

# Monthly Market Detail - October 2021

## Single-Family Homes

### Alachua County



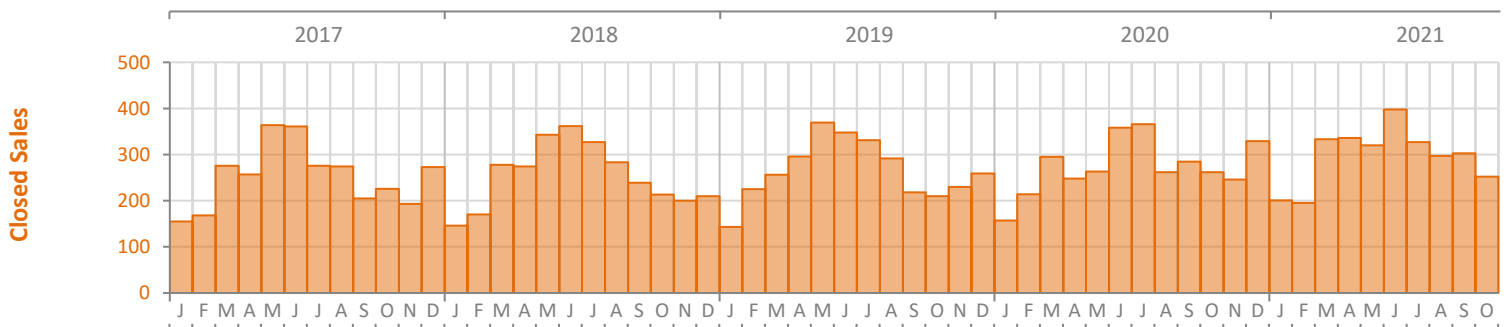
Summary Statistics	October 2021	October 2020	Percent Change Year-over-Year
Closed Sales	252	262	-3.8%
Paid in Cash	54	48	12.5%
Median Sale Price	\$310,000	\$262,500	18.1%
Average Sale Price	\$337,715	\$293,881	14.9%
Dollar Volume	\$85.1 Million	\$77.0 Million	10.5%
Median Percent of Original List Price Received	100.0%	98.3%	1.7%
Median Time to Contract	9 Days	15 Days	-40.0%
Median Time to Sale	57 Days	65 Days	-12.3%
New Pending Sales	301	289	4.2%
New Listings	276	295	-6.4%
Pending Inventory	919	489	87.9%
Inventory (Active Listings)	705	525	34.3%
Months Supply of Inventory	2.4	2.0	20.0%

## 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	2,962	9.3%
<b>October 2021</b>	<b>252</b>	<b>-3.8%</b>
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%
October 2020	262	24.8%

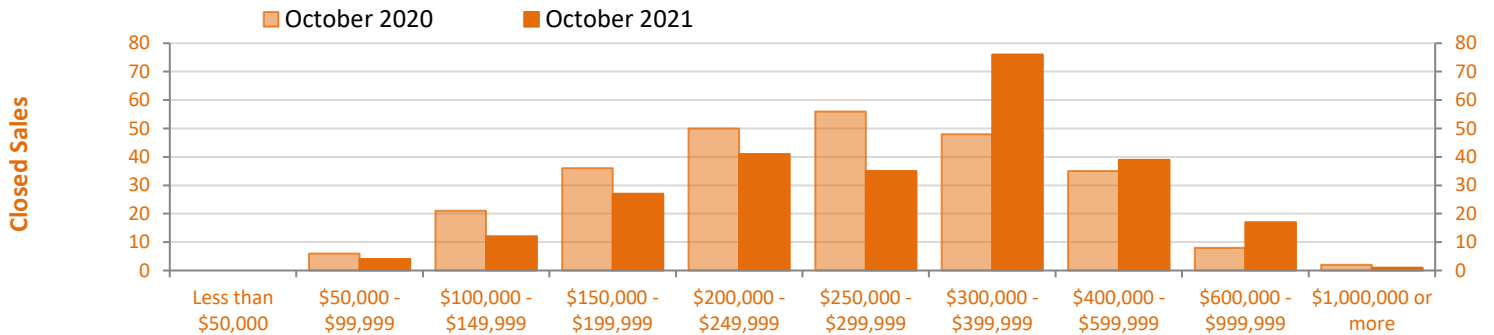


## Closed Sales by Sale Price

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	4	-33.3%
\$100,000 - \$149,999	12	-42.9%
\$150,000 - \$199,999	27	-25.0%
\$200,000 - \$249,999	41	-18.0%
\$250,000 - \$299,999	35	-37.5%
\$300,000 - \$399,999	76	58.3%
\$400,000 - \$599,999	39	11.4%
\$600,000 - \$999,999	17	112.5%
\$1,000,000 or more	1	-50.0%

