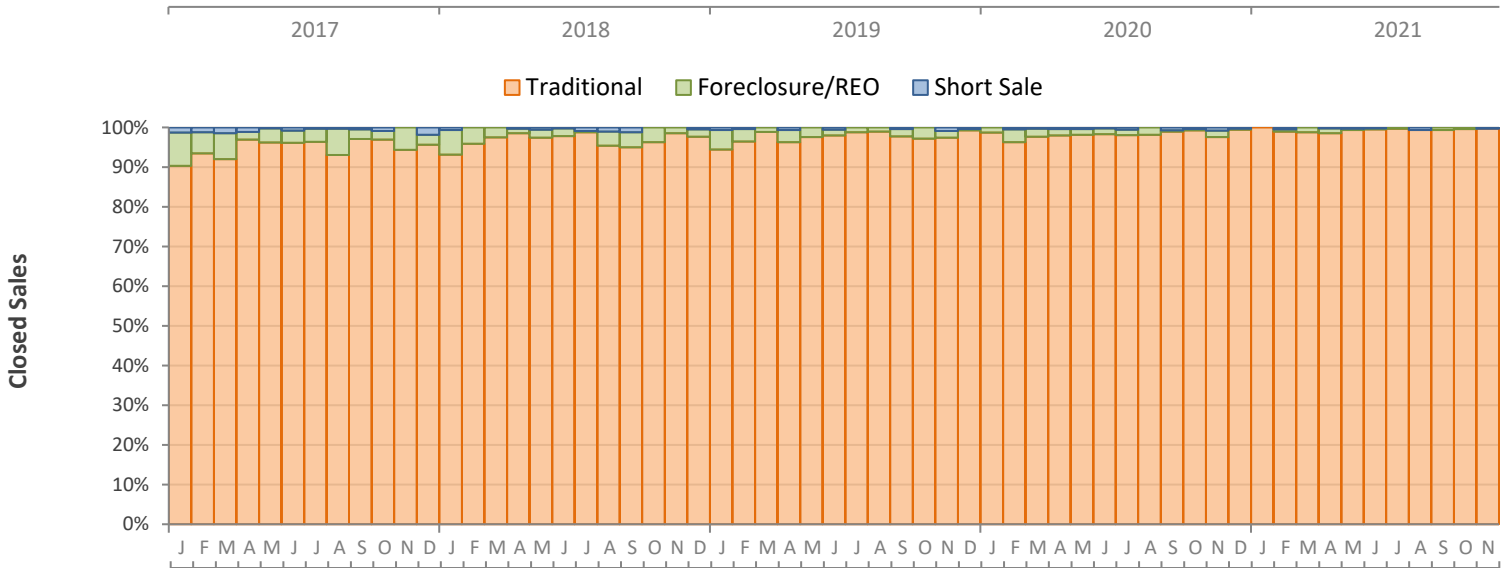
# Monthly Distressed Market - November 2021

## Single-Family Homes

### Alachua County



		November 2021	November 2020	Percent Change Year-over-Year
Traditional	Closed Sales	266	240	10.8%
	Median Sale Price	\$320,000	\$263,500	21.4%
Foreclosure/REO	Closed Sales	0	4	-100.0%
	Median Sale Price	(No Sales)	\$218,000	N/A
Short Sale	Closed Sales	1	2	-50.0%
	Median Sale Price	\$90,000	\$262,000	-65.6%



