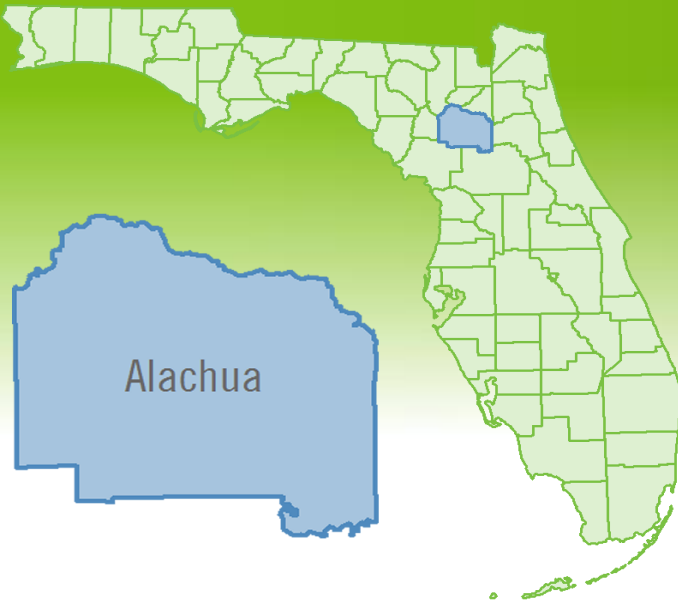


Monthly Market Detail - June 2019

Single Family Homes

Alachua County



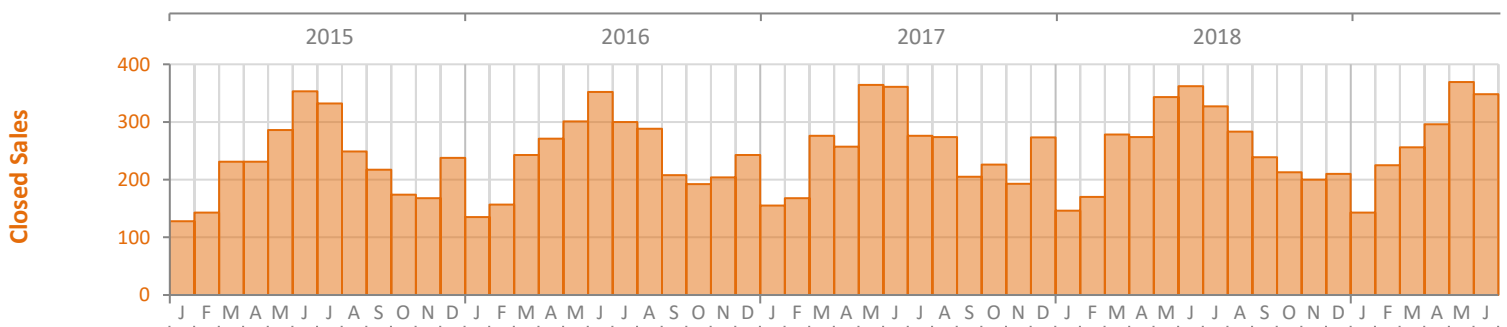
Summary Statistics	June 2019	June 2018	Percent Change Year-over-Year
Closed Sales	348	362	-3.9%
Paid in Cash	70	68	2.9%
Median Sale Price	\$250,000	\$229,825	8.8%
Average Sale Price	\$275,689	\$268,200	2.8%
Dollar Volume	\$95.9 Million	\$97.1 Million	-1.2%
Median Percent of Original List Price Received	98.0%	98.8%	-0.8%
Median Time to Contract	31 Days	34 Days	-8.8%
Median Time to Sale	69 Days	74 Days	-6.8%
New Pending Sales	355	366	-3.0%
New Listings	336	367	-8.4%
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 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	1,637	4.1%
June 2019	348	-3.9%
May 2019	369	7.6%
April 2019	296	8.0%
March 2019	256	-7.9%
February 2019	225	32.4%
January 2019	143	-2.1%
December 2018	210	-23.1%
November 2018	200	3.6%
October 2018	213	-5.8%
September 2018	239	16.6%
August 2018	283	3.3%
July 2018	327	18.5%
June 2018	362	0.3%

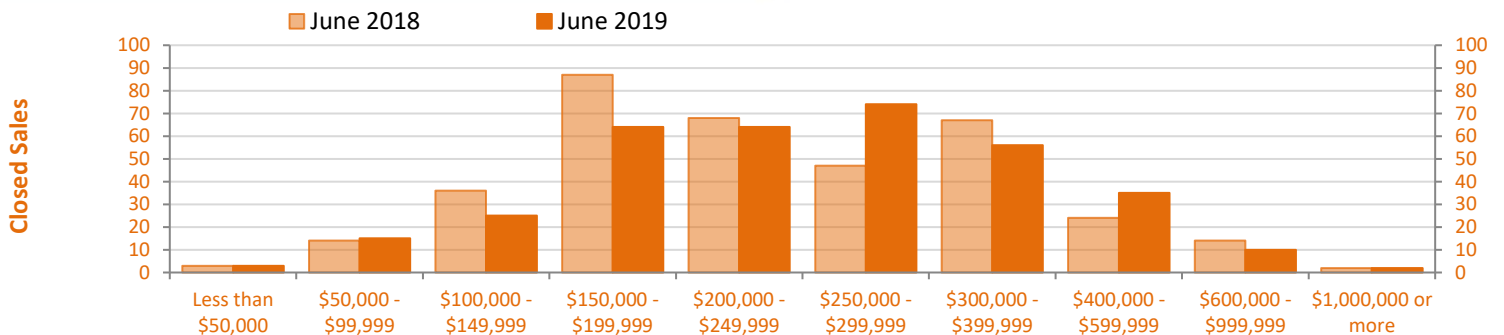


Closed Sales by Sale Price

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	3	0.0%
\$50,000 - \$99,999	15	7.1%
\$100,000 - \$149,999	25	-30.6%
\$150,000 - \$199,999	64	-26.4%
\$200,000 - \$249,999	64	-5.9%
\$250,000 - \$299,999	74	57.4%
\$300,000 - \$399,999	56	-16.4%
\$400,000 - \$599,999	35	45.8%
\$600,000 - \$999,999	10	-28.6%
\$1,000,000 or more	2	0.0%

