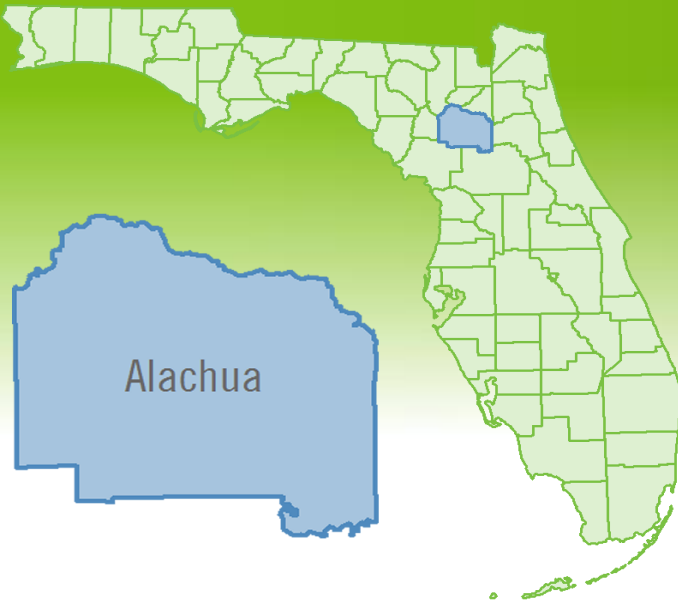


# Quarterly Market Detail - Q1 2019

## Single Family Homes

### Alachua County



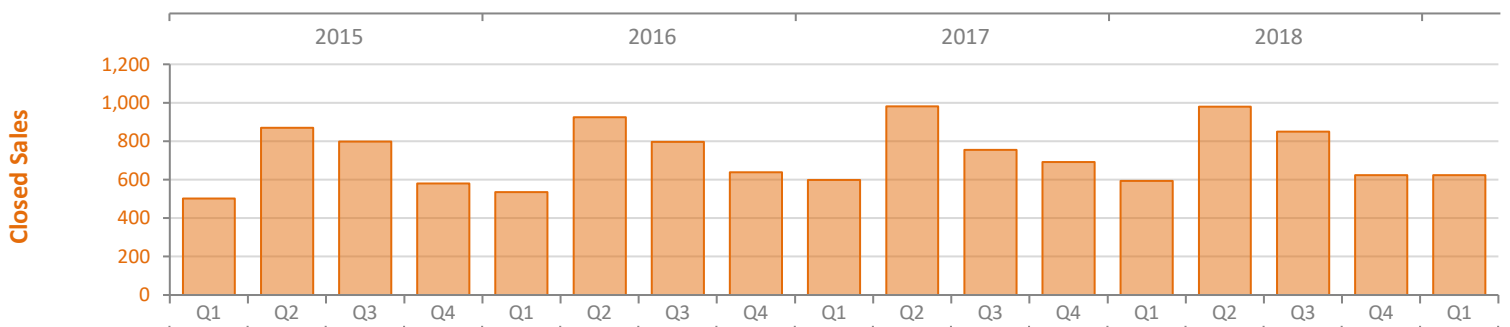
Summary Statistics	Q1 2019	Q1 2018	Percent Change Year-over-Year
Closed Sales	624	594	5.1%
Paid in Cash	154	143	7.7%
Median Sale Price	\$230,000	\$225,000	2.2%
Average Sale Price	\$279,231	\$261,782	6.7%
Dollar Volume	\$174.2 Million	\$155.5 Million	12.1%
Median Percent of Original List Price Received	97.1%	97.6%	-0.5%
Median Time to Contract	49 Days	42 Days	16.7%
Median Time to Sale	95 Days	86 Days	10.5%
New Pending Sales	991	951	4.2%
New Listings	1,044	1,033	1.1%
Pending Inventory	557	503	10.7%
Inventory (Active Listings)	811	835	-2.9%
Months Supply of Inventory	3.2	3.3	-3.0%

## 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	624	5.1%
<b>Q1 2019</b>	<b>624</b>	<b>5.1%</b>
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%
Q1 2016	535	6.6%

