

# Yearly Market Detail - 2021

## Single-Family Homes

### Alachua County



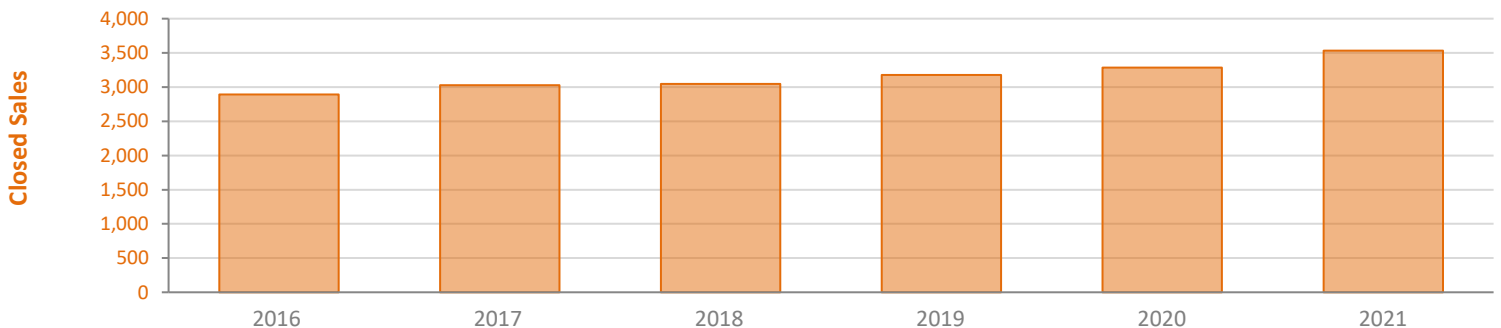
Summary Statistics	2021	2020	Percent Change Year-over-Year
Closed Sales	3,534	3,285	7.6%
Paid in Cash	732	606	20.8%
Median Sale Price	\$300,000	\$255,500	17.4%
Average Sale Price	\$341,969	\$290,759	17.6%
Dollar Volume	\$1.2 Billion	\$955.1 Million	26.5%
Median Percent of Original List Price Received	100.0%	98.2%	1.8%
Median Time to Contract	9 Days	23 Days	-60.9%
Median Time to Sale	59 Days	72 Days	-18.1%
New Pending Sales	3,717	3,530	5.3%
New Listings	3,800	3,650	4.1%
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 year

Year	Closed Sales	Percent Change Year-over-Year
2021	3,534	7.6%
2020	3,285	3.4%
2019	3,177	4.3%
2018	3,045	0.6%
2017	3,028	4.6%
2016	2,894	5.2%

**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.

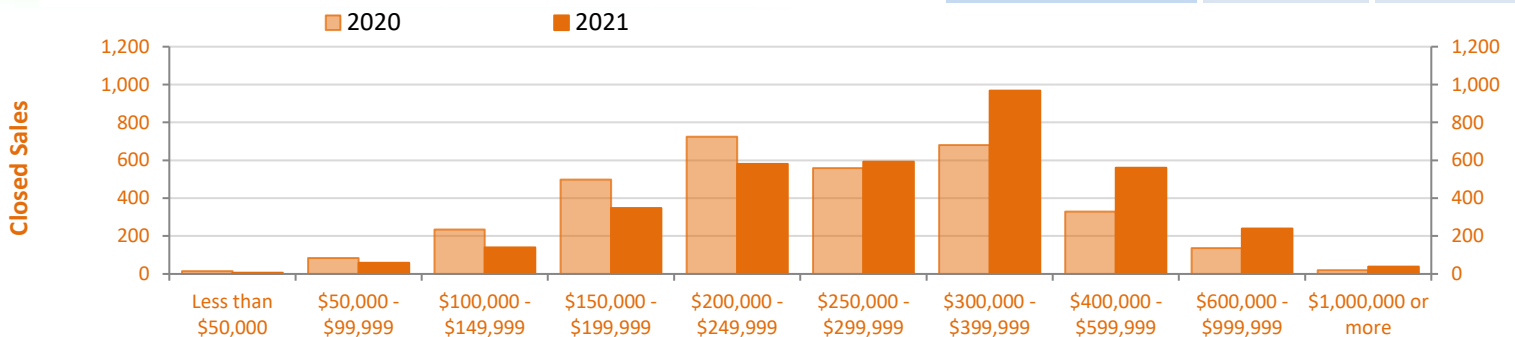


## Closed Sales by Sale Price

The number of sales transactions which closed during the year

**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.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	7	-53.3%
\$50,000 - \$99,999	59	-29.8%
\$100,000 - \$149,999	140	-40.4%
\$150,000 - \$199,999	347	-30.5%
\$200,000 - \$249,999	581	-19.9%
\$250,000 - \$299,999	593	6.1%
\$300,000 - \$399,999	968	42.1%
\$400,000 - \$599,999	560	69.7%
\$600,000 - \$999,999	240	75.2%
\$1,000,000 or more	39	95.0%

