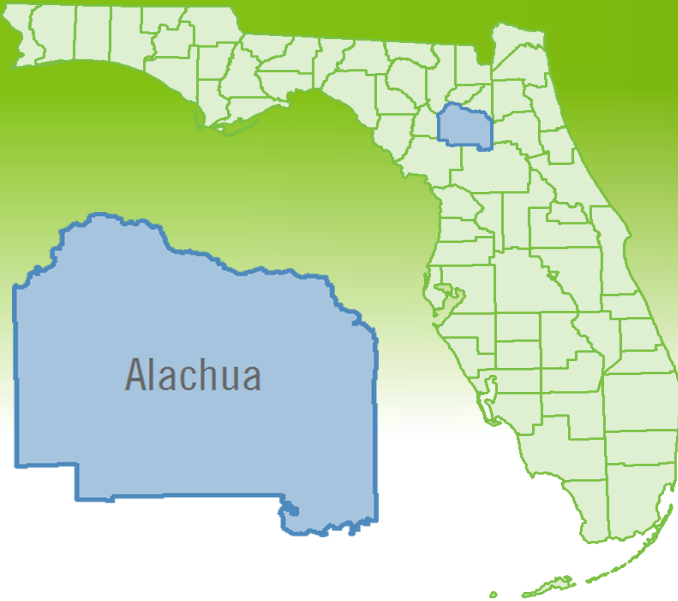


Quarterly Market Detail - Q3 2021

Single-Family Homes

Alachua County



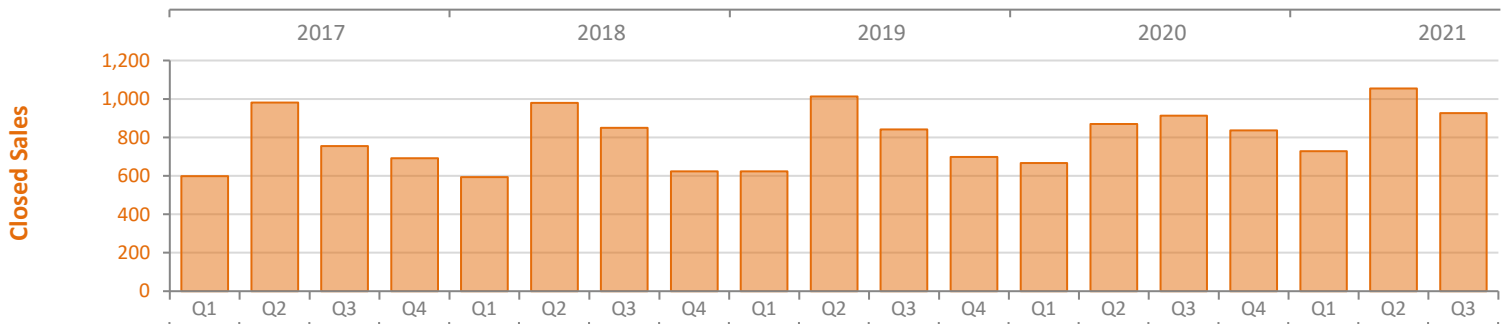
Summary Statistics	Q3 2021	Q3 2020	Percent Change Year-over-Year
Closed Sales	927	913	1.5%
Paid in Cash	183	147	24.5%
Median Sale Price	\$310,000	\$260,000	19.2%
Average Sale Price	\$353,274	\$300,576	17.5%
Dollar Volume	\$327.5 Million	\$274.4 Million	19.3%
Median Percent of Original List Price Received	100.0%	98.5%	1.5%
Median Time to Contract	7 Days	20 Days	-65.0%
Median Time to Sale	56 Days	69 Days	-18.8%
New Pending Sales	865	870	-0.6%
New Listings	1,002	914	9.6%
Pending Inventory	580	478	21.3%
Inventory (Active Listings)	504	554	-9.0%
Months Supply of Inventory	1.7	2.1	-19.0%

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	2,710	10.7%
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%
Q4 2018	623	-10.0%
Q3 2018	849	12.5%

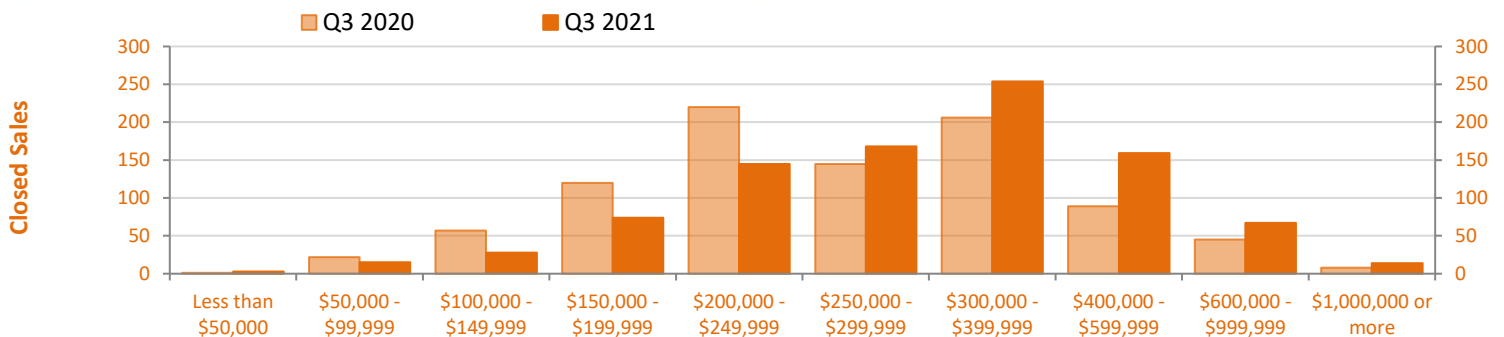


Closed Sales by Sale Price

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	200.0%
\$50,000 - \$99,999	15	-31.8%
\$100,000 - \$149,999	28	-50.9%
\$150,000 - \$199,999	74	-38.3%
\$200,000 - \$249,999	145	-34.1%
\$250,000 - \$299,999	168	15.9%
\$300,000 - \$399,999	254	23.3%
\$400,000 - \$599,999	159	78.7%
\$600,000 - \$999,999	67	48.9%
\$1,000,000 or more	14	75.0%