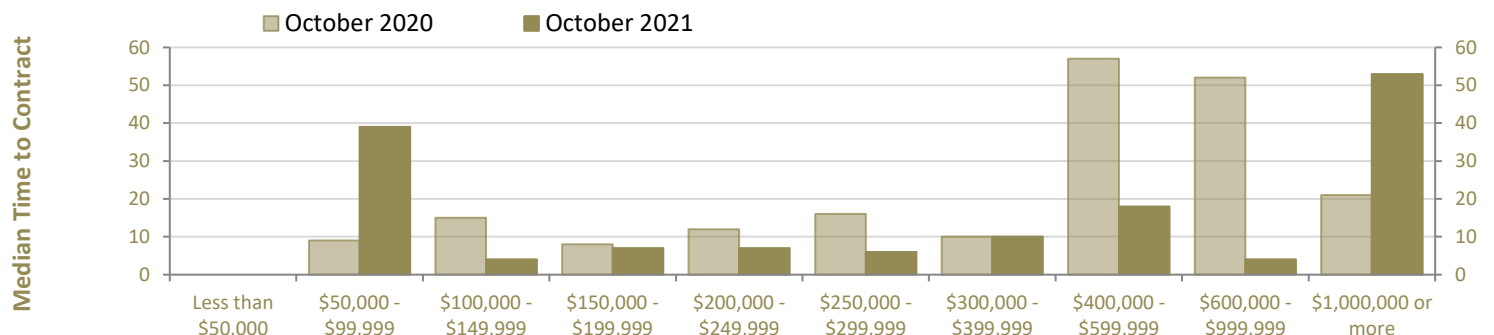


## Median Time to Contract by Sale Price

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	(No Sales)	N/A
\$50,000 - \$99,999	39 Days	333.3%
\$100,000 - \$149,999	4 Days	-73.3%
\$150,000 - \$199,999	7 Days	-12.5%
\$200,000 - \$249,999	7 Days	-41.7%
\$250,000 - \$299,999	6 Days	-62.5%
\$300,000 - \$399,999	10 Days	0.0%
\$400,000 - \$599,999	18 Days	-68.4%
\$600,000 - \$999,999	4 Days	-92.3%
\$1,000,000 or more	53 Days	152.4%

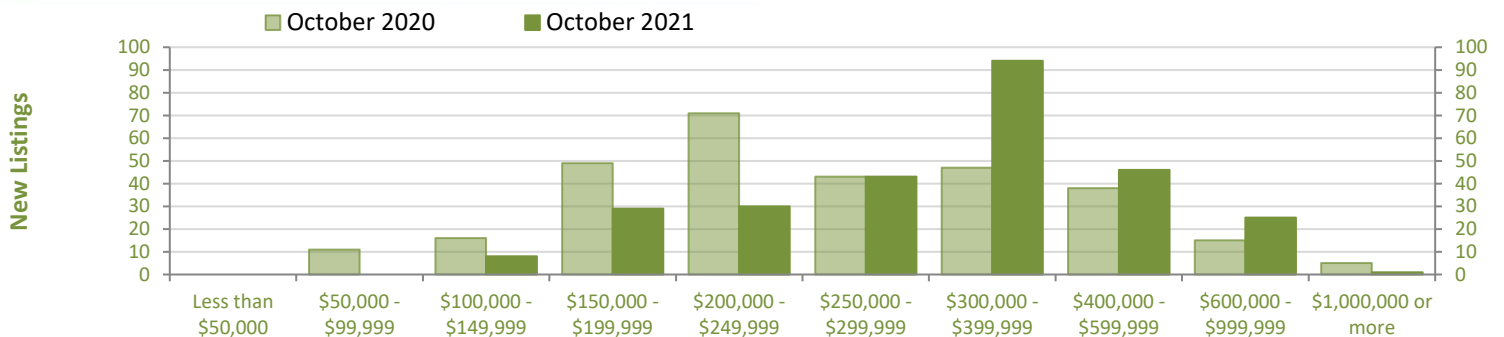


## New Listings by Initial Listing Price

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	8	-50.0%
\$150,000 - \$199,999	29	-40.8%
\$200,000 - \$249,999	30	-57.7%
\$250,000 - \$299,999	43	0.0%
\$300,000 - \$399,999	94	100.0%
\$400,000 - \$599,999	46	21.1%
\$600,000 - \$999,999	25	66.7%
\$1,000,000 or more	1	-80.0%

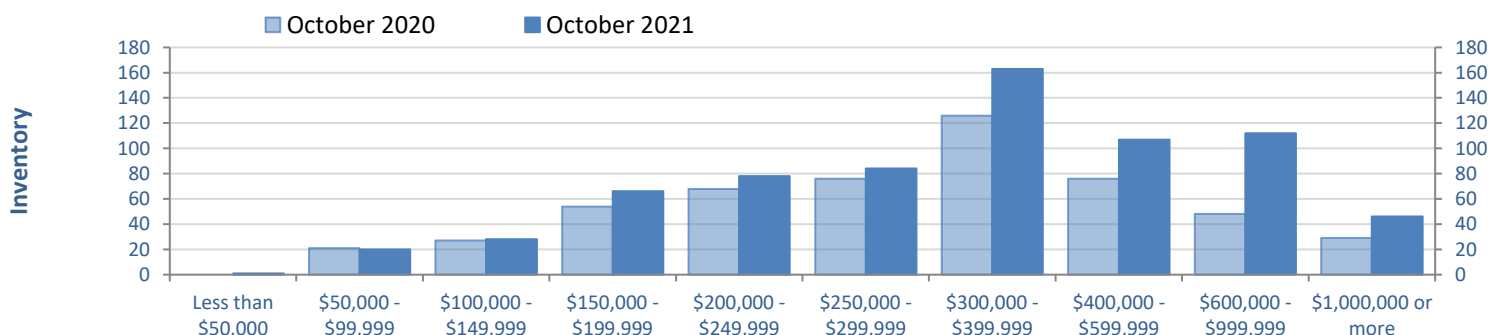


## Inventory by Current Listing Price

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	N/A
\$50,000 - \$99,999	20	-4.8%
\$100,000 - \$149,999	28	3.7%
\$150,000 - \$199,999	66	22.2%
\$200,000 - \$249,999	78	14.7%
\$250,000 - \$299,999	84	10.5%
\$300,000 - \$399,999	163	29.4%
\$400,000 - \$599,999	107	40.8%
\$600,000 - \$999,999	112	133.3%
\$1,000,000 or more	46	58.6%



