

Quarterly Market Detail - Q4 2021

Single-Family Homes

Alachua County



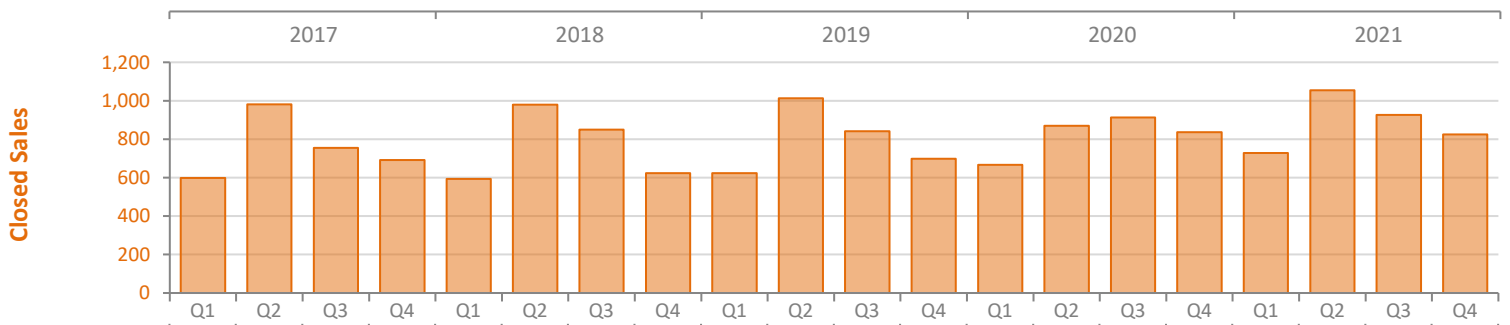
Summary Statistics	Q4 2021	Q4 2020	Percent Change Year-over-Year
Closed Sales	824	837	-1.6%
Paid in Cash	178	160	11.3%
Median Sale Price	\$315,000	\$262,000	20.2%
Average Sale Price	\$355,757	\$299,042	19.0%
Dollar Volume	\$293.1 Million	\$250.3 Million	17.1%
Median Percent of Original List Price Received	99.9%	98.5%	1.4%
Median Time to Contract	14 Days	19 Days	-26.3%
Median Time to Sale	63 Days	65 Days	-3.1%
New Pending Sales	785	783	0.3%
New Listings	703	739	-4.9%
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 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	3,534	7.6%
Q4 2021	824	-1.6%
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%

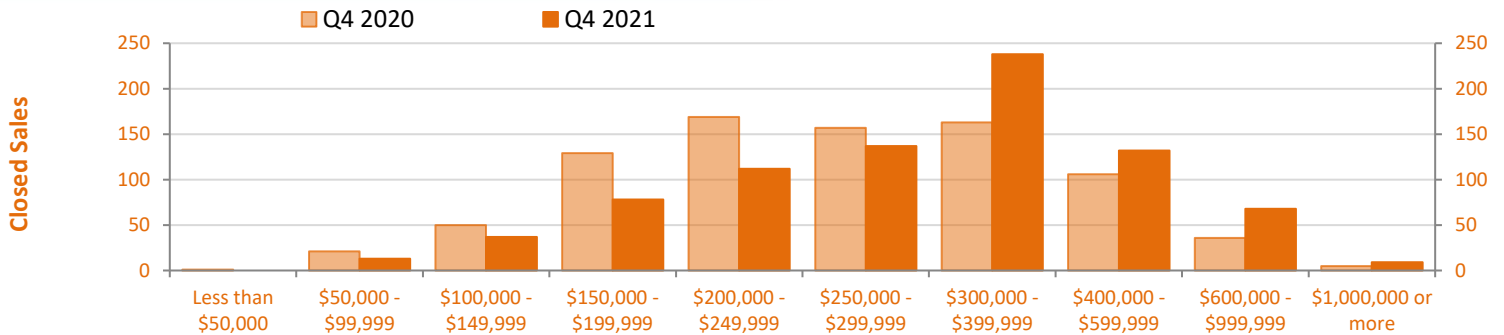


Closed Sales by Sale Price

The number of sales transactions which closed during the quarter

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Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	0	-100.0%
\$50,000 - \$99,999	13	-38.1%
\$100,000 - \$149,999	37	-26.0%
\$150,000 - \$199,999	78	-39.5%
\$200,000 - \$249,999	112	-33.7%
\$250,000 - \$299,999	137	-12.7%
\$300,000 - \$399,999	238	46.0%
\$400,000 - \$599,999	132	24.5%
\$600,000 - \$999,999	68	88.9%
\$1,000,000 or more	9	80.0%