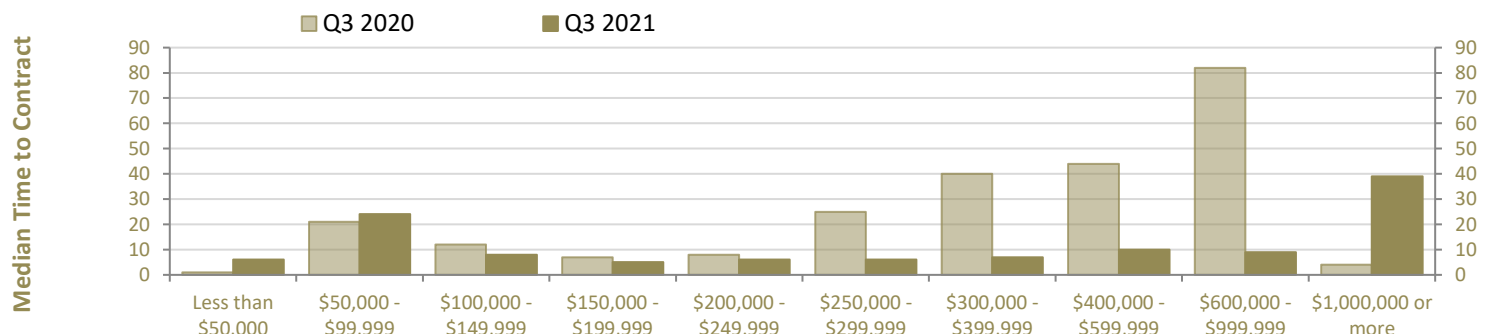


Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the 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	6 Days	500.0%
\$50,000 - \$99,999	24 Days	14.3%
\$100,000 - \$149,999	8 Days	-33.3%
\$150,000 - \$199,999	5 Days	-28.6%
\$200,000 - \$249,999	6 Days	-25.0%
\$250,000 - \$299,999	6 Days	-76.0%
\$300,000 - \$399,999	7 Days	-82.5%
\$400,000 - \$599,999	10 Days	-77.3%
\$600,000 - \$999,999	9 Days	-89.0%
\$1,000,000 or more	39 Days	875.0%

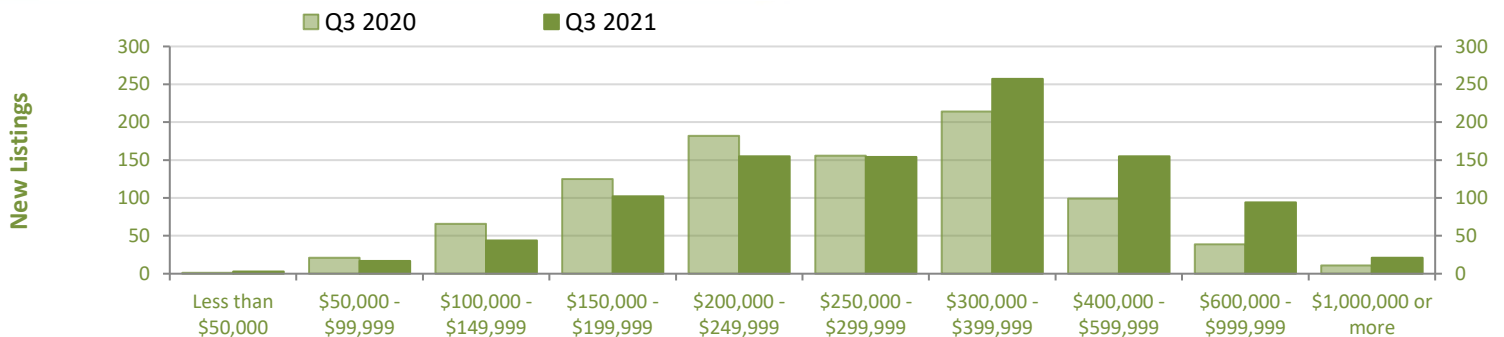


New Listings by Initial Listing Price

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	3	200.0%
\$50,000 - \$99,999	17	-19.0%
\$100,000 - \$149,999	44	-33.3%
\$150,000 - \$199,999	102	-18.4%
\$200,000 - \$249,999	155	-14.8%
\$250,000 - \$299,999	154	-1.3%
\$300,000 - \$399,999	257	20.1%
\$400,000 - \$599,999	155	56.6%
\$600,000 - \$999,999	94	141.0%
\$1,000,000 or more	21	90.9%

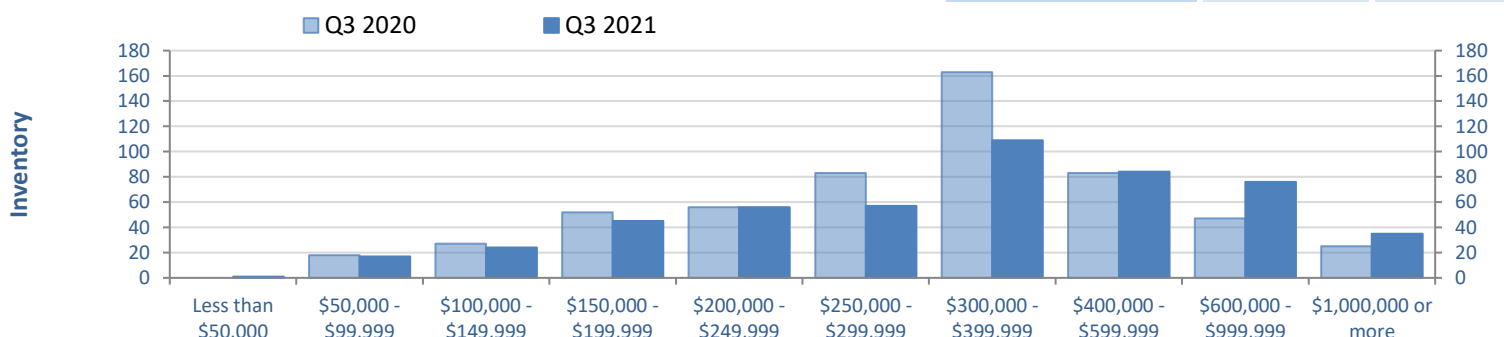


Inventory by Current Listing Price

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.