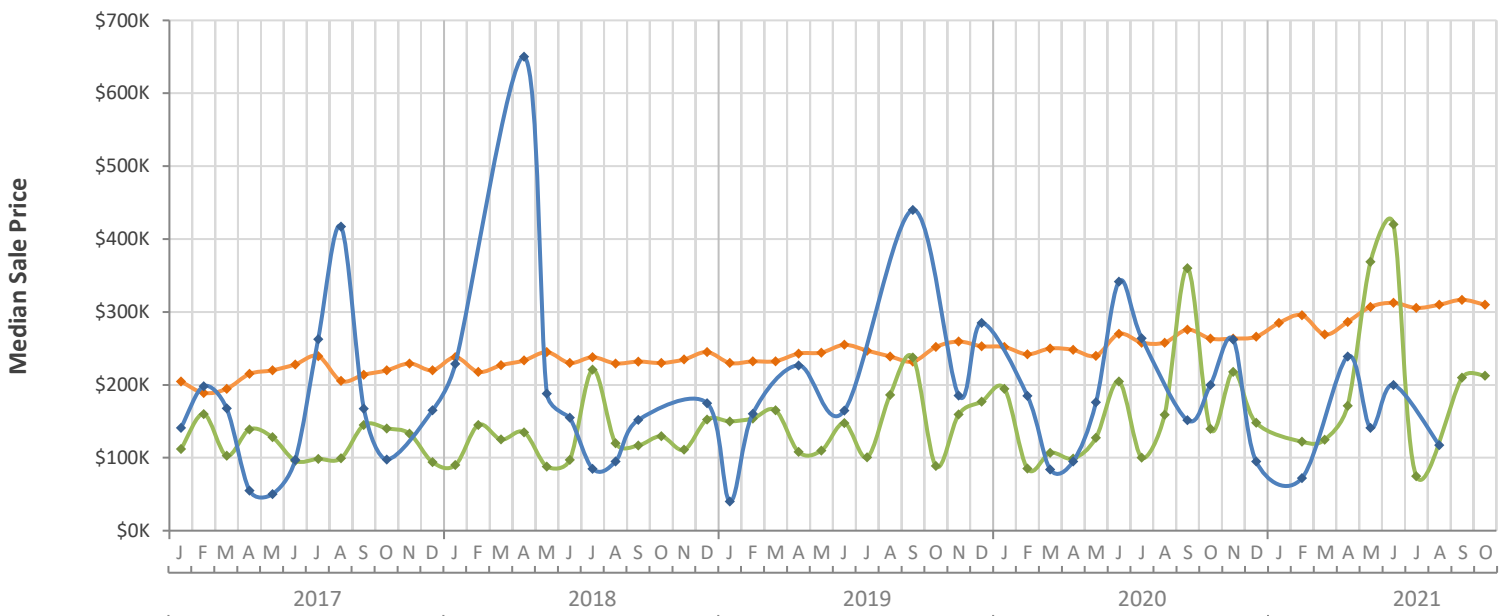
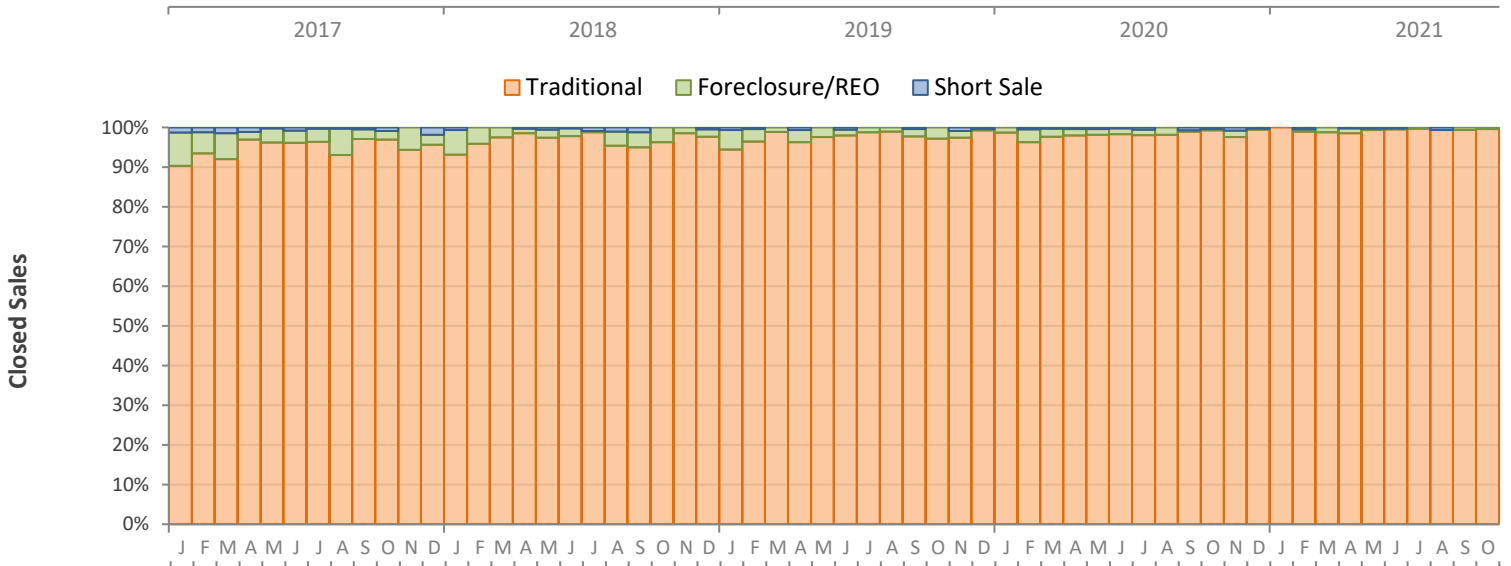
# Monthly Distressed Market - October 2021

## Single-Family Homes

### Alachua County



		October 2021	October 2020	Percent Change Year-over-Year
Traditional	Closed Sales	251	260	-3.5%
	Median Sale Price	\$310,000	\$263,500	17.6%
Foreclosure/REO	Closed Sales	1	1	0.0%
	Median Sale Price	\$212,651	\$139,900	52.0%
Short Sale	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$199,900	N/A