# Monthly Market Detail - November 2021

## Townhouses and Condos

### Alachua County



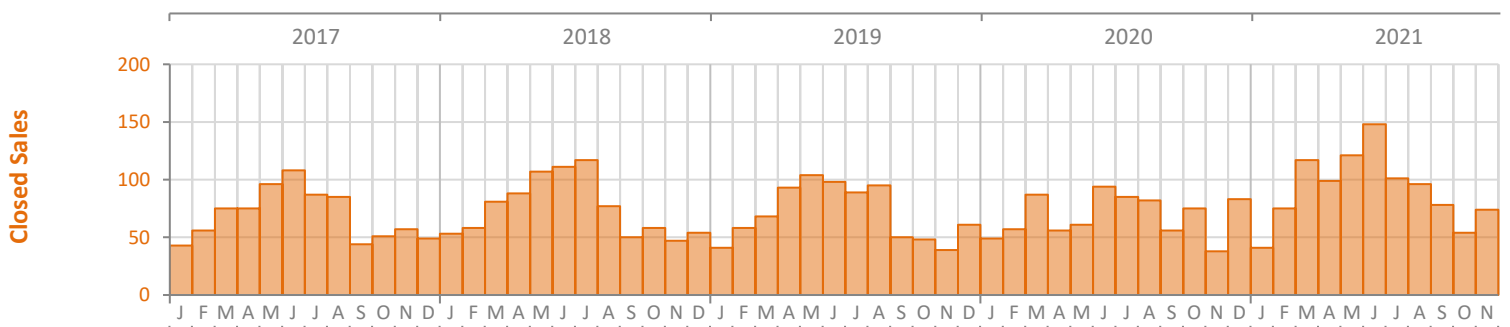
Summary Statistics	November 2021	November 2020	Percent Change Year-over-Year
Closed Sales	74	38	94.7%
Paid in Cash	36	18	100.0%
Median Sale Price	\$154,950	\$133,750	15.9%
Average Sale Price	\$163,792	\$140,816	16.3%
Dollar Volume	\$12.1 Million	\$5.4 Million	126.5%
Median Percent of Original List Price Received	96.9%	97.4%	-0.5%
Median Time to Contract	26 Days	31 Days	-16.1%
Median Time to Sale	75 Days	75 Days	0.0%
New Pending Sales	69	71	-2.8%
New Listings	43	74	-41.9%
Pending Inventory	98	110	-10.9%
Inventory (Active Listings)	99	186	-46.8%
Months Supply of Inventory	1.1	2.8	-60.7%

## 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	1,004	35.7%
<b>November 2021</b>	<b>74</b>	<b>94.7%</b>
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%
November 2020	38	-2.6%



## 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	N/A
\$50,000 - \$99,999	16	45.5%
\$100,000 - \$149,999	19	111.1%
\$150,000 - \$199,999	17	21.4%
\$200,000 - \$249,999	12	500.0%
\$250,000 - \$299,999	6	200.0%
\$300,000 - \$399,999	2	N/A
\$400,000 - \$599,999	1	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