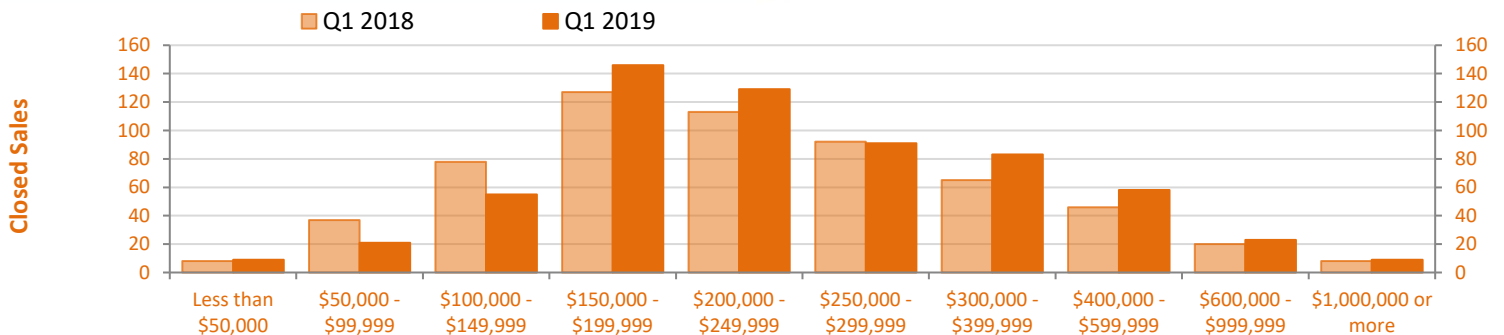


## Closed Sales by Sale Price

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	9	12.5%
\$50,000 - \$99,999	21	-43.2%
\$100,000 - \$149,999	55	-29.5%
\$150,000 - \$199,999	146	15.0%
\$200,000 - \$249,999	129	14.2%
\$250,000 - \$299,999	91	-1.1%
\$300,000 - \$399,999	83	27.7%
\$400,000 - \$599,999	58	26.1%
\$600,000 - \$999,999	23	15.0%
\$1,000,000 or more	9	12.5%

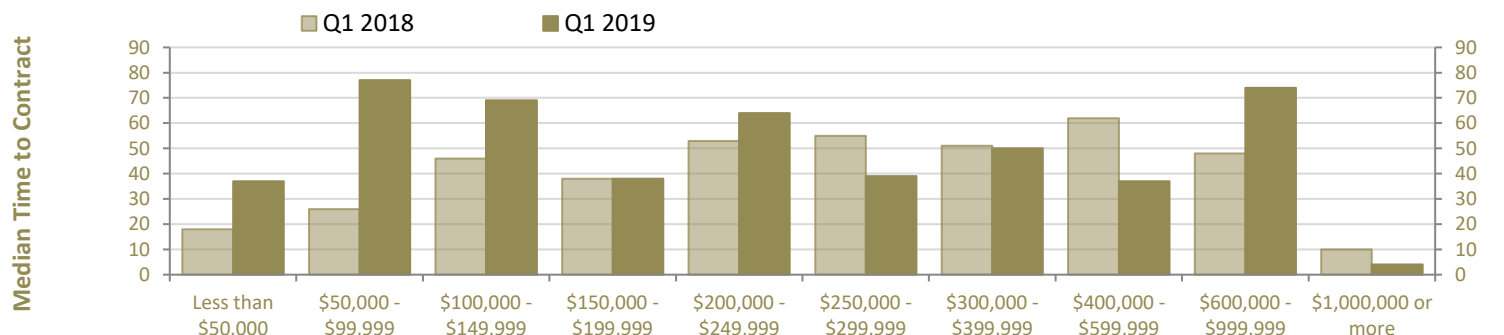


## Median Time to Contract by Sale Price

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	37 Days	105.6%
\$50,000 - \$99,999	77 Days	196.2%
\$100,000 - \$149,999	69 Days	50.0%
\$150,000 - \$199,999	38 Days	0.0%
\$200,000 - \$249,999	64 Days	20.8%
\$250,000 - \$299,999	39 Days	-29.1%
\$300,000 - \$399,999	50 Days	-2.0%
\$400,000 - \$599,999	37 Days	-40.3%
\$600,000 - \$999,999	74 Days	54.2%
\$1,000,000 or more	4 Days	-60.0%