# Monthly Market Detail - October 2021

## Townhouses and Condos

### Alachua County



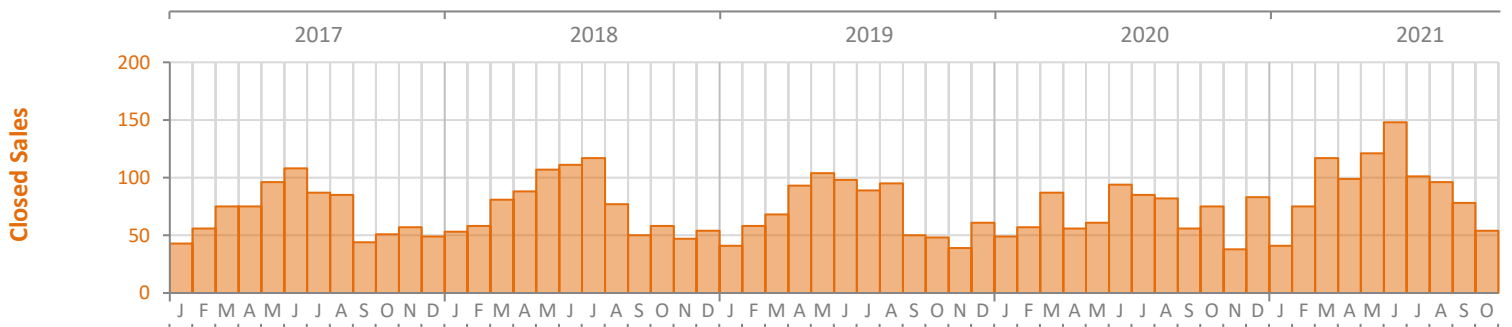
Summary Statistics	October 2021	October 2020	Percent Change Year-over-Year
Closed Sales	54	75	-28.0%
Paid in Cash	25	36	-30.6%
Median Sale Price	\$135,450	\$132,500	2.2%
Average Sale Price	\$145,516	\$136,576	6.5%
Dollar Volume	\$7.9 Million	\$10.2 Million	-23.3%
Median Percent of Original List Price Received	97.7%	97.7%	0.0%
Median Time to Contract	14 Days	24 Days	-41.7%
Median Time to Sale	70 Days	61 Days	14.8%
New Pending Sales	75	60	25.0%
New Listings	76	88	-13.6%
Pending Inventory	224	79	183.5%
Inventory (Active Listings)	195	190	2.6%
Months Supply of Inventory	2.2	2.8	-21.4%

## 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	930	32.5%
<b>October 2021</b>	<b>54</b>	<b>-28.0%</b>
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%
October 2020	75	56.3%



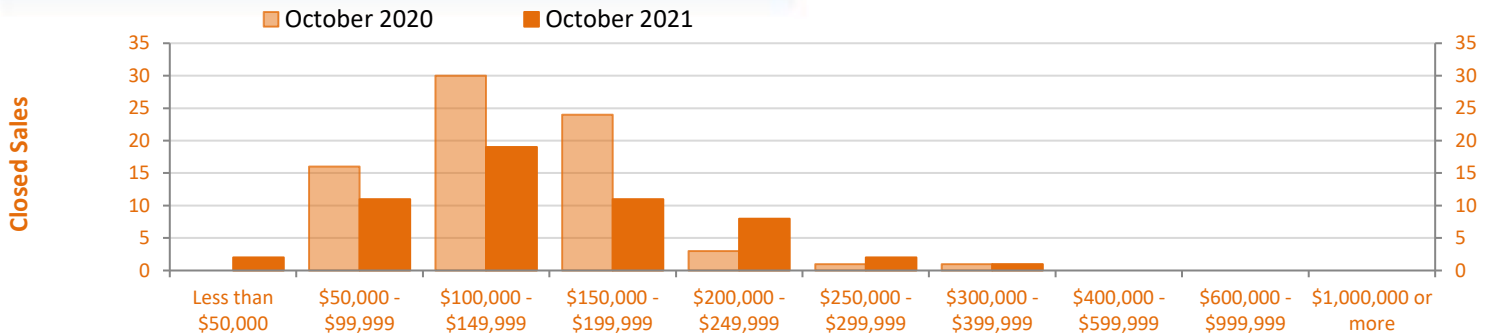


## Closed Sales by Sale Price

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	2	N/A
\$50,000 - \$99,999	11	-31.3%
\$100,000 - \$149,999	19	-36.7%
\$150,000 - \$199,999	11	-54.2%
\$200,000 - \$249,999	8	166.7%
\$250,000 - \$299,999	2	100.0%
\$300,000 - \$399,999	1	0.0%
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