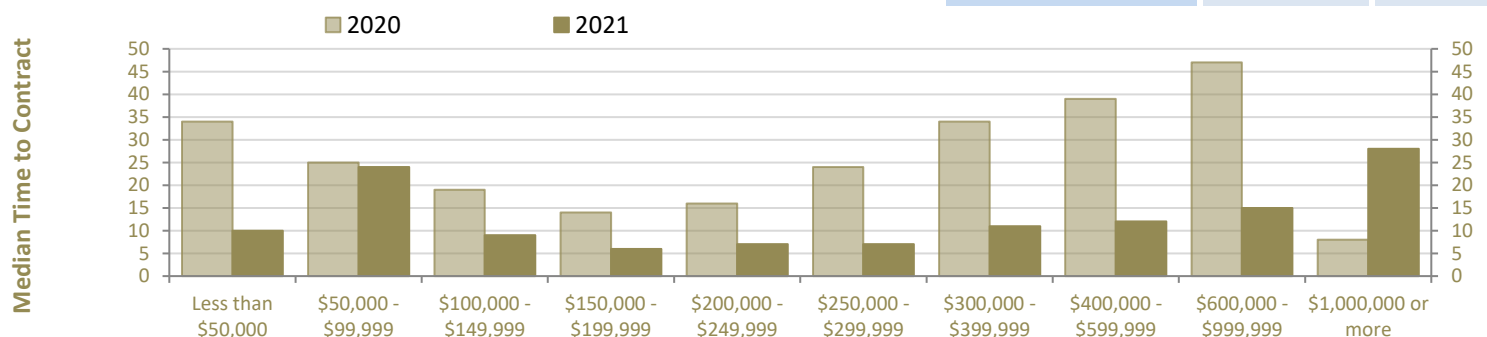


## Median Time to Contract by Sale Price

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

**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 year. 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	10 Days	-70.6%
\$50,000 - \$99,999	24 Days	-4.0%
\$100,000 - \$149,999	9 Days	-52.6%
\$150,000 - \$199,999	6 Days	-57.1%
\$200,000 - \$249,999	7 Days	-56.3%
\$250,000 - \$299,999	7 Days	-70.8%
\$300,000 - \$399,999	11 Days	-67.6%
\$400,000 - \$599,999	12 Days	-69.2%
\$600,000 - \$999,999	15 Days	-68.1%
\$1,000,000 or more	28 Days	250.0%

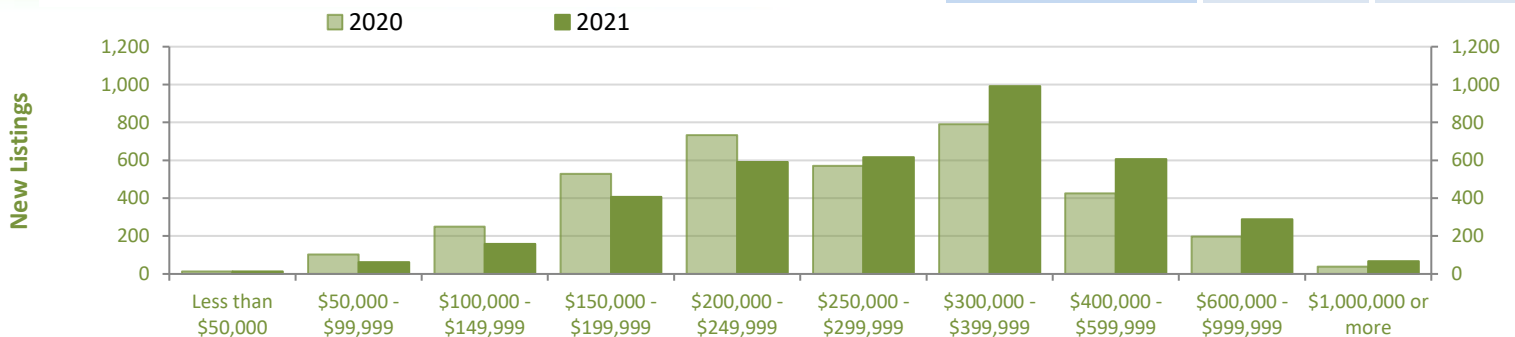


## New Listings by Initial Listing Price

The number of properties put onto the market during the year

**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	13	0.0%
\$50,000 - \$99,999	62	-39.2%
\$100,000 - \$149,999	158	-36.5%
\$150,000 - \$199,999	407	-23.1%
\$200,000 - \$249,999	591	-19.4%
\$250,000 - \$299,999	616	7.9%
\$300,000 - \$399,999	991	25.3%
\$400,000 - \$599,999	606	42.3%
\$600,000 - \$999,999	289	46.0%
\$1,000,000 or more	67	76.3%

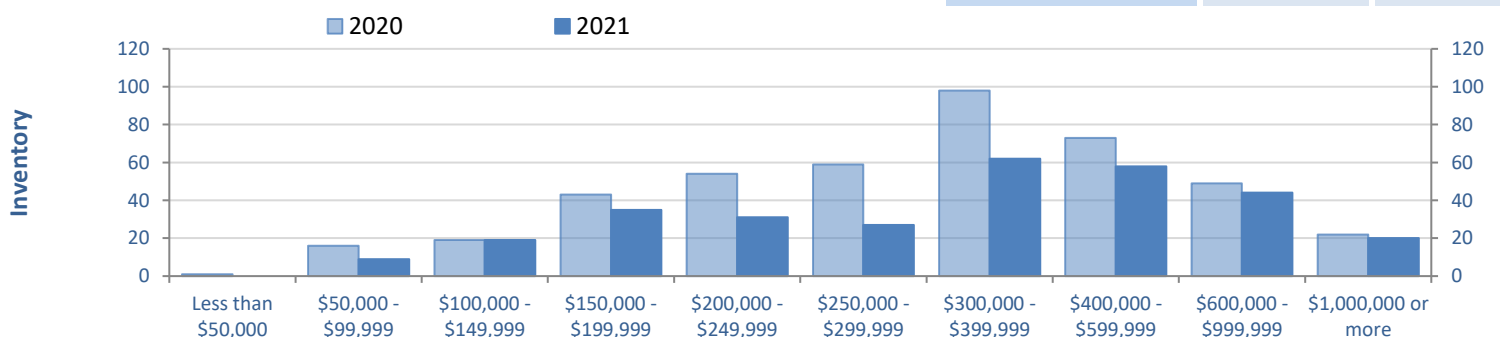


## Inventory by Current Listing Price

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

**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 year, since it is the most current. 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%



