

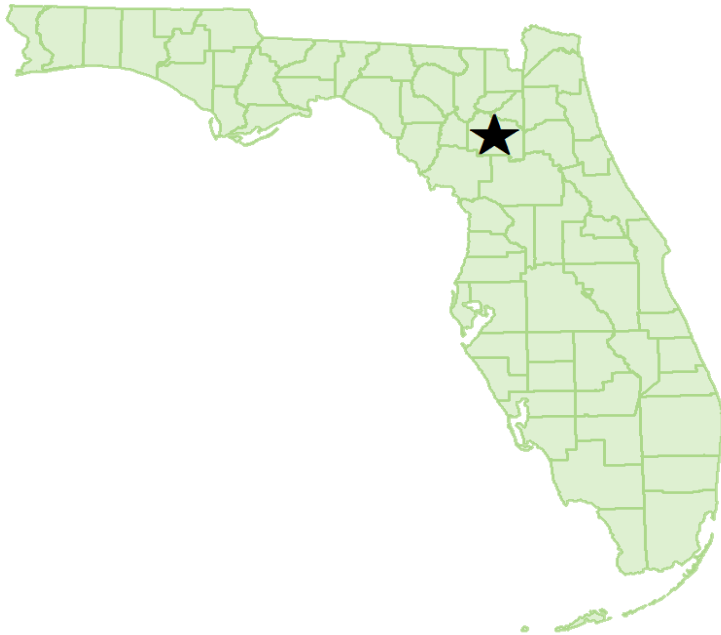
Monthly Market Detail - January 2022

Single-Family Homes

Gainesville-Alachua County Association of REALTORS®



This report describes member activity for the association and is not confined to any specific geographic area.



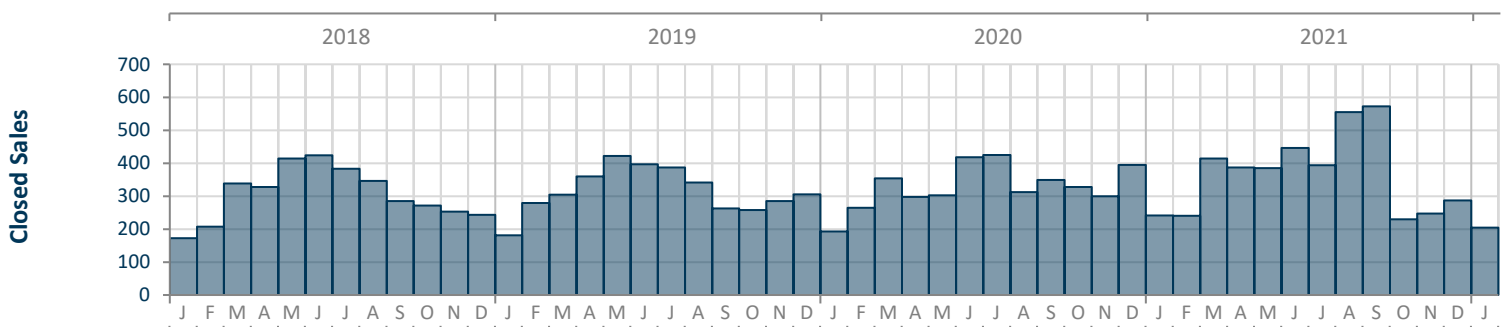
Summary Statistics	January 2022	January 2021	Percent Change Year-over-Year
Closed Sales	204	241	-15.4%
Paid in Cash	49	45	8.9%
Median Sale Price	\$305,500	\$280,990	8.7%
Average Sale Price	\$364,348	\$301,659	20.8%
Dollar Volume	\$74.3 Million	\$72.7 Million	2.2%
Median Percent of Original List Price Received	100.0%	99.0%	1.0%
Median Time to Contract	16 Days	19 Days	-15.8%
Median Time to Sale	67 Days	80 Days	-16.3%
New Pending Sales	296	335	-11.6%
New Listings	302	307	-1.6%
Pending Inventory	464	568	-18.3%
Inventory (Active Listings)	310	515	-39.8%
Months Supply of Inventory	0.9	1.6	-43.8%

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	204	-15.4%
January 2022	204	-15.4%
December 2021	287	-27.3%
November 2021	247	-17.7%
October 2021	230	-29.9%
September 2021	572	63.9%
August 2021	555	77.9%
July 2021	394	-7.3%
June 2021	446	6.7%
May 2021	385	27.5%
April 2021	387	29.9%
March 2021	414	16.9%
February 2021	240	-9.4%
January 2021	241	24.9%



Monthly Market Detail - January 2022

Single-Family Homes

Gainesville-Alachua County Association of REALTORS®



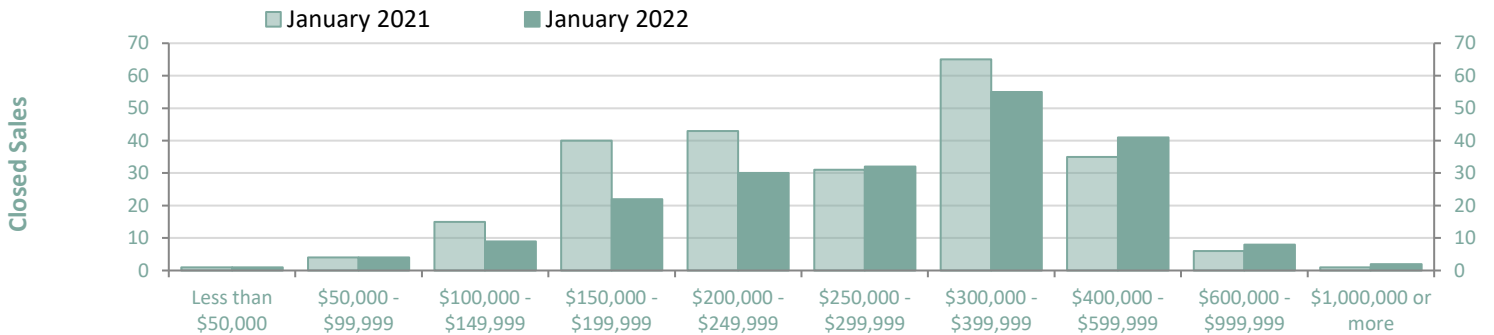
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Closed Sales by Sale Price

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	0.0%
\$50,000 - \$99,999	4	0.0%
\$100,000 - \$149,999	9	-40.0%
\$150,000 - \$199,999	22	-45.0%
\$200,000 - \$249,999	30	-30.2%
\$250,000 - \$299,999	32	3.2%
\$300,000 - \$399,999	55	-15.4%
\$400,000 - \$599,999	41	17.1%
\$600,000 - \$999,999	8	33.3%
\$1,000,000 or more	2	100.0%