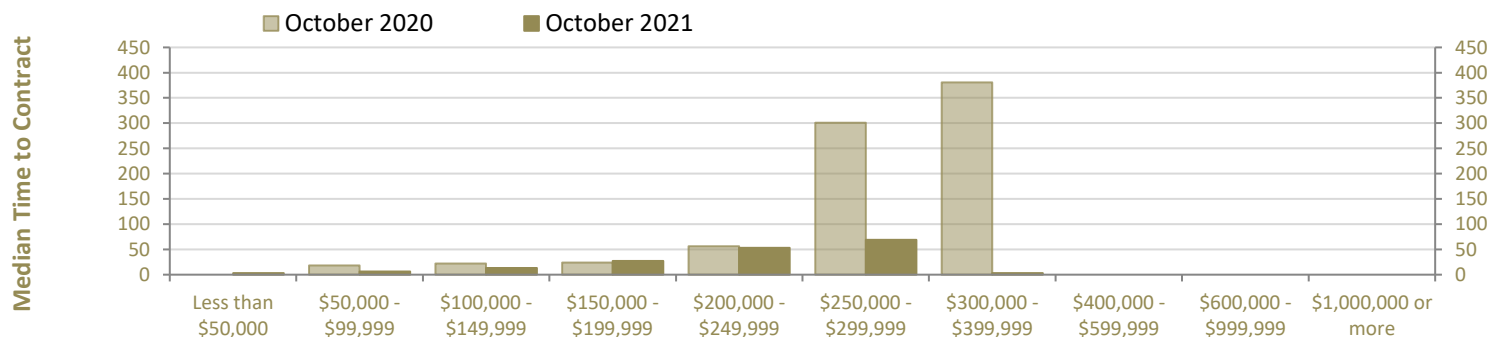


## Median Time to Contract by Sale Price

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	3 Days	N/A
\$50,000 - \$99,999	6 Days	-66.7%
\$100,000 - \$149,999	13 Days	-40.9%
\$150,000 - \$199,999	27 Days	12.5%
\$200,000 - \$249,999	53 Days	-5.4%
\$250,000 - \$299,999	69 Days	-77.1%
\$300,000 - \$399,999	3 Days	-99.2%
\$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

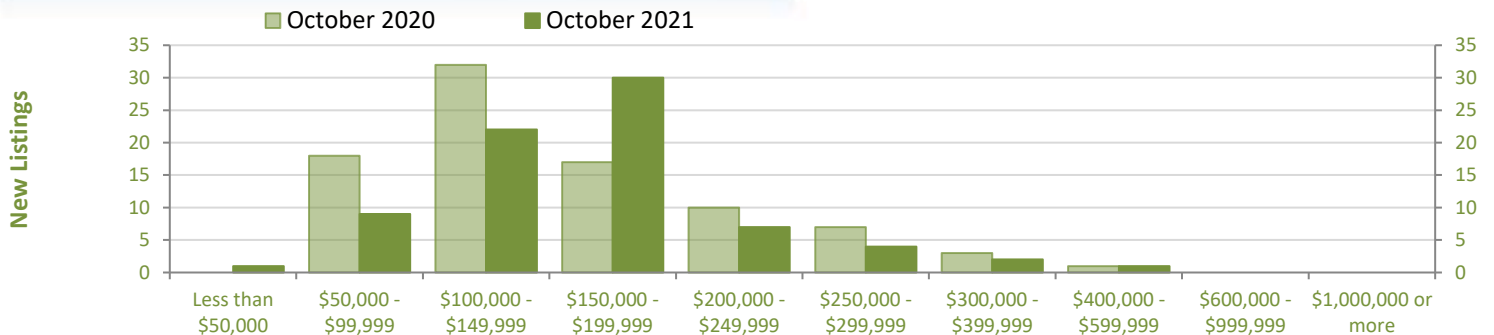


## New Listings by Initial Listing Price

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	N/A
\$50,000 - \$99,999	9	-50.0%
\$100,000 - \$149,999	22	-31.3%
\$150,000 - \$199,999	30	76.5%
\$200,000 - \$249,999	7	-30.0%
\$250,000 - \$299,999	4	-42.9%
\$300,000 - \$399,999	2	-33.3%
\$400,000 - \$599,999	1	0.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

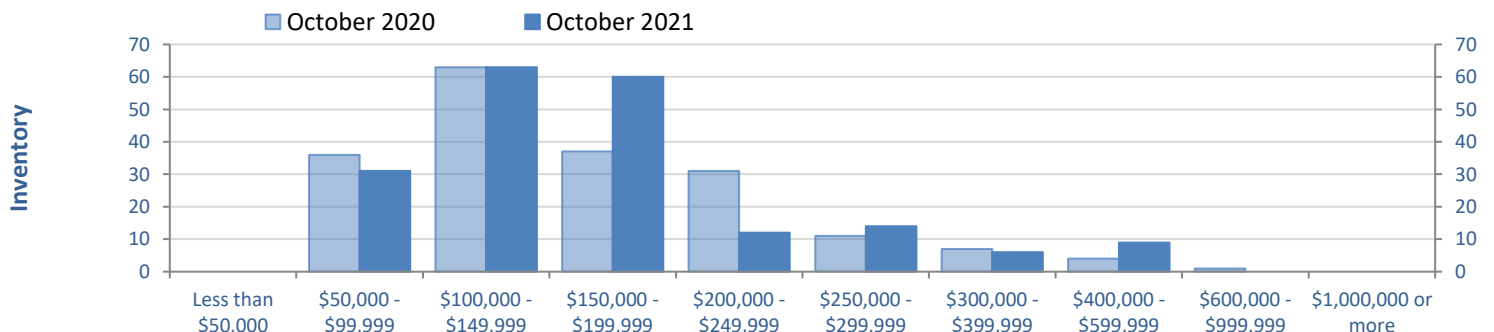


## Inventory by Current Listing Price

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

**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	31	-13.9%
\$100,000 - \$149,999	63	0.0%
\$150,000 - \$199,999	60	62.2%
\$200,000 - \$249,999	12	-61.3%
\$250,000 - \$299,999	14	27.3%
\$300,000 - \$399,999	6	-14.3%
\$400,000 - \$599,999	9	125.0%
\$600,000 - \$999,999	0	-100.0%
\$1,000,000 or more	0	N/A