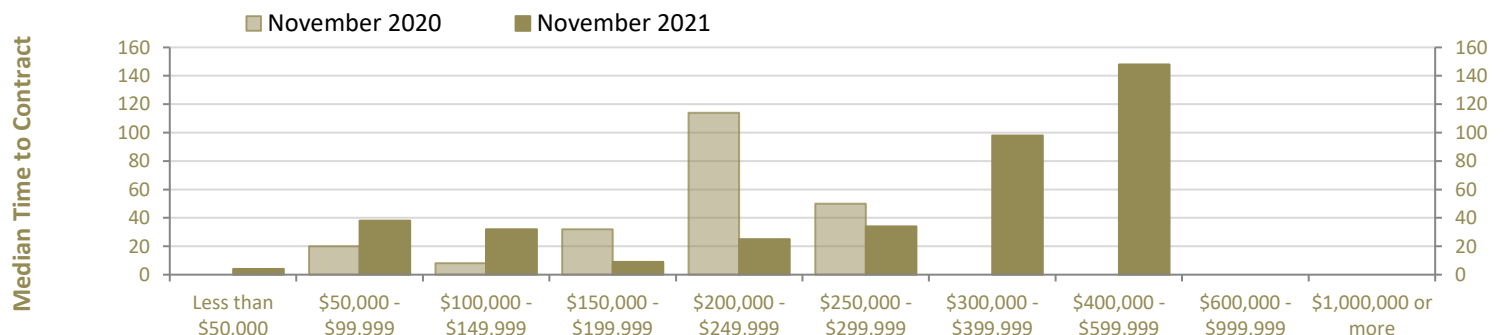


## Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the 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	4 Days	N/A
\$50,000 - \$99,999	38 Days	90.0%
\$100,000 - \$149,999	32 Days	300.0%
\$150,000 - \$199,999	9 Days	-71.9%
\$200,000 - \$249,999	25 Days	-78.1%
\$250,000 - \$299,999	34 Days	-32.0%
\$300,000 - \$399,999	98 Days	N/A
\$400,000 - \$599,999	148 Days	N/A
\$600,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	(No Sales)	N/A

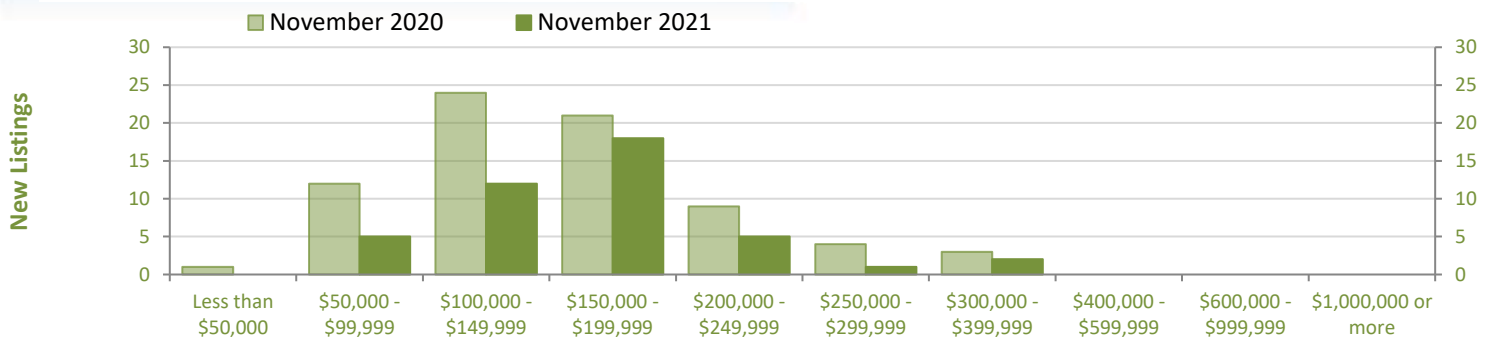


## New Listings by Initial Listing Price

The number of properties put onto the market during the 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	5	-58.3%
\$100,000 - \$149,999	12	-50.0%
\$150,000 - \$199,999	18	-14.3%
\$200,000 - \$249,999	5	-44.4%
\$250,000 - \$299,999	1	-75.0%
\$300,000 - \$399,999	2	-33.3%
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