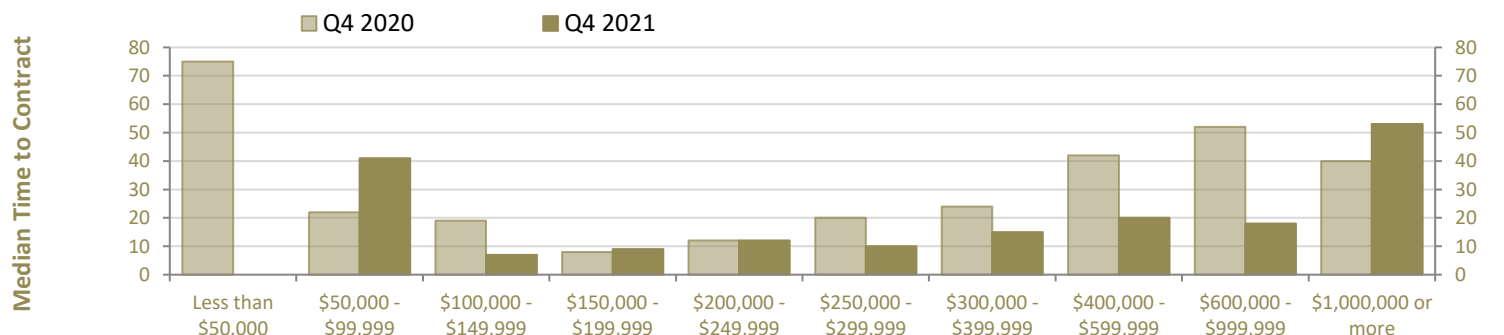


Median Time to Contract by Sale Price

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	(No Sales)	N/A
\$50,000 - \$99,999	41 Days	86.4%
\$100,000 - \$149,999	7 Days	-63.2%
\$150,000 - \$199,999	9 Days	12.5%
\$200,000 - \$249,999	12 Days	0.0%
\$250,000 - \$299,999	10 Days	-50.0%
\$300,000 - \$399,999	15 Days	-37.5%
\$400,000 - \$599,999	20 Days	-52.4%
\$600,000 - \$999,999	18 Days	-65.4%
\$1,000,000 or more	53 Days	32.5%

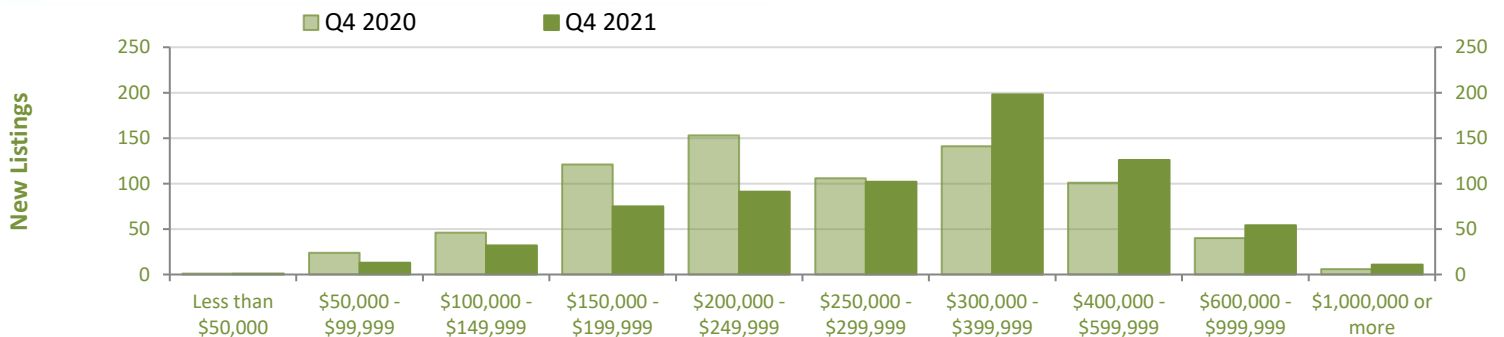


New Listings by Initial Listing Price

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	1	0.0%
\$50,000 - \$99,999	13	-45.8%
\$100,000 - \$149,999	32	-30.4%
\$150,000 - \$199,999	75	-38.0%
\$200,000 - \$249,999	91	-40.5%
\$250,000 - \$299,999	102	-3.8%
\$300,000 - \$399,999	198	40.4%
\$400,000 - \$599,999	126	24.8%
\$600,000 - \$999,999	54	35.0%
\$1,000,000 or more	11	83.3%

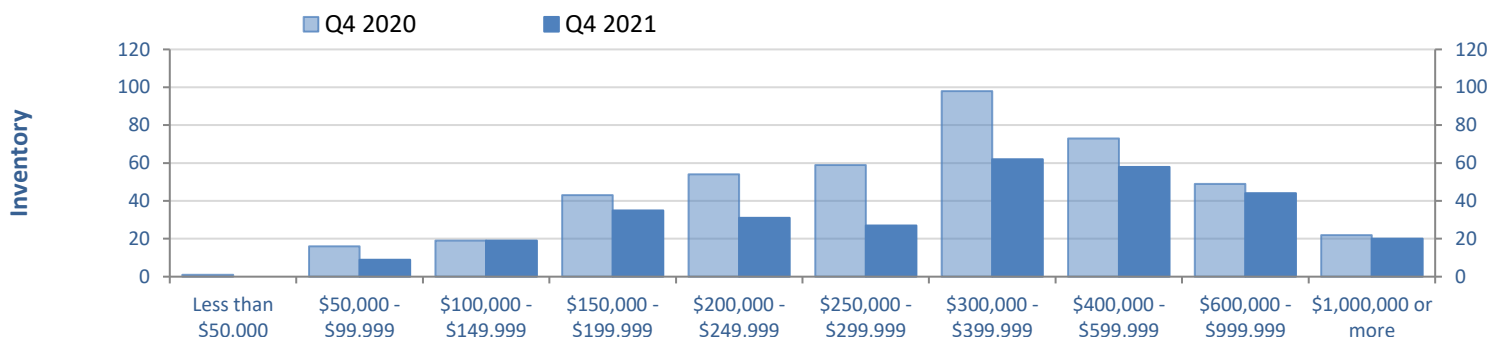


Inventory by Current Listing Price

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	-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%