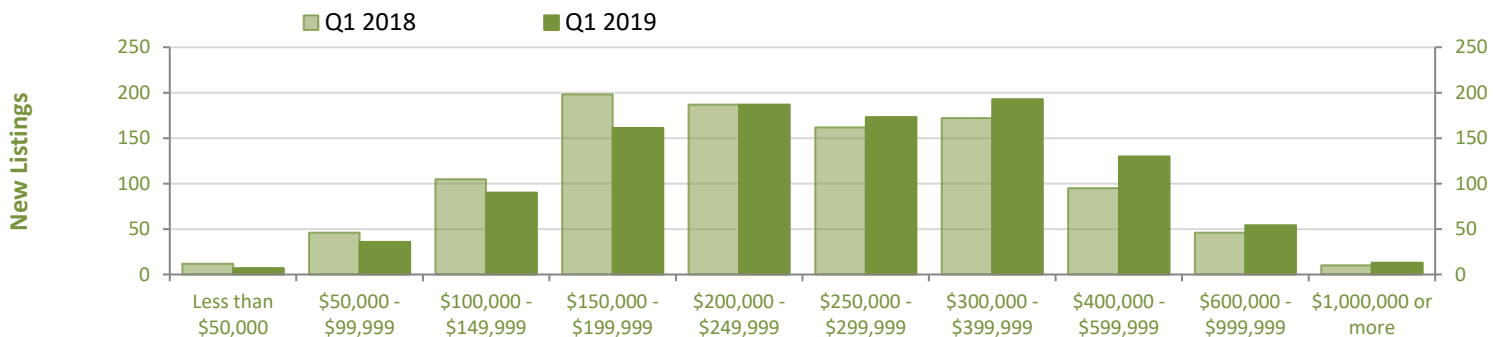


## New Listings by Initial Listing Price

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	-41.7%
\$50,000 - \$99,999	36	-21.7%
\$100,000 - \$149,999	90	-14.3%
\$150,000 - \$199,999	161	-18.7%
\$200,000 - \$249,999	187	0.0%
\$250,000 - \$299,999	173	6.8%
\$300,000 - \$399,999	193	12.2%
\$400,000 - \$599,999	130	36.8%
\$600,000 - \$999,999	54	17.4%
\$1,000,000 or more	13	30.0%

