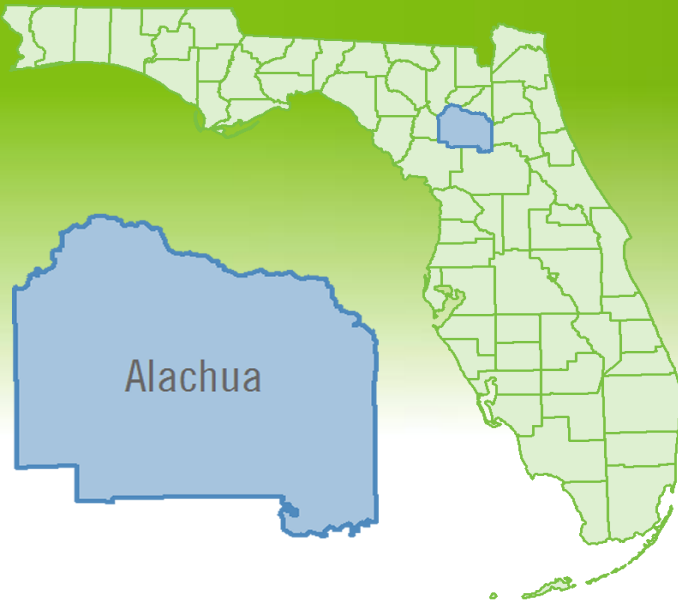


Quarterly Market Detail - Q3 2020

Single Family Homes

Alachua County



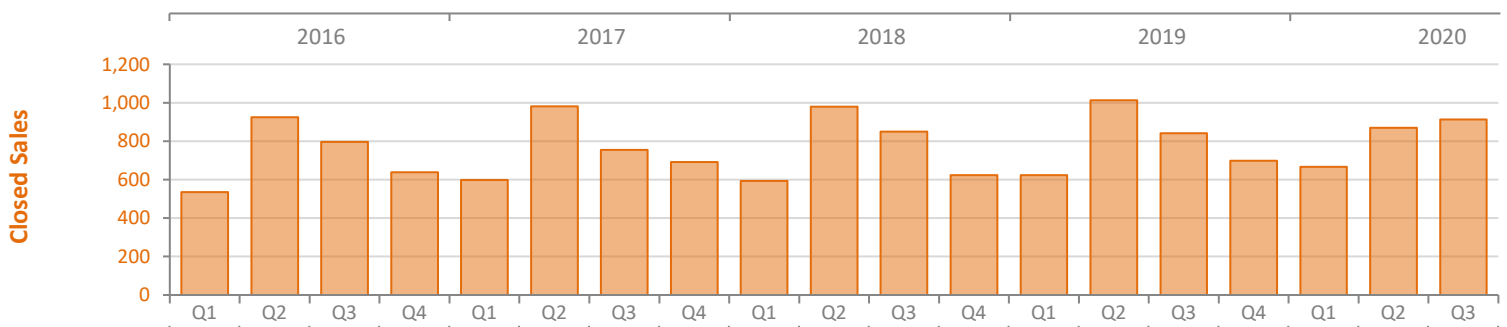
Summary Statistics	Q3 2020	Q3 2019	Percent Change Year-over-Year
Closed Sales	913	841	8.6%
Paid in Cash	147	154	-4.5%
Median Sale Price	\$260,000	\$240,000	8.3%
Average Sale Price	\$300,576	\$271,399	10.8%
Dollar Volume	\$274.4 Million	\$228.2 Million	20.2%
Median Percent of Original List Price Received	98.5%	97.8%	0.7%
Median Time to Contract	20 Days	29 Days	-31.0%
Median Time to Sale	69 Days	77 Days	-10.4%
New Pending Sales	870	763	14.0%
New Listings	914	818	11.7%
Pending Inventory	478	393	21.6%
Inventory (Active Listings)	554	796	-30.4%
Months Supply of Inventory	2.1	3.1	-32.3%

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	2,448	-1.2%
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%
Q2 2018	979	-0.3%
Q1 2018	594	-0.8%
Q4 2017	692	8.3%
Q3 2017	755	-5.2%

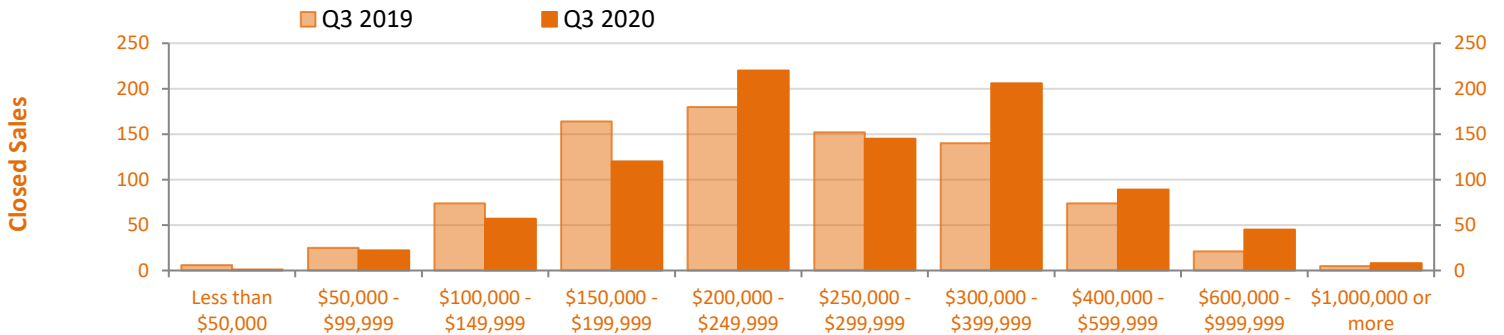


Closed Sales by Sale Price

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	-83.3%
\$50,000 - \$99,999	22	-12.0%
\$100,000 - \$149,999	57	-23.0%
\$150,000 - \$199,999	120	-26.8%
\$200,000 - \$249,999	220	22.2%
\$250,000 - \$299,999	145	-4.6%
\$300,000 - \$399,999	206	47.1%
\$400,000 - \$599,999	89	20.3%
\$600,000 - \$999,999	45	114.3%
\$1,000,000 or more	8	60.0%

