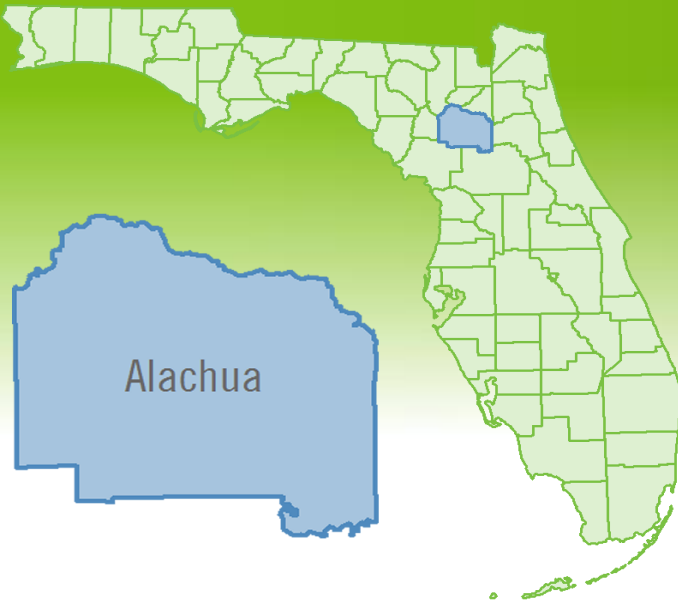


Quarterly Market Detail - Q2 2019

Single Family Homes

Alachua County



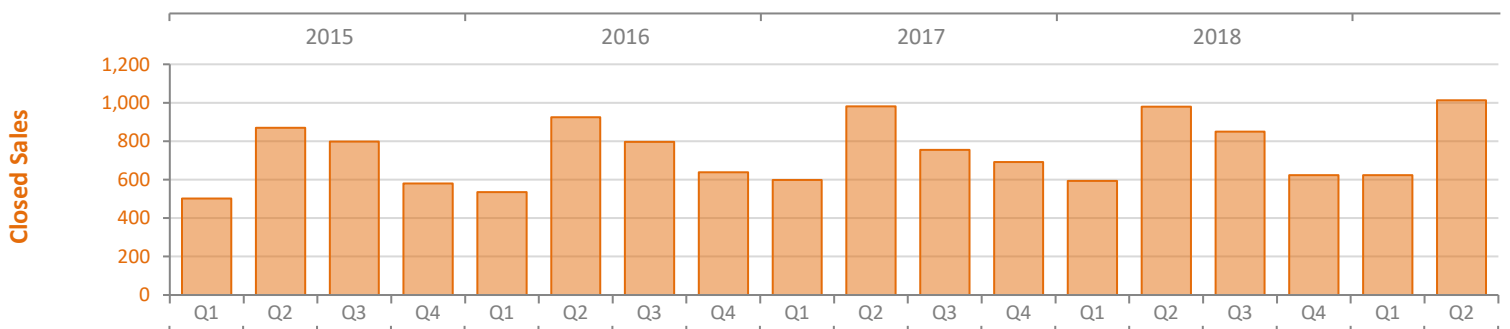
Summary Statistics	Q2 2019	Q2 2018	Percent Change Year-over-Year
Closed Sales	1,013	979	3.5%
Paid in Cash	199	193	3.1%
Median Sale Price	\$245,000	\$235,000	4.3%
Average Sale Price	\$272,941	\$269,605	1.2%
Dollar Volume	\$276.5 Million	\$263.9 Million	4.8%
Median Percent of Original List Price Received	98.2%	98.1%	0.1%
Median Time to Contract	31 Days	33 Days	-6.1%
Median Time to Sale	67 Days	69 Days	-2.9%
New Pending Sales	1,135	1,148	-1.1%
New Listings	1,163	1,225	-5.1%
Pending Inventory	536	505	6.1%
Inventory (Active Listings)	849	919	-7.6%
Months Supply of Inventory	3.3	3.7	-10.8%

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	1,637	4.1%
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%
Q2 2017	982	6.3%
Q1 2017	599	12.0%
Q4 2016	639	10.2%
Q3 2016	796	-0.3%
Q2 2016	924	6.2%

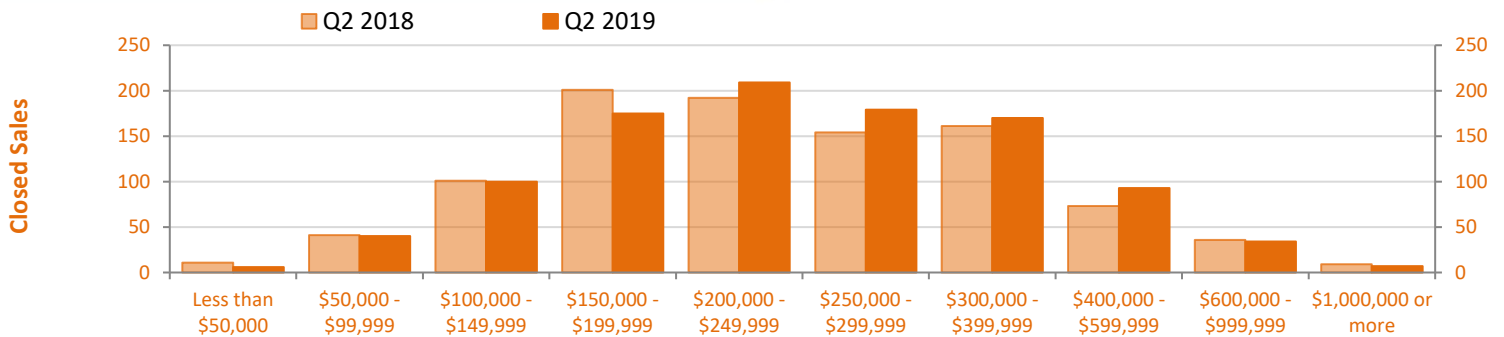


Closed Sales by Sale Price

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	6	-45.5%
\$50,000 - \$99,999	40	-2.4%
\$100,000 - \$149,999	100	-1.0%
\$150,000 - \$199,999	175	-12.9%
\$200,000 - \$249,999	209	8.9%
\$250,000 - \$299,999	179	16.2%
\$300,000 - \$399,999	170	5.6%
\$400,000 - \$599,999	93	27.4%
\$600,000 - \$999,999	34	-5.6%
\$1,000,000 or more	7	-22.2%