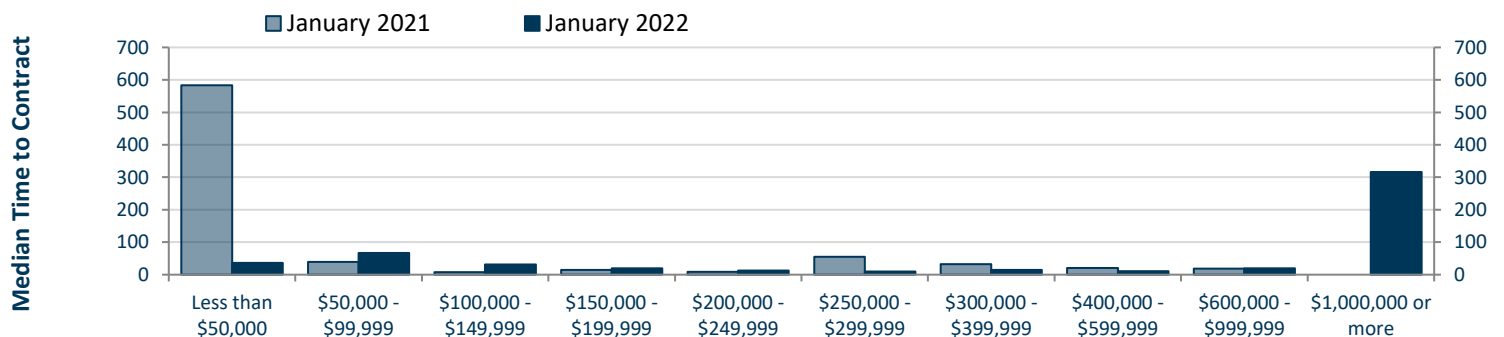


Median Time to Contract by Sale Price

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	36 Days	-93.8%
\$50,000 - \$99,999	67 Days	71.8%
\$100,000 - \$149,999	31 Days	287.5%
\$150,000 - \$199,999	20 Days	33.3%
\$200,000 - \$249,999	13 Days	44.4%
\$250,000 - \$299,999	10 Days	-81.8%
\$300,000 - \$399,999	15 Days	-53.1%
\$400,000 - \$599,999	11 Days	-47.6%
\$600,000 - \$999,999	20 Days	5.3%
\$1,000,000 or more	316 Days	N/A



Monthly Market Detail - January 2022

Single-Family Homes

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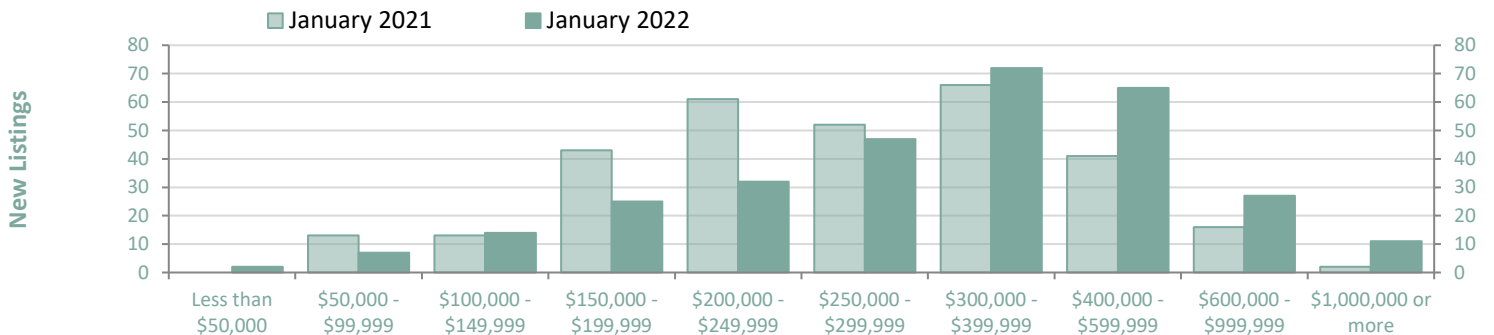
This report describes member activity for the association and is not confined to any specific geographic area.

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	2	N/A
\$50,000 - \$99,999	7	-46.2%
\$100,000 - \$149,999	14	7.7%
\$150,000 - \$199,999	25	-41.9%
\$200,000 - \$249,999	32	-47.5%
\$250,000 - \$299,999	47	-9.6%
\$300,000 - \$399,999	72	9.1%
\$400,000 - \$599,999	65	58.5%
\$600,000 - \$999,999	27	68.8%
\$1,000,000 or more	11	450.0%

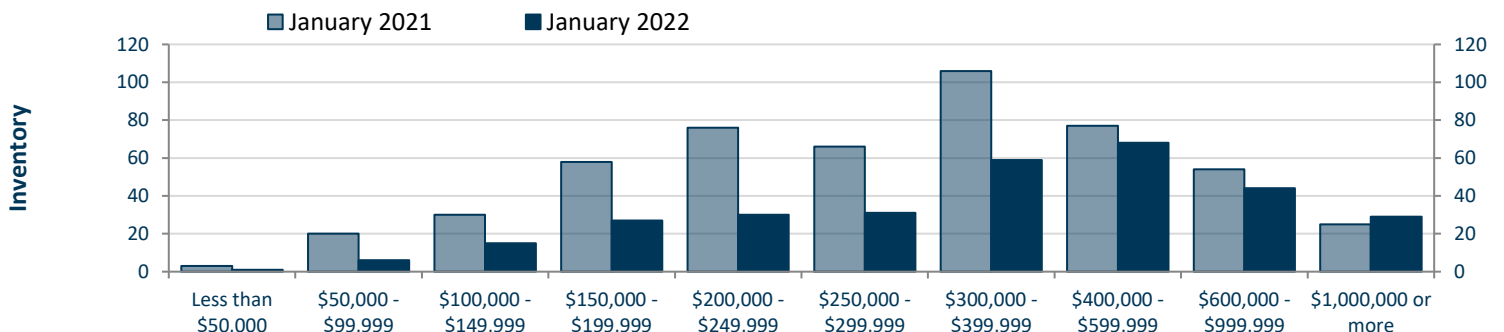


Inventory by Current Listing Price

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	-66.7%
\$50,000 - \$99,999	6	-70.0%
\$100,000 - \$149,999	15	-50.0%
\$150,000 - \$199,999	27	-53.4%
\$200,000 - \$249,999	30	-60.5%
\$250,000 - \$299,999	31	-53.0%
\$300,000 - \$399,999	59	-44.3%
\$400,000 - \$599,999	68	-11.7%
\$600,000 - \$999,999	44	-18.5%
\$1,000,000 or more	29	16.0%