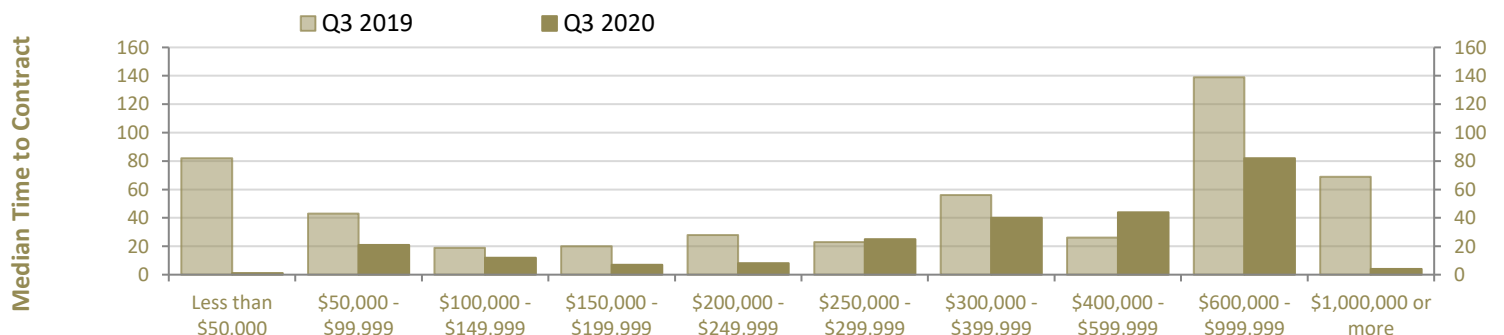


Median Time to Contract by Sale Price

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	1 Day	-98.8%
\$50,000 - \$99,999	21 Days	-51.2%
\$100,000 - \$149,999	12 Days	-36.8%
\$150,000 - \$199,999	7 Days	-65.0%
\$200,000 - \$249,999	8 Days	-71.4%
\$250,000 - \$299,999	25 Days	8.7%
\$300,000 - \$399,999	40 Days	-28.6%
\$400,000 - \$599,999	44 Days	69.2%
\$600,000 - \$999,999	82 Days	-41.0%
\$1,000,000 or more	4 Days	-94.2%

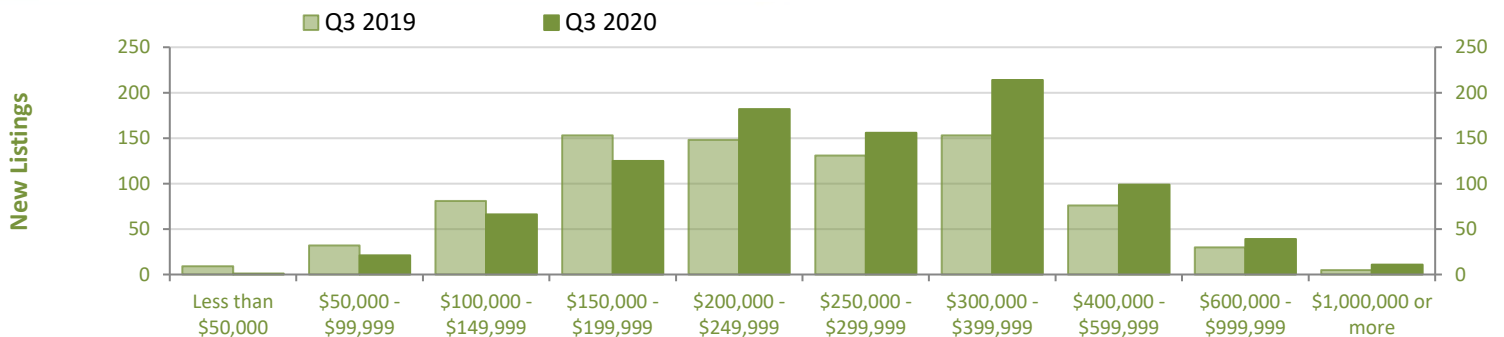


New Listings by Initial Listing Price

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	-88.9%
\$50,000 - \$99,999	21	-34.4%
\$100,000 - \$149,999	66	-18.5%
\$150,000 - \$199,999	125	-18.3%
\$200,000 - \$249,999	182	23.0%
\$250,000 - \$299,999	156	19.1%
\$300,000 - \$399,999	214	39.9%
\$400,000 - \$599,999	99	30.3%
\$600,000 - \$999,999	39	30.0%
\$1,000,000 or more	11	120.0%

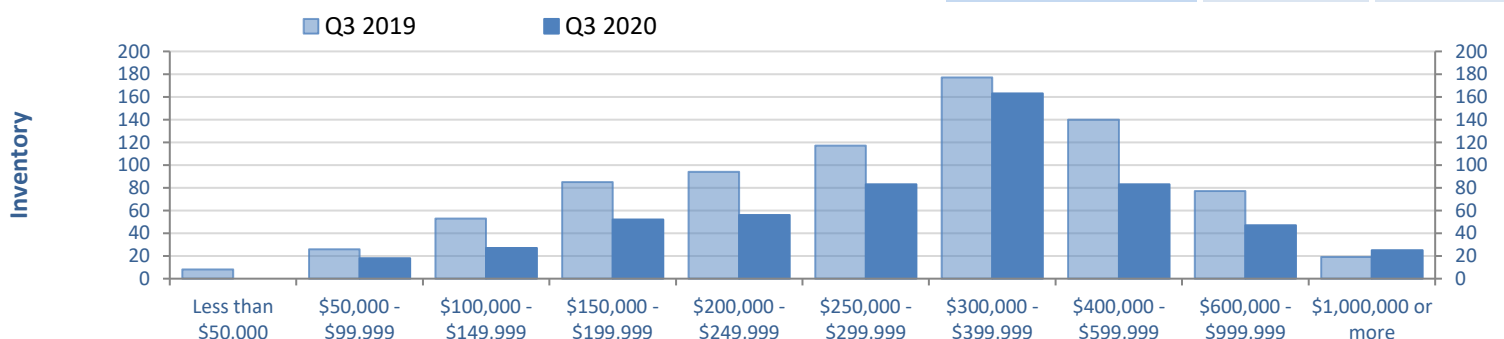


Inventory by Current Listing Price

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	18	-30.8%
\$100,000 - \$149,999	27	-49.1%
\$150,000 - \$199,999	52	-38.8%
\$200,000 - \$249,999	56	-40.4%
\$250,000 - \$299,999	83	-29.1%
\$300,000 - \$399,999	163	-7.9%
\$400,000 - \$599,999	83	-40.7%
\$600,000 - \$999,999	47	-39.0%
\$1,000,000 or more	25	31.6%