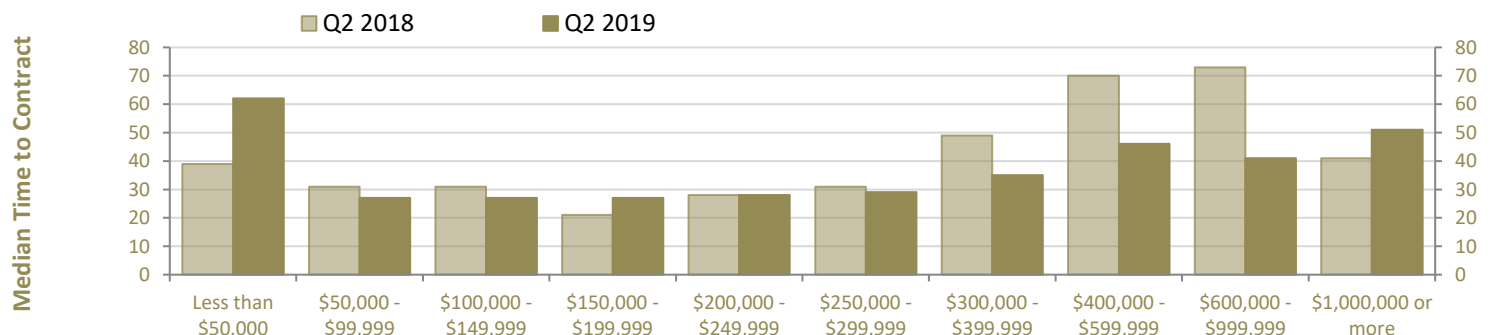


Median Time to Contract by Sale Price

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	62 Days	59.0%
\$50,000 - \$99,999	27 Days	-12.9%
\$100,000 - \$149,999	27 Days	-12.9%
\$150,000 - \$199,999	27 Days	28.6%
\$200,000 - \$249,999	28 Days	0.0%
\$250,000 - \$299,999	29 Days	-6.5%
\$300,000 - \$399,999	35 Days	-28.6%
\$400,000 - \$599,999	46 Days	-34.3%
\$600,000 - \$999,999	41 Days	-43.8%
\$1,000,000 or more	51 Days	24.4%

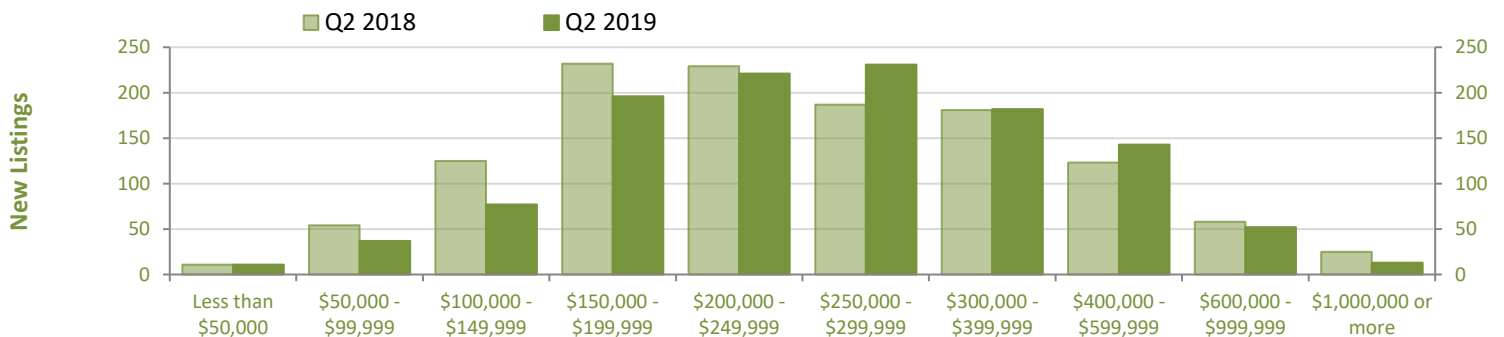


New Listings by Initial Listing Price

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	11	0.0%
\$50,000 - \$99,999	37	-31.5%
\$100,000 - \$149,999	77	-38.4%
\$150,000 - \$199,999	196	-15.5%
\$200,000 - \$249,999	221	-3.5%
\$250,000 - \$299,999	231	23.5%
\$300,000 - \$399,999	182	0.6%
\$400,000 - \$599,999	143	16.3%
\$600,000 - \$999,999	52	-10.3%
\$1,000,000 or more	13	-48.0%

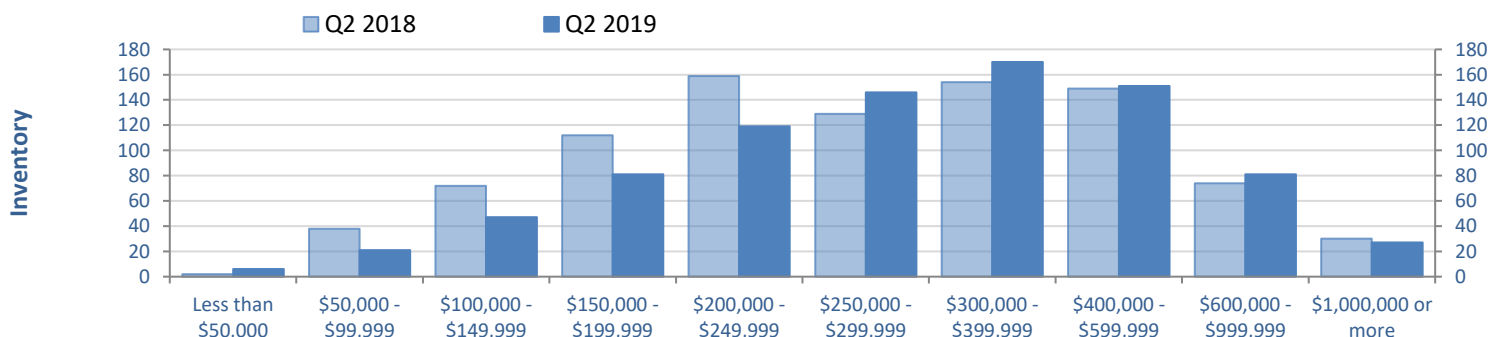


Inventory by Current Listing Price

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	6	200.0%
\$50,000 - \$99,999	21	-44.7%
\$100,000 - \$149,999	47	-34.7%
\$150,000 - \$199,999	81	-27.7%
\$200,000 - \$249,999	119	-25.2%
\$250,000 - \$299,999	146	13.2%
\$300,000 - \$399,999	170	10.4%
\$400,000 - \$599,999	151	1.3%
\$600,000 - \$999,999	81	9.5%
\$1,000,000 or more	27	-10.0%