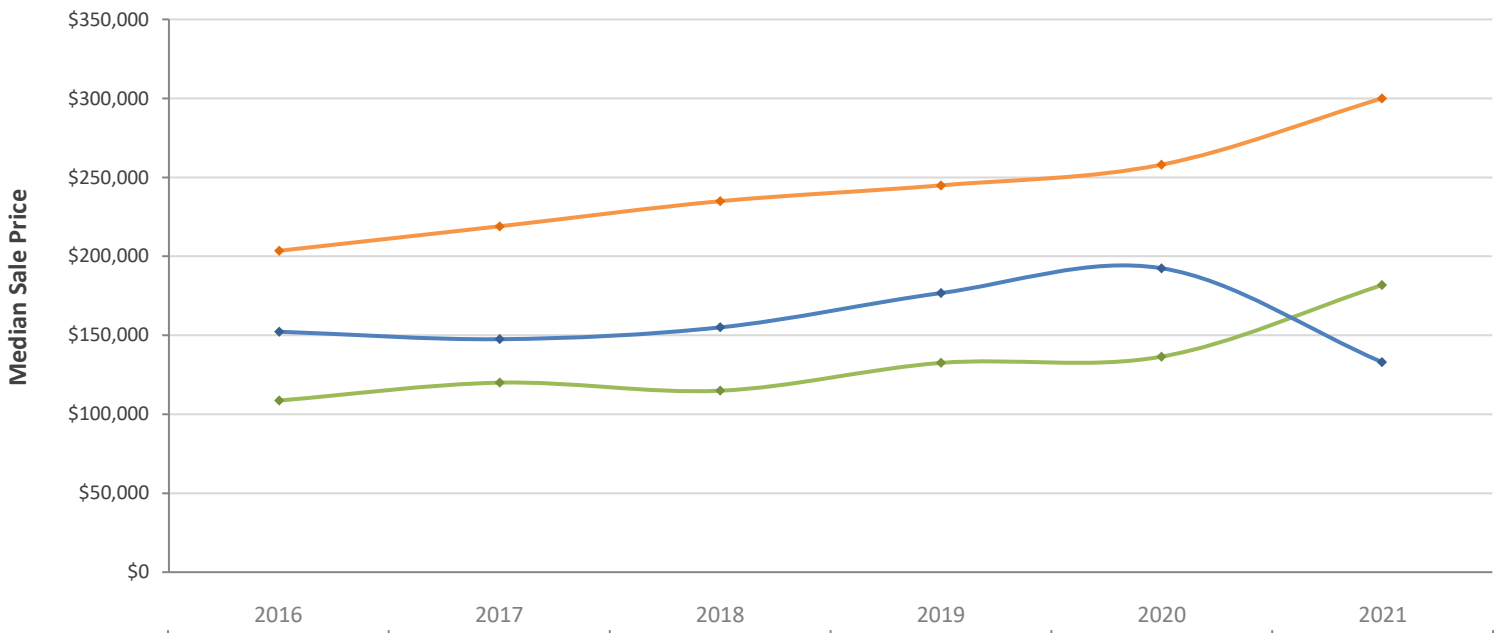
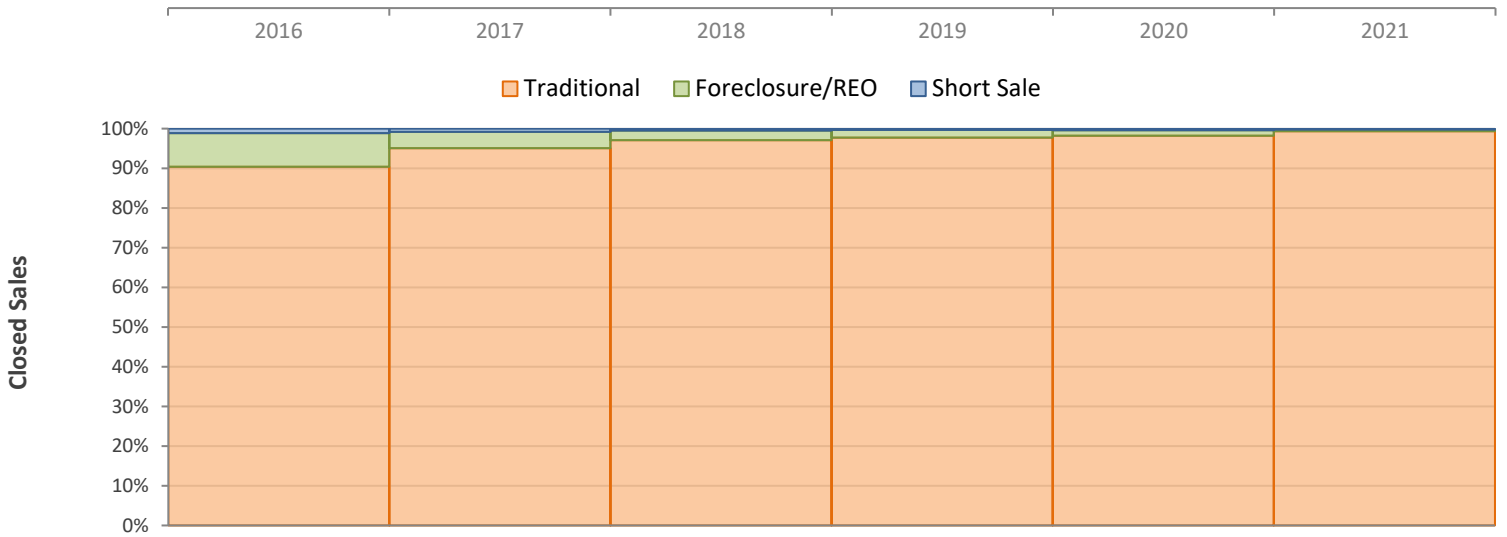
# Yearly Distressed Market - 2021

## Single-Family Homes

### Alachua County



		2021	2020	Percent Change Year-over-Year
Traditional	Closed Sales	3,510	3,227	8.8%
	Median Sale Price	\$300,000	\$258,000	16.3%
Foreclosure/REO	Closed Sales	16	45	-64.4%
	Median Sale Price	\$181,777	\$136,450	33.2%
Short Sale	Closed Sales	8	13	-38.5%
	Median Sale Price	\$133,000	\$192,450	-30.9%