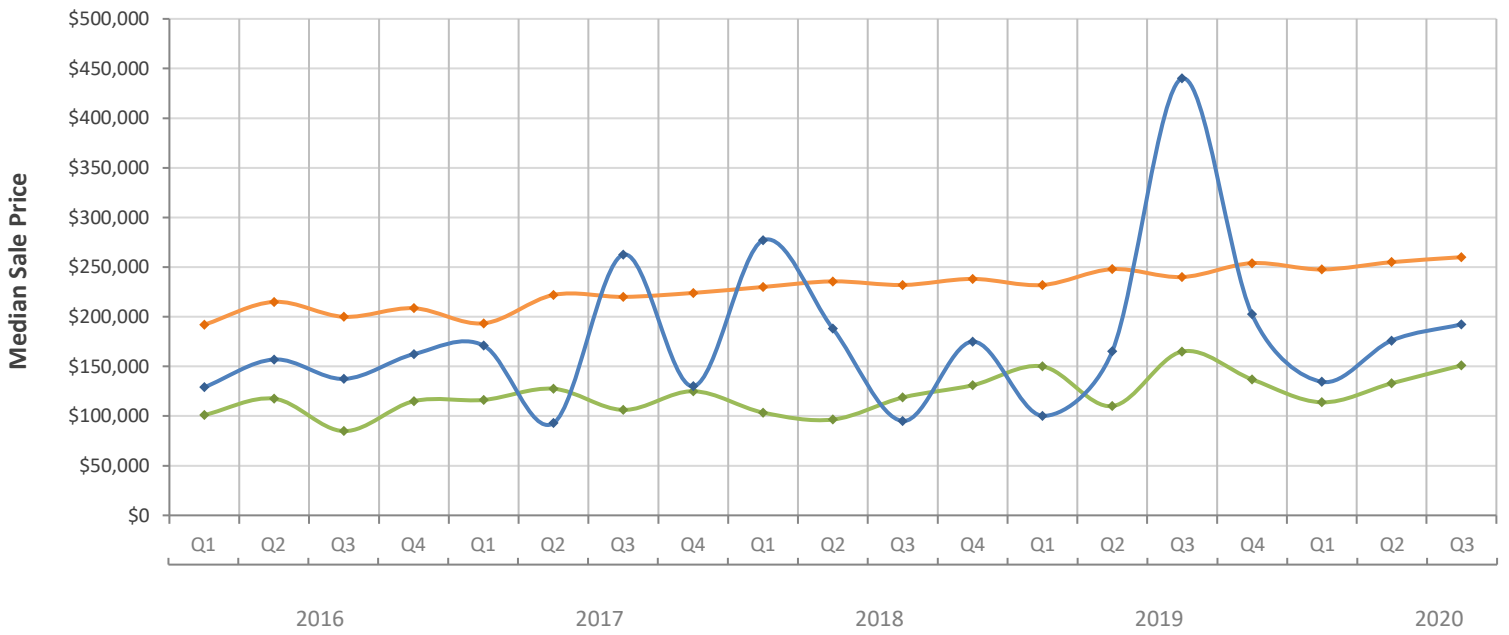
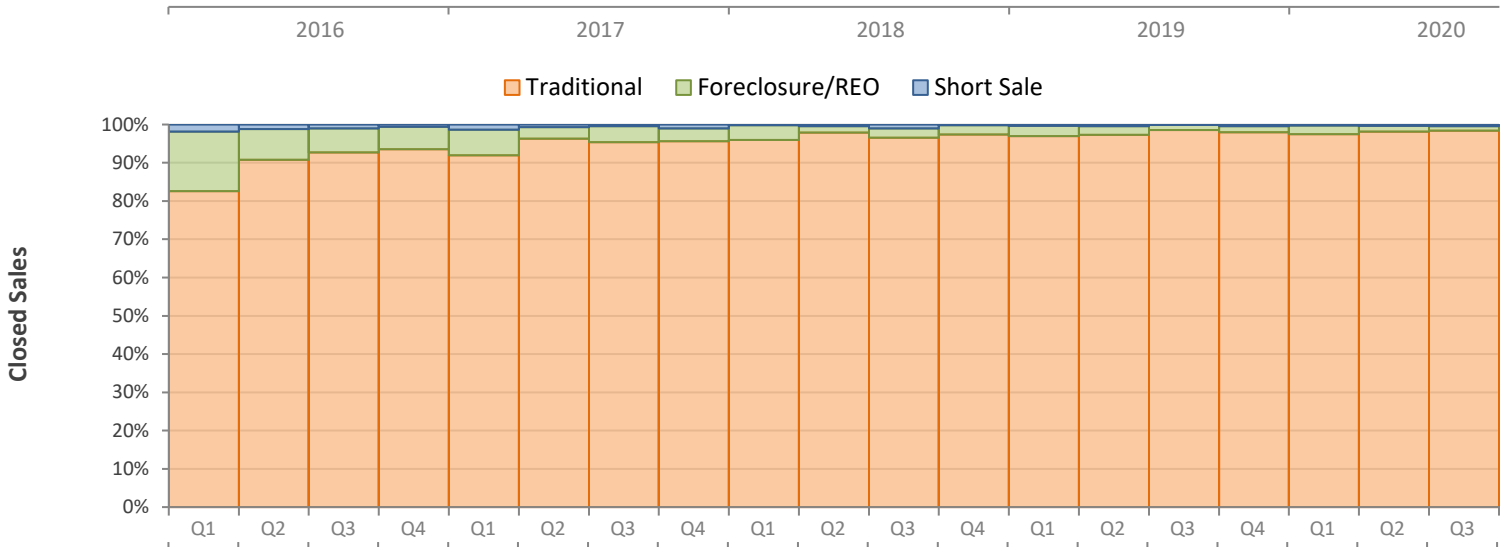
Quarterly Distressed Market - Q3 2020

Single Family Homes

Alachua County



		Q3 2020	Q3 2019	Percent Change Year-over-Year
Traditional	Closed Sales	898	829	8.3%
	Median Sale Price	\$260,000	\$240,000	8.3%
Foreclosure/REO	Closed Sales	11	11	0.0%
	Median Sale Price	\$151,000	\$165,000	-8.5%
Short Sale	Closed Sales	4	1	300.0%
	Median Sale Price	\$192,375	\$440,000	-56.3%