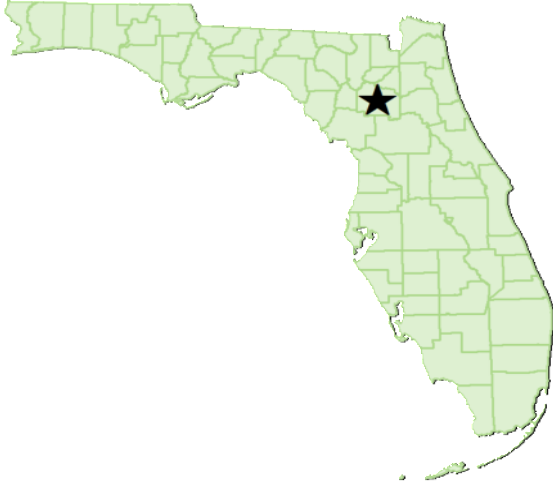
Monthly Distressed Market - January 2022

Single-Family Homes

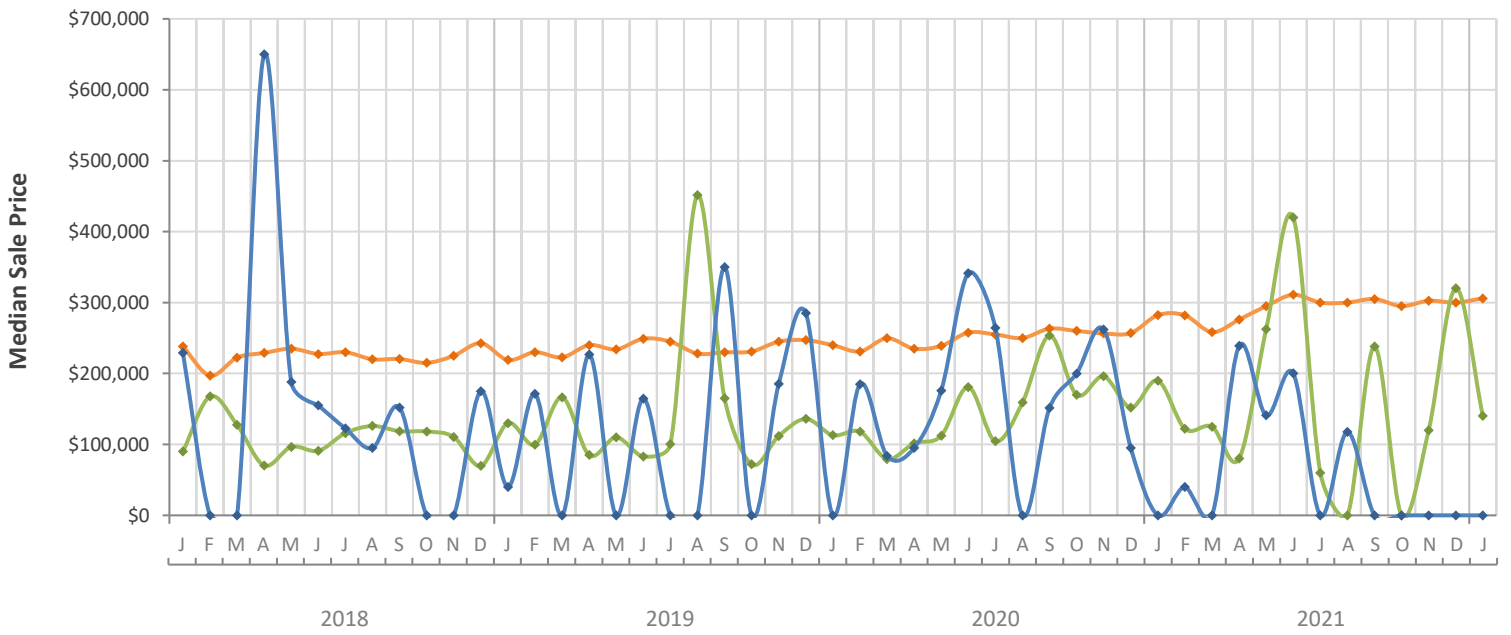
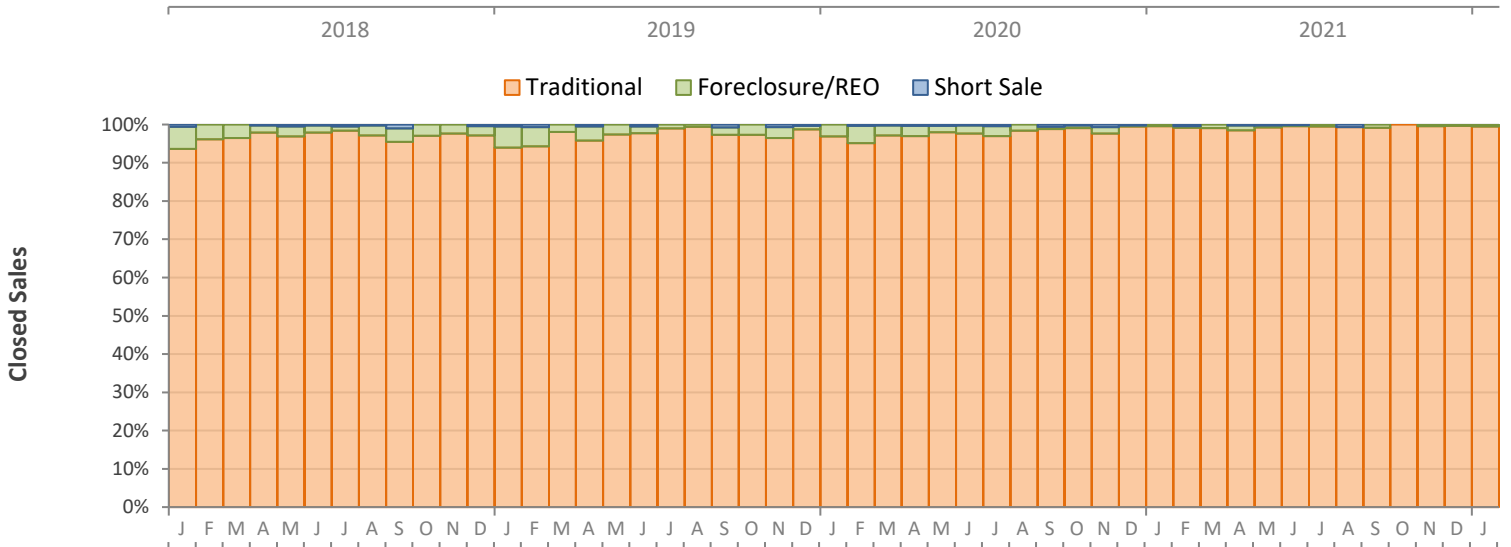
Gainesville-Alachua County Association of REALTORS®



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		January 2022	January 2021	Percent Change Year-over-Year
Traditional	Closed Sales	203	240	-15.4%
	Median Sale Price	\$306,000	\$282,245	8.4%
Foreclosure/REO	Closed Sales	1	1	0.0%
	Median Sale Price	\$140,150	\$190,000	-26.2%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