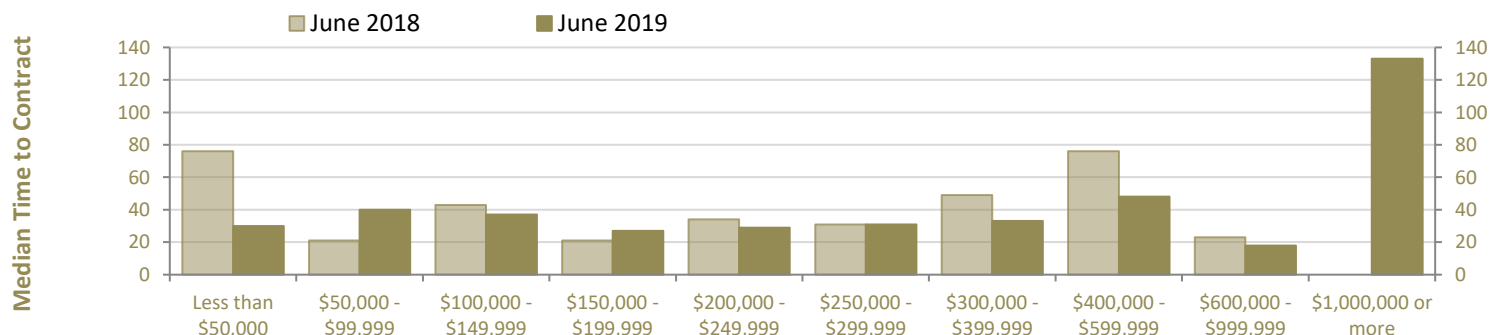


Median Time to Contract by Sale Price

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	30 Days	-60.5%
\$50,000 - \$99,999	40 Days	90.5%
\$100,000 - \$149,999	37 Days	-14.0%
\$150,000 - \$199,999	27 Days	28.6%
\$200,000 - \$249,999	29 Days	-14.7%
\$250,000 - \$299,999	31 Days	0.0%
\$300,000 - \$399,999	33 Days	-32.7%
\$400,000 - \$599,999	48 Days	-36.8%
\$600,000 - \$999,999	18 Days	-21.7%
\$1,000,000 or more	133 Days	N/A

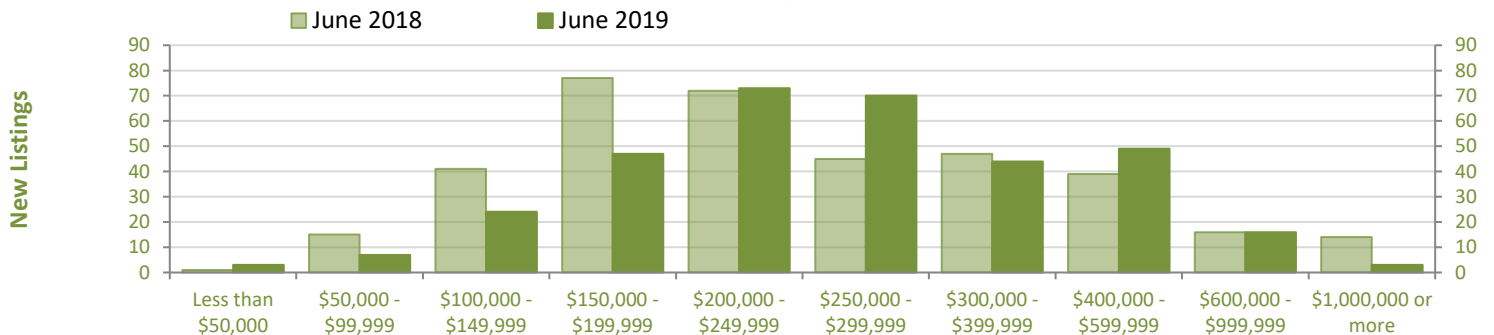


New Listings by Initial Listing Price

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	3	200.0%
\$50,000 - \$99,999	7	-53.3%
\$100,000 - \$149,999	24	-41.5%
\$150,000 - \$199,999	47	-39.0%
\$200,000 - \$249,999	73	1.4%
\$250,000 - \$299,999	70	55.6%
\$300,000 - \$399,999	44	-6.4%
\$400,000 - \$599,999	49	25.6%
\$600,000 - \$999,999	16	0.0%
\$1,000,000 or more	3	-78.6%

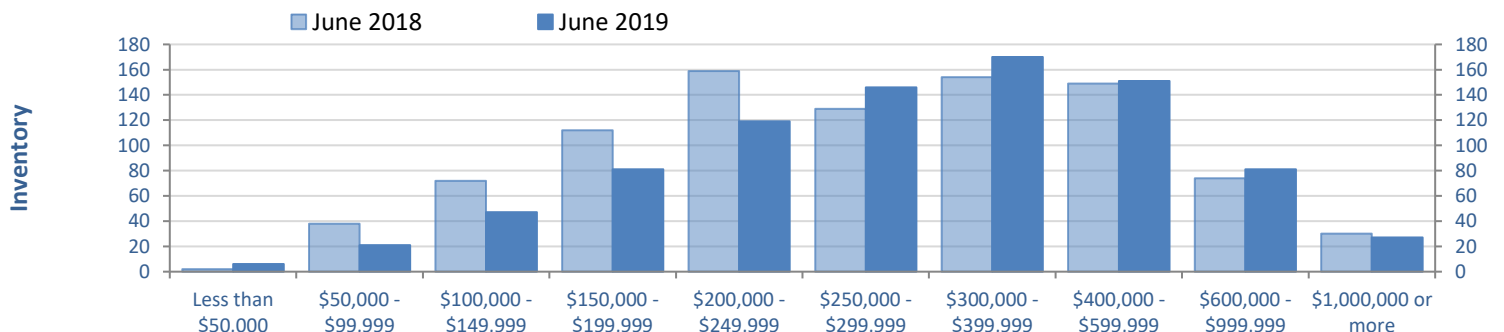


Inventory by Current Listing Price

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	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%