Quarterly Market Detail - Q3 2020

Townhouses and Condos

Alachua County



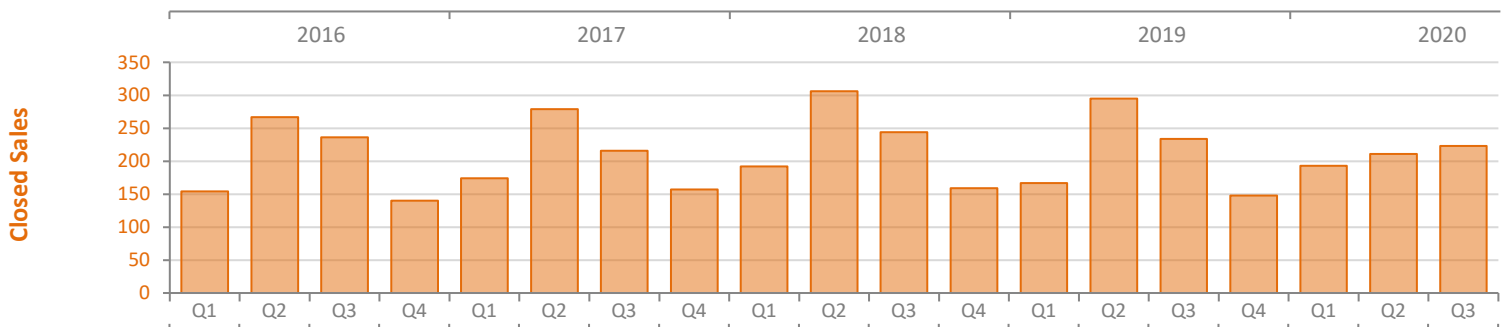
Summary Statistics	Q3 2020	Q3 2019	Percent Change Year-over-Year
Closed Sales	223	234	-4.7%
Paid in Cash	99	121	-18.2%
Median Sale Price	\$137,500	\$130,000	5.8%
Average Sale Price	\$141,524	\$136,899	3.4%
Dollar Volume	\$31.6 Million	\$32.0 Million	-1.5%
Median Percent of Original List Price Received	97.2%	97.3%	-0.1%
Median Time to Contract	14 Days	18 Days	-22.2%
Median Time to Sale	57 Days	55 Days	3.6%
New Pending Sales	212	198	7.1%
New Listings	273	188	45.2%
Pending Inventory	98	66	48.5%
Inventory (Active Listings)	171	110	55.5%
Months Supply of Inventory	2.6	1.5	73.3%

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	627	-9.9%
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%
Q2 2018	306	9.7%
Q1 2018	192	10.3%
Q4 2017	157	12.1%
Q3 2017	216	-8.5%

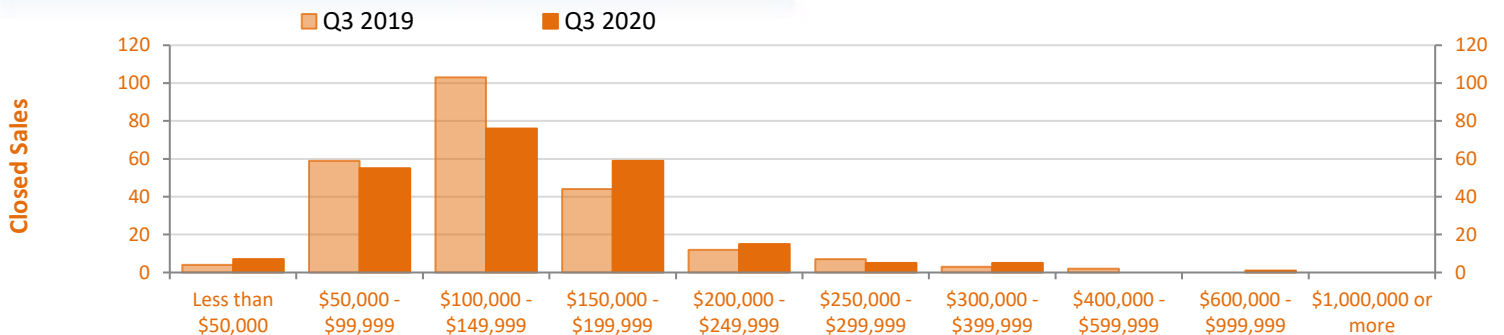


Closed Sales by Sale Price

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	7	75.0%
\$50,000 - \$99,999	55	-6.8%
\$100,000 - \$149,999	76	-26.2%
\$150,000 - \$199,999	59	34.1%
\$200,000 - \$249,999	15	25.0%
\$250,000 - \$299,999	5	-28.6%
\$300,000 - \$399,999	5	66.7%
\$400,000 - \$599,999	0	-100.0%
\$600,000 - \$999,999	1	N/A
\$1,000,000 or more	0	N/A