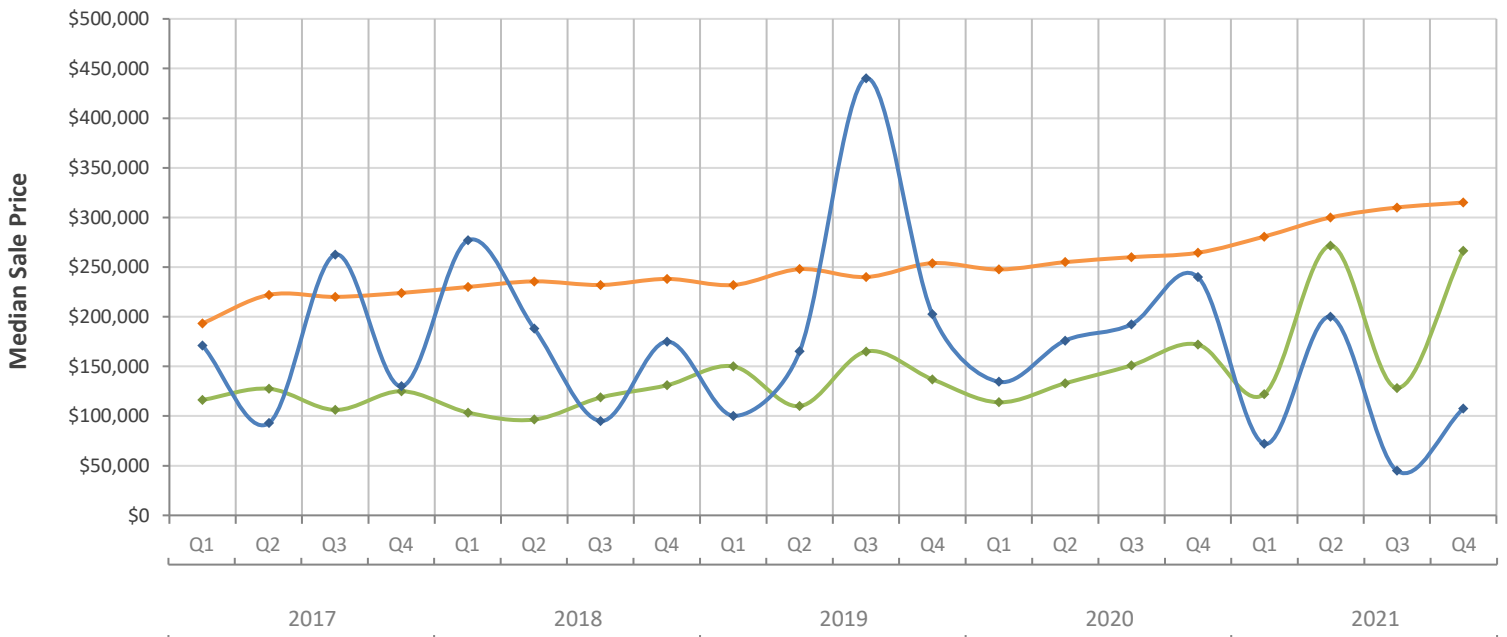
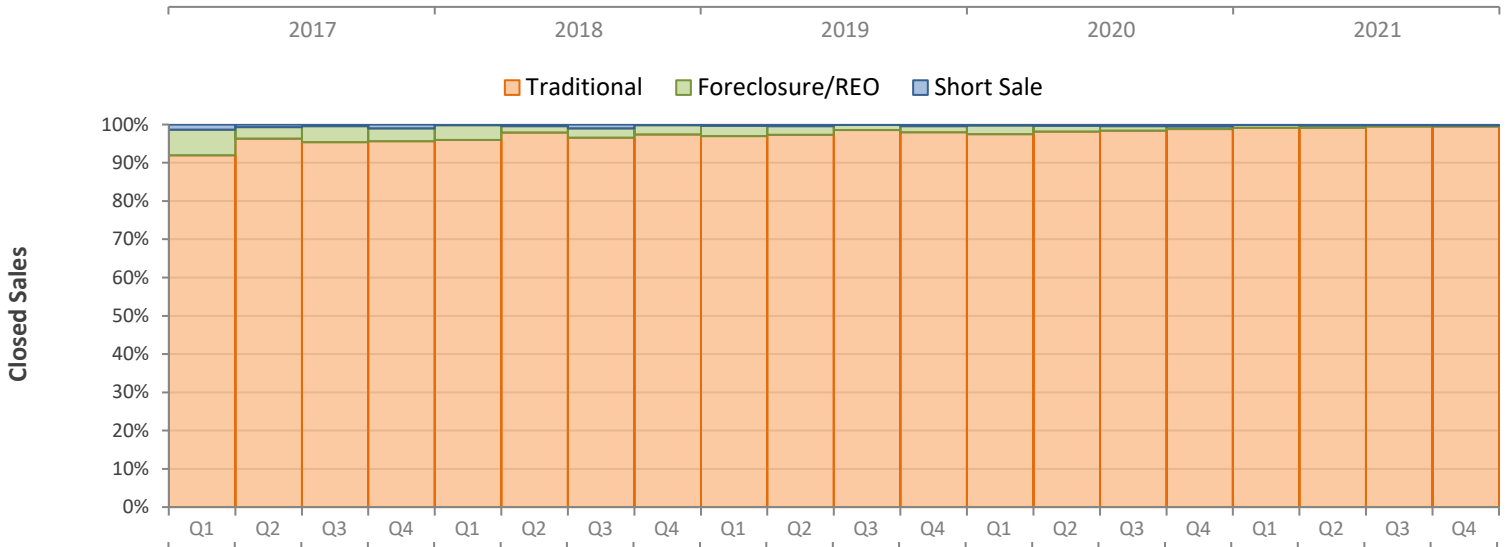
Quarterly Distressed Market - Q4 2021

Single-Family Homes

Alachua County



		Q4 2021	Q4 2020	Percent Change Year-over-Year
Traditional	Closed Sales	820	827	-0.8%
	Median Sale Price	\$315,000	\$264,450	19.1%
Foreclosure/REO	Closed Sales	2	6	-66.7%
	Median Sale Price	\$266,326	\$172,000	54.8%
Short Sale	Closed Sales	2	4	-50.0%
	Median Sale Price	\$107,500	\$240,000	-55.2%