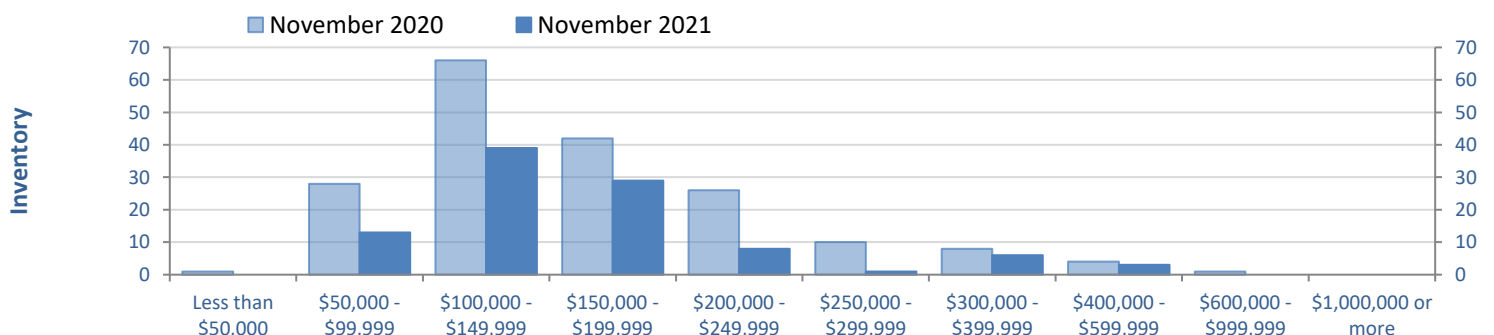


## Inventory by Current Listing Price

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	-100.0%
\$50,000 - \$99,999	13	-53.6%
\$100,000 - \$149,999	39	-40.9%
\$150,000 - \$199,999	29	-31.0%
\$200,000 - \$249,999	8	-69.2%
\$250,000 - \$299,999	1	-90.0%
\$300,000 - \$399,999	6	-25.0%
\$400,000 - \$599,999	3	-25.0%
\$600,000 - \$999,999	0	-100.0%
\$1,000,000 or more	0	N/A