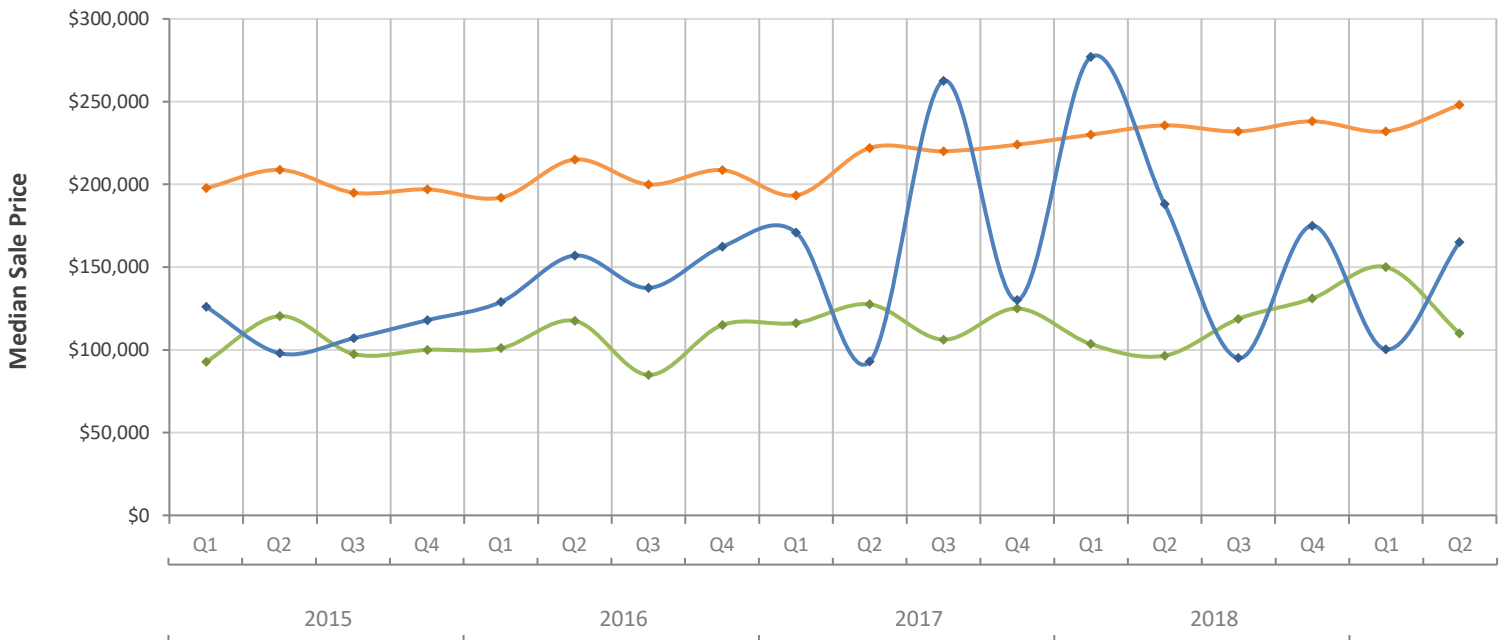
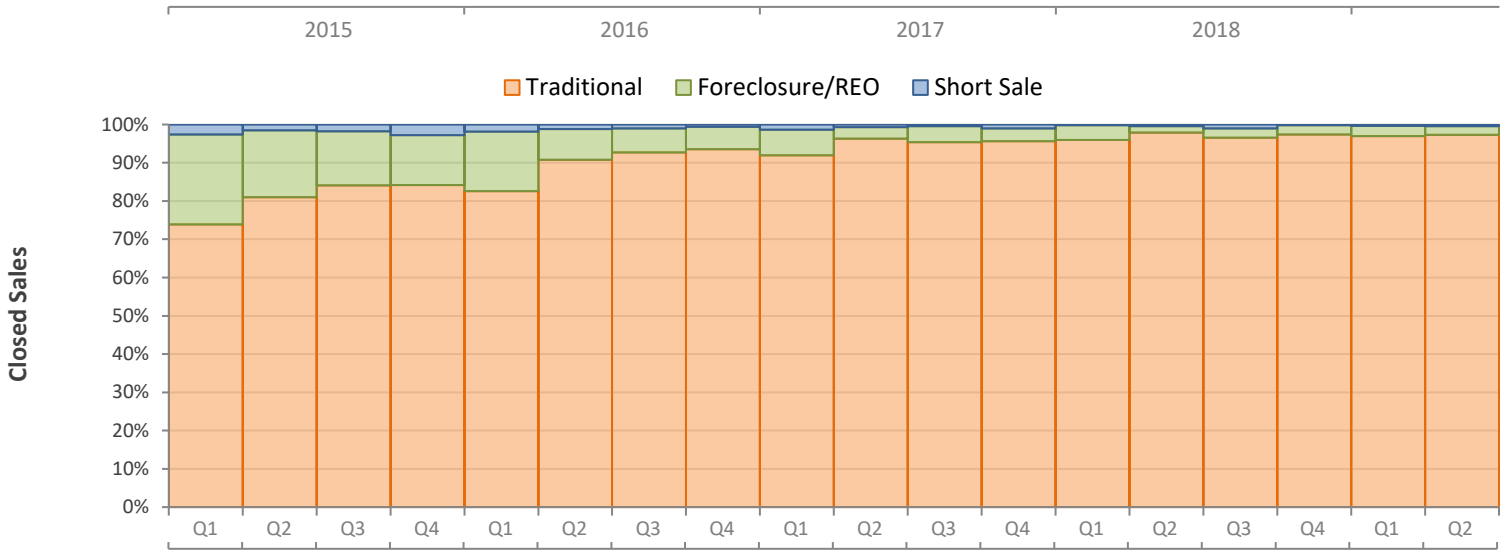
Quarterly Distressed Market - Q2 2019