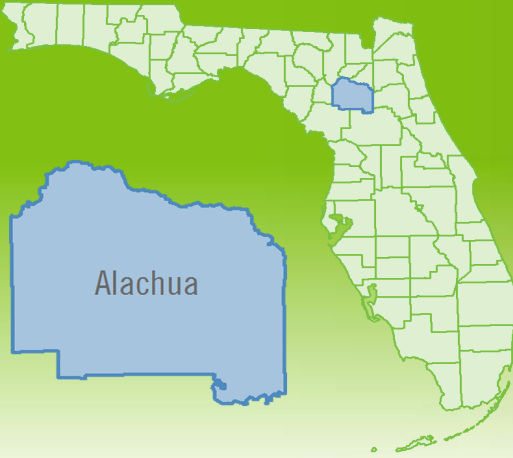
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	1	N/A
\$50,000 - \$99,999	17	-5.6%
\$100,000 - \$149,999	24	-11.1%
\$150,000 - \$199,999	45	-13.5%
\$200,000 - \$249,999	56	0.0%
\$250,000 - \$299,999	57	-31.3%
\$300,000 - \$399,999	109	-33.1%
\$400,000 - \$599,999	84	1.2%
\$600,000 - \$999,999	76	61.7%
\$1,000,000 or more	35	40.0%



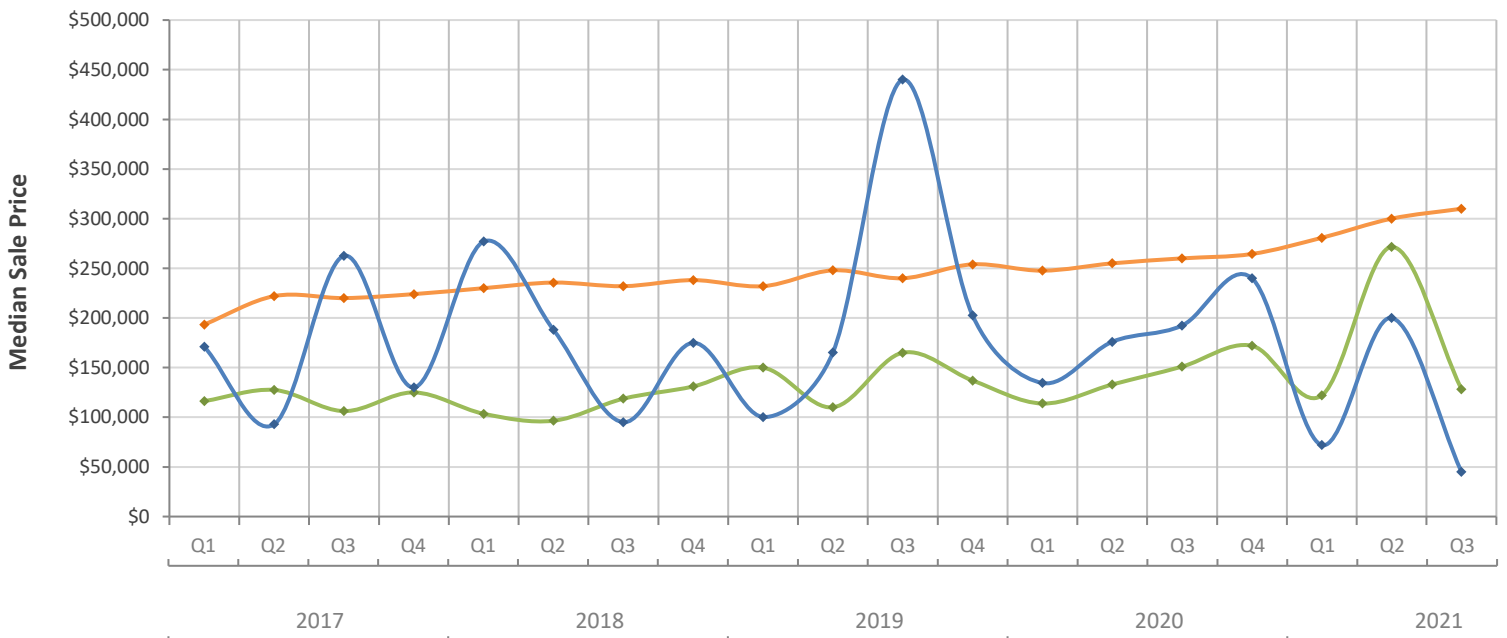
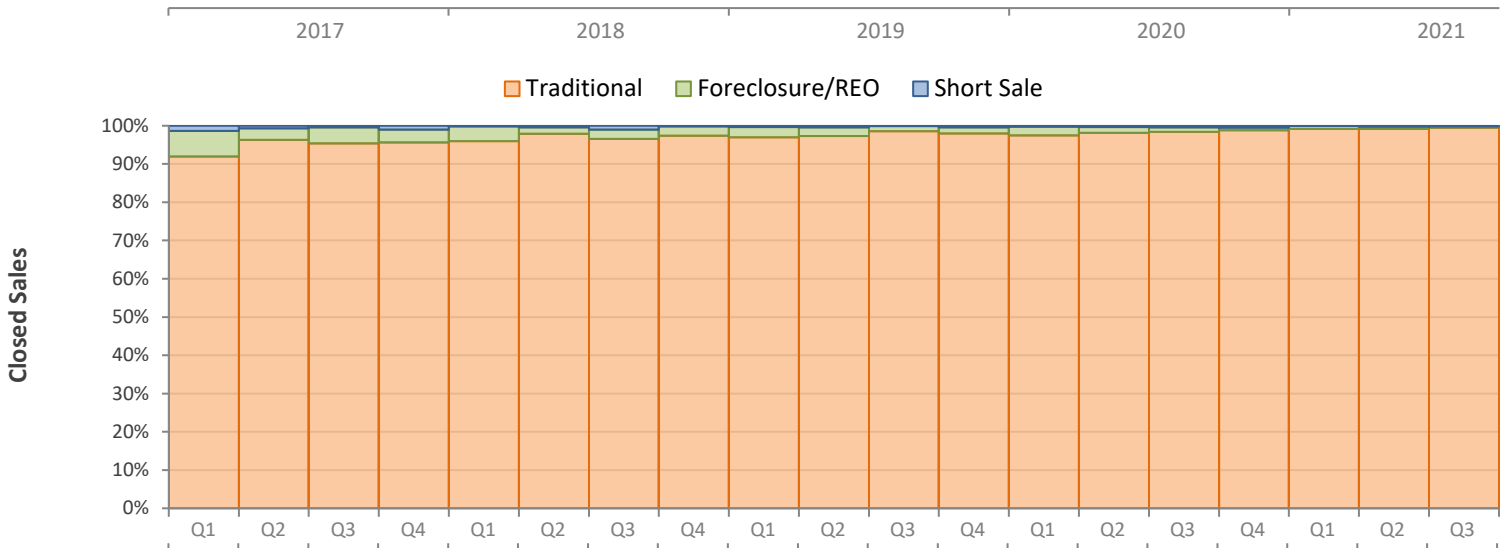
Quarterly Distressed Market - Q3 2021