# Yearly Market Detail - 2021

## Townhouses and Condos

### Alachua County



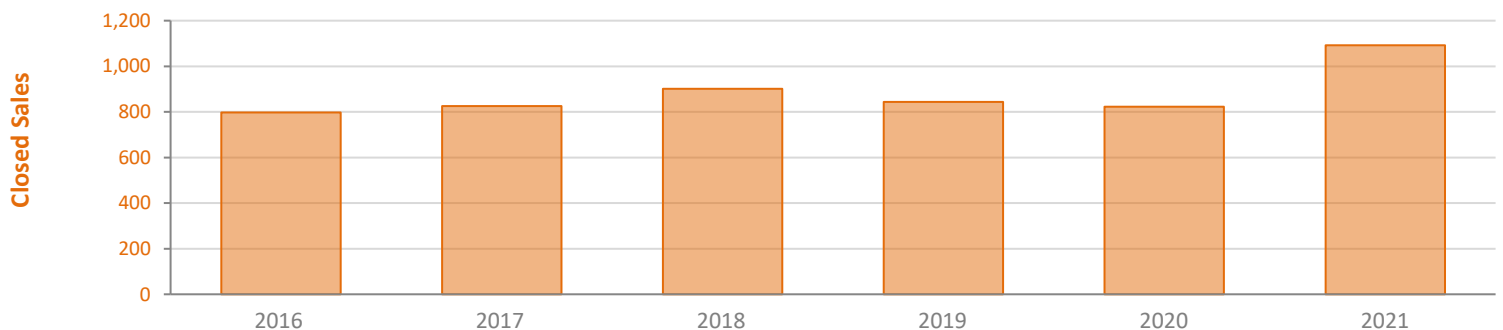
Summary Statistics	2021	2020	Percent Change Year-over-Year
Closed Sales	1,092	823	32.7%
Paid in Cash	473	405	16.8%
Median Sale Price	\$147,500	\$134,700	9.5%
Average Sale Price	\$157,962	\$140,449	12.5%
Dollar Volume	\$172.5 Million	\$115.6 Million	49.2%
Median Percent of Original List Price Received	98.3%	97.1%	1.2%
Median Time to Contract	17 Days	17 Days	0.0%
Median Time to Sale	62 Days	58 Days	6.9%
New Pending Sales	1,194	897	33.1%
New Listings	1,116	1,043	7.0%
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 year

Year	Closed Sales	Percent Change Year-over-Year
2021	1,092	32.7%
2020	823	-2.5%
2019	844	-6.3%
2018	901	9.1%
2017	826	3.6%
2016	797	17.0%

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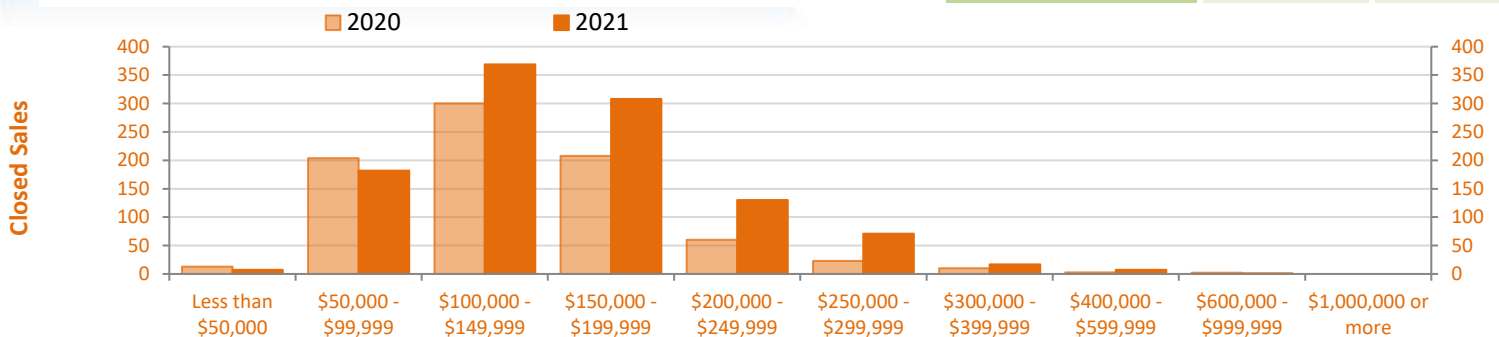


## Closed Sales by Sale Price

The number of sales transactions which closed during the year

**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.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	7	-46.2%
\$50,000 - \$99,999	182	-10.8%
\$100,000 - \$149,999	369	23.0%
\$150,000 - \$199,999	308	48.1%
\$200,000 - \$249,999	130	116.7%
\$250,000 - \$299,999	71	208.7%
\$300,000 - \$399,999	17	70.0%
\$400,000 - \$599,999	7	133.3%
\$600,000 - \$999,999	1	-50.0%
\$1,000,000 or more	0	N/A