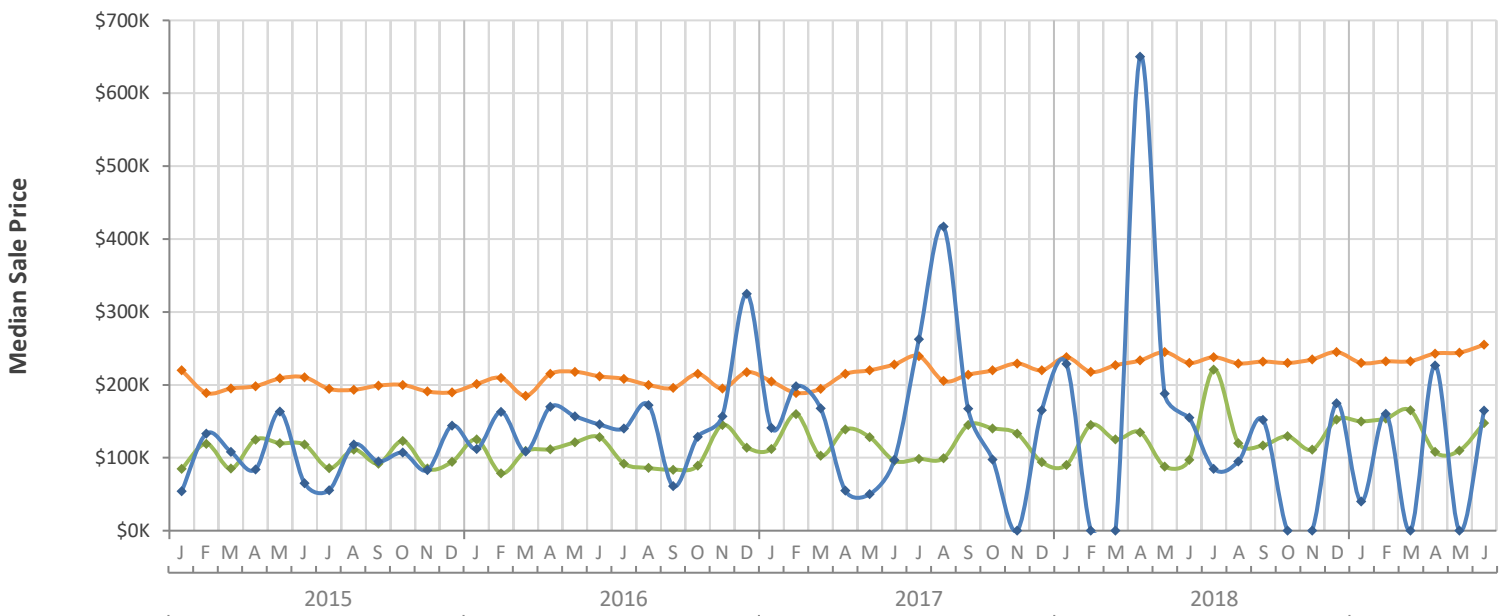
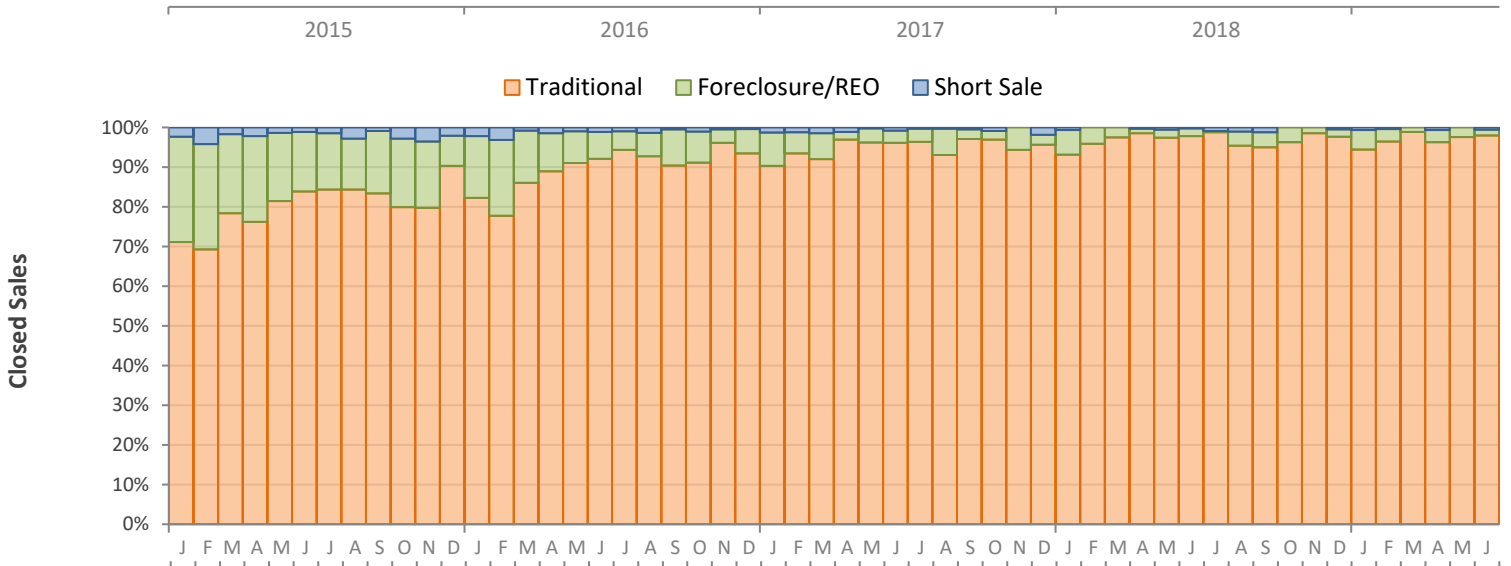
Monthly Distressed Market - June 2019