Single-Family Homes

Alachua County



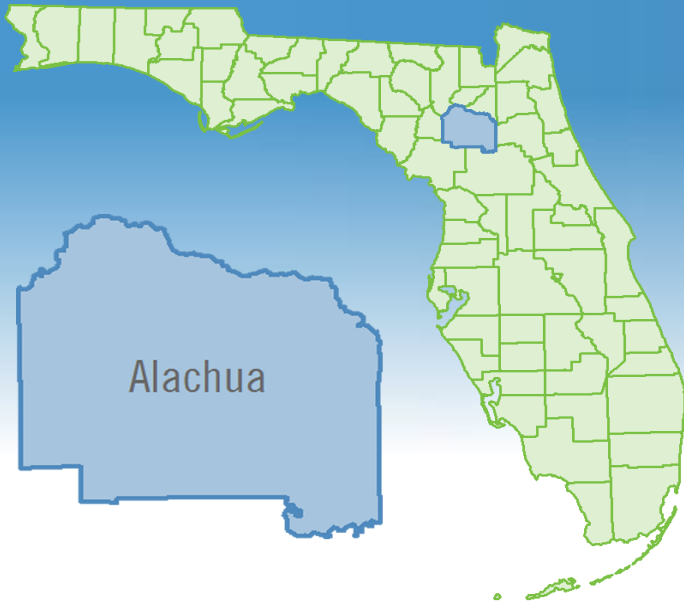
		Q3 2021	Q3 2020	Percent Change Year-over-Year
Traditional	Closed Sales	922	898	2.7%
	Median Sale Price	\$310,000	\$260,000	19.2%
Foreclosure/REO	Closed Sales	3	11	-72.7%
	Median Sale Price	\$128,339	\$151,000	-15.0%
Short Sale	Closed Sales	2	4	-50.0%
	Median Sale Price	\$45,000	\$192,375	-76.6%



Quarterly Market Detail - Q3 2021

Townhouses and Condos

Alachua County



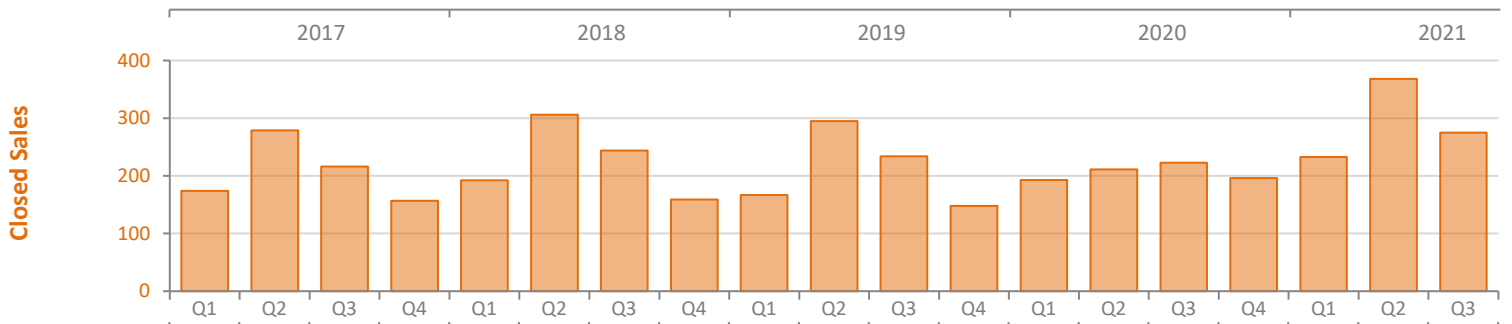
Summary Statistics	Q3 2021	Q3 2020	Percent Change Year-over-Year
Closed Sales	275	223	23.3%
Paid in Cash	96	99	-3.0%
Median Sale Price	\$152,900	\$137,500	11.2%
Average Sale Price	\$161,340	\$141,524	14.0%
Dollar Volume	\$44.4 Million	\$31.6 Million	40.6%
Median Percent of Original List Price Received	98.8%	97.2%	1.6%
Median Time to Contract	12 Days	14 Days	-14.3%
Median Time to Sale	58 Days	57 Days	1.8%
New Pending Sales	246	212	16.0%
New Listings	268	273	-1.8%
Pending Inventory	140	98	42.9%
Inventory (Active Listings)	132	171	-22.8%
Months Supply of Inventory	1.5	2.6	-42.3%

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	876	39.7%
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%
Q4 2018	159	1.3%
Q3 2018	244	13.0%