Single Family Homes

Alachua County



		Q2 2019	Q2 2018	Percent Change Year-over-Year
Traditional	Closed Sales	986	958	2.9%
	Median Sale Price	\$247,950	\$235,638	5.2%
Foreclosure/REO	Closed Sales	23	17	35.3%
	Median Sale Price	\$110,000	\$96,500	14.0%
Short Sale	Closed Sales	4	4	0.0%
	Median Sale Price	\$165,150	\$188,000	-12.2%



Quarterly Market Detail - Q2 2019

Townhouses and Condos

Alachua County



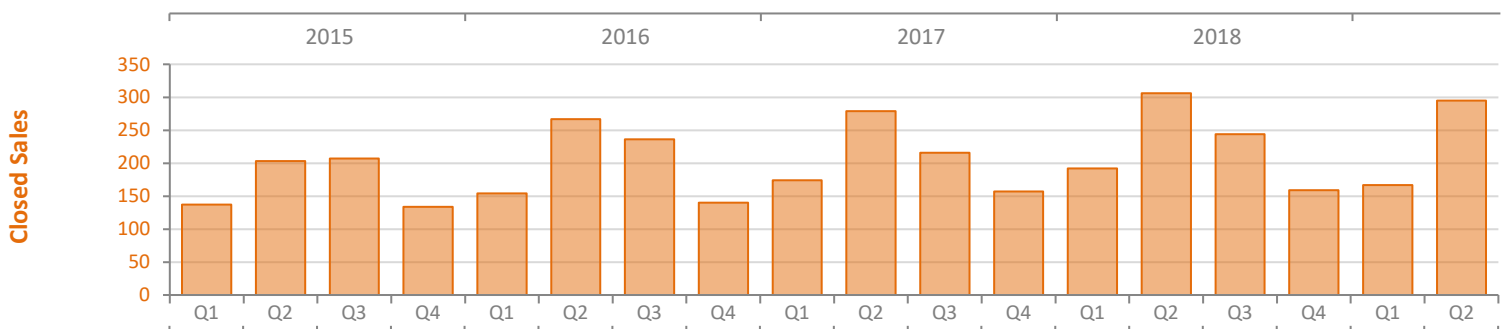
Summary Statistics	Q2 2019	Q2 2018	Percent Change Year-over-Year
Closed Sales	295	306	-3.6%
Paid in Cash	144	168	-14.3%
Median Sale Price	\$128,500	\$120,000	7.1%
Average Sale Price	\$135,159	\$122,311	10.5%
Dollar Volume	\$39.9 Million	\$37.4 Million	6.5%
Median Percent of Original List Price Received	97.4%	97.0%	0.4%
Median Time to Contract	21 Days	21 Days	0.0%
Median Time to Sale	54 Days	53 Days	1.9%
New Pending Sales	344	358	-3.9%
New Listings	280	335	-16.4%
Pending Inventory	126	116	8.6%
Inventory (Active Listings)	122	163	-25.2%
Months Supply of Inventory	1.7	2.2	-22.7%

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	462	-7.2%
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%
Q2 2017	279	4.5%
Q1 2017	174	13.0%
Q4 2016	140	4.5%
Q3 2016	236	14.0%
Q2 2016	267	31.5%

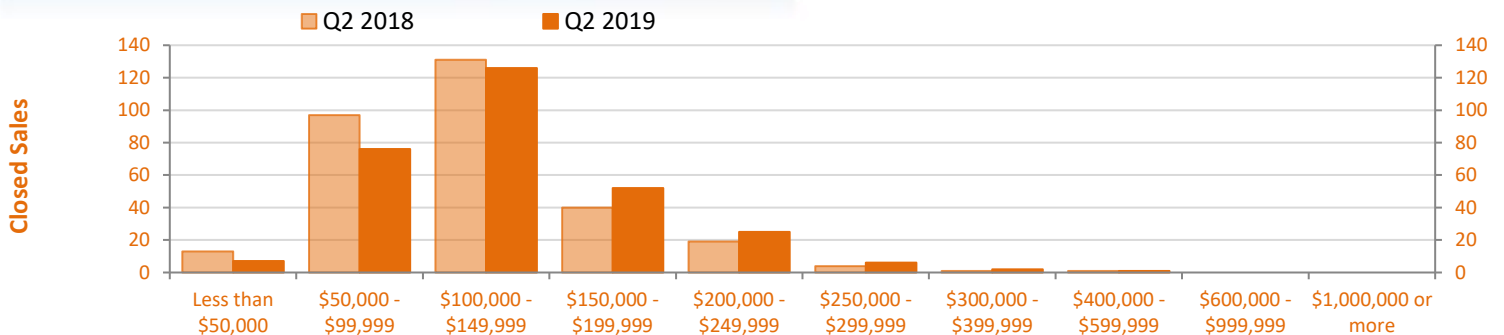


Closed Sales by Sale Price

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	-46.2%
\$50,000 - \$99,999	76	-21.6%
\$100,000 - \$149,999	126	-3.8%
\$150,000 - \$199,999	52	30.0%
\$200,000 - \$249,999	25	31.6%
\$250,000 - \$299,999	6	50.0%
\$300,000 - \$399,999	2	100.0%
\$400,000 - \$599,999	1	0.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