Single Family Homes

Alachua County



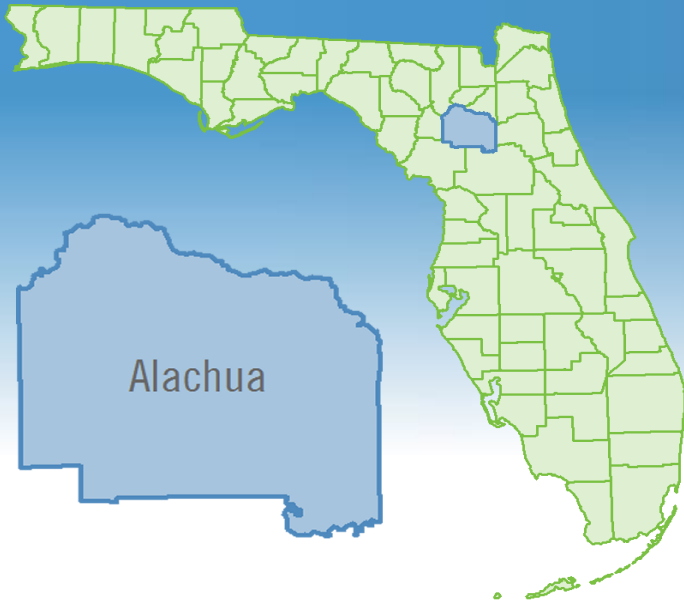
		June 2019	June 2018	Percent Change Year-over-Year
Traditional	Closed Sales	341	354	-3.7%
	Median Sale Price	\$254,950	\$230,000	10.8%
Foreclosure/REO	Closed Sales	5	7	-28.6%
	Median Sale Price	\$147,500	\$97,100	51.9%
Short Sale	Closed Sales	2	1	100.0%
	Median Sale Price	\$164,650	\$155,000	6.2%



Monthly Market Detail - June 2019

Townhouses and Condos

Alachua County



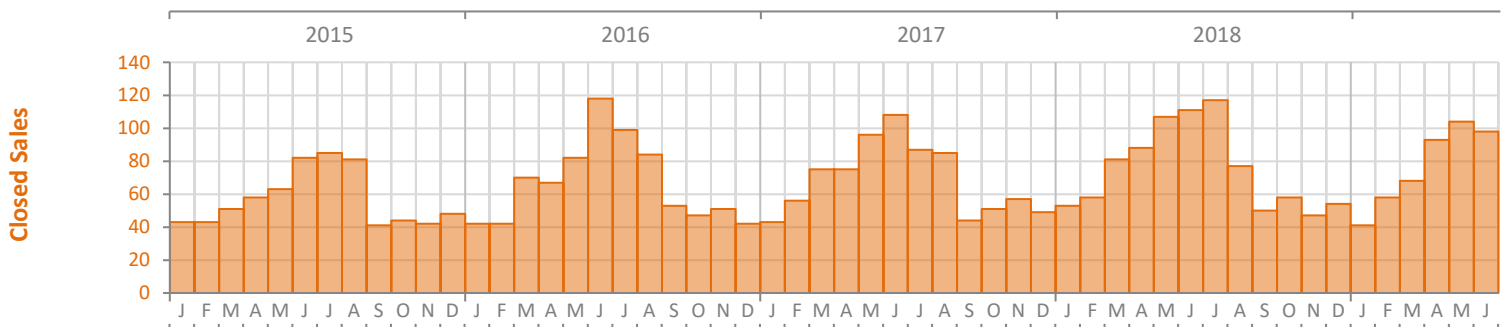
Summary Statistics	June 2019	June 2018	Percent Change Year-over-Year
Closed Sales	98	111	-11.7%
Paid in Cash	49	60	-18.3%
Median Sale Price	\$127,500	\$111,000	14.9%
Average Sale Price	\$141,361	\$115,947	21.9%
Dollar Volume	\$13.9 Million	\$12.9 Million	7.6%
Median Percent of Original List Price Received	97.0%	96.8%	0.2%
Median Time to Contract	24 Days	26 Days	-7.7%
Median Time to Sale	53 Days	55 Days	-3.6%
New Pending Sales	118	107	10.3%
New Listings	86	113	-23.9%
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 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	462	-7.2%
June 2019	98	-11.7%
May 2019	104	-2.8%
April 2019	93	5.7%
March 2019	68	-16.0%
February 2019	58	0.0%
January 2019	41	-22.6%
December 2018	54	10.2%
November 2018	47	-17.5%
October 2018	58	13.7%
September 2018	50	13.6%
August 2018	77	-9.4%
July 2018	117	34.5%
June 2018	111	2.8%

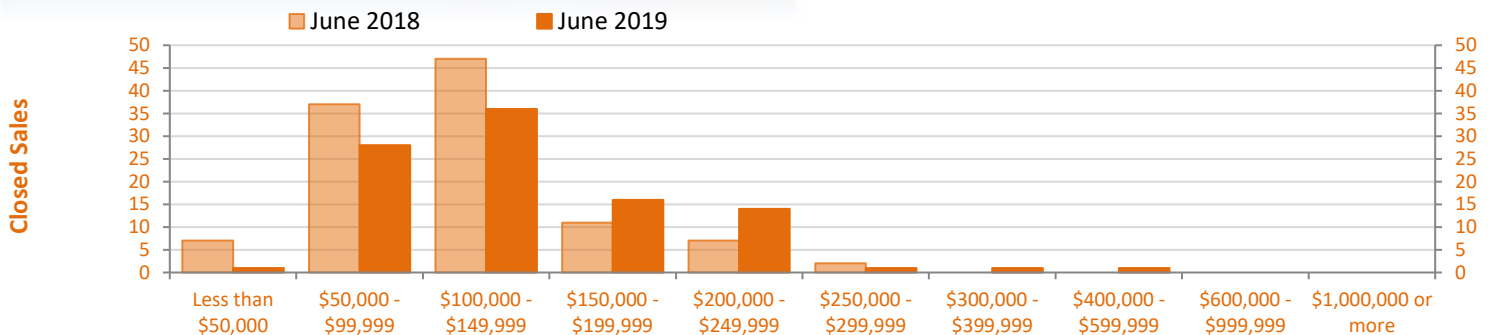


Closed Sales by Sale Price

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	-85.7%
\$50,000 - \$99,999	28	-24.3%
\$100,000 - \$149,999	36	-23.4%
\$150,000 - \$199,999	16	45.5%
\$200,000 - \$249,999	14	100.0%
\$250,000 - \$299,999	1	-50.0%
\$300,000 - \$399,999	1	N/A
\$400,000 - \$599,999	1	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