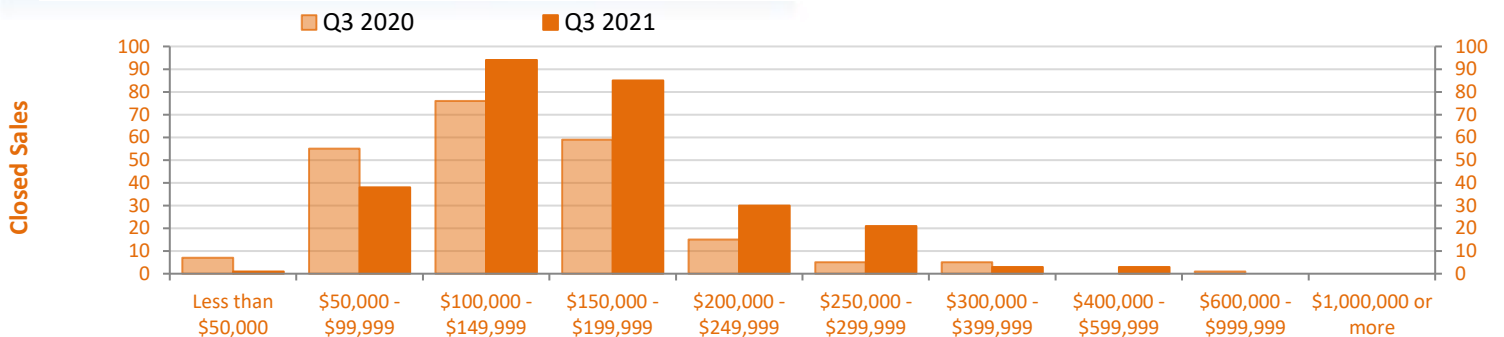


Closed Sales by Sale Price

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	1	-85.7%
\$50,000 - \$99,999	38	-30.9%
\$100,000 - \$149,999	94	23.7%
\$150,000 - \$199,999	85	44.1%
\$200,000 - \$249,999	30	100.0%
\$250,000 - \$299,999	21	320.0%
\$300,000 - \$399,999	3	-40.0%
\$400,000 - \$599,999	3	N/A
\$600,000 - \$999,999	0	-100.0%
\$1,000,000 or more	0	N/A

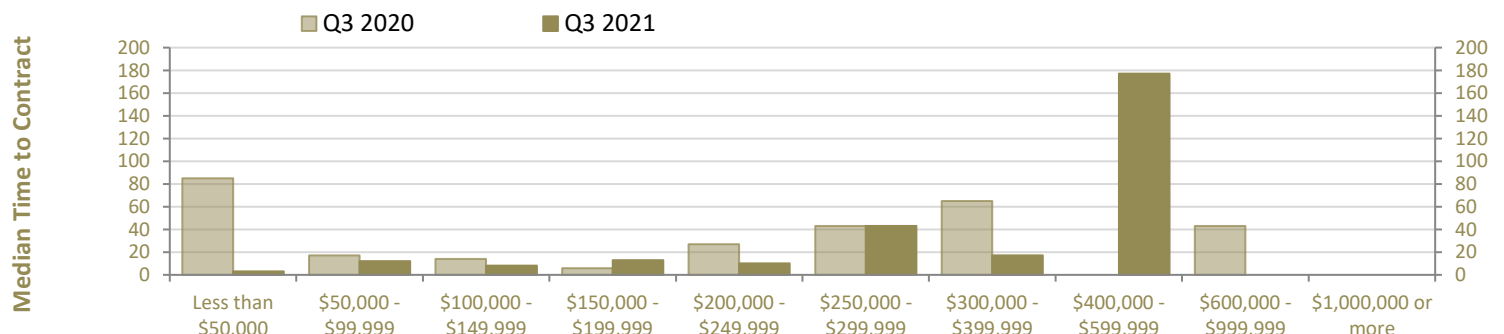


Median Time to Contract by Sale Price

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	3 Days	-96.5%
\$50,000 - \$99,999	12 Days	-29.4%
\$100,000 - \$149,999	8 Days	-42.9%
\$150,000 - \$199,999	13 Days	116.7%
\$200,000 - \$249,999	10 Days	-63.0%
\$250,000 - \$299,999	43 Days	0.0%
\$300,000 - \$399,999	17 Days	-73.8%
\$400,000 - \$599,999	177 Days	N/A
\$600,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	(No Sales)	N/A

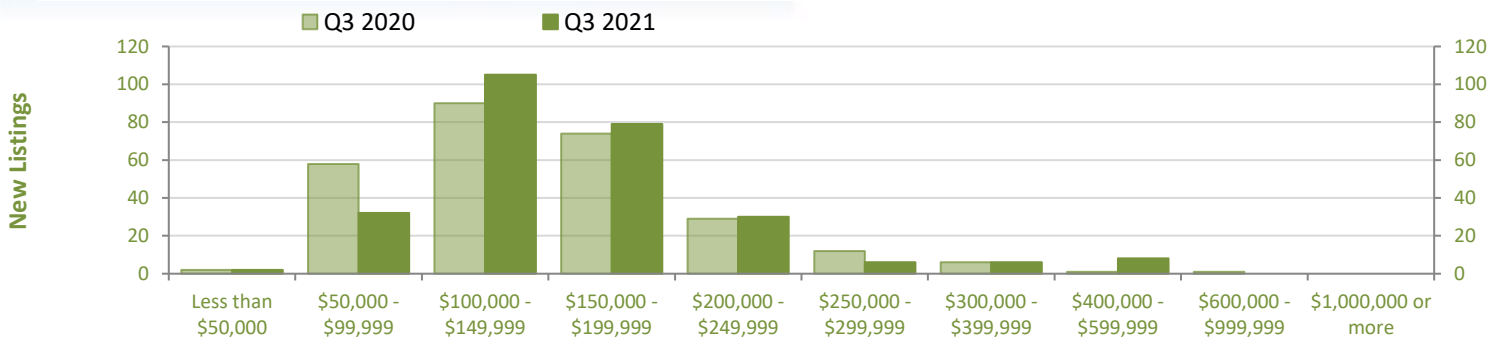


New Listings by Initial Listing Price

The number of properties put onto the market during the 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	0.0%
\$50,000 - \$99,999	32	-44.8%
\$100,000 - \$149,999	105	16.7%
\$150,000 - \$199,999	79	6.8%
\$200,000 - \$249,999	30	3.4%
\$250,000 - \$299,999	6	-50.0%
\$300,000 - \$399,999	6	0.0%
\$400,000 - \$599,999	8	700.0%
\$600,000 - \$999,999	0	-100.0%
\$1,000,000 or more	0	N/A