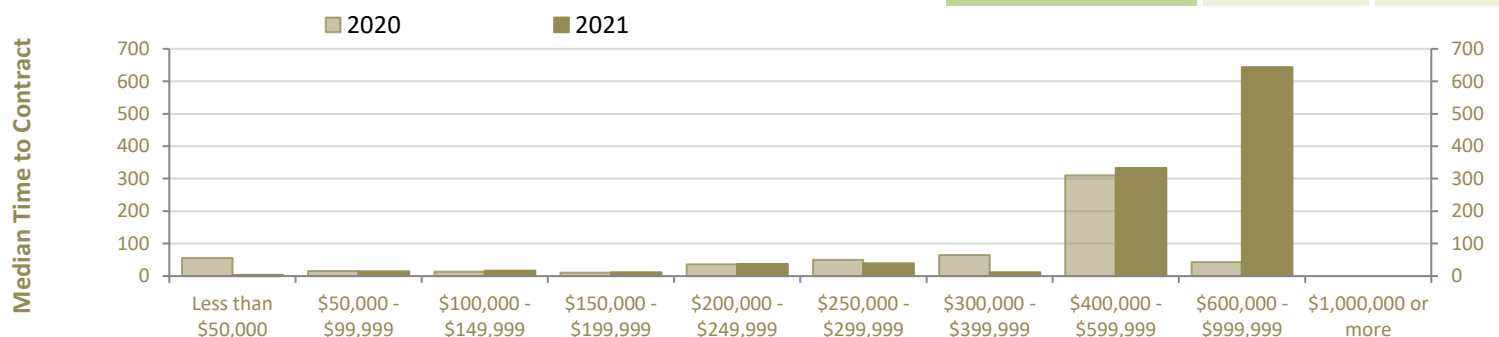


## Median Time to Contract by Sale Price

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

**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 year. 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	-92.9%
\$50,000 - \$99,999	15 Days	-6.3%
\$100,000 - \$149,999	17 Days	21.4%
\$150,000 - \$199,999	12 Days	9.1%
\$200,000 - \$249,999	37 Days	2.8%
\$250,000 - \$299,999	39 Days	-22.0%
\$300,000 - \$399,999	12 Days	-81.5%
\$400,000 - \$599,999	333 Days	7.4%
\$600,000 - \$999,999	643 Days	1395.3%
\$1,000,000 or more	(No Sales)	N/A

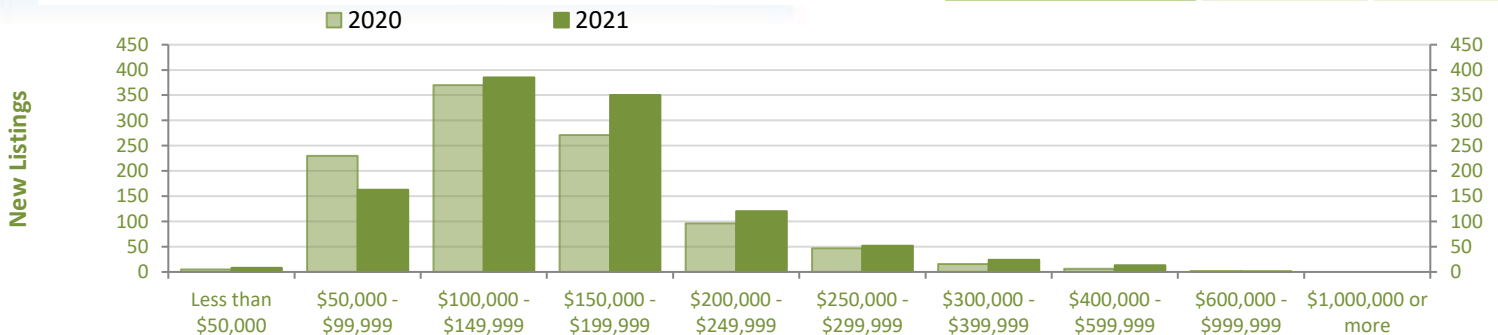


## New Listings by Initial Listing Price

The number of properties put onto the market during the year

**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	8	60.0%
\$50,000 - \$99,999	163	-29.1%
\$100,000 - \$149,999	385	4.1%
\$150,000 - \$199,999	350	29.2%
\$200,000 - \$249,999	120	25.0%
\$250,000 - \$299,999	52	10.6%
\$300,000 - \$399,999	24	50.0%
\$400,000 - \$599,999	13	116.7%
\$600,000 - \$999,999	1	-50.0%
\$1,000,000 or more	0	N/A

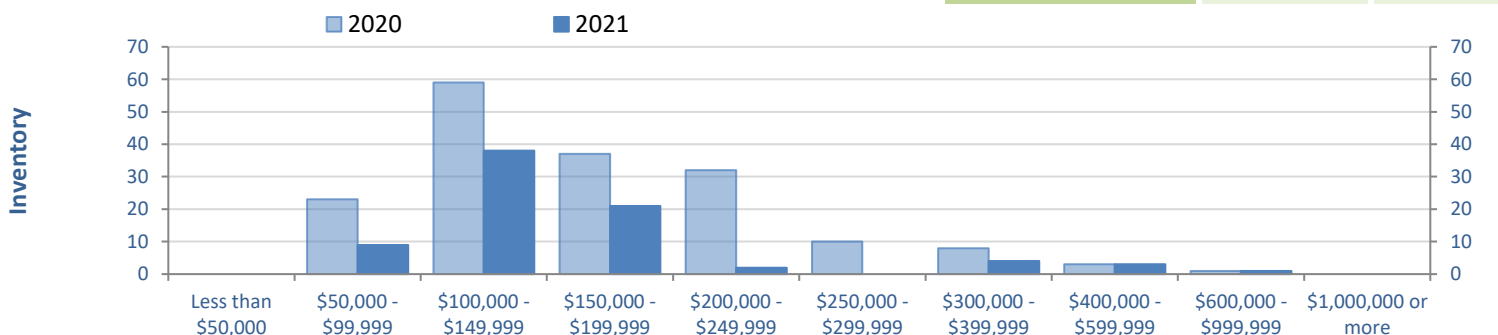


## Inventory by Current Listing Price

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

**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 year, since it is the most current. 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