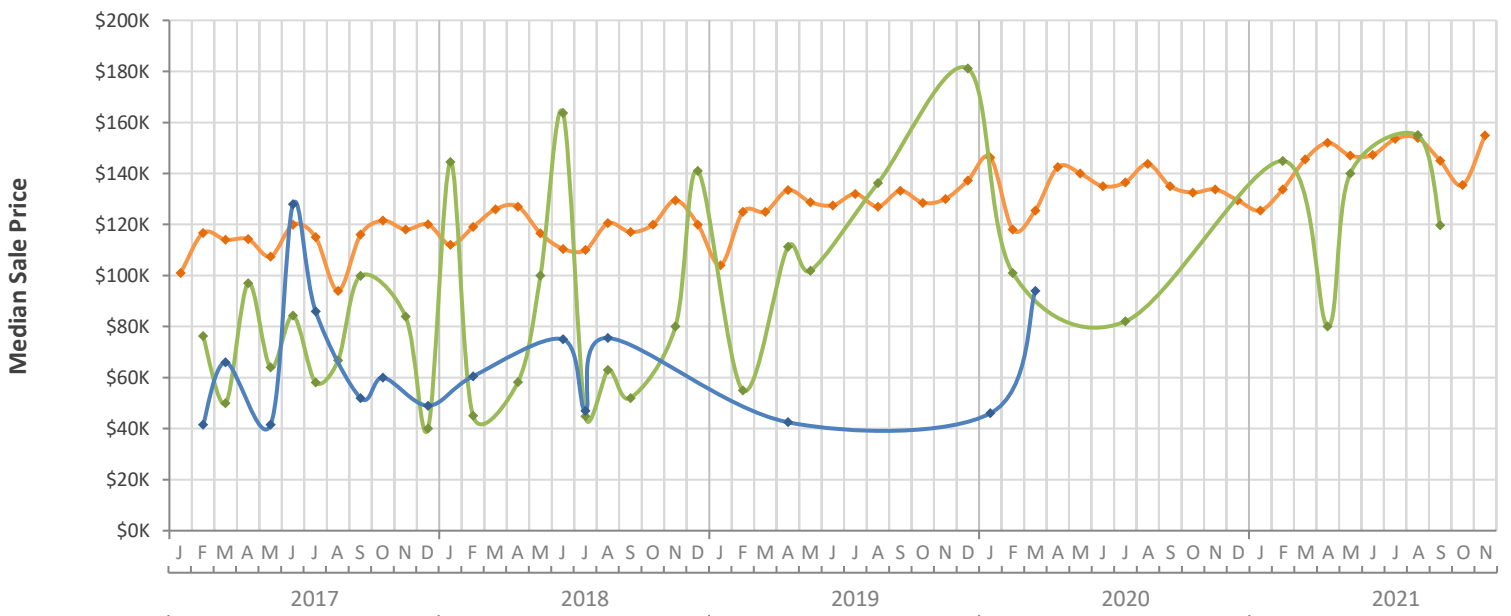
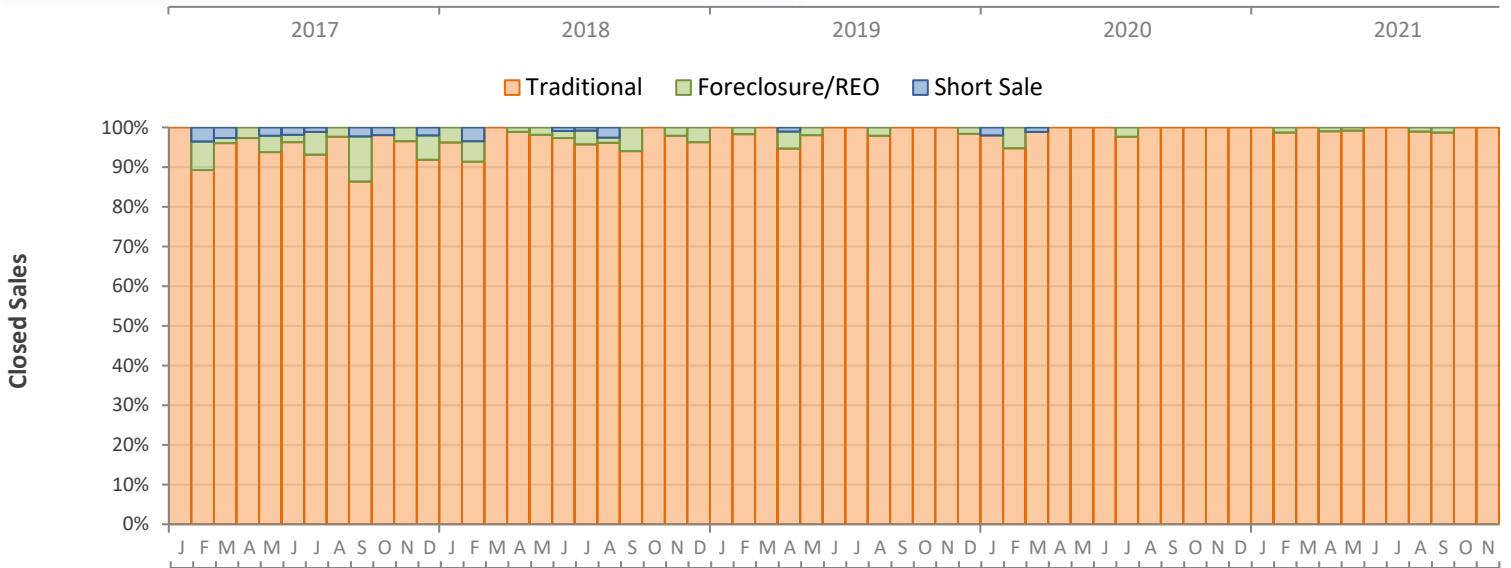
# Monthly Distressed Market - November 2021

## Townhouses and Condos

### Alachua County



		November 2021	November 2020	Percent Change Year-over-Year
Traditional	Closed Sales	74	38	94.7%
	Median Sale Price	\$154,950	\$133,750	15.9%
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