Quarterly Market Detail - Q4 2021

Townhouses and Condos

Alachua County



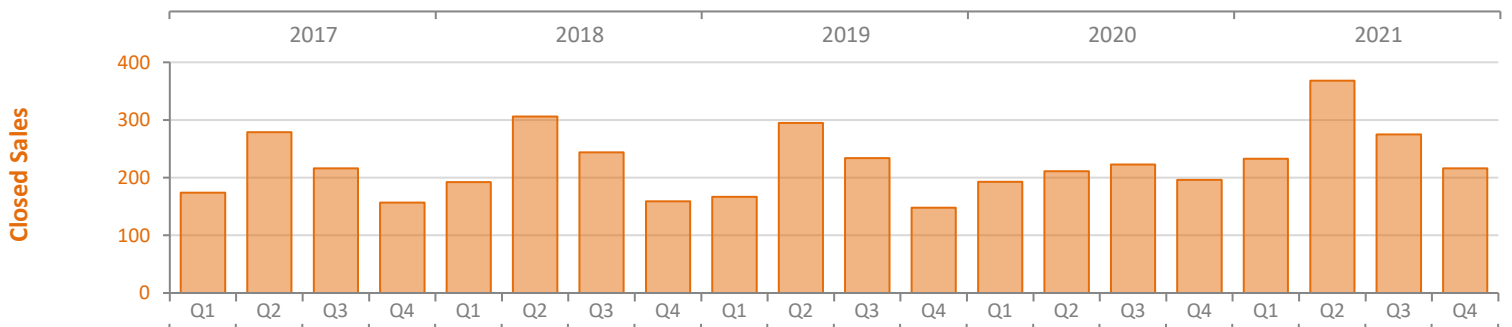
Summary Statistics	Q4 2021	Q4 2020	Percent Change Year-over-Year
Closed Sales	216	196	10.2%
Paid in Cash	99	97	2.1%
Median Sale Price	\$155,000	\$130,000	19.2%
Average Sale Price	\$163,670	\$139,701	17.2%
Dollar Volume	\$35.4 Million	\$27.4 Million	29.1%
Median Percent of Original List Price Received	97.0%	96.6%	0.4%
Median Time to Contract	27 Days	27 Days	0.0%
Median Time to Sale	72 Days	67 Days	7.5%
New Pending Sales	218	189	15.3%
New Listings	171	217	-21.2%
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 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	1,092	32.7%
Q4 2021	216	10.2%
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%

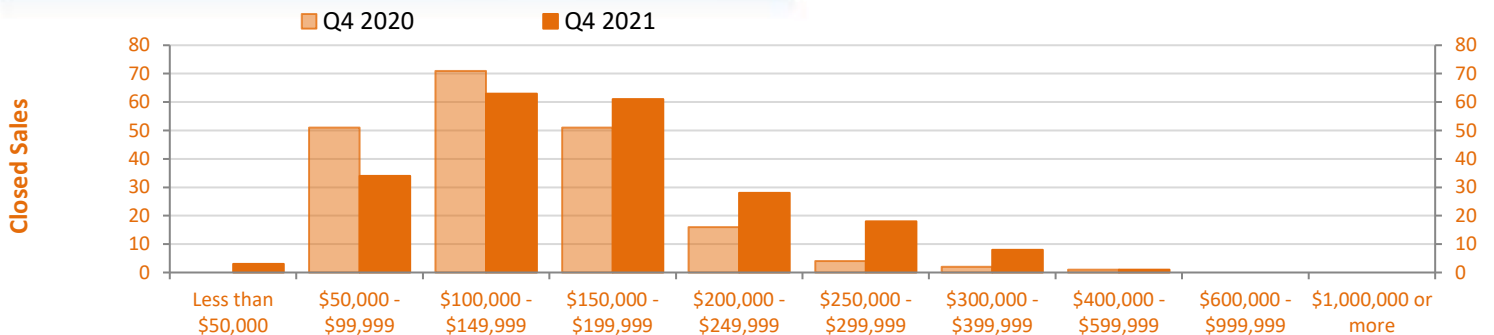


Closed Sales by Sale Price

The number of sales transactions which closed during the quarter

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Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	3	N/A
\$50,000 - \$99,999	34	-33.3%
\$100,000 - \$149,999	63	-11.3%
\$150,000 - \$199,999	61	19.6%
\$200,000 - \$249,999	28	75.0%
\$250,000 - \$299,999	18	350.0%
\$300,000 - \$399,999	8	300.0%
\$400,000 - \$599,999	1	0.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

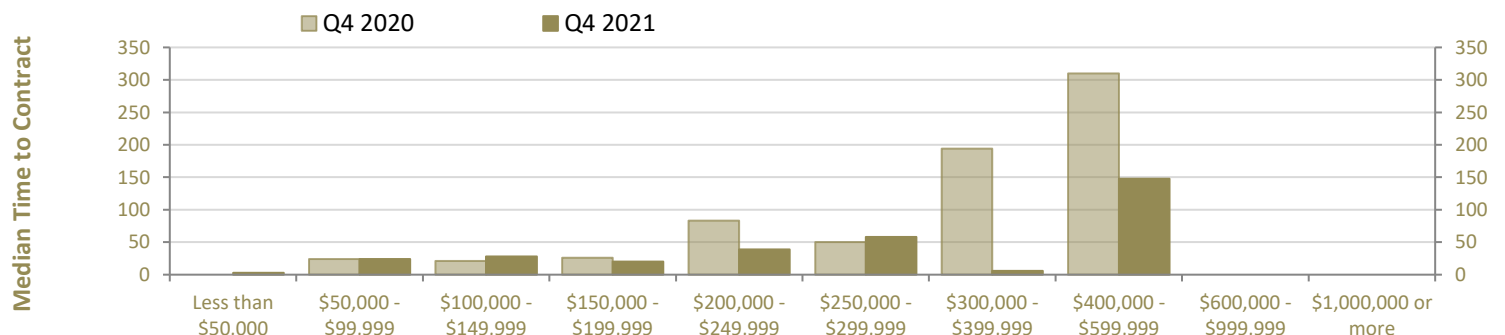


Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the 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	N/A
\$50,000 - \$99,999	24 Days	0.0%
\$100,000 - \$149,999	28 Days	33.3%
\$150,000 - \$199,999	20 Days	-23.1%
\$200,000 - \$249,999	39 Days	-53.0%
\$250,000 - \$299,999	58 Days	16.0%
\$300,000 - \$399,999	6 Days	-96.9%
\$400,000 - \$599,999	148 Days	-52.3%
\$600,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	(No Sales)	N/A