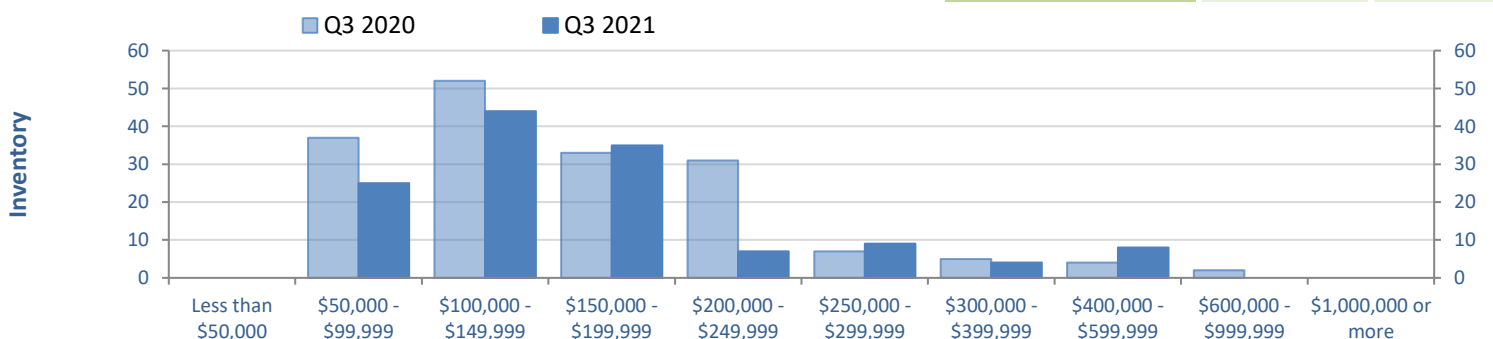


Inventory by Current Listing Price

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	25	-32.4%
\$100,000 - \$149,999	44	-15.4%
\$150,000 - \$199,999	35	6.1%
\$200,000 - \$249,999	7	-77.4%
\$250,000 - \$299,999	9	28.6%
\$300,000 - \$399,999	4	-20.0%
\$400,000 - \$599,999	8	100.0%
\$600,000 - \$999,999	0	-100.0%
\$1,000,000 or more	0	N/A