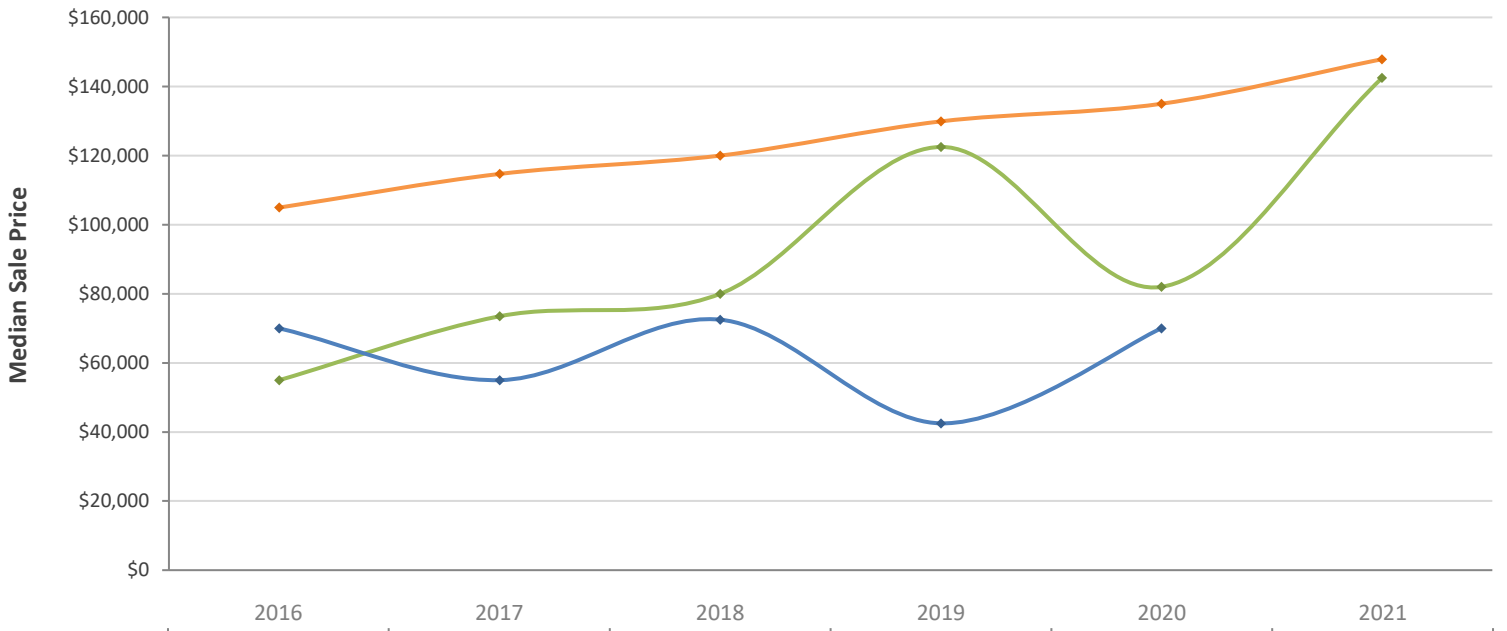
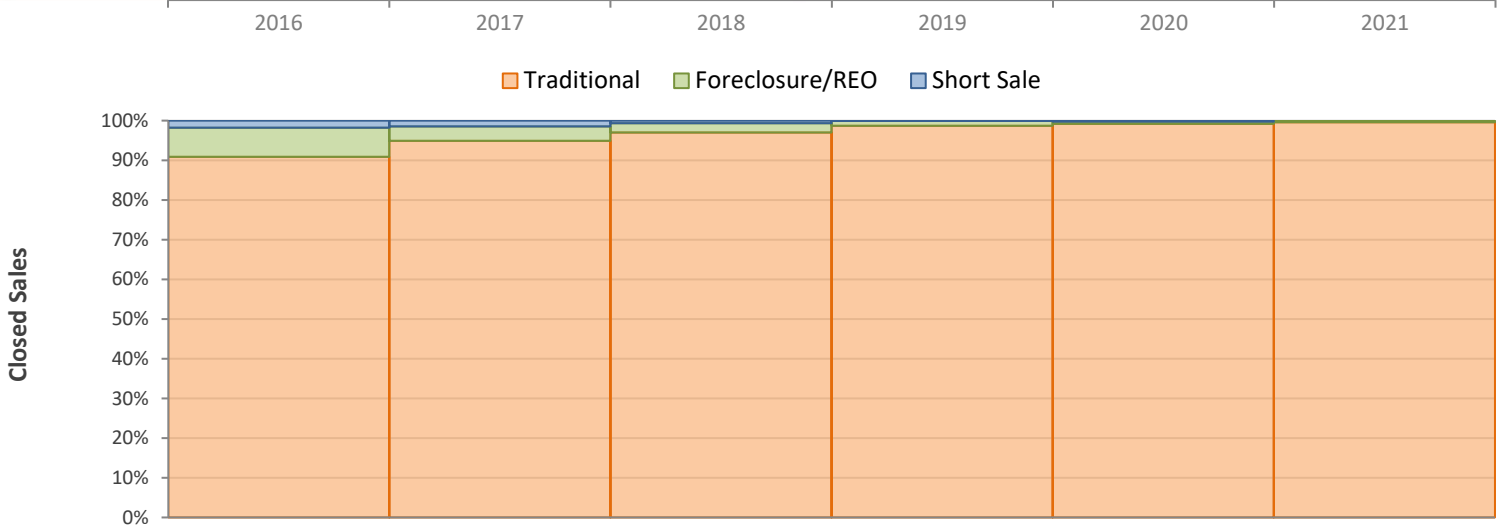
# Yearly Distressed Market - 2021

## Townhouses and Condos

### Alachua County



		2021	2020	Percent Change Year-over-Year
Traditional	Closed Sales	1,087	816	33.2%
	Median Sale Price	\$147,900	\$135,000	9.6%
Foreclosure/REO	Closed Sales	5	5	0.0%
	Median Sale Price	\$142,450	\$82,000	73.7%
Short Sale	Closed Sales	0	2	-100.0%
	Median Sale Price	(No Sales)	\$70,000	N/A