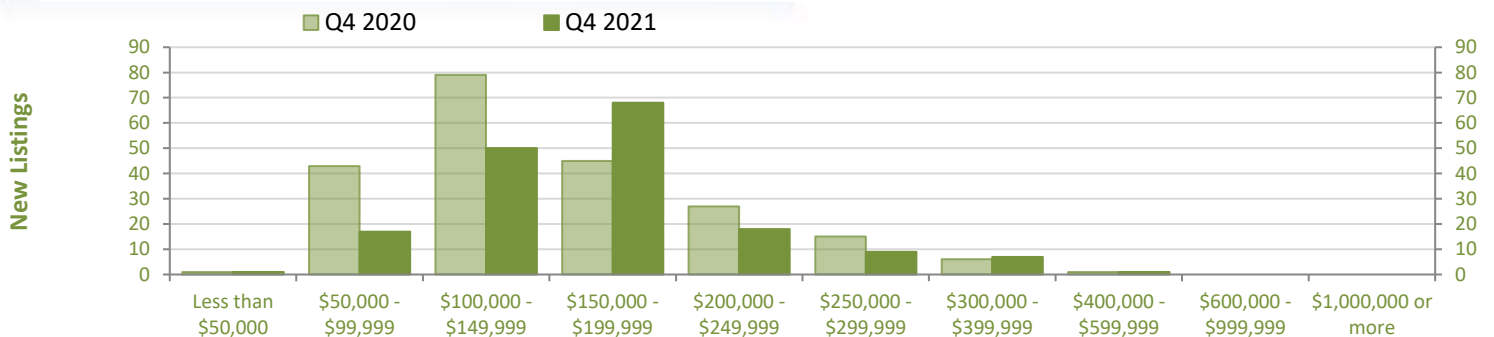


New Listings by Initial Listing Price

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	1	0.0%
\$50,000 - \$99,999	17	-60.5%
\$100,000 - \$149,999	50	-36.7%
\$150,000 - \$199,999	68	51.1%
\$200,000 - \$249,999	18	-33.3%
\$250,000 - \$299,999	9	-40.0%
\$300,000 - \$399,999	7	16.7%
\$400,000 - \$599,999	1	0.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

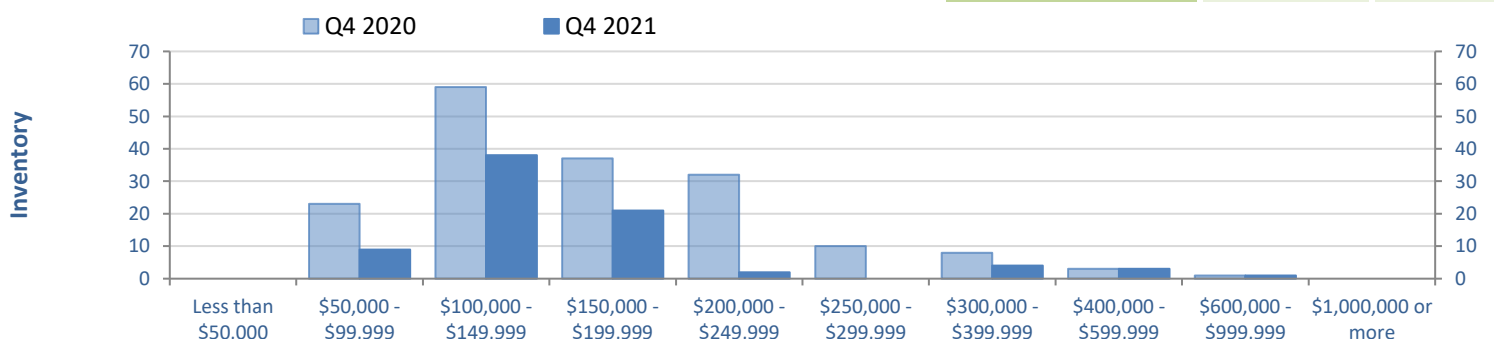


Inventory by Current Listing Price

The number of property listings active at the end of the 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	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