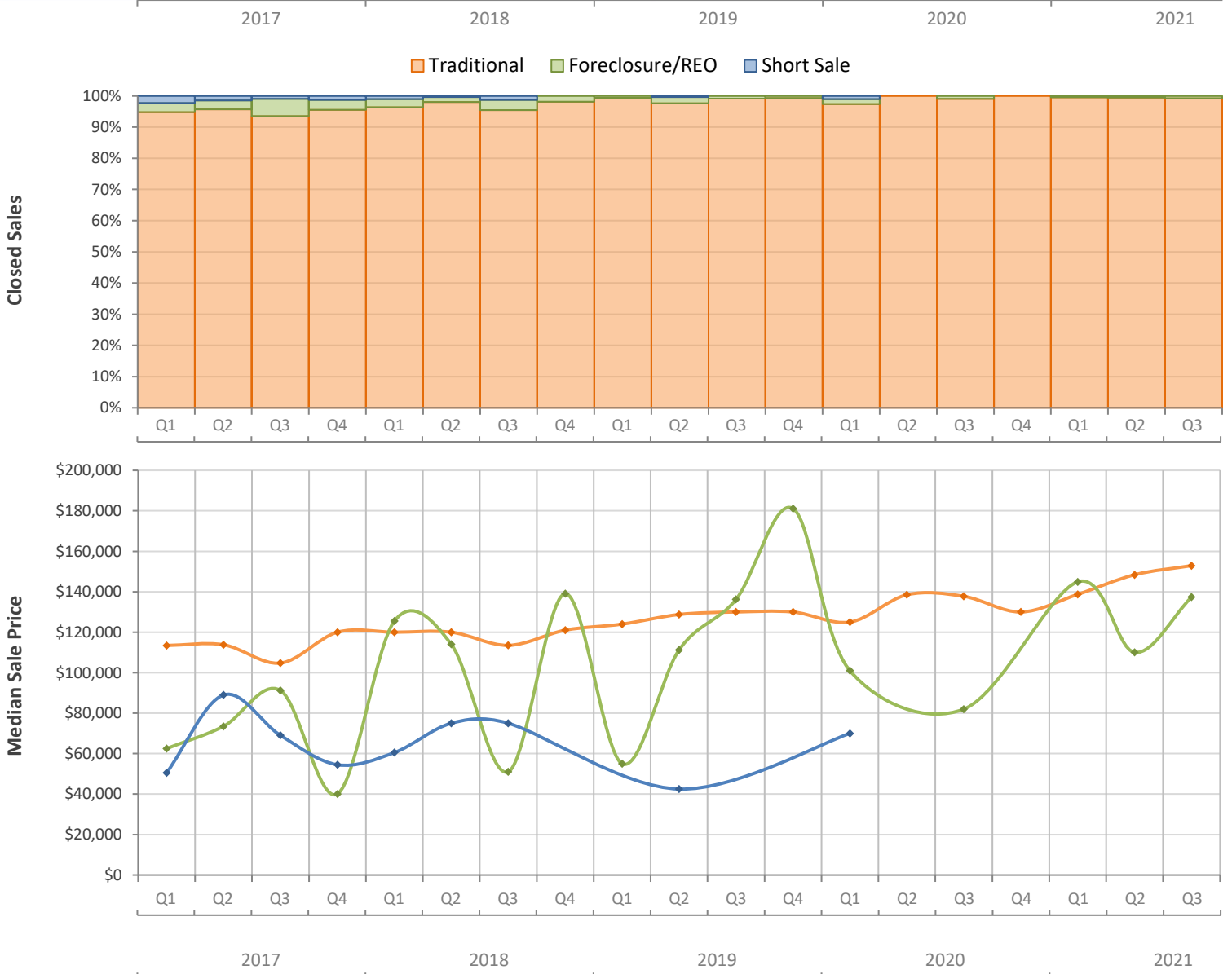
Quarterly Distressed Market - Q3 2021

Townhouses and Condos

Alachua County



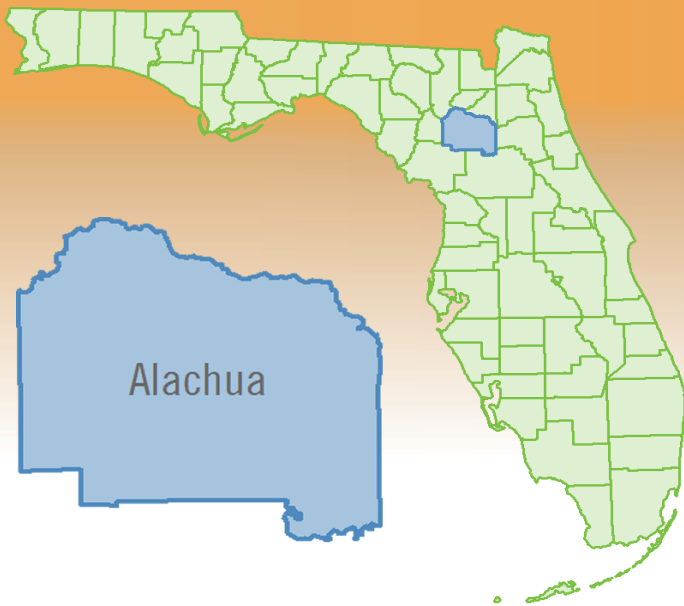
		Q3 2021	Q3 2020	Percent Change Year-over-Year
Traditional	Closed Sales	273	221	23.5%
	Median Sale Price	\$152,900	\$137,750	11.0%
Foreclosure/REO	Closed Sales	2	2	0.0%
	Median Sale Price	\$137,350	\$82,000	67.5%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



Quarterly Market Detail - Q3 2021

Manufactured Homes

Alachua County



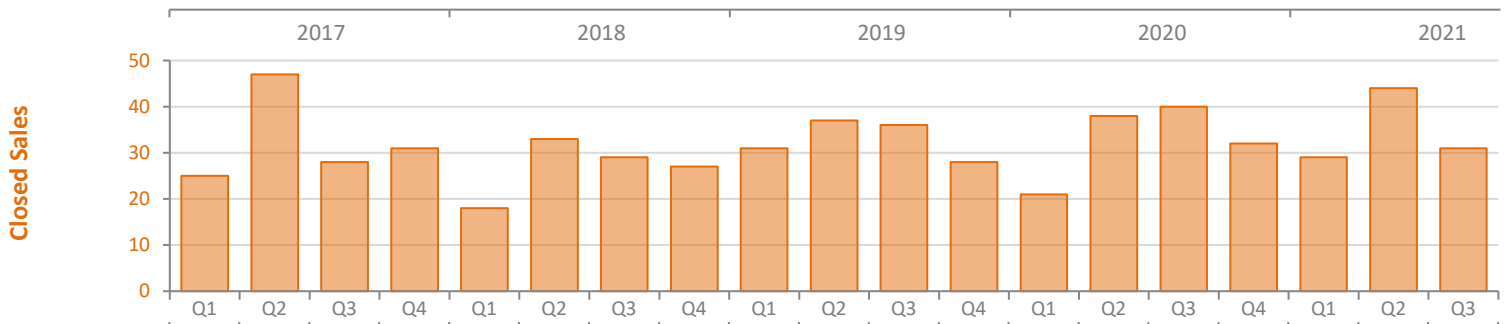
Summary Statistics	Q3 2021	Q3 2020	Percent Change Year-over-Year
Closed Sales	31	40	-22.5%
Paid in Cash	10	16	-37.5%
Median Sale Price	\$145,000	\$115,000	26.1%
Average Sale Price	\$277,844	\$119,652	132.2%
Dollar Volume	\$8.6 Million	\$4.8 Million	80.0%
Median Percent of Original List Price Received	97.1%	94.3%	3.0%
Median Time to Contract	19 Days	30 Days	-36.7%
Median Time to Sale	71 Days	95 Days	-25.3%
New Pending Sales	46	37	24.3%
New Listings	52	32	62.5%
Pending Inventory	43	24	79.2%
Inventory (Active Listings)	35	26	34.6%
Months Supply of Inventory	3.1	2.5	24.0%

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	104	5.1%
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%
Q4 2018	27	-12.9%
Q3 2018	29	3.6%

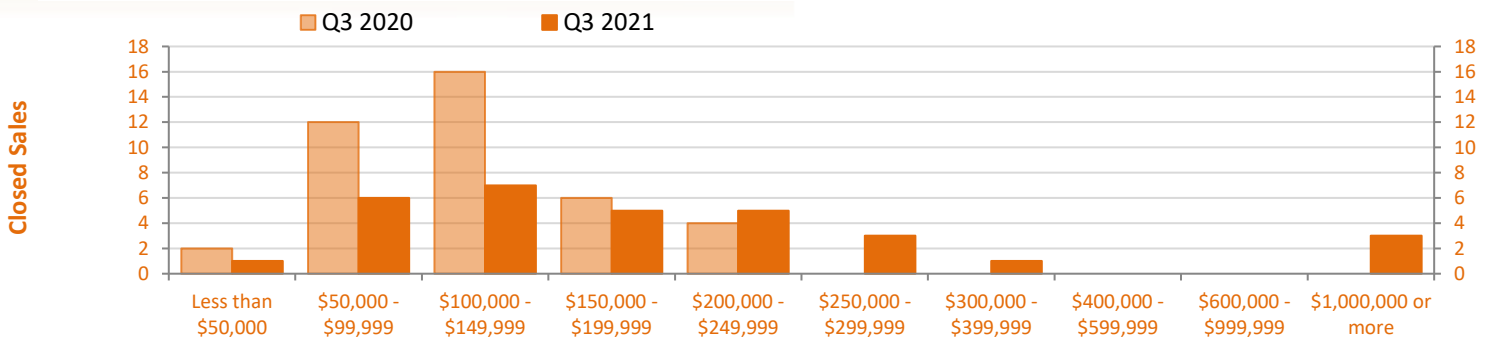


Closed Sales by Sale Price

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	1	-50.0%
\$50,000 - \$99,999	6	-50.0%
\$100,000 - \$149,999	7	-56.3%
\$150,000 - \$199,999	5	-16.7%
\$200,000 - \$249,999	5	25.0%
\$250,000 - \$299,999	3	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	3	N/A