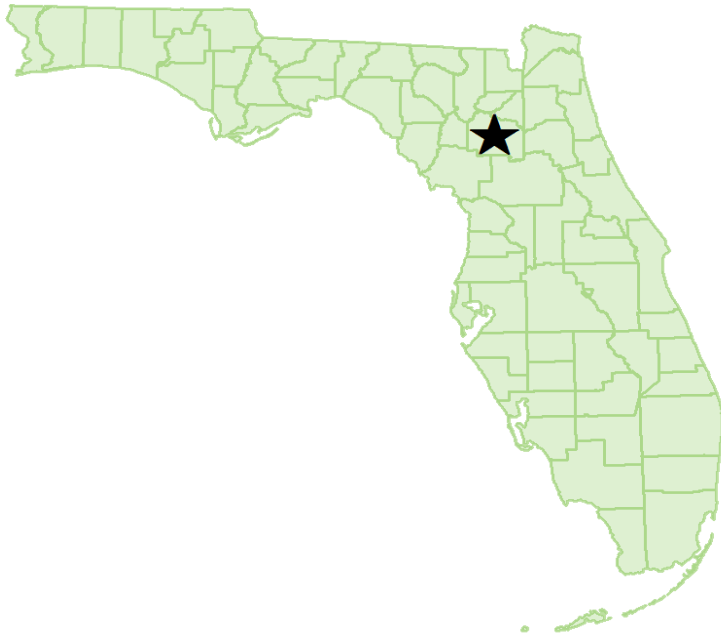
Monthly Market Detail - January 2022

Townhouses and Condos

Gainesville-Alachua County Association of REALTORS®



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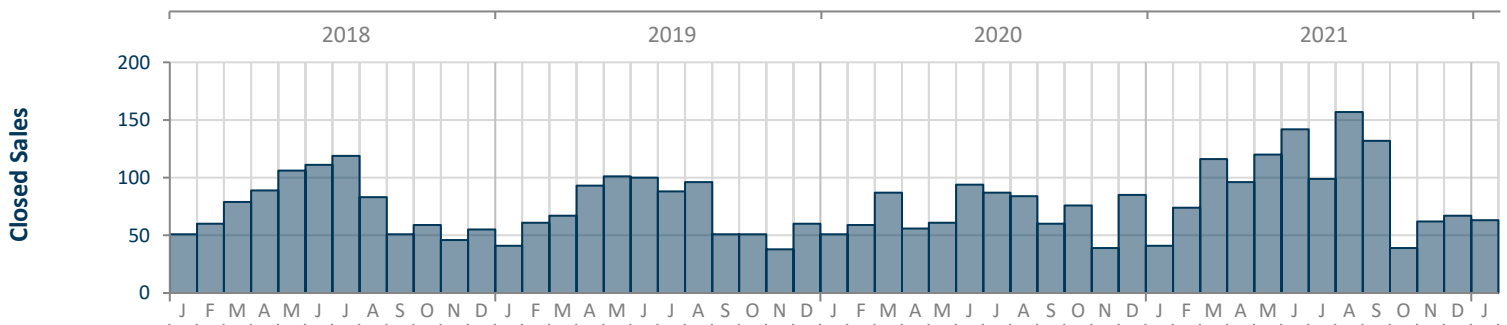
Summary Statistics	January 2022	January 2021	Percent Change Year-over-Year
Closed Sales	63	41	53.7%
Paid in Cash	32	16	100.0%
Median Sale Price	\$162,000	\$125,500	29.1%
Average Sale Price	\$168,969	\$158,696	6.5%
Dollar Volume	\$10.6 Million	\$6.5 Million	63.6%
Median Percent of Original List Price Received	98.8%	98.0%	0.8%
Median Time to Contract	19 Days	24 Days	-20.8%
Median Time to Sale	76 Days	67 Days	13.4%
New Pending Sales	65	84	-22.6%
New Listings	54	82	-34.1%
Pending Inventory	73	117	-37.6%
Inventory (Active Listings)	53	162	-67.3%
Months Supply of Inventory	0.5	2.3	-78.3%

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	63	53.7%
January 2022	63	53.7%
December 2021	67	-21.2%
November 2021	62	59.0%
October 2021	39	-48.7%
September 2021	132	120.0%
August 2021	157	86.9%
July 2021	99	13.8%
June 2021	142	51.1%
May 2021	120	96.7%
April 2021	96	71.4%
March 2021	116	33.3%
February 2021	74	25.4%
January 2021	41	-19.6%



Monthly Market Detail - January 2022

Townhouses and Condos

Gainesville-Alachua County Association of REALTORS®



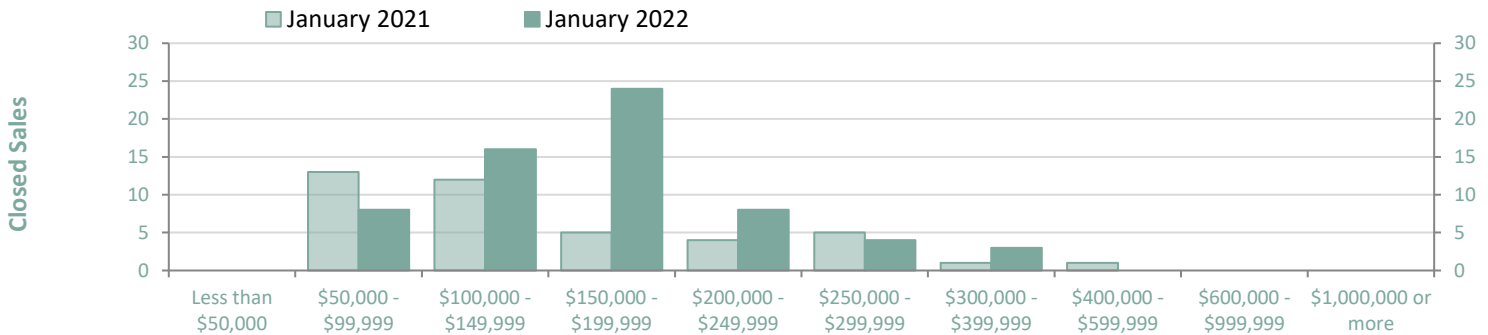
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Closed Sales by Sale Price

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	8	-38.5%
\$100,000 - \$149,999	16	33.3%
\$150,000 - \$199,999	24	380.0%
\$200,000 - \$249,999	8	100.0%
\$250,000 - \$299,999	4	-20.0%
\$300,000 - \$399,999	3	200.0%
\$400,000 - \$599,999	0	-100.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