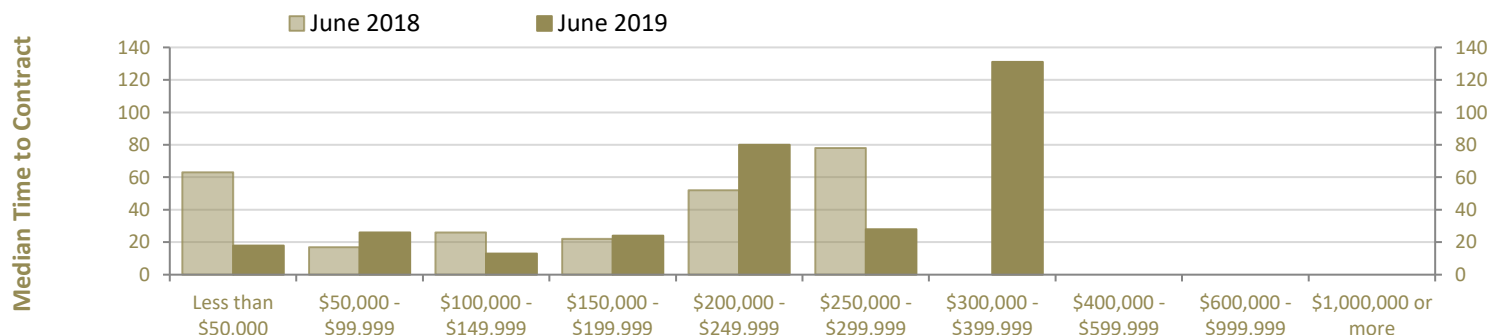


Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the 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	18 Days	-71.4%
\$50,000 - \$99,999	26 Days	52.9%
\$100,000 - \$149,999	13 Days	-50.0%
\$150,000 - \$199,999	24 Days	9.1%
\$200,000 - \$249,999	80 Days	53.8%
\$250,000 - \$299,999	28 Days	-64.1%
\$300,000 - \$399,999	131 Days	N/A
\$400,000 - \$599,999	0 Days	N/A
\$600,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	(No Sales)	N/A

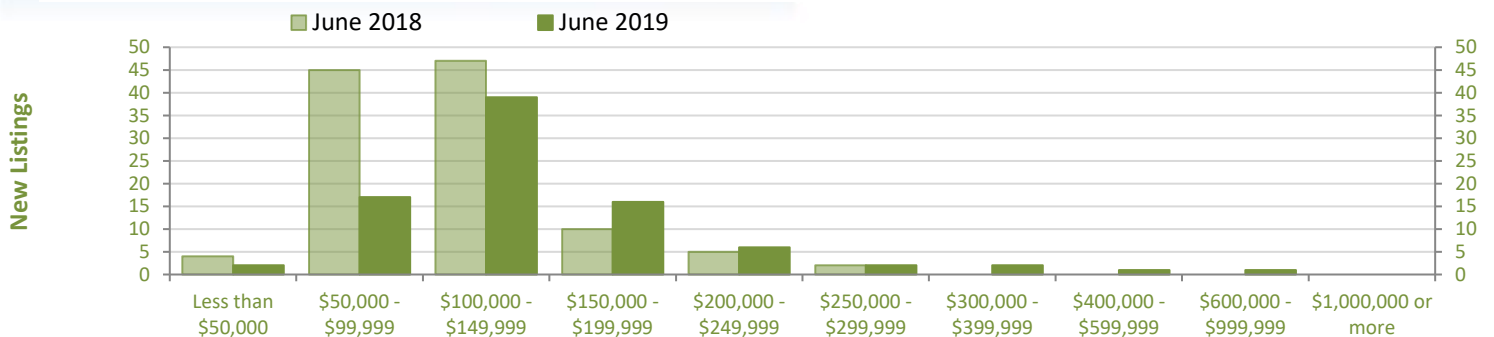


New Listings by Initial Listing Price

The number of properties put onto the market during the 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	-50.0%
\$50,000 - \$99,999	17	-62.2%
\$100,000 - \$149,999	39	-17.0%
\$150,000 - \$199,999	16	60.0%
\$200,000 - \$249,999	6	20.0%
\$250,000 - \$299,999	2	0.0%
\$300,000 - \$399,999	2	N/A
\$400,000 - \$599,999	1	N/A
\$600,000 - \$999,999	1	N/A
\$1,000,000 or more	0	N/A

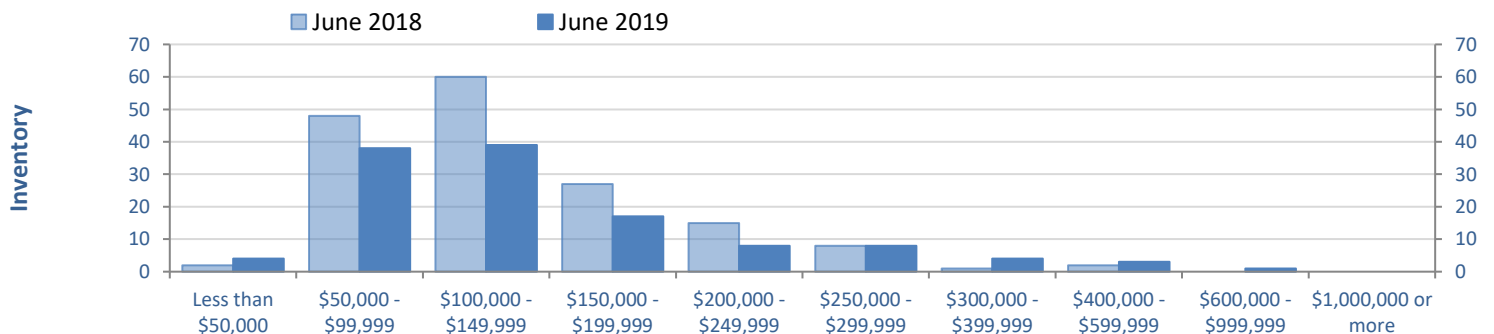


Inventory by Current Listing Price

The number of property listings active at the end of the 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	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