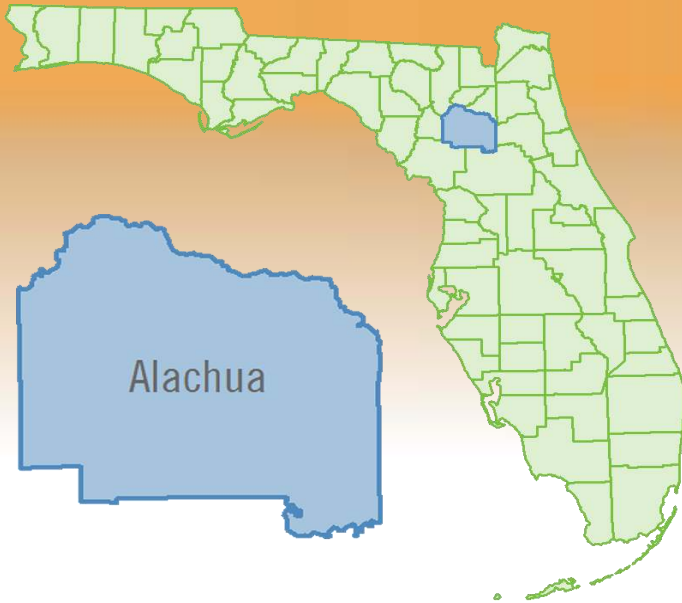




# Yearly Market Detail - 2021

## Manufactured Homes

### Alachua County



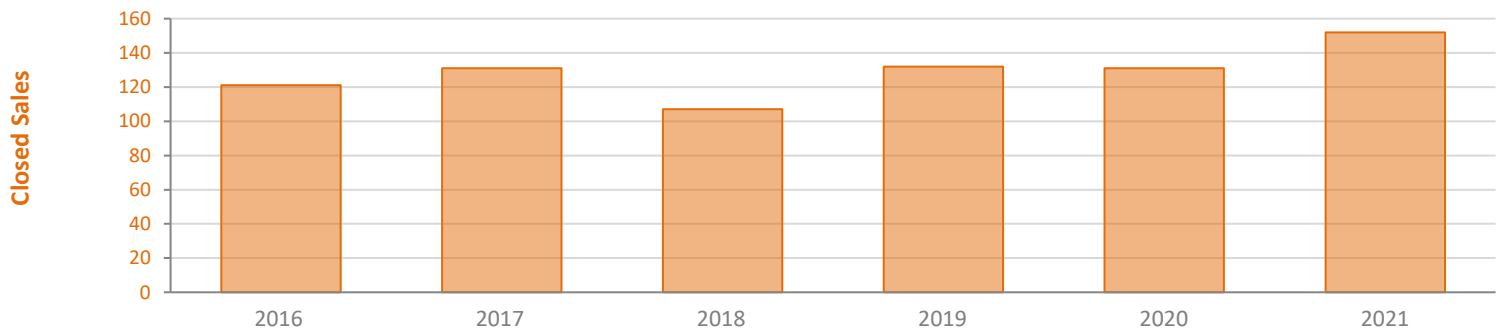
Summary Statistics	2021	2020	Percent Change Year-over-Year
Closed Sales	152	131	16.0%
Paid in Cash	58	55	5.5%
Median Sale Price	\$151,500	\$122,500	23.7%
Average Sale Price	\$182,240	\$124,757	46.1%
Dollar Volume	\$27.7 Million	\$16.3 Million	69.5%
Median Percent of Original List Price Received	95.5%	94.7%	0.8%
Median Time to Contract	20 Days	30 Days	-33.3%
Median Time to Sale	73 Days	92 Days	-20.7%
New Pending Sales	184	154	19.5%
New Listings	192	157	22.3%
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 year

Year	Closed Sales	Percent Change Year-over-Year
2021	152	16.0%
2020	131	-0.8%
2019	132	23.4%
2018	107	-18.3%
2017	131	8.3%
2016	121	17.5%

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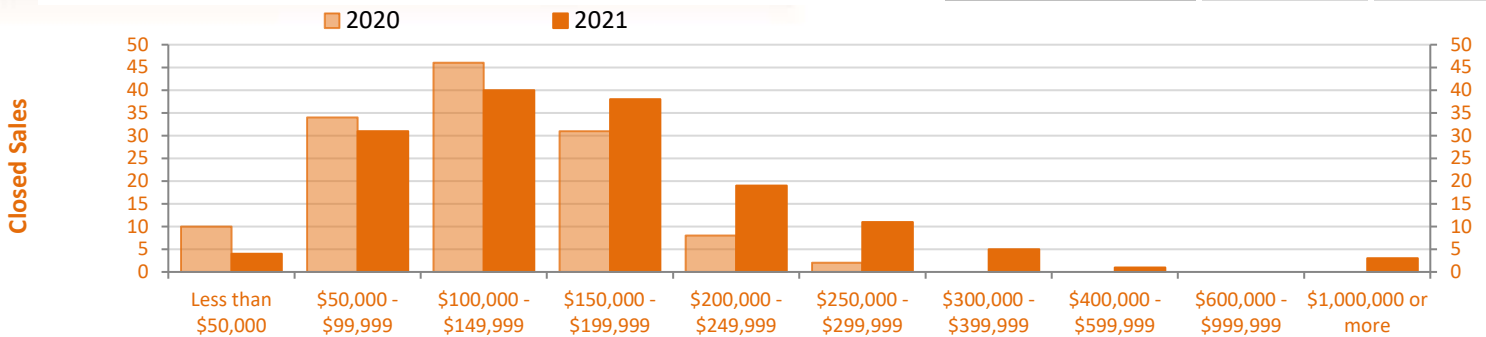


## Closed Sales by Sale Price

The number of sales transactions which closed during the year

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Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	4	-60.0%
\$50,000 - \$99,999	31	-8.8%
\$100,000 - \$149,999	40	-13.0%
\$150,000 - \$199,999	38	22.6%
\$200,000 - \$249,999	19	137.5%
\$250,000 - \$299,999	11	450.0%
\$300,000 - \$399,999	5	N/A
\$400,000 - \$599,999	1	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	3	N/A