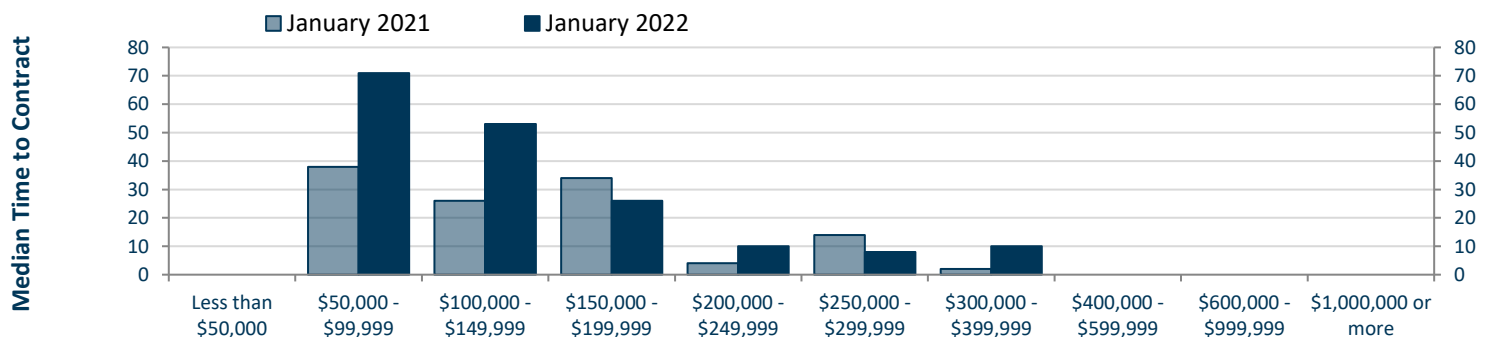


Median Time to Contract by Sale Price

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	71 Days	86.8%
\$100,000 - \$149,999	53 Days	103.8%
\$150,000 - \$199,999	26 Days	-23.5%
\$200,000 - \$249,999	10 Days	150.0%
\$250,000 - \$299,999	8 Days	-42.9%
\$300,000 - \$399,999	10 Days	400.0%
\$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



Monthly Market Detail - January 2022

Townhouses and Condos

Gainesville-Alachua County Association of REALTORS®



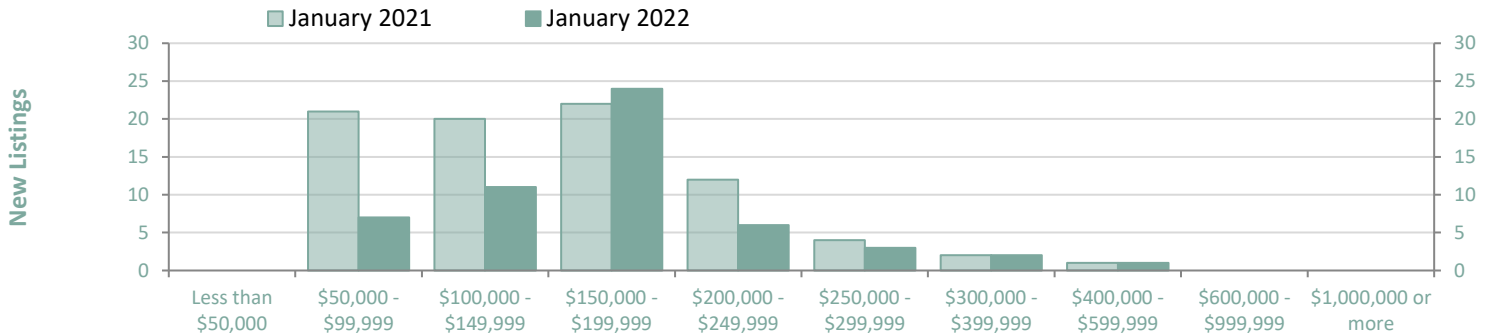
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New Listings by Initial Listing Price

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	7	-66.7%
\$100,000 - \$149,999	11	-45.0%
\$150,000 - \$199,999	24	9.1%
\$200,000 - \$249,999	6	-50.0%
\$250,000 - \$299,999	3	-25.0%
\$300,000 - \$399,999	2	0.0%
\$400,000 - \$599,999	1	0.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

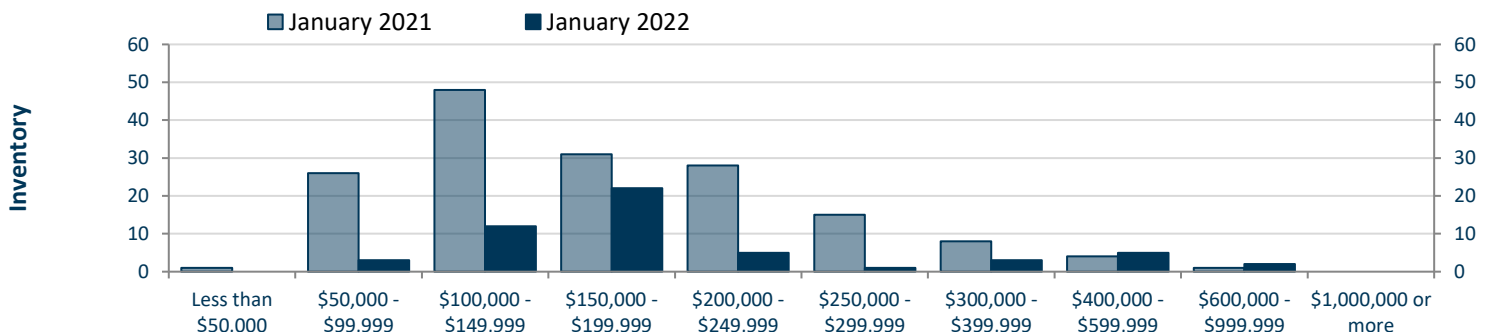


Inventory by Current Listing Price

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

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	3	-88.5%
\$100,000 - \$149,999	12	-75.0%
\$150,000 - \$199,999	22	-29.0%
\$200,000 - \$249,999	5	-82.1%
\$250,000 - \$299,999	1	-93.3%
\$300,000 - \$399,999	3	-62.5%
\$400,000 - \$599,999	5	25.0%
\$600,000 - \$999,999	2	100.0%
\$1,000,000 or more	0	N/A



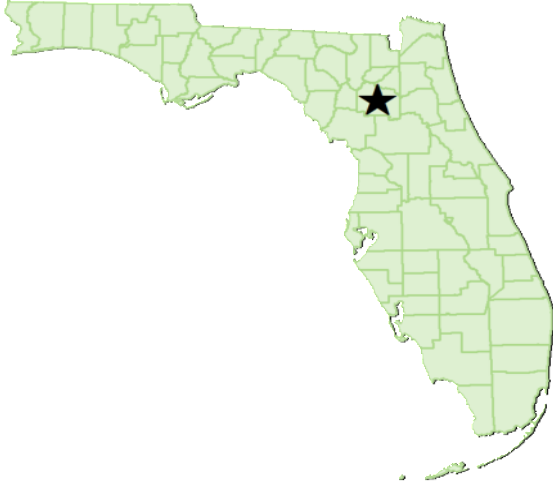
Monthly Distressed Market - January 2022