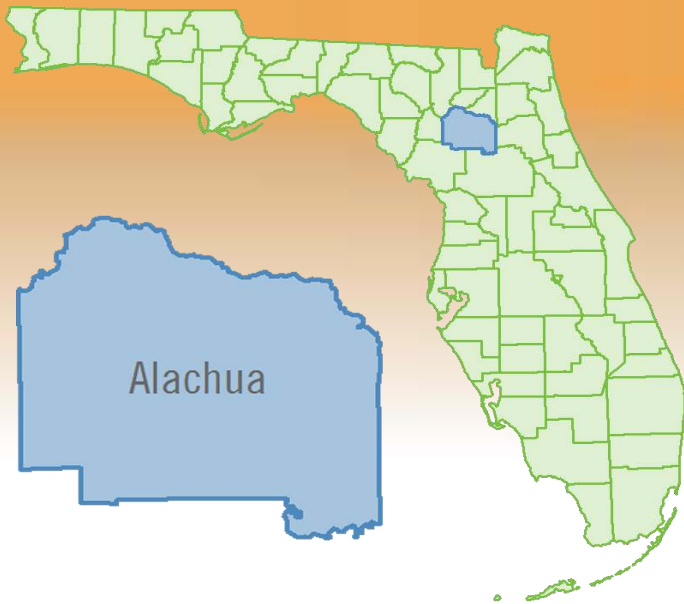




# Monthly Market Detail - November 2021

## Manufactured Homes

### Alachua County



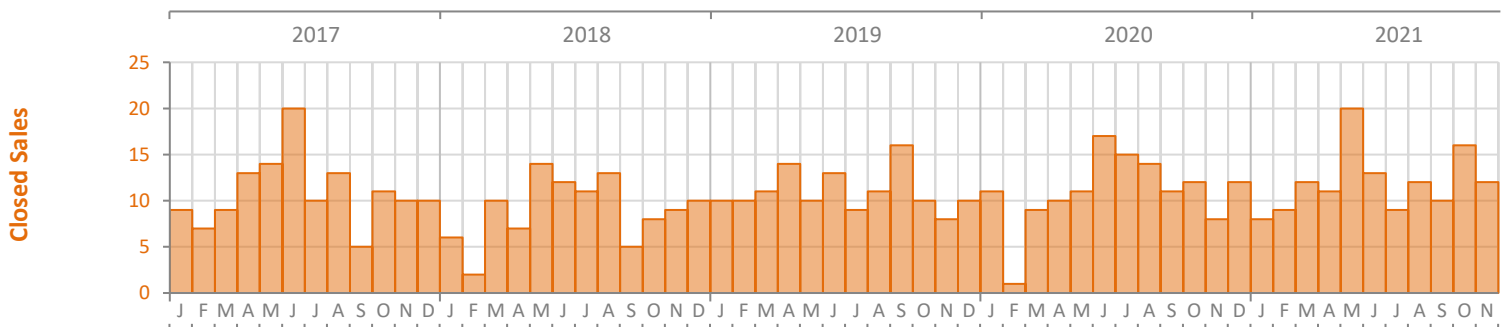
Summary Statistics	November 2021	November 2020	Percent Change Year-over-Year
Closed Sales	12	8	50.0%
Paid in Cash	3	3	0.0%
Median Sale Price	\$193,000	\$102,750	87.8%
Average Sale Price	\$191,494	\$114,563	67.2%
Dollar Volume	\$2.3 Million	\$916,504	150.7%
Median Percent of Original List Price Received	94.2%	100.1%	-5.9%
Median Time to Contract	23 Days	23 Days	0.0%
Median Time to Sale	72 Days	66 Days	9.1%
New Pending Sales	11	17	-35.3%
New Listings	9	16	-43.8%
Pending Inventory	33	29	13.8%
Inventory (Active Listings)	29	29	0.0%
Months Supply of Inventory	2.4	2.7	-11.1%

## 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	132	10.9%
<b>November 2021</b>	<b>12</b>	<b>50.0%</b>
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%
November 2020	8	0.0%