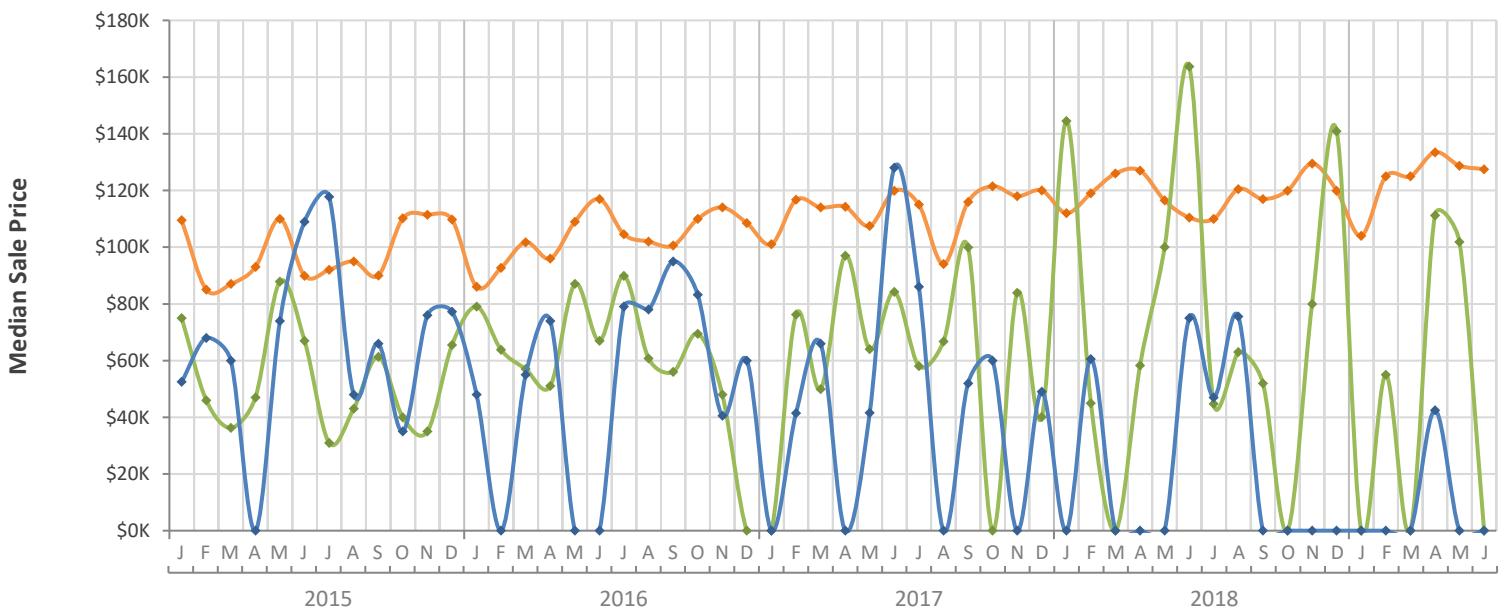
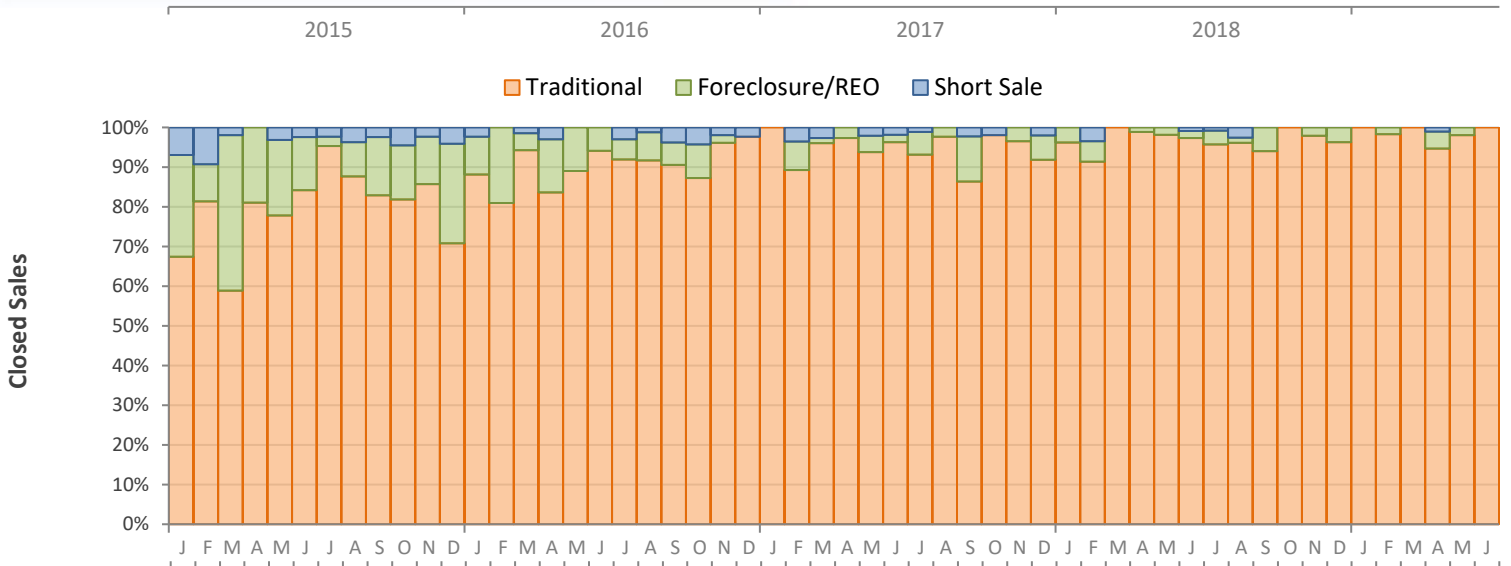
Monthly Distressed Market - June 2019