Townhouses and Condos

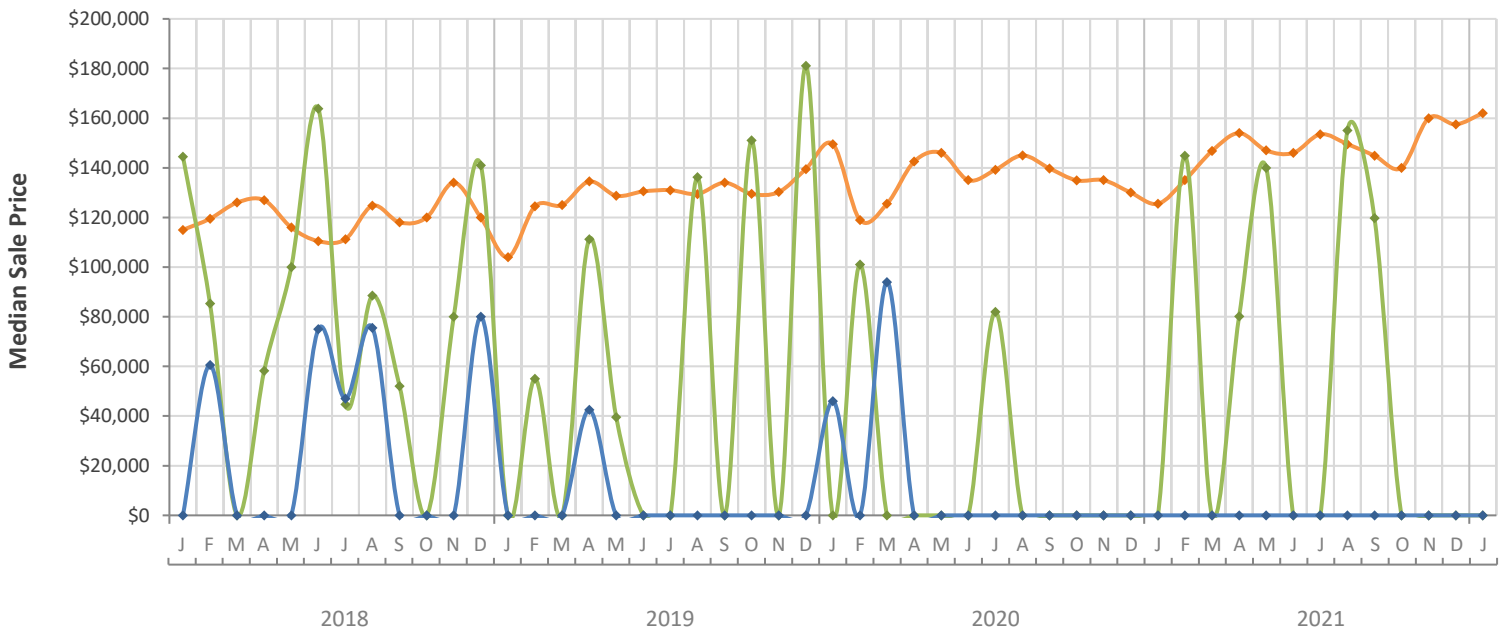
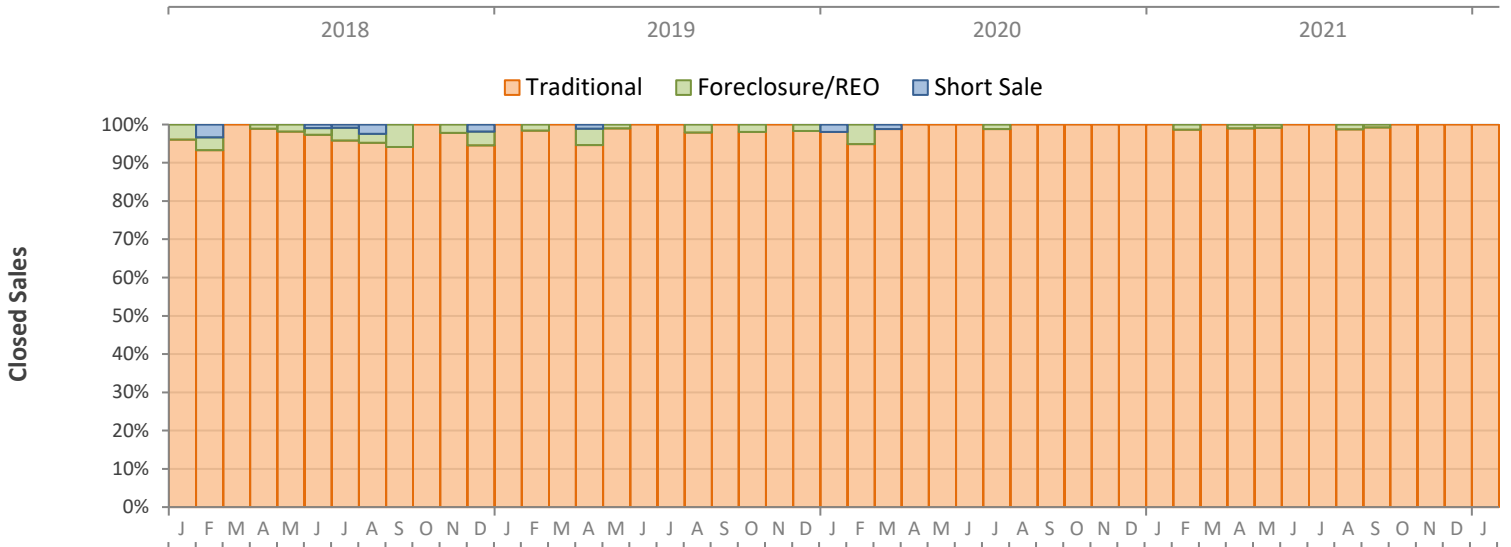
Gainesville-Alachua County Association of REALTORS®



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		January 2022	January 2021	Percent Change Year-over-Year
Traditional	Closed Sales	63	41	53.7%
	Median Sale Price	\$162,000	\$125,500	29.1%
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