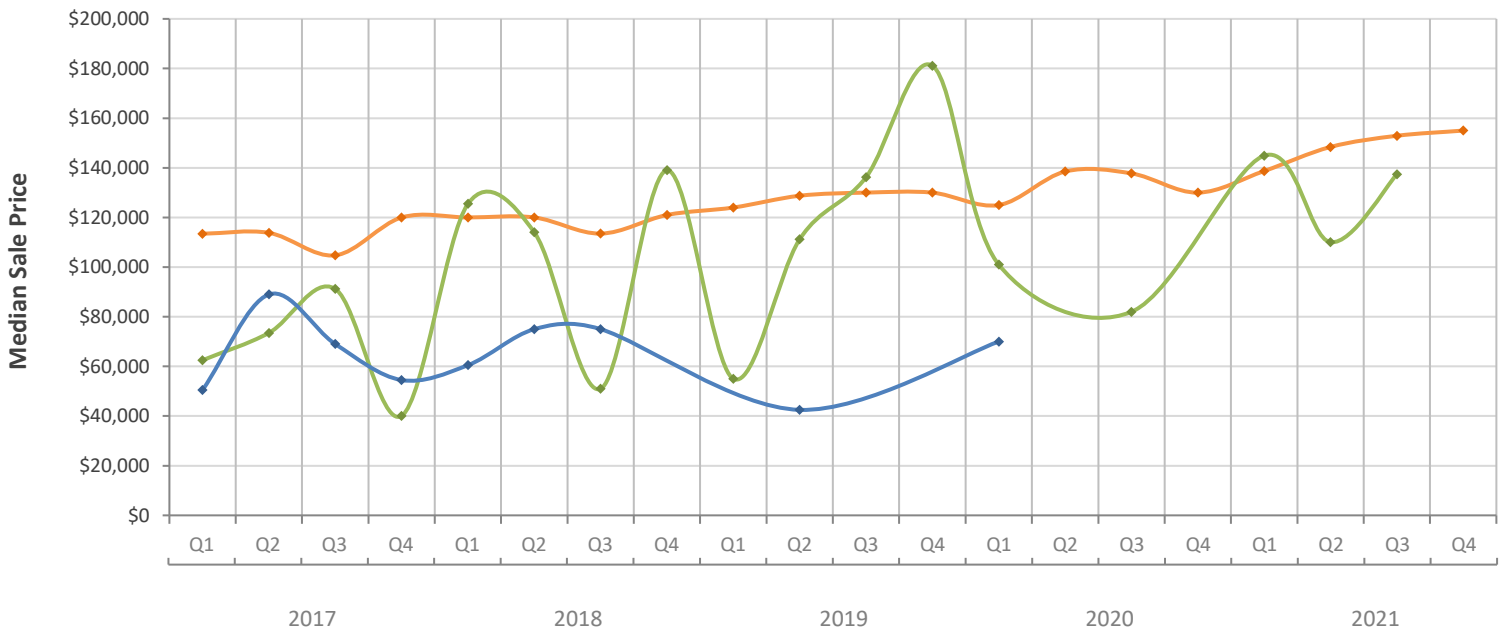
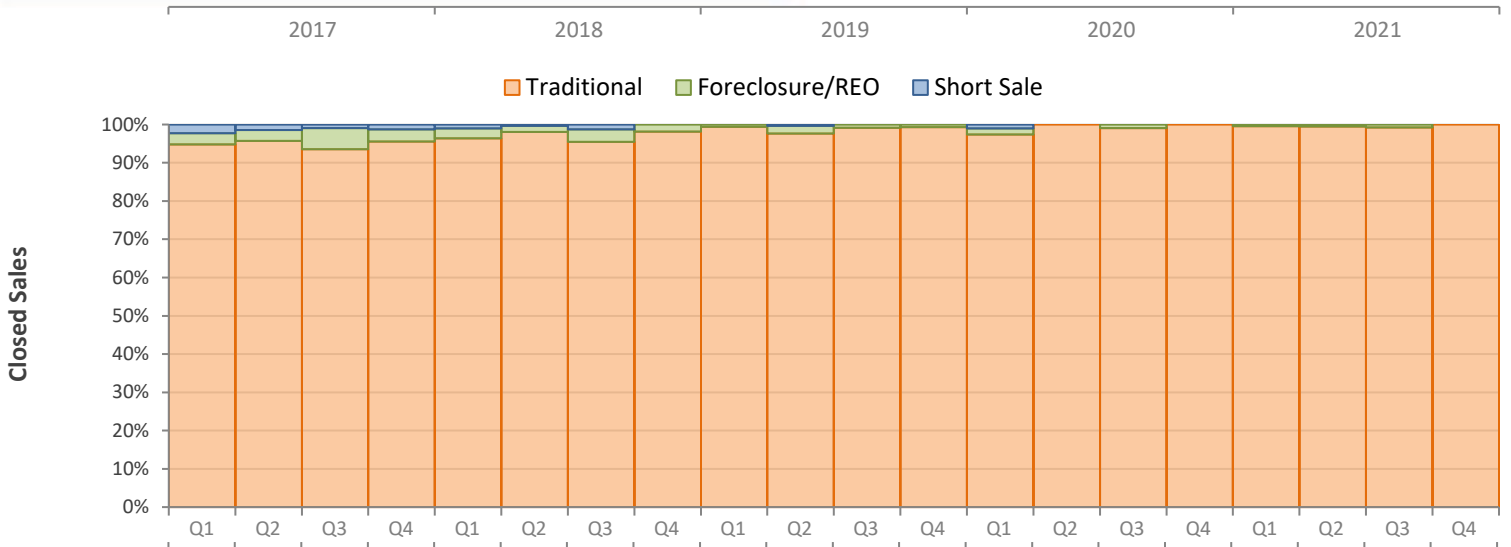
Quarterly Distressed Market - Q4 2021