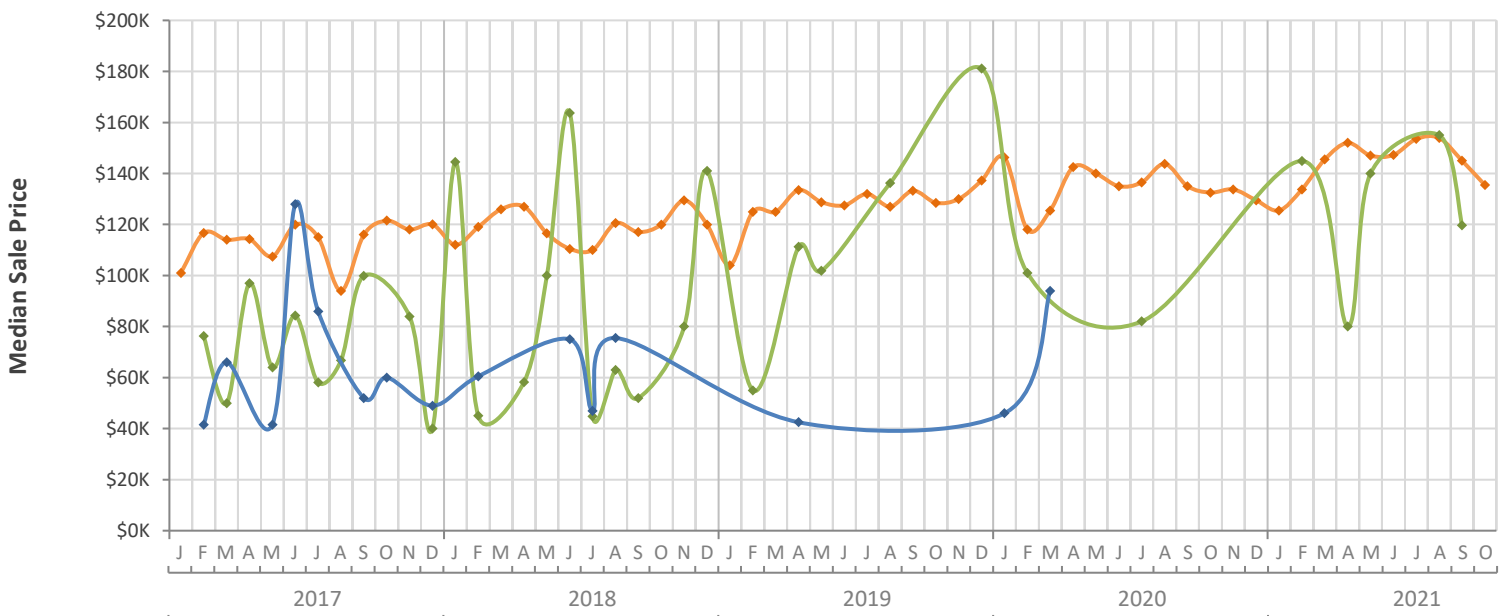
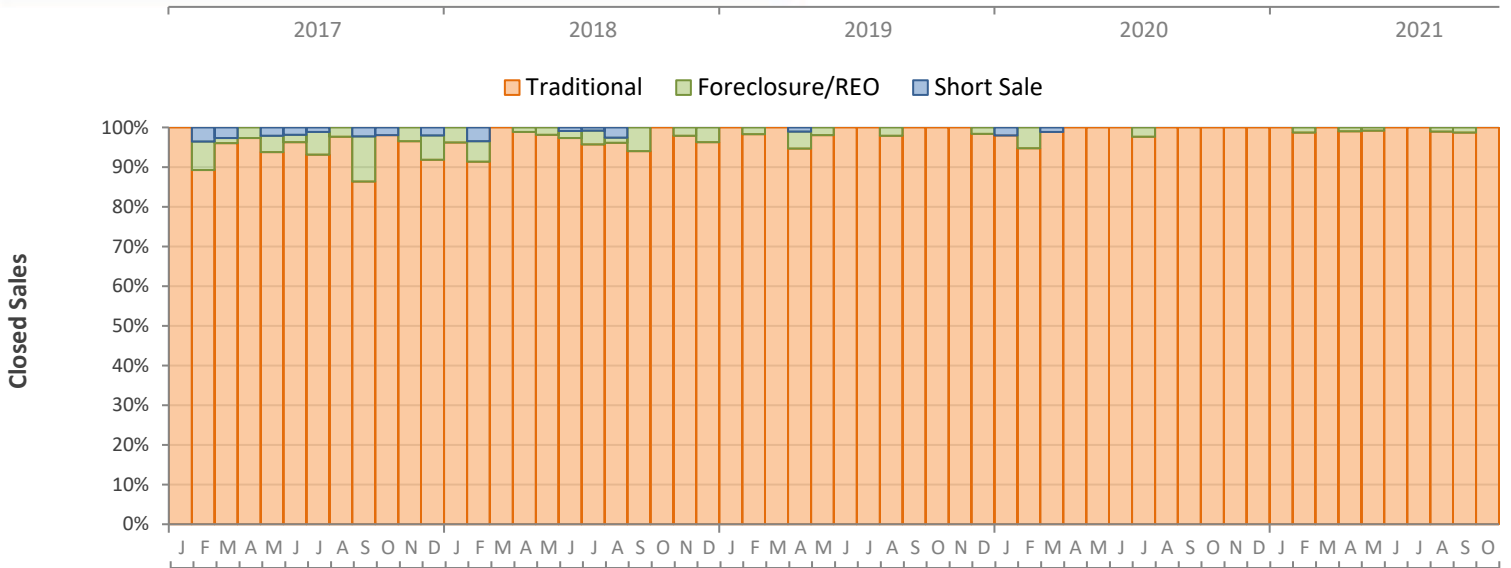
# Monthly Distressed Market - October 2021

## Townhouses and Condos

### Alachua County



		October 2021	October 2020	Percent Change Year-over-Year
Traditional	Closed Sales	54	75	-28.0%
	Median Sale Price	\$135,450	\$132,500	2.2%
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