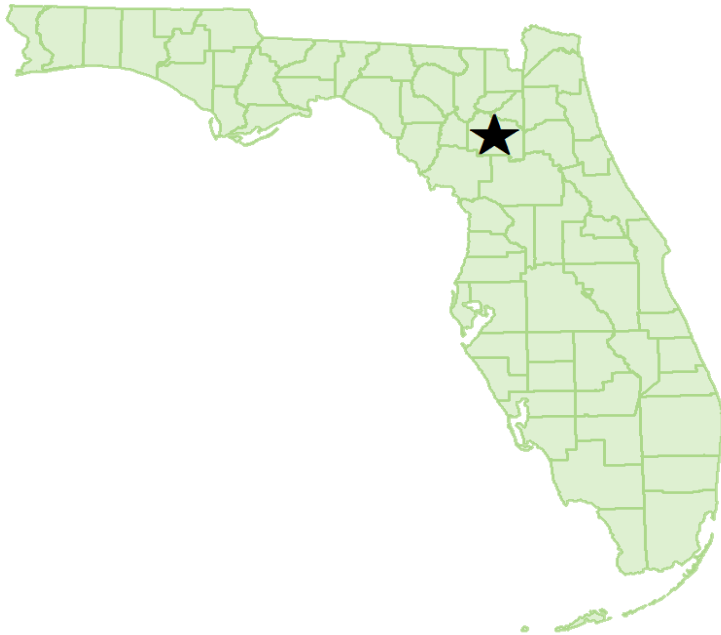
Monthly Market Detail - January 2022

Manufactured Homes

Gainesville-Alachua County Association of REALTORS®



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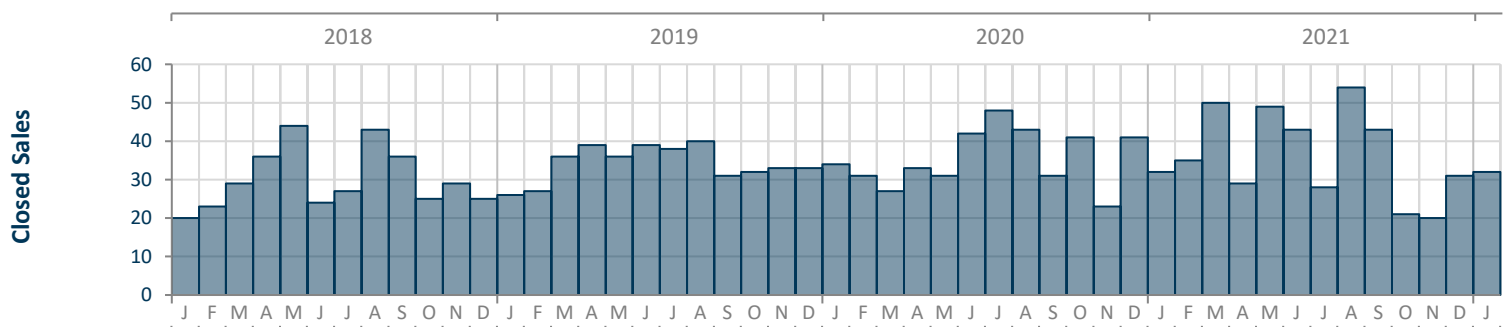
Summary Statistics	January 2022	January 2021	Percent Change Year-over-Year
Closed Sales	32	32	0.0%
Paid in Cash	12	17	-29.4%
Median Sale Price	\$150,000	\$115,500	29.9%
Average Sale Price	\$154,657	\$128,008	20.8%
Dollar Volume	\$4.9 Million	\$4.1 Million	20.8%
Median Percent of Original List Price Received	97.3%	94.8%	2.6%
Median Time to Contract	28 Days	24 Days	16.7%
Median Time to Sale	85 Days	70 Days	21.4%
New Pending Sales	31	52	-40.4%
New Listings	32	48	-33.3%
Pending Inventory	42	71	-40.8%
Inventory (Active Listings)	59	80	-26.3%
Months Supply of Inventory	1.6	2.3	-30.4%

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	32	0.0%
January 2022	32	0.0%
December 2021	31	-24.4%
November 2021	20	-13.0%
October 2021	21	-48.8%
September 2021	43	38.7%
August 2021	54	25.6%
July 2021	28	-41.7%
June 2021	43	2.4%
May 2021	49	58.1%
April 2021	29	-12.1%
March 2021	50	85.2%
February 2021	35	12.9%
January 2021	32	-5.9%



Monthly Market Detail - January 2022

Manufactured Homes

Gainesville-Alachua County Association of REALTORS®



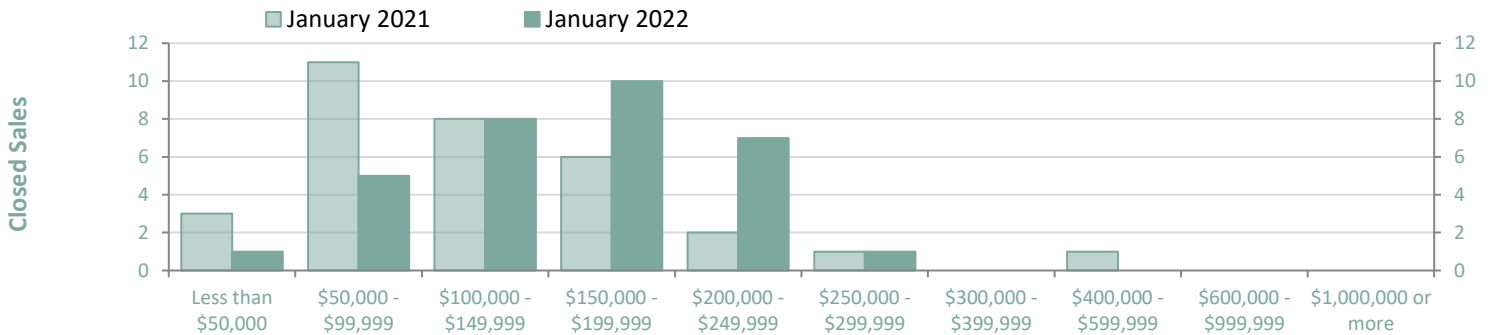
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Closed Sales by Sale Price

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	-66.7%
\$50,000 - \$99,999	5	-54.5%
\$100,000 - \$149,999	8	0.0%
\$150,000 - \$199,999	10	66.7%
\$200,000 - \$249,999	7	250.0%
\$250,000 - \$299,999	1	0.0%
\$300,000 - \$399,999	0	N/A
\$400,000 - \$599,999	0	-100.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