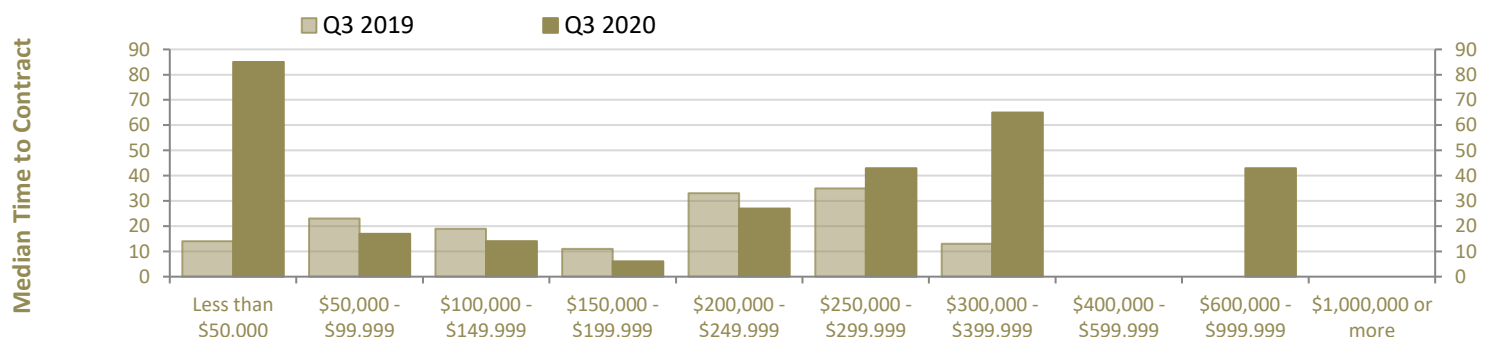


Median Time to Contract by Sale Price

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	85 Days	507.1%
\$50,000 - \$99,999	17 Days	-26.1%
\$100,000 - \$149,999	14 Days	-26.3%
\$150,000 - \$199,999	6 Days	-45.5%
\$200,000 - \$249,999	27 Days	-18.2%
\$250,000 - \$299,999	43 Days	22.9%
\$300,000 - \$399,999	65 Days	400.0%
\$400,000 - \$599,999	(No Sales)	N/A
\$600,000 - \$999,999	43 Days	N/A
\$1,000,000 or more	(No Sales)	N/A

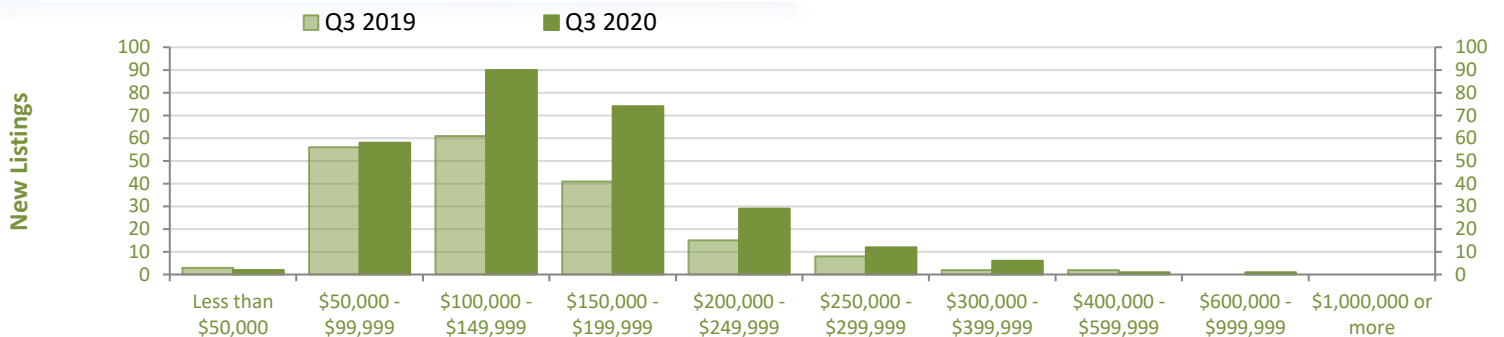


New Listings by Initial Listing Price

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	-33.3%
\$50,000 - \$99,999	58	3.6%
\$100,000 - \$149,999	90	47.5%
\$150,000 - \$199,999	74	80.5%
\$200,000 - \$249,999	29	93.3%
\$250,000 - \$299,999	12	50.0%
\$300,000 - \$399,999	6	200.0%
\$400,000 - \$599,999	1	-50.0%
\$600,000 - \$999,999	1	N/A
\$1,000,000 or more	0	N/A

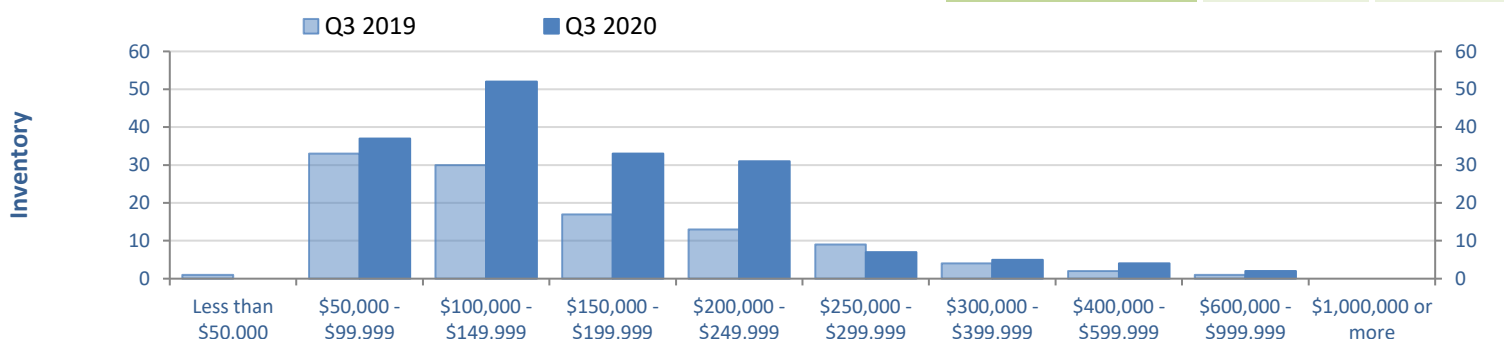


Inventory by Current Listing Price

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	-100.0%
\$50,000 - \$99,999	37	12.1%
\$100,000 - \$149,999	52	73.3%
\$150,000 - \$199,999	33	94.1%
\$200,000 - \$249,999	31	138.5%
\$250,000 - \$299,999	7	-22.2%
\$300,000 - \$399,999	5	25.0%
\$400,000 - \$599,999	4	100.0%
\$600,000 - \$999,999	2	100.0%
\$1,000,000 or more	0	N/A