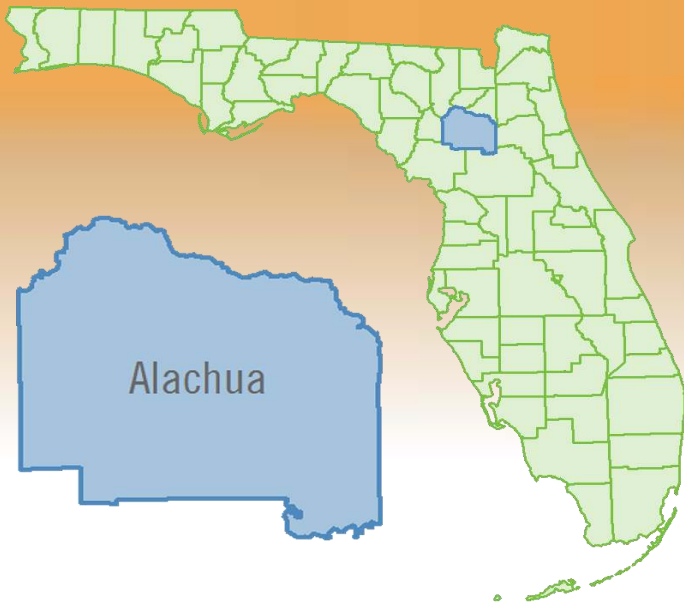




# Monthly Market Detail - October 2021

## Manufactured Homes

### Alachua County



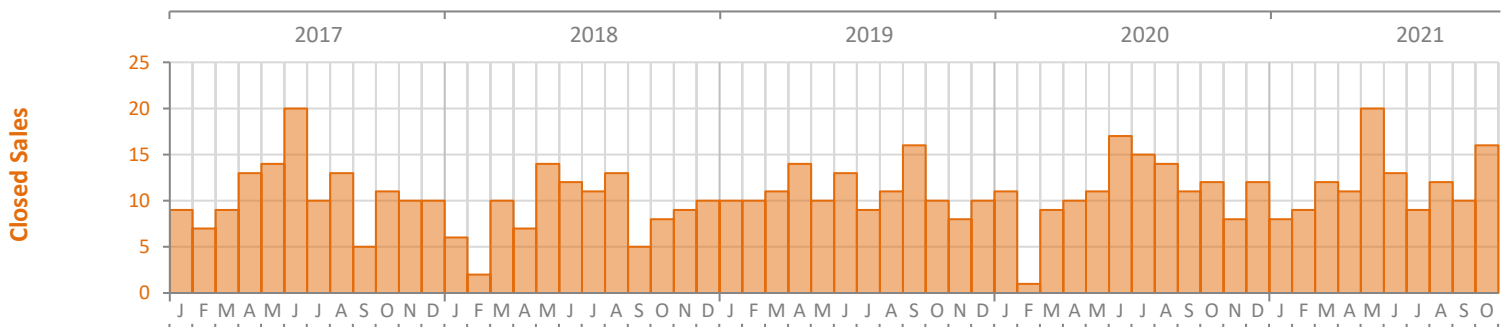
Summary Statistics	October 2021	October 2020	Percent Change Year-over-Year
Closed Sales	16	12	33.3%
Paid in Cash	5	2	150.0%
Median Sale Price	\$166,500	\$127,500	30.6%
Average Sale Price	\$167,591	\$123,575	35.6%
Dollar Volume	\$2.7 Million	\$1.5 Million	80.8%
Median Percent of Original List Price Received	97.6%	99.5%	-1.9%
Median Time to Contract	10 Days	13 Days	-23.1%
Median Time to Sale	63 Days	84 Days	-25.0%
New Pending Sales	20	10	100.0%
New Listings	19	16	18.8%
Pending Inventory	68	22	209.1%
Inventory (Active Listings)	49	30	63.3%
Months Supply of Inventory	4.2	2.8	50.0%

## 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	120	8.1%
<b>October 2021</b>	<b>16</b>	<b>33.3%</b>
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%
October 2020	12	20.0%

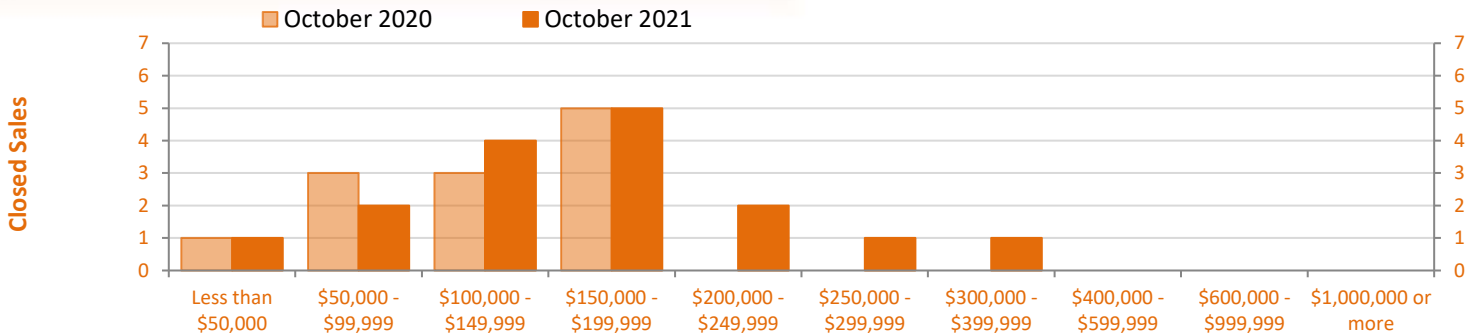


## Closed Sales by Sale Price

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	1	0.0%
\$50,000 - \$99,999	2	-33.3%
\$100,000 - \$149,999	4	33.3%
\$150,000 - \$199,999	5	0.0%
\$200,000 - \$249,999	2	N/A
\$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