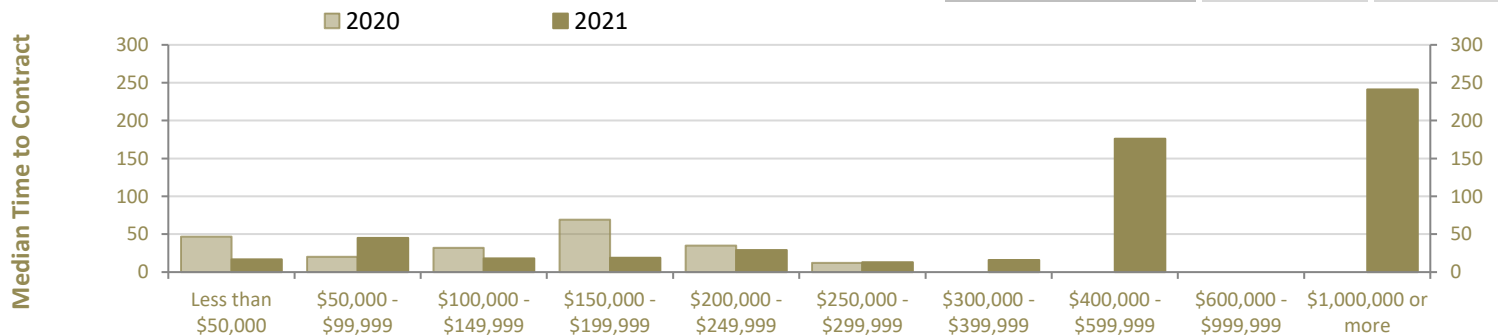


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The median number of days between the listing date and contract date for all Closed Sales during the year

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Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$50,000	17 Days	-63.8%
\$50,000 - \$99,999	45 Days	125.0%
\$100,000 - \$149,999	18 Days	-43.8%
\$150,000 - \$199,999	19 Days	-72.5%
\$200,000 - \$249,999	29 Days	-17.1%
\$250,000 - \$299,999	13 Days	8.3%
\$300,000 - \$399,999	16 Days	N/A
\$400,000 - \$599,999	176 Days	N/A
\$600,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	241 Days	N/A

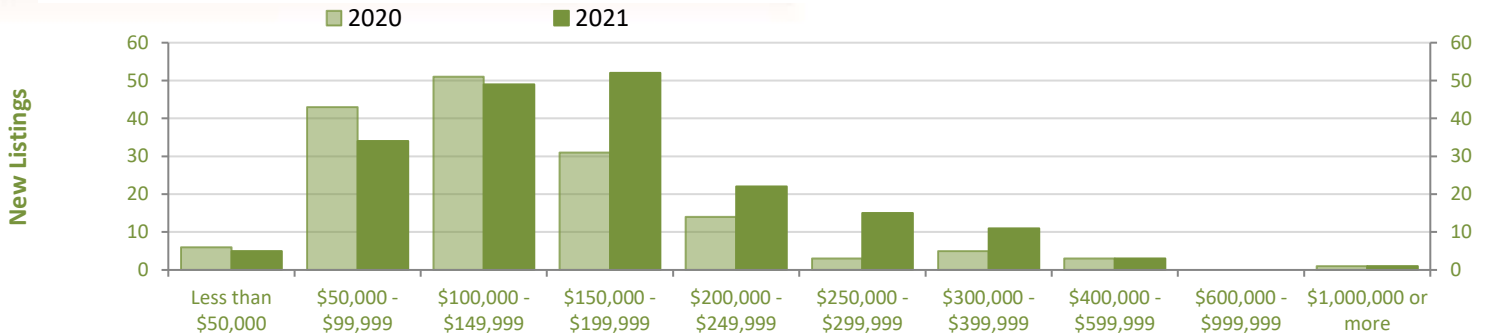


## New Listings by Initial Listing Price

The number of properties put onto the market during the year

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Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$50,000	5	-16.7%
\$50,000 - \$99,999	34	-20.9%
\$100,000 - \$149,999	49	-3.9%
\$150,000 - \$199,999	52	67.7%
\$200,000 - \$249,999	22	57.1%
\$250,000 - \$299,999	15	400.0%
\$300,000 - \$399,999	11	120.0%
\$400,000 - \$599,999	3	0.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	1	0.0%

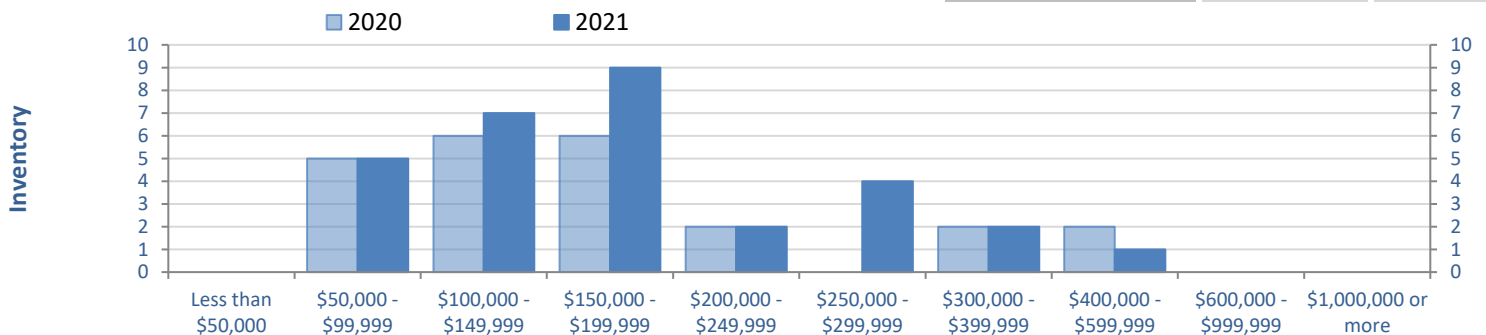


## Inventory by Current Listing Price

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

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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



# Yearly Distressed Market - 2021

## Manufactured Homes

### Alachua County



		2021	2020	Percent Change Year-over-Year
Traditional	Closed Sales	150	124	21.0%
	Median Sale Price	\$151,500	\$124,000	22.2%
Foreclosure/REO	Closed Sales	1	6	-83.3%
	Median Sale Price	\$200,000	\$58,000	244.8%
Short Sale	Closed Sales	1	1	0.0%
	Median Sale Price	\$51,000	\$48,000	6.3%