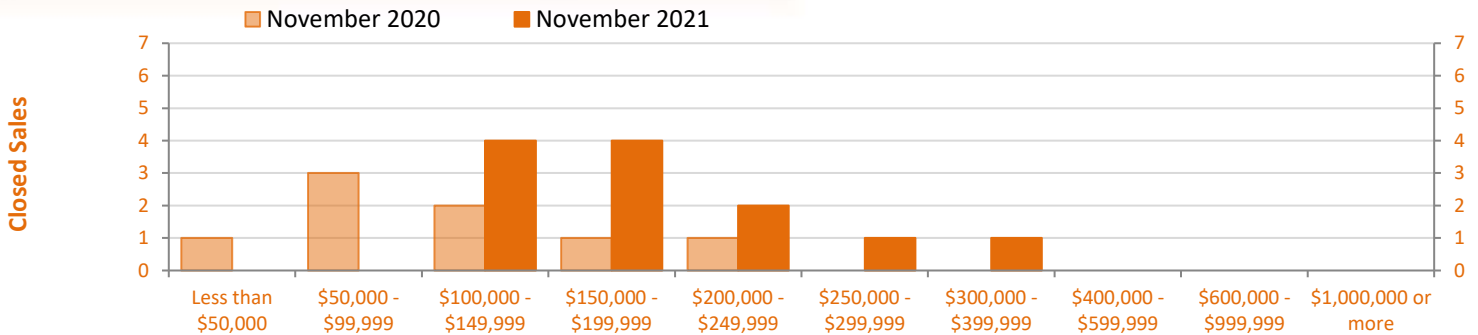


## Closed Sales by Sale Price

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	-100.0%
\$50,000 - \$99,999	0	-100.0%
\$100,000 - \$149,999	4	100.0%
\$150,000 - \$199,999	4	300.0%
\$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	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

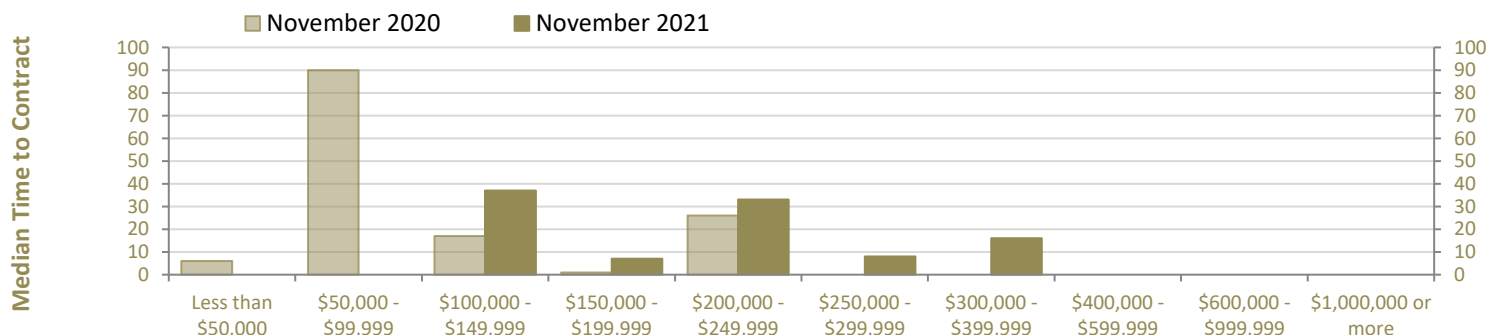


## Median Time to Contract by Sale Price

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	(No Sales)	N/A
\$50,000 - \$99,999	(No Sales)	N/A
\$100,000 - \$149,999	37 Days	117.6%
\$150,000 - \$199,999	7 Days	600.0%
\$200,000 - \$249,999	33 Days	26.9%
\$250,000 - \$299,999	8 Days	N/A
\$300,000 - \$399,999	16 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