Townhouses and Condos

Alachua County



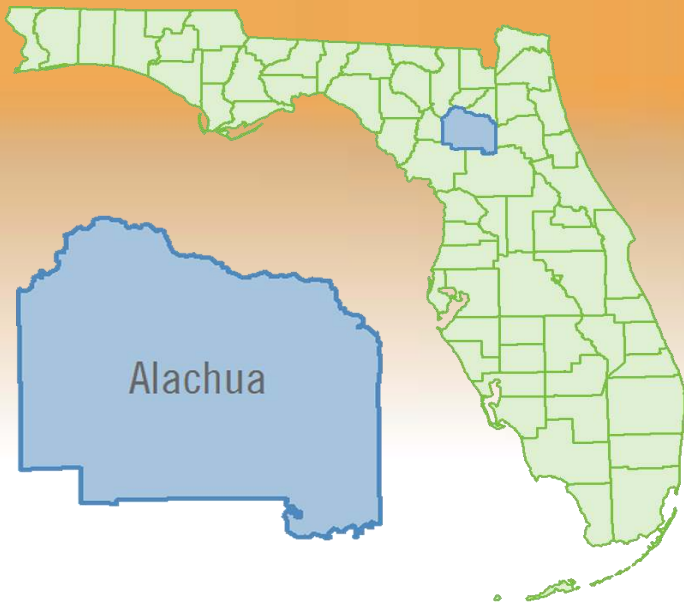
		Q4 2021	Q4 2020	Percent Change Year-over-Year
Traditional	Closed Sales	216	196	10.2%
	Median Sale Price	\$155,000	\$130,000	19.2%
Foreclosure/REO	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



Quarterly Market Detail - Q4 2021

Manufactured Homes

Alachua County



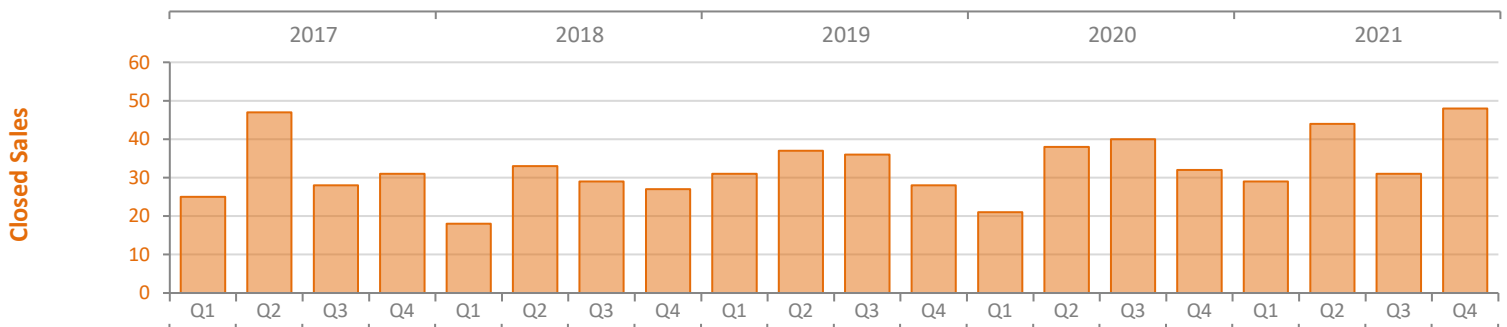
Summary Statistics	Q4 2021	Q4 2020	Percent Change Year-over-Year
Closed Sales	48	32	50.0%
Paid in Cash	17	9	88.9%
Median Sale Price	\$175,000	\$127,500	37.3%
Average Sale Price	\$176,137	\$129,856	35.6%
Dollar Volume	\$8.5 Million	\$4.2 Million	103.5%
Median Percent of Original List Price Received	95.1%	99.0%	-3.9%
Median Time to Contract	24 Days	19 Days	26.3%
Median Time to Sale	75 Days	76 Days	-1.3%
New Pending Sales	44	32	37.5%
New Listings	41	38	7.9%
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 quarter

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Quarter	Closed Sales	Percent Change Year-over-Year
Year-to-Date	152	16.0%
Q4 2021	48	50.0%
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%

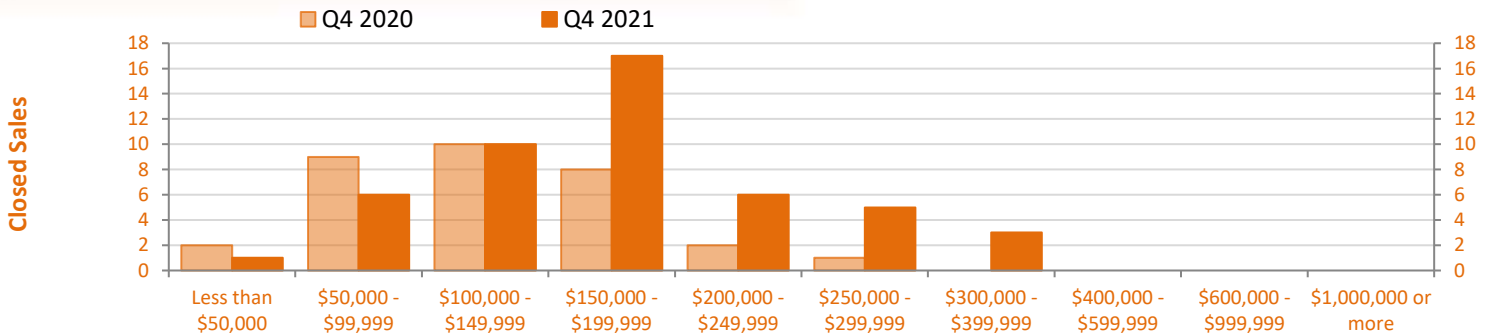


Closed Sales by Sale Price

The number of sales transactions which closed during the quarter

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Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	1	-50.0%
\$50,000 - \$99,999	6	-33.3%
\$100,000 - \$149,999	10	0.0%
\$150,000 - \$199,999	17	112.5%
\$200,000 - \$249,999	6	200.0%
\$250,000 - \$299,999	5	400.0%
\$300,000 - \$399,999	3	N/A
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