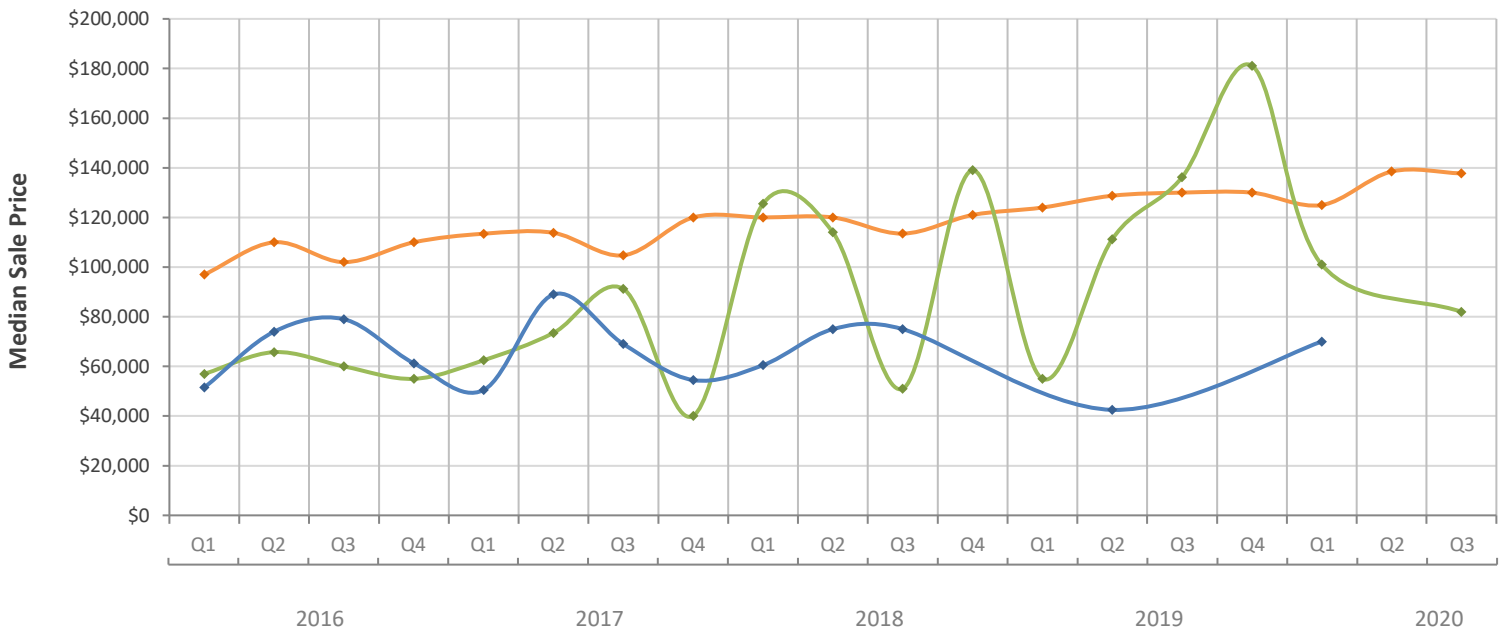
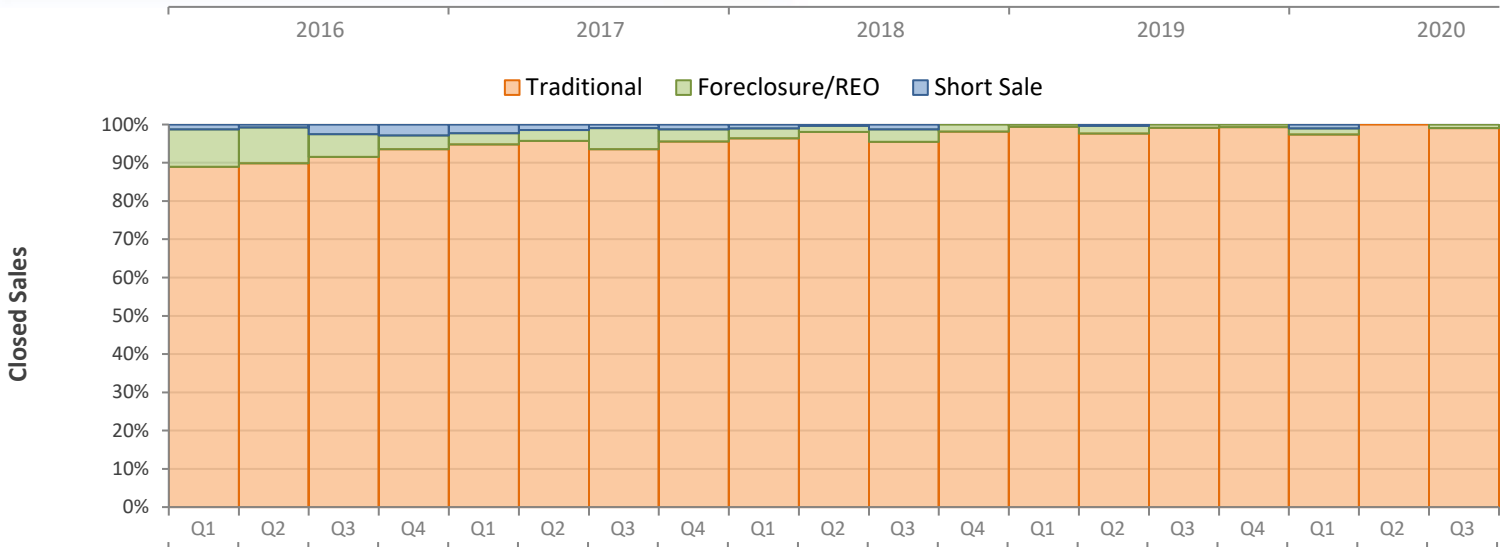
Quarterly Distressed Market - Q3 2020

Townhouses and Condos

Alachua County



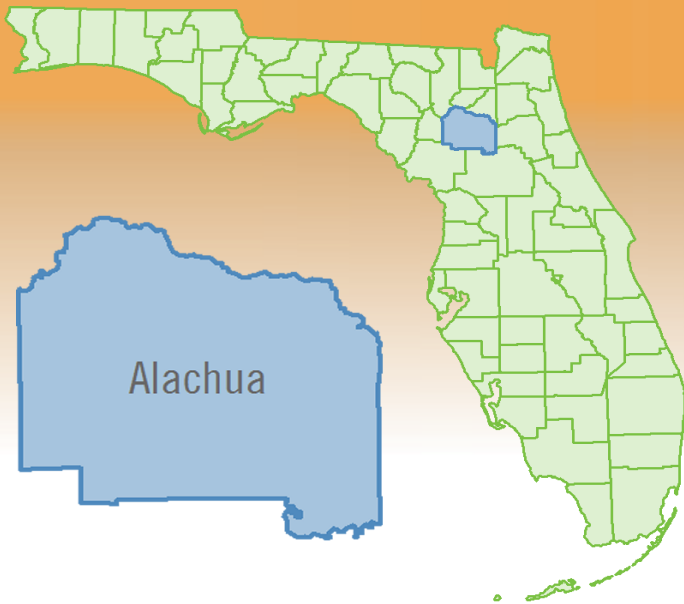
		Q3 2020	Q3 2019	Percent Change Year-over-Year
Traditional	Closed Sales	221	232	-4.7%
	Median Sale Price	\$137,750	\$130,000	6.0%
Foreclosure/REO	Closed Sales	2	2	0.0%
	Median Sale Price	\$82,000	\$136,200	-39.8%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