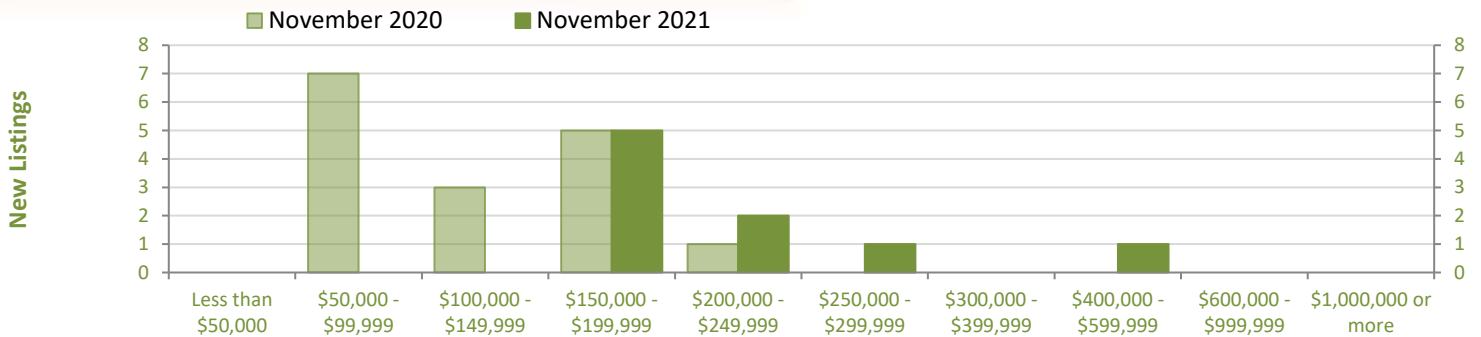


## New Listings by Initial Listing Price

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	0	-100.0%
\$100,000 - \$149,999	0	-100.0%
\$150,000 - \$199,999	5	0.0%
\$200,000 - \$249,999	2	100.0%
\$250,000 - \$299,999	1	N/A
\$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

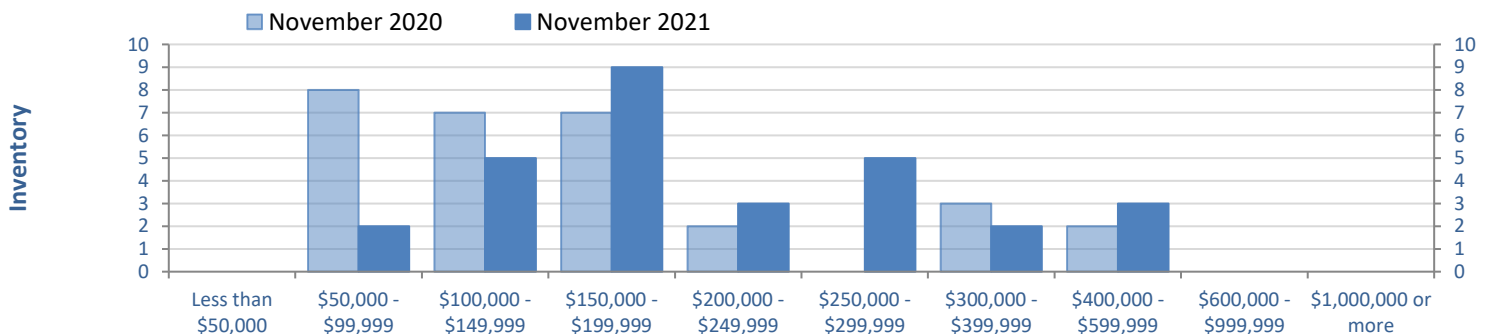


## Inventory by Current Listing Price

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	2	-75.0%
\$100,000 - \$149,999	5	-28.6%
\$150,000 - \$199,999	9	28.6%
\$200,000 - \$249,999	3	50.0%
\$250,000 - \$299,999	5	N/A
\$300,000 - \$399,999	2	-33.3%
\$400,000 - \$599,999	3	50.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A



# Monthly Distressed Market - November 2021

## Manufactured Homes

### Alachua County



		November 2021	November 2020	Percent Change Year-over-Year
Traditional	Closed Sales	12	6	100.0%
	Median Sale Price	\$193,000	\$102,750	87.8%
Foreclosure/REO	Closed Sales	0	2	-100.0%
	Median Sale Price	(No Sales)	\$88,000	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