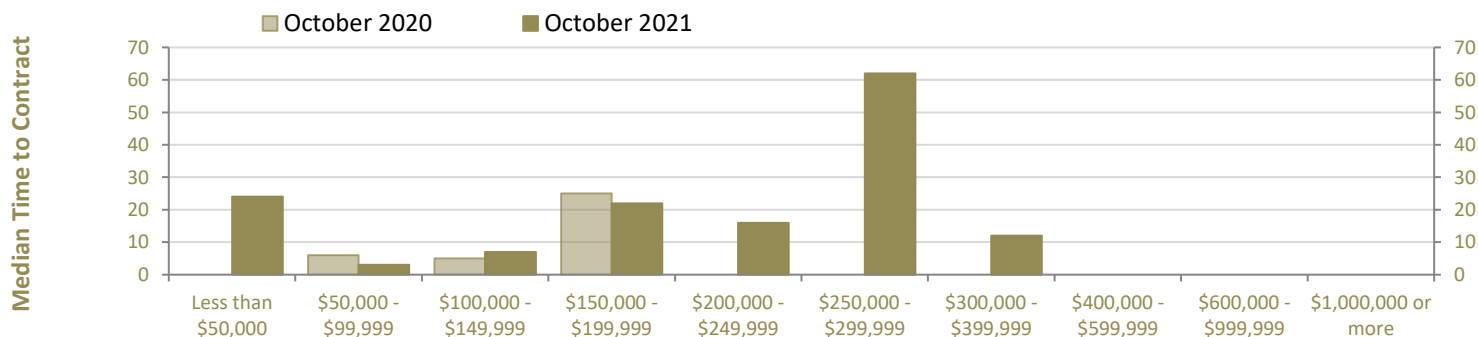


## Median Time to Contract by Sale Price

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

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Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$50,000	24 Days	N/A
\$50,000 - \$99,999	3 Days	-50.0%
\$100,000 - \$149,999	7 Days	40.0%
\$150,000 - \$199,999	22 Days	-12.0%
\$200,000 - \$249,999	16 Days	N/A
\$250,000 - \$299,999	62 Days	N/A
\$300,000 - \$399,999	12 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

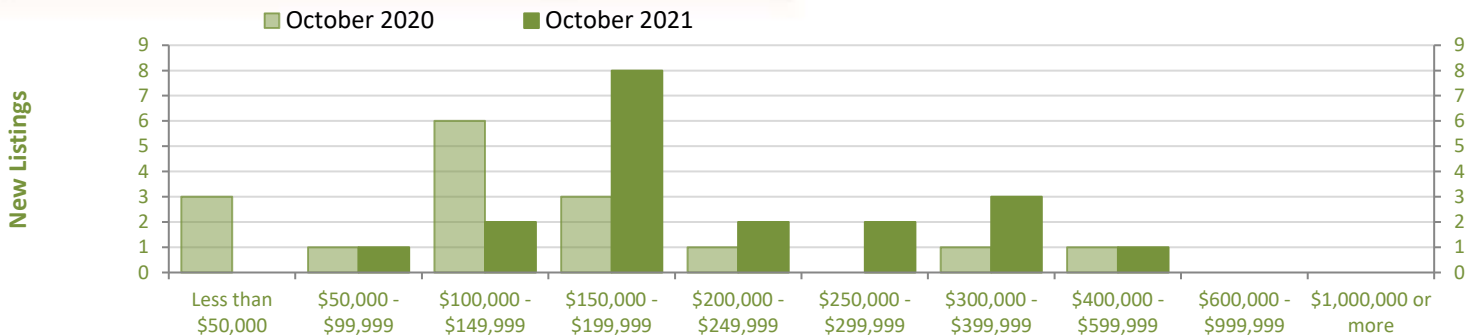


## New Listings by Initial Listing Price

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	-100.0%
\$50,000 - \$99,999	1	0.0%
\$100,000 - \$149,999	2	-66.7%
\$150,000 - \$199,999	8	166.7%
\$200,000 - \$249,999	2	100.0%
\$250,000 - \$299,999	2	N/A
\$300,000 - \$399,999	3	200.0%
\$400,000 - \$599,999	1	0.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

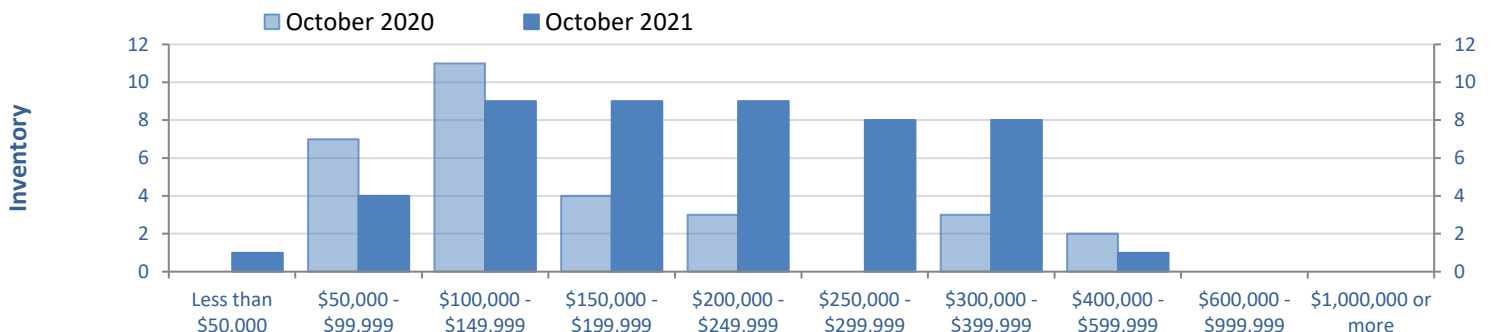


## Inventory by Current Listing Price

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	1	N/A
\$50,000 - \$99,999	4	-42.9%
\$100,000 - \$149,999	9	-18.2%
\$150,000 - \$199,999	9	125.0%
\$200,000 - \$249,999	9	200.0%
\$250,000 - \$299,999	8	N/A
\$300,000 - \$399,999	8	166.7%
\$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 - October 2021

## Manufactured Homes

### Alachua County



		October 2021	October 2020	Percent Change Year-over-Year
Traditional	Closed Sales	16	12	33.3%
	Median Sale Price	\$166,500	\$127,500	30.6%
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