Townhouses and Condos

Alachua County



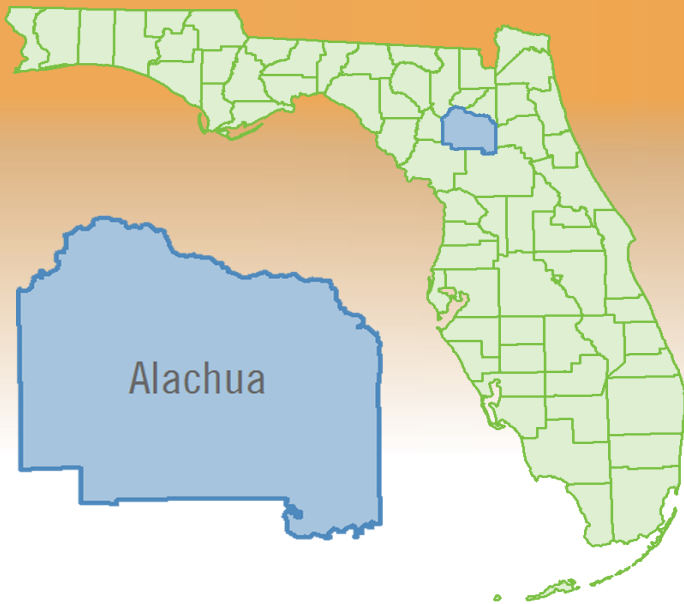
		June 2019	June 2018	Percent Change Year-over-Year
Traditional	Closed Sales	98	108	-9.3%
	Median Sale Price	\$127,500	\$110,450	15.4%
Foreclosure/REO	Closed Sales	0	2	-100.0%
	Median Sale Price	(No Sales)	\$163,750	N/A
Short Sale	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$75,000	N/A



Monthly Market Detail - June 2019

Manufactured Homes

Alachua County



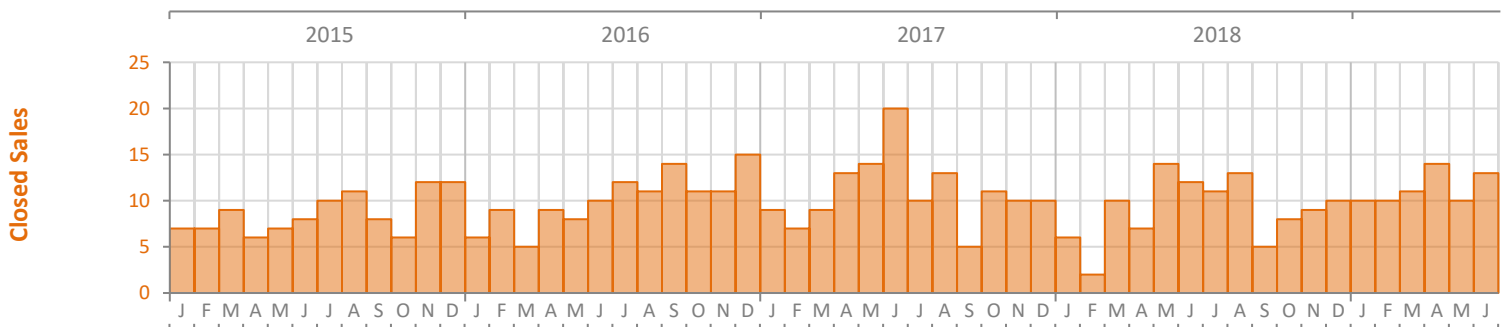
Summary Statistics	June 2019	June 2018	Percent Change Year-over-Year
Closed Sales	13	12	8.3%
Paid in Cash	9	5	80.0%
Median Sale Price	\$79,000	\$86,000	-8.1%
Average Sale Price	\$104,731	\$95,413	9.8%
Dollar Volume	\$1.4 Million	\$1.1 Million	18.9%
Median Percent of Original List Price Received	92.9%	94.9%	-2.1%
Median Time to Contract	76 Days	85 Days	-10.6%
Median Time to Sale	130 Days	148 Days	-12.2%
New Pending Sales	14	16	-12.5%
New Listings	12	12	0.0%
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 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	68	33.3%
June 2019	13	8.3%
May 2019	10	-28.6%
April 2019	14	100.0%
March 2019	11	10.0%
February 2019	10	400.0%
January 2019	10	66.7%
December 2018	10	0.0%
November 2018	9	-10.0%
October 2018	8	-27.3%
September 2018	5	0.0%
August 2018	13	0.0%
July 2018	11	10.0%
June 2018	12	-40.0%

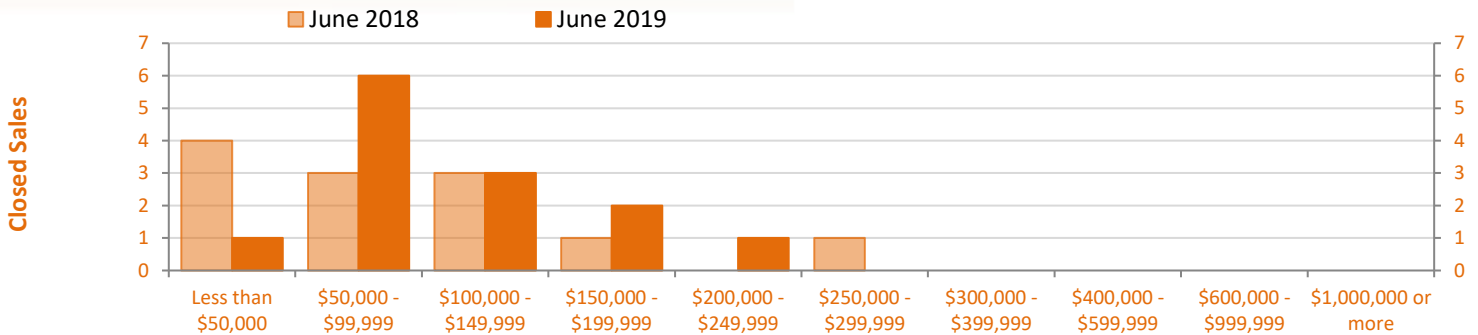


Closed Sales by Sale Price

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	-75.0%
\$50,000 - \$99,999	6	100.0%
\$100,000 - \$149,999	3	0.0%
\$150,000 - \$199,999	2	100.0%
\$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