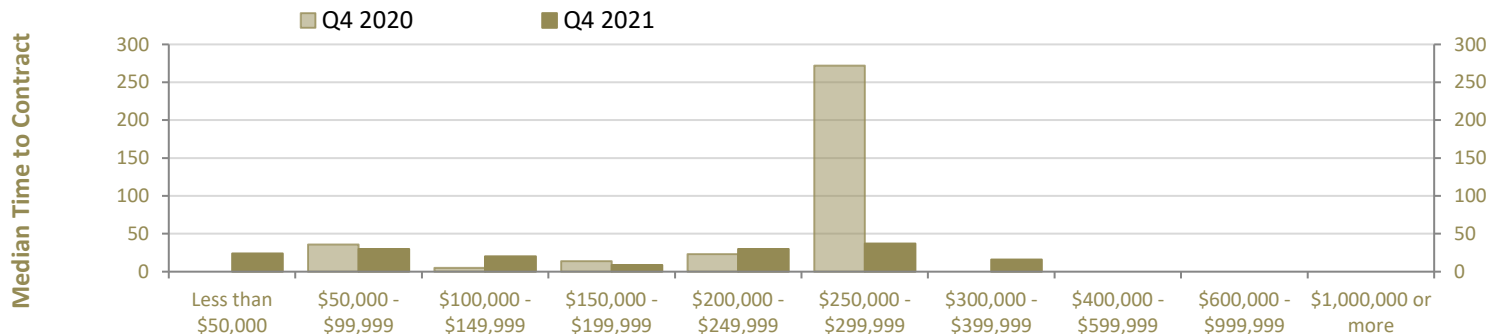


Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the 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	24 Days	N/A
\$50,000 - \$99,999	30 Days	-16.7%
\$100,000 - \$149,999	20 Days	300.0%
\$150,000 - \$199,999	9 Days	-35.7%
\$200,000 - \$249,999	30 Days	30.4%
\$250,000 - \$299,999	37 Days	-86.4%
\$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

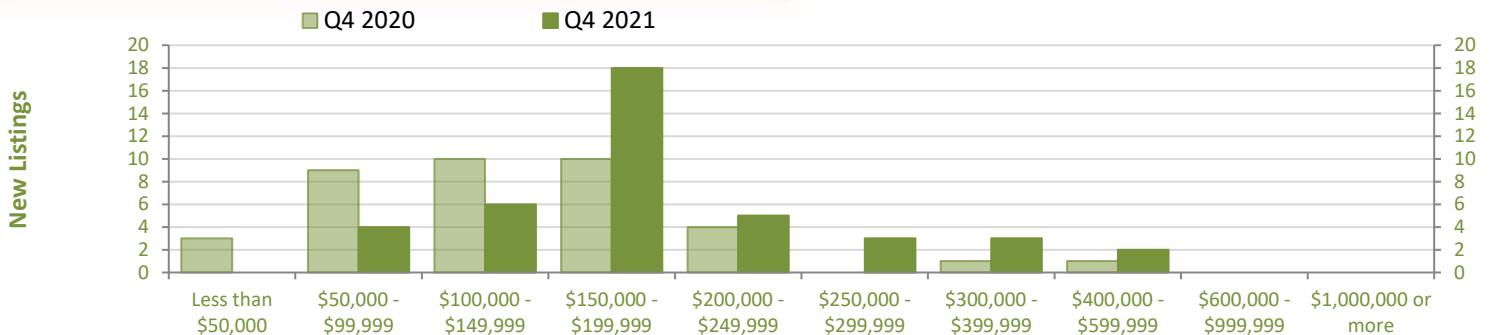


New Listings by Initial Listing Price

The number of properties put onto the market during the quarter

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Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$50,000	0	-100.0%
\$50,000 - \$99,999	4	-55.6%
\$100,000 - \$149,999	6	-40.0%
\$150,000 - \$199,999	18	80.0%
\$200,000 - \$249,999	5	25.0%
\$250,000 - \$299,999	3	N/A
\$300,000 - \$399,999	3	200.0%
\$400,000 - \$599,999	2	100.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

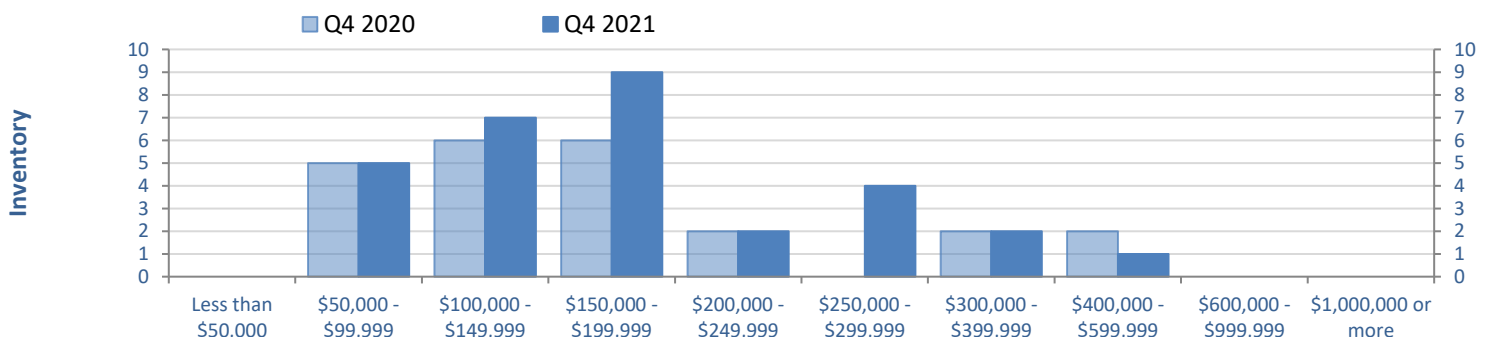


Inventory by Current Listing Price

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

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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



Quarterly Distressed Market - Q4 2021

Manufactured Homes

Alachua County



		Q4 2021	Q4 2020	Percent Change Year-over-Year
Traditional	Closed Sales	48	30	60.0%
	Median Sale Price	\$175,000	\$127,500	37.3%
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