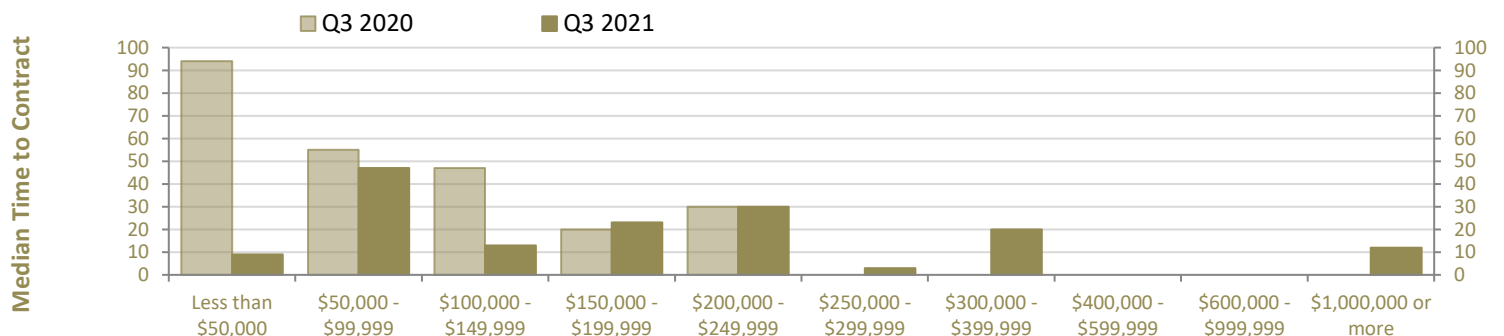


Median Time to Contract by Sale Price

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	9 Days	-90.4%
\$50,000 - \$99,999	47 Days	-14.5%
\$100,000 - \$149,999	13 Days	-72.3%
\$150,000 - \$199,999	23 Days	15.0%
\$200,000 - \$249,999	30 Days	0.0%
\$250,000 - \$299,999	3 Days	N/A
\$300,000 - \$399,999	20 Days	N/A
\$400,000 - \$599,999	(No Sales)	N/A
\$600,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	12 Days	N/A



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	N/A
\$50,000 - \$99,999	10	-9.1%
\$100,000 - \$149,999	8	0.0%
\$150,000 - \$199,999	12	71.4%
\$200,000 - \$249,999	10	400.0%
\$250,000 - \$299,999	4	100.0%
\$300,000 - \$399,999	6	500.0%
\$400,000 - \$599,999	0	-100.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

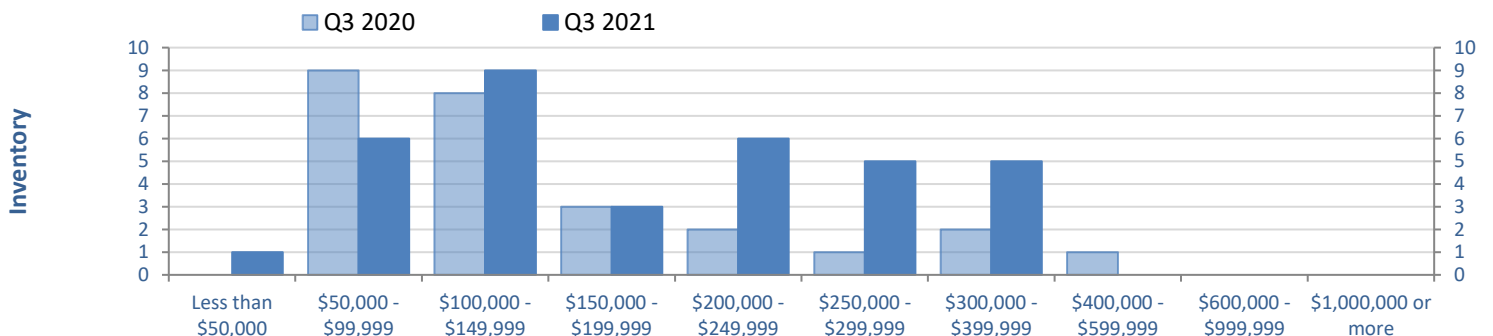


Inventory by Current Listing Price

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

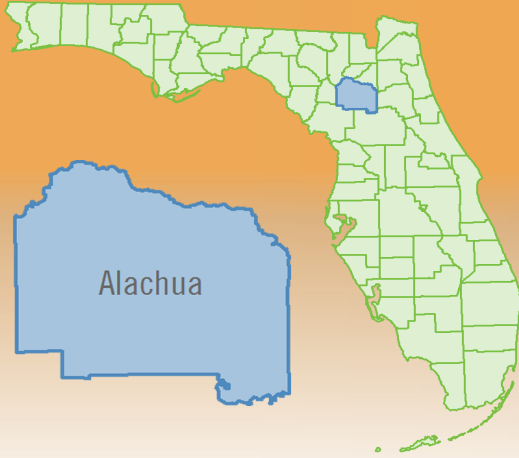
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	1	N/A
\$50,000 - \$99,999	6	-33.3%
\$100,000 - \$149,999	9	12.5%
\$150,000 - \$199,999	3	0.0%
\$200,000 - \$249,999	6	200.0%
\$250,000 - \$299,999	5	400.0%
\$300,000 - \$399,999	5	150.0%
\$400,000 - \$599,999	0	-100.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A



Quarterly Distressed Market - Q3 2021

Manufactured Homes

Alachua County



		Q3 2021	Q3 2020	Percent Change Year-over-Year
Traditional	Closed Sales	30	37	-18.9%
	Median Sale Price	\$154,875	\$119,000	30.1%
Foreclosure/REO	Closed Sales	0	3	-100.0%
	Median Sale Price	(No Sales)	\$70,000	N/A
Short Sale	Closed Sales	1	0	N/A
	Median Sale Price	\$51,000	(No Sales)	N/A