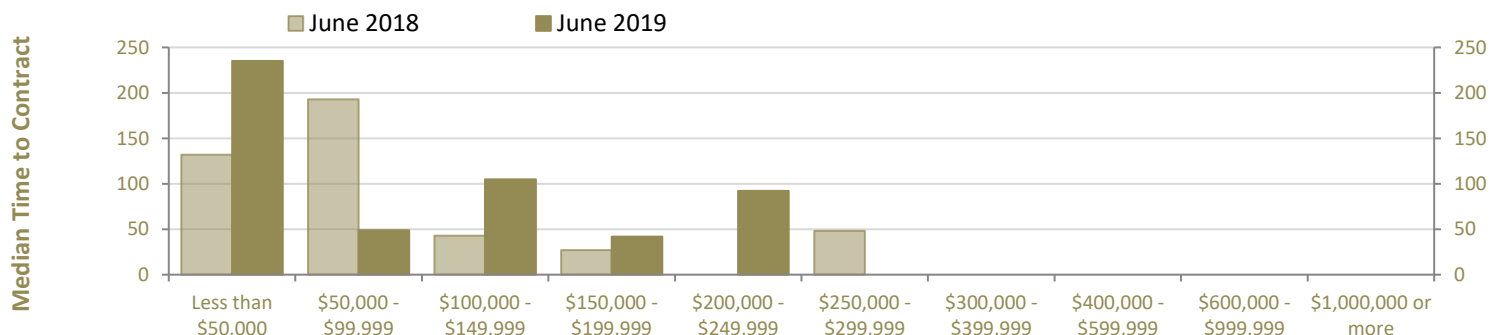


Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the 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	235 Days	78.0%
\$50,000 - \$99,999	49 Days	-74.6%
\$100,000 - \$149,999	105 Days	144.2%
\$150,000 - \$199,999	42 Days	55.6%
\$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

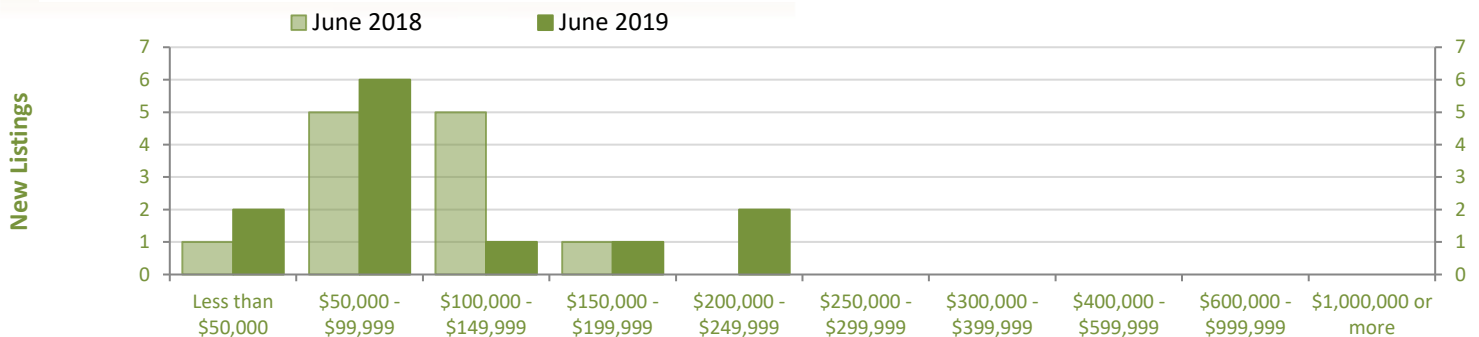


New Listings by Initial Listing Price

The number of properties put onto the market during the 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	100.0%
\$50,000 - \$99,999	6	20.0%
\$100,000 - \$149,999	1	-80.0%
\$150,000 - \$199,999	1	0.0%
\$200,000 - \$249,999	2	N/A
\$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

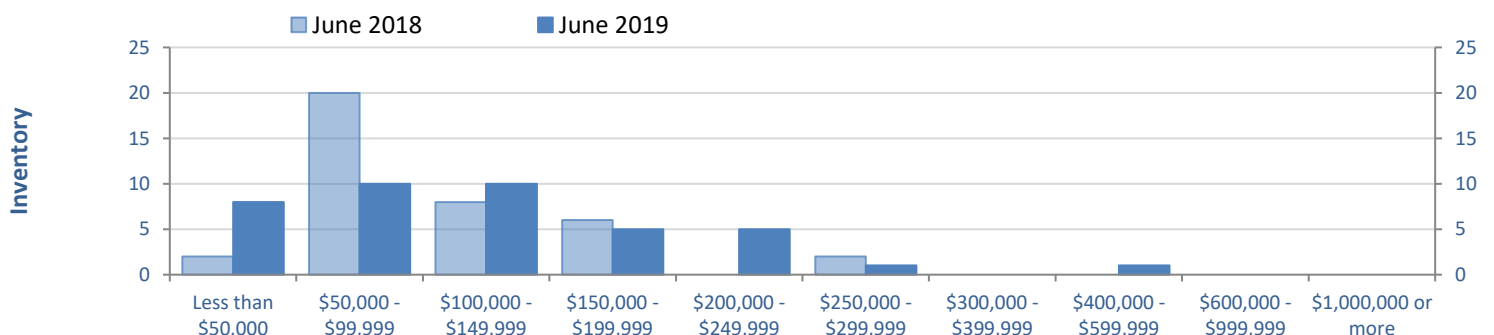


Inventory by Current Listing Price

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.

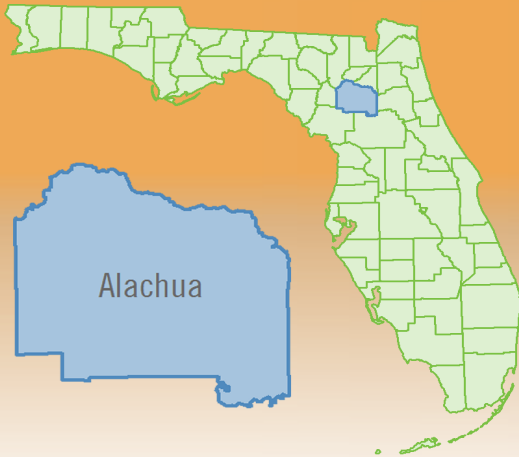
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	8	300.0%
\$50,000 - \$99,999	10	-50.0%
\$100,000 - \$149,999	10	25.0%
\$150,000 - \$199,999	5	-16.7%
\$200,000 - \$249,999	5	N/A
\$250,000 - \$299,999	1	-50.0%
\$300,000 - \$399,999	0	N/A
\$400,000 - \$599,999	1	N/A
\$600,000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



Monthly Distressed Market - June 2019

Manufactured Homes

Alachua County



		June 2019	June 2018	Percent Change Year-over-Year
Traditional	Closed Sales	13	12	8.3%
	Median Sale Price	\$79,000	\$86,000	-8.1%
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