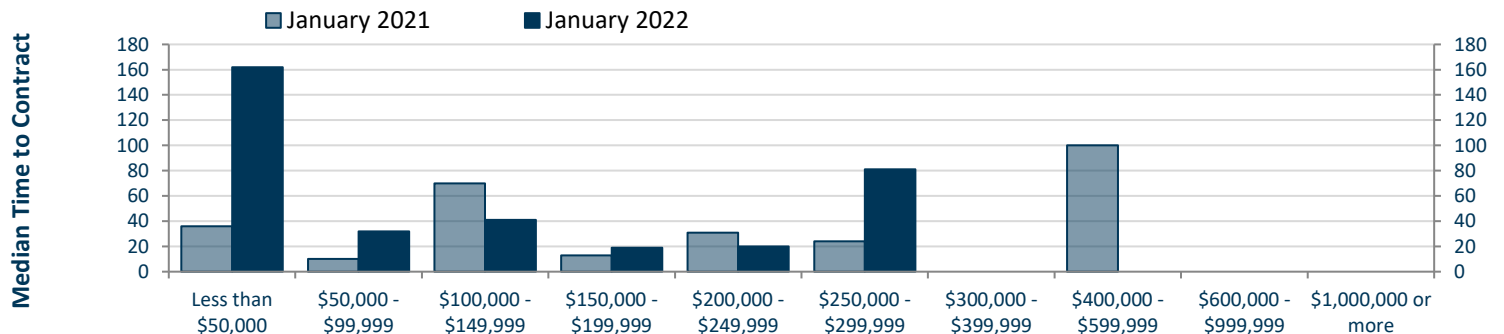


Median Time to Contract by Sale Price

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	162 Days	350.0%
\$50,000 - \$99,999	32 Days	220.0%
\$100,000 - \$149,999	41 Days	-41.4%
\$150,000 - \$199,999	19 Days	46.2%
\$200,000 - \$249,999	20 Days	-35.5%
\$250,000 - \$299,999	81 Days	237.5%
\$300,000 - \$399,999	(No Sales)	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



Monthly Market Detail - January 2022

Manufactured Homes

Gainesville-Alachua County Association of REALTORS®



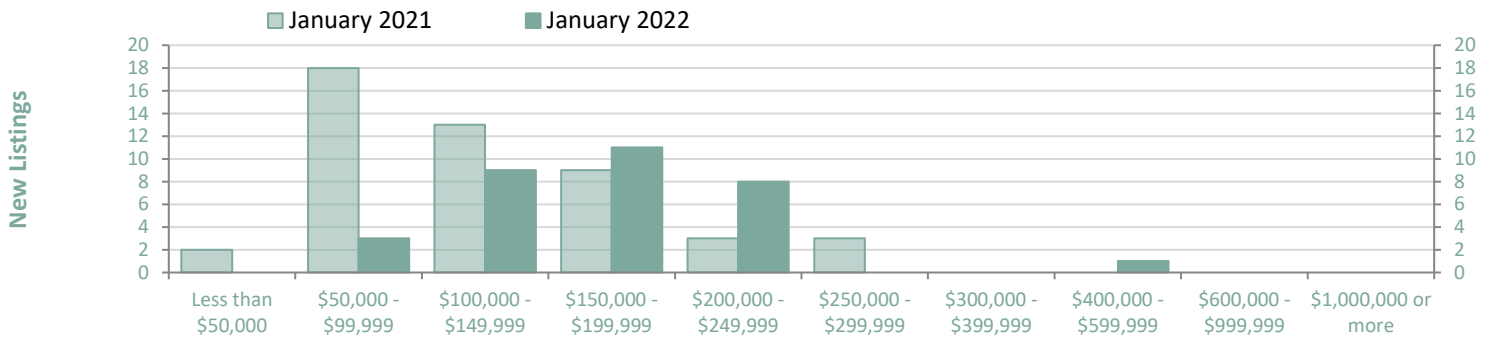
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New Listings by Initial Listing Price

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	3	-83.3%
\$100,000 - \$149,999	9	-30.8%
\$150,000 - \$199,999	11	22.2%
\$200,000 - \$249,999	8	166.7%
\$250,000 - \$299,999	0	-100.0%
\$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

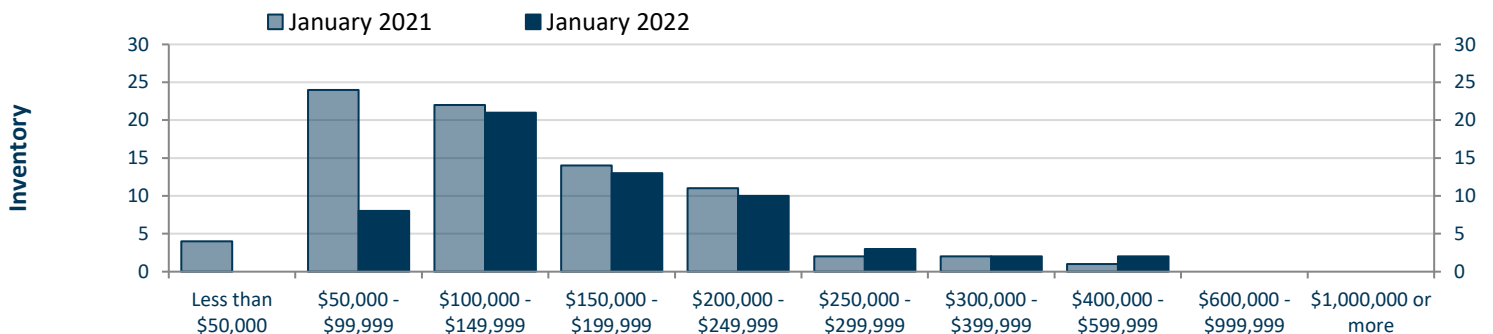


Inventory by Current Listing Price

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	-100.0%
\$50,000 - \$99,999	8	-66.7%
\$100,000 - \$149,999	21	-4.5%
\$150,000 - \$199,999	13	-7.1%
\$200,000 - \$249,999	10	-9.1%
\$250,000 - \$299,999	3	50.0%
\$300,000 - \$399,999	2	0.0%
\$400,000 - \$599,999	2	100.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A



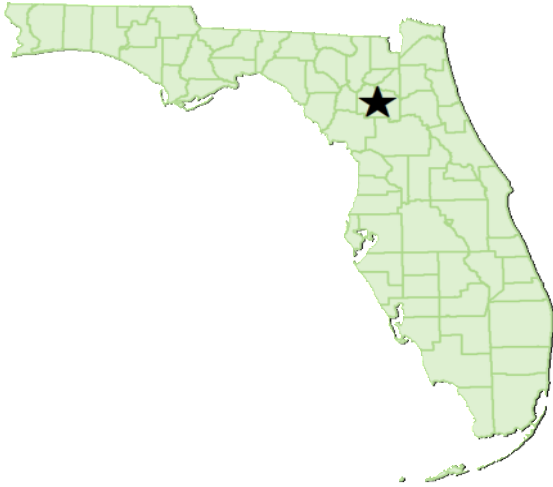
Monthly Distressed Market - January 2022

Manufactured Homes

Gainesville-Alachua County Association of REALTORS®



This report describes member activity for the association and is not confined to any specific geographic area.



		January 2022	January 2021	Percent Change Year-over-Year
Traditional	Closed Sales	27	30	-10.0%
	Median Sale Price	\$150,000	\$123,000	22.0%
Foreclosure/REO	Closed Sales	5	2	150.0%
	Median Sale Price	\$129,900	\$54,000	140.6%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