Quarterly Market Detail - Q3 2020

Manufactured Homes

Alachua County



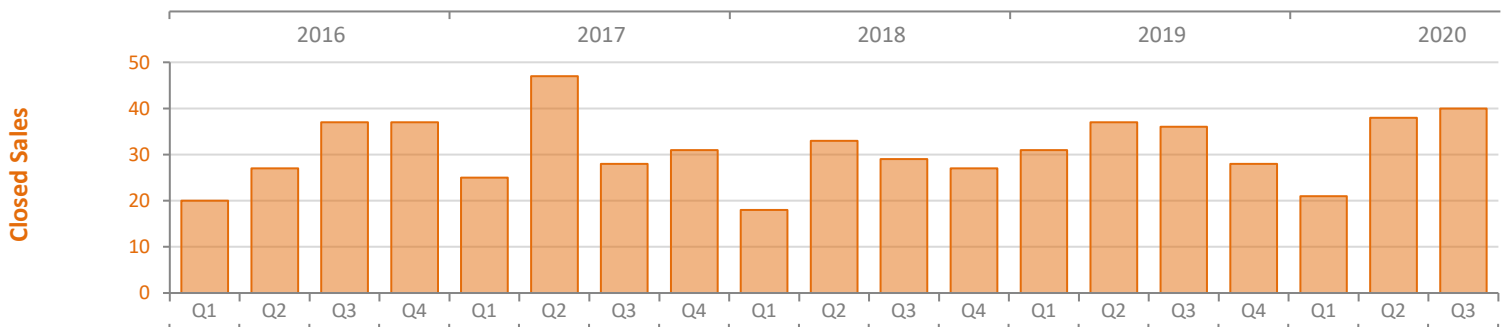
Summary Statistics	Q3 2020	Q3 2019	Percent Change Year-over-Year
Closed Sales	40	36	11.1%
Paid in Cash	16	17	-5.9%
Median Sale Price	\$115,000	\$95,000	21.1%
Average Sale Price	\$119,652	\$97,895	22.2%
Dollar Volume	\$4.8 Million	\$3.5 Million	35.8%
Median Percent of Original List Price Received	94.3%	91.9%	2.6%
Median Time to Contract	30 Days	52 Days	-42.3%
Median Time to Sale	95 Days	108 Days	-12.0%
New Pending Sales	37	41	-9.8%
New Listings	32	51	-37.3%
Pending Inventory	24	20	20.0%
Inventory (Active Listings)	26	50	-48.0%
Months Supply of Inventory	2.5	4.6	-45.7%

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	99	-4.8%
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%
Q2 2018	33	-29.8%
Q1 2018	18	-28.0%
Q4 2017	31	-16.2%
Q3 2017	28	-24.3%

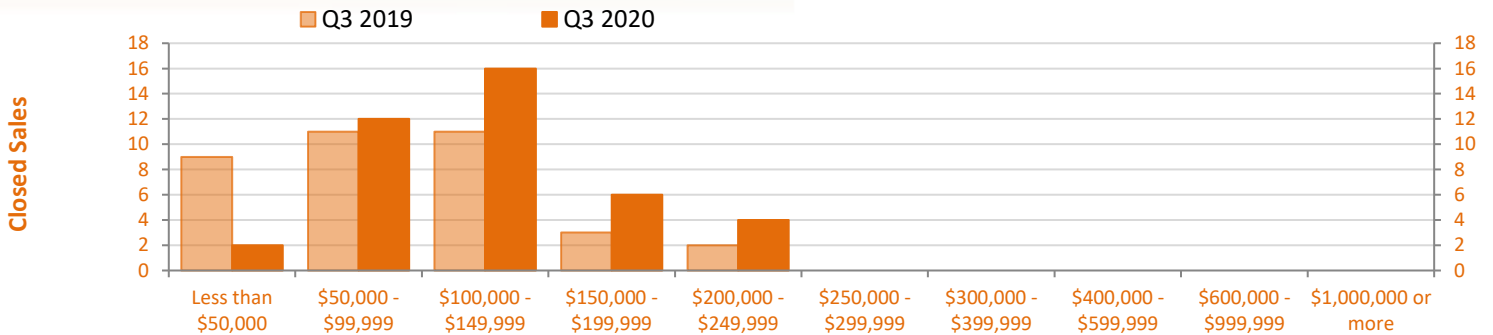


Closed Sales by Sale Price

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	2	-77.8%
\$50,000 - \$99,999	12	9.1%
\$100,000 - \$149,999	16	45.5%
\$150,000 - \$199,999	6	100.0%
\$200,000 - \$249,999	4	100.0%
\$250,000 - \$299,999	0	N/A
\$300,000 - \$399,999	0	N/A
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

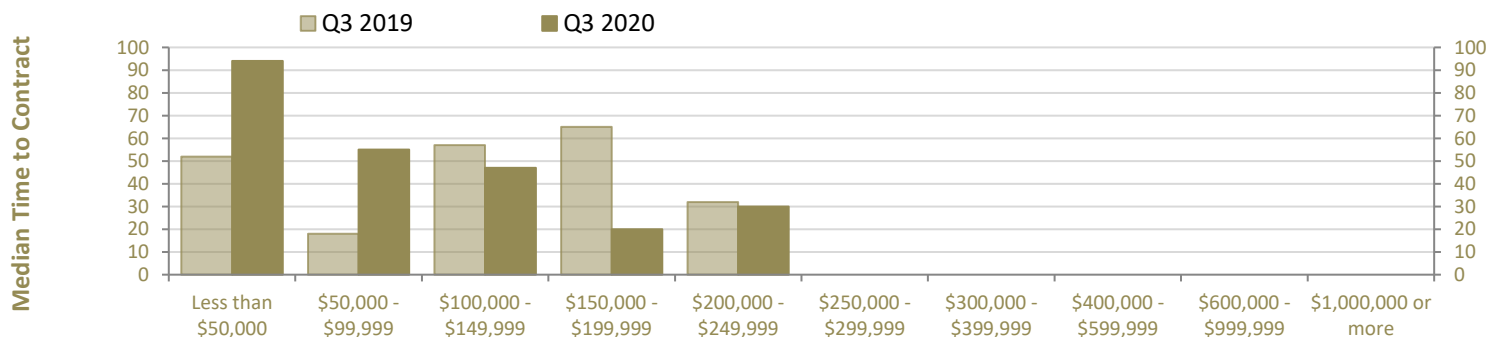


Median Time to Contract by Sale Price

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	94 Days	80.8%
\$50,000 - \$99,999	55 Days	205.6%
\$100,000 - \$149,999	47 Days	-17.5%
\$150,000 - \$199,999	20 Days	-69.2%
\$200,000 - \$249,999	30 Days	-6.3%
\$250,000 - \$299,999	(No Sales)	N/A
\$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