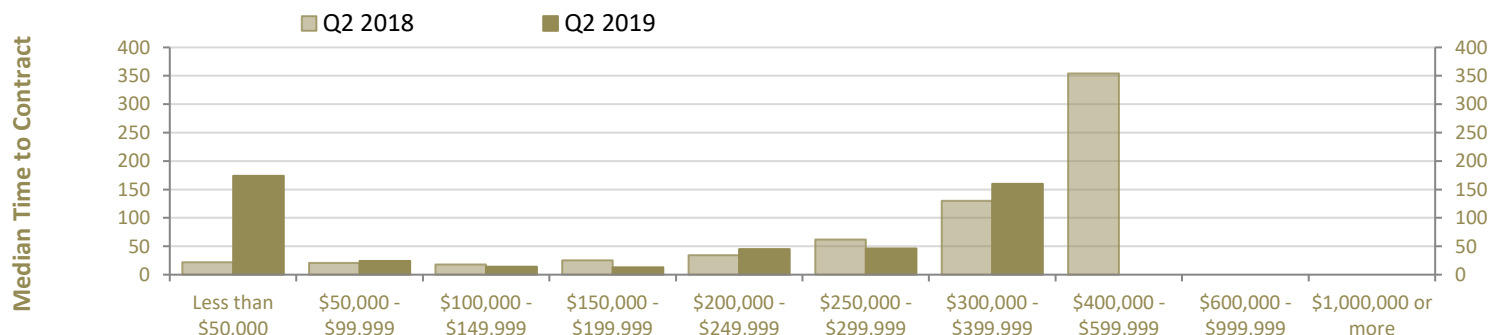


Median Time to Contract by Sale Price

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	174 Days	690.9%
\$50,000 - \$99,999	24 Days	14.3%
\$100,000 - \$149,999	14 Days	-22.2%
\$150,000 - \$199,999	13 Days	-48.0%
\$200,000 - \$249,999	45 Days	32.4%
\$250,000 - \$299,999	46 Days	-25.8%
\$300,000 - \$399,999	160 Days	23.1%
\$400,000 - \$599,999	0 Days	-100.0%
\$600,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	(No Sales)	N/A

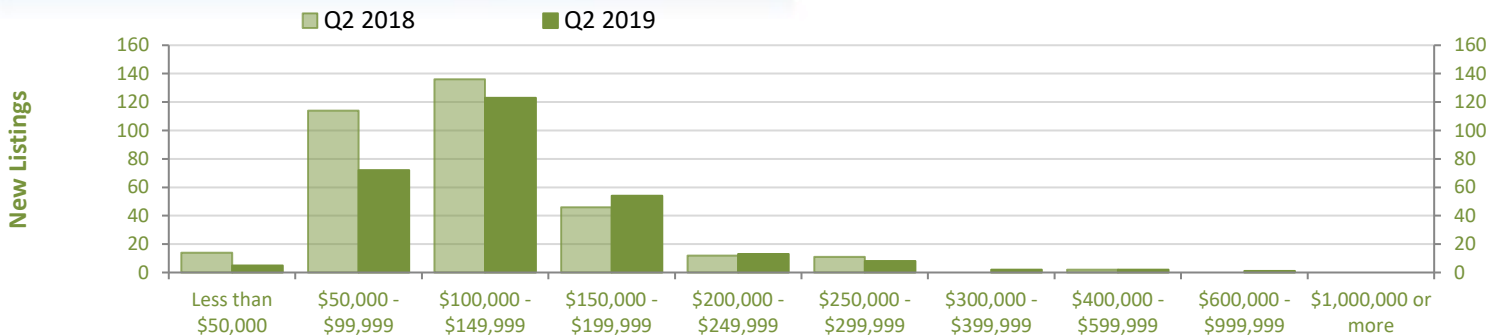


New Listings by Initial Listing Price

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	5	-64.3%
\$50,000 - \$99,999	72	-36.8%
\$100,000 - \$149,999	123	-9.6%
\$150,000 - \$199,999	54	17.4%
\$200,000 - \$249,999	13	8.3%
\$250,000 - \$299,999	8	-27.3%
\$300,000 - \$399,999	2	N/A
\$400,000 - \$599,999	2	0.0%
\$600,000 - \$999,999	1	N/A
\$1,000,000 or more	0	N/A

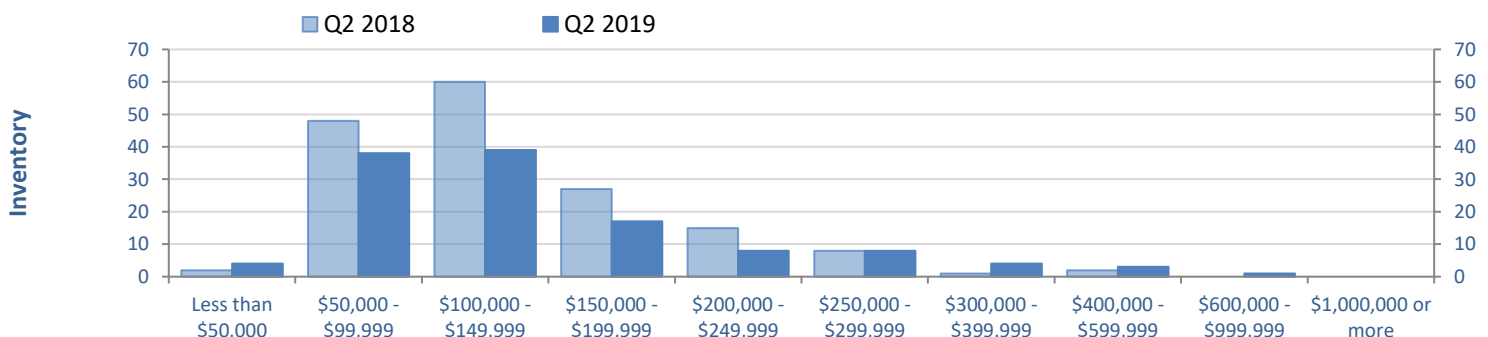


Inventory by Current Listing Price

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	4	100.0%
\$50,000 - \$99,999	38	-20.8%
\$100,000 - \$149,999	39	-35.0%
\$150,000 - \$199,999	17	-37.0%
\$200,000 - \$249,999	8	-46.7%
\$250,000 - \$299,999	8	0.0%
\$300,000 - \$399,999	4	300.0%
\$400,000 - \$599,999	3	50.0%
\$600,000 - \$999,999	1	N/A
\$1,000,000 or more	0	N/A



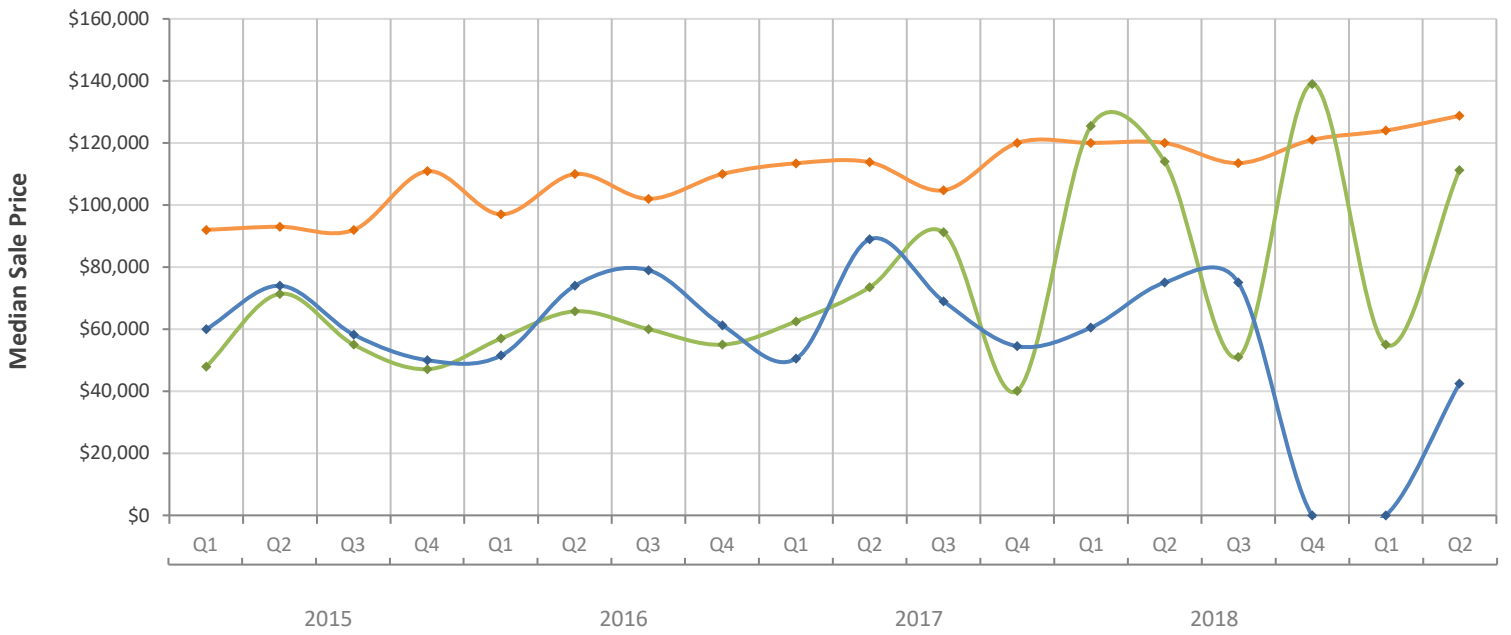
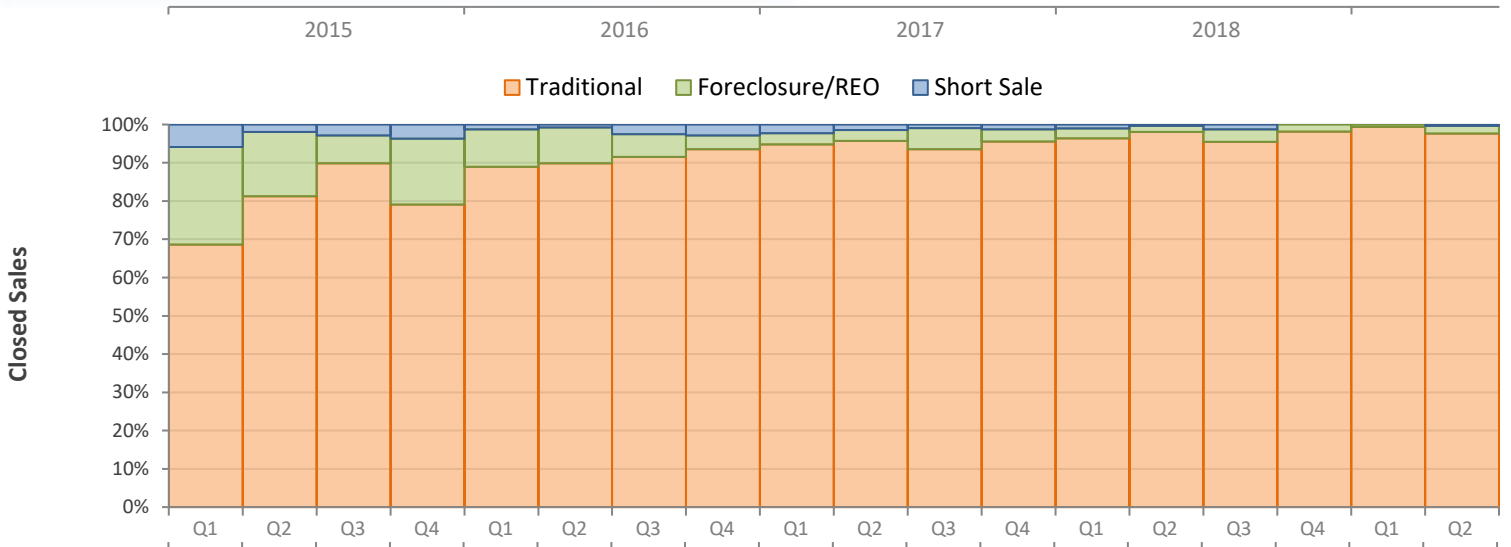
Quarterly Distressed Market - Q2 2019

Townhouses and Condos

Alachua County



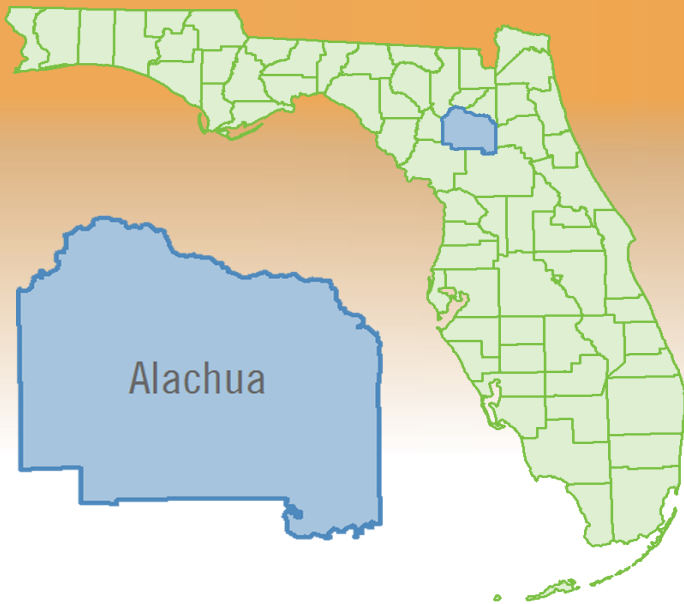
		Q2 2019	Q2 2018	Percent Change Year-over-Year
Traditional	Closed Sales	288	300	-4.0%
	Median Sale Price	\$128,750	\$120,000	7.3%
Foreclosure/REO	Closed Sales	6	5	20.0%
	Median Sale Price	\$111,250	\$114,000	-2.4%
Short Sale	Closed Sales	1	1	0.0%
	Median Sale Price	\$42,500	\$75,000	-43.3%