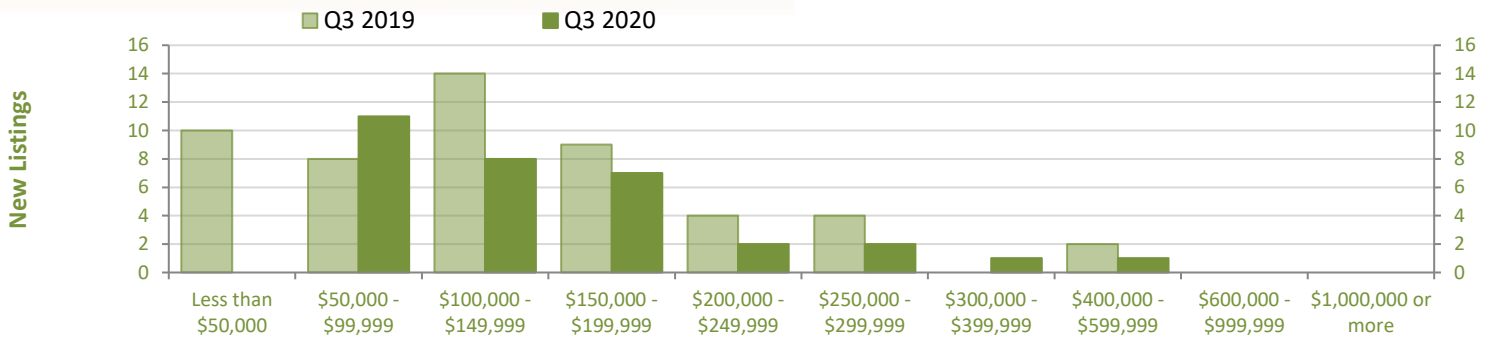


New Listings by Initial Listing Price

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	0	-100.0%
\$50,000 - \$99,999	11	37.5%
\$100,000 - \$149,999	8	-42.9%
\$150,000 - \$199,999	7	-22.2%
\$200,000 - \$249,999	2	-50.0%
\$250,000 - \$299,999	2	-50.0%
\$300,000 - \$399,999	1	N/A
\$400,000 - \$599,999	1	-50.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

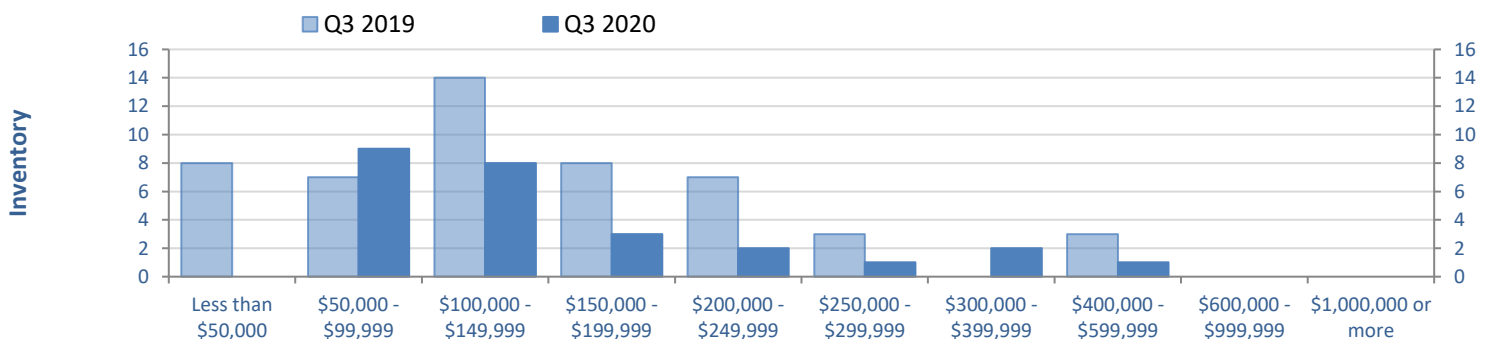


Inventory by Current Listing Price

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.

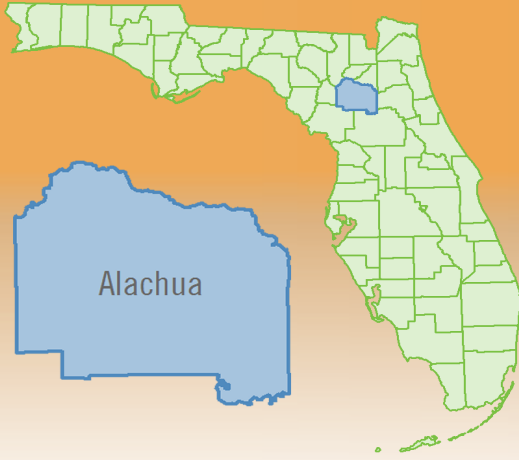
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	-100.0%
\$50,000 - \$99,999	9	28.6%
\$100,000 - \$149,999	8	-42.9%
\$150,000 - \$199,999	3	-62.5%
\$200,000 - \$249,999	2	-71.4%
\$250,000 - \$299,999	1	-66.7%
\$300,000 - \$399,999	2	N/A
\$400,000 - \$599,999	1	-66.7%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A



Quarterly Distressed Market - Q3 2020

Manufactured Homes

Alachua County



		Q3 2020	Q3 2019	Percent Change Year-over-Year
Traditional	Closed Sales	37	31	19.4%
	Median Sale Price	\$119,000	\$102,000	16.7%
Foreclosure/REO	Closed Sales	3	5	-40.0%
	Median Sale Price	\$70,000	\$30,000	133.3%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