Quarterly Market Detail - Q2 2019

Manufactured Homes

Alachua County



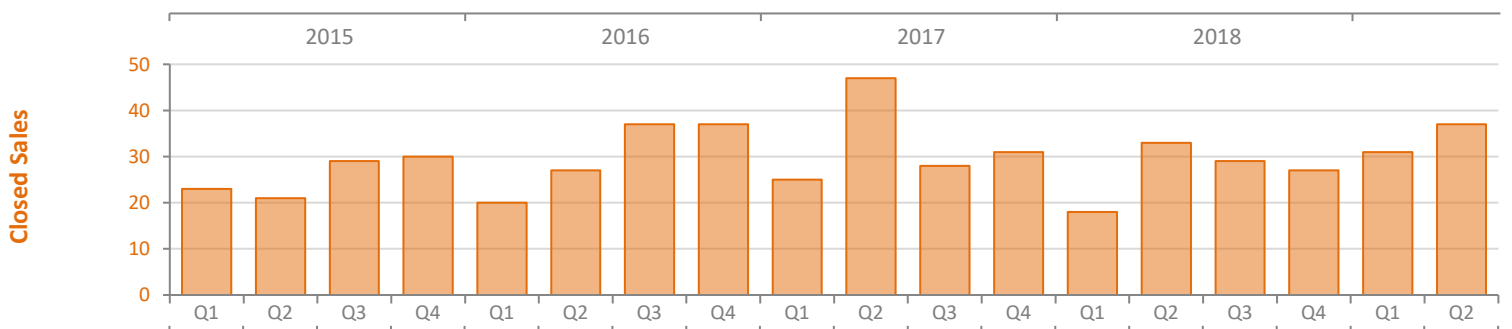
Summary Statistics	Q2 2019	Q2 2018	Percent Change Year-over-Year
Closed Sales	37	33	12.1%
Paid in Cash	20	13	53.8%
Median Sale Price	\$85,000	\$89,500	-5.0%
Average Sale Price	\$101,318	\$93,946	7.8%
Dollar Volume	\$3.7 Million	\$3.1 Million	20.9%
Median Percent of Original List Price Received	93.9%	96.5%	-2.7%
Median Time to Contract	69 Days	32 Days	115.6%
Median Time to Sale	95 Days	91 Days	4.4%
New Pending Sales	49	49	0.0%
New Listings	33	37	-10.8%
Pending Inventory	26	27	-3.7%
Inventory (Active Listings)	40	38	5.3%
Months Supply of Inventory	3.9	4.1	-4.9%

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	68	33.3%
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%
Q2 2017	47	74.1%
Q1 2017	25	25.0%
Q4 2016	37	23.3%
Q3 2016	37	27.6%
Q2 2016	27	28.6%

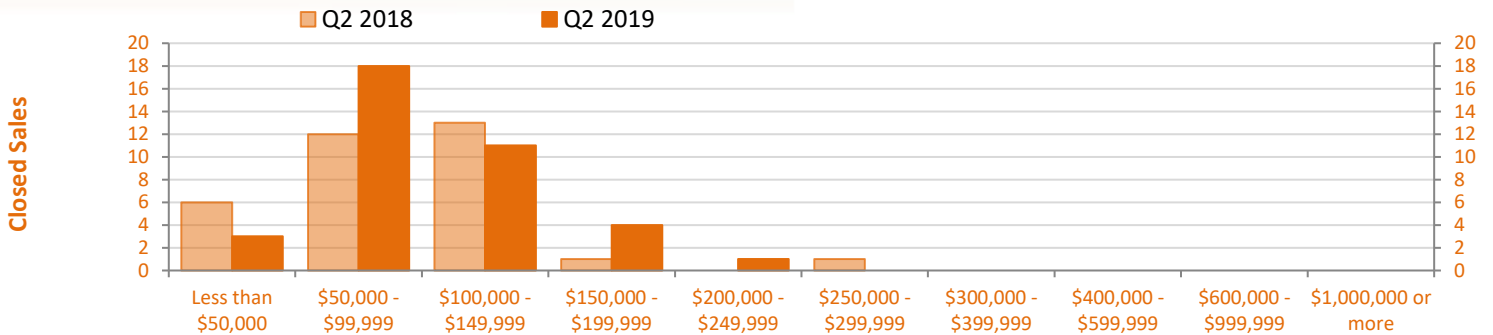


Closed Sales by Sale Price

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	3	-50.0%
\$50,000 - \$99,999	18	50.0%
\$100,000 - \$149,999	11	-15.4%
\$150,000 - \$199,999	4	300.0%
\$200,000 - \$249,999	1	N/A
\$250,000 - \$299,999	0	-100.0%
\$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

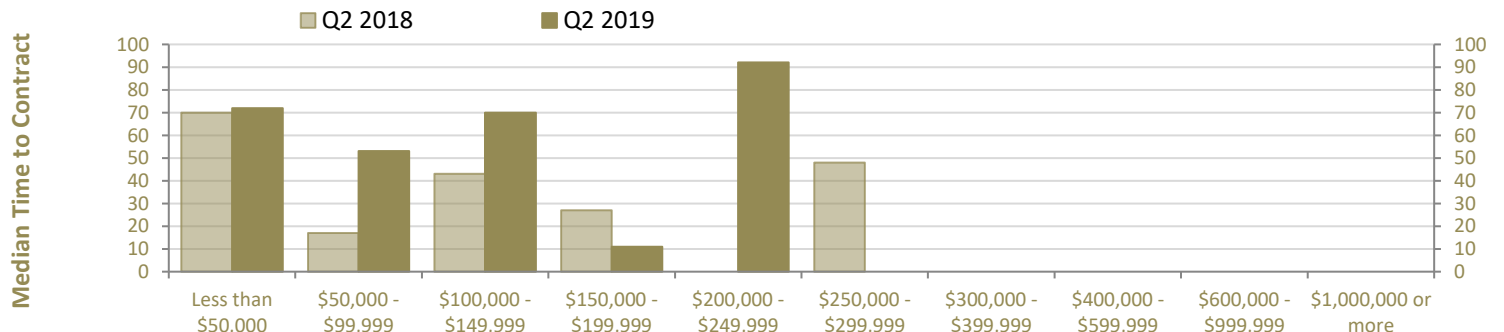


Median Time to Contract by Sale Price

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	72 Days	2.9%
\$50,000 - \$99,999	53 Days	211.8%
\$100,000 - \$149,999	70 Days	62.8%
\$150,000 - \$199,999	11 Days	-59.3%
\$200,000 - \$249,999	92 Days	N/A
\$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

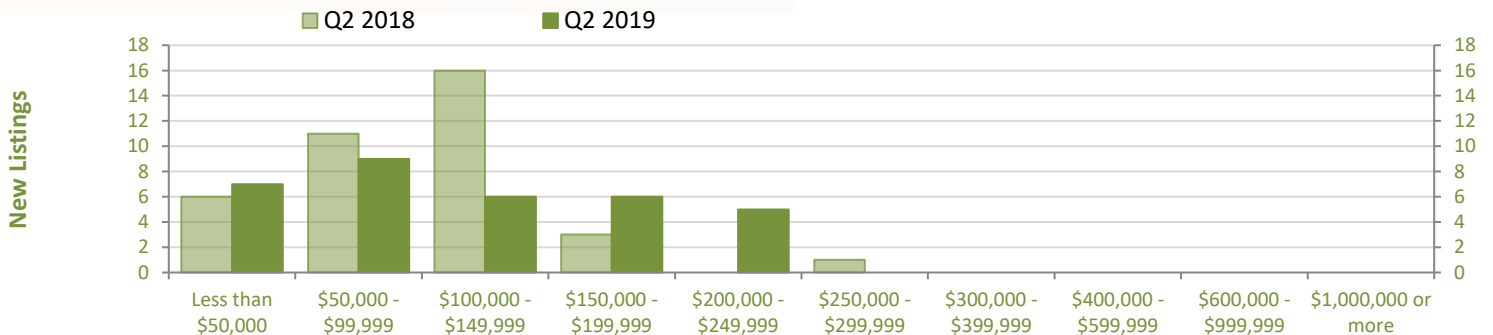


New Listings by Initial Listing Price

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	7	16.7%
\$50,000 - \$99,999	9	-18.2%
\$100,000 - \$149,999	6	-62.5%
\$150,000 - \$199,999	6	100.0%
\$200,000 - \$249,999	5	N/A
\$250,000 - \$299,999	0	-100.0%
\$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

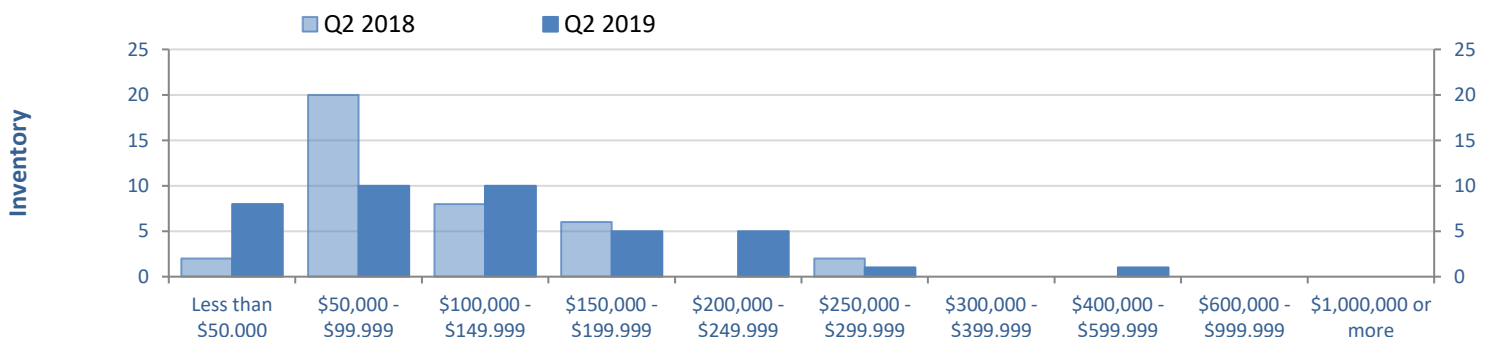


Inventory by Current Listing Price

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.

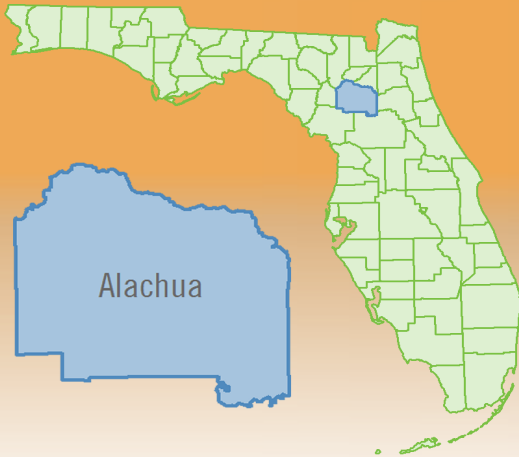
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	8	300.0%
\$50,000 - \$99,999	10	-50.0%
\$100,000 - \$149,999	10	25.0%
\$150,000 - \$199,999	5	-16.7%
\$200,000 - \$249,999	5	N/A
\$250,000 - \$299,999	1	-50.0%
\$300,000 - \$399,999	0	N/A
\$400,000 - \$599,999	1	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A



Quarterly Distressed Market - Q2 2019

Manufactured Homes

Alachua County



		Q2 2019	Q2 2018	Percent Change Year-over-Year
Traditional	Closed Sales	37	31	19.4%
	Median Sale Price	\$85,000	\$97,000	-12.4%
Foreclosure/REO	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$35,001	N/A
Short Sale	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$70,000	N/A