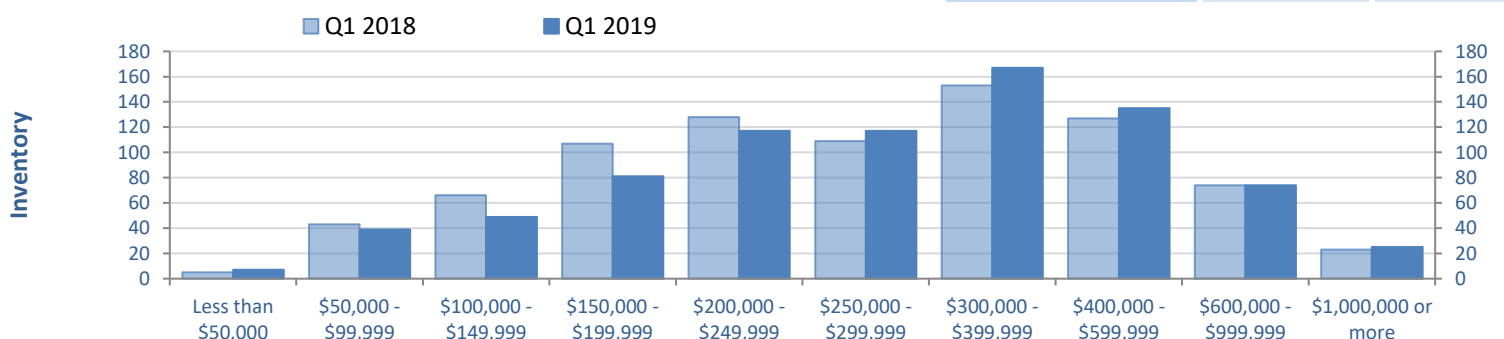


## Inventory by Current Listing Price

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	7	40.0%
\$50,000 - \$99,999	39	-9.3%
\$100,000 - \$149,999	49	-25.8%
\$150,000 - \$199,999	81	-24.3%
\$200,000 - \$249,999	117	-8.6%
\$250,000 - \$299,999	117	7.3%
\$300,000 - \$399,999	167	9.2%
\$400,000 - \$599,999	135	6.3%
\$600,000 - \$999,999	74	0.0%
\$1,000,000 or more	25	8.7%



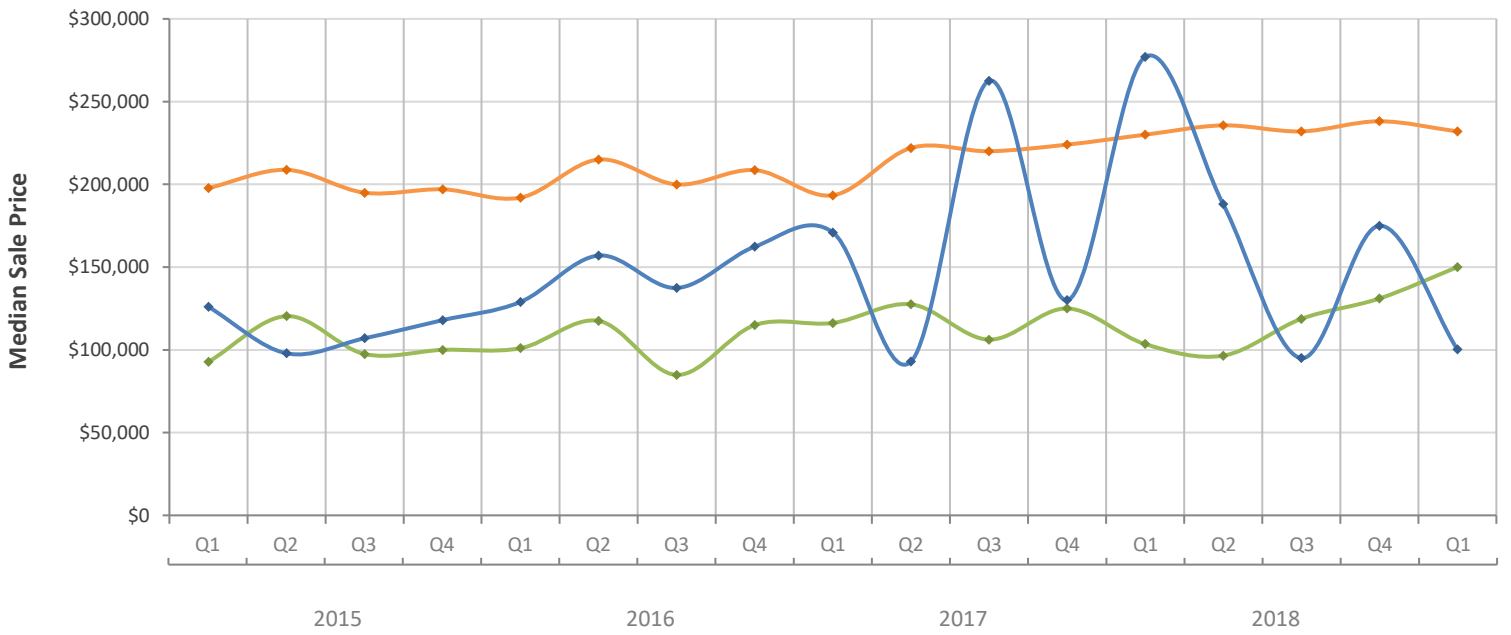
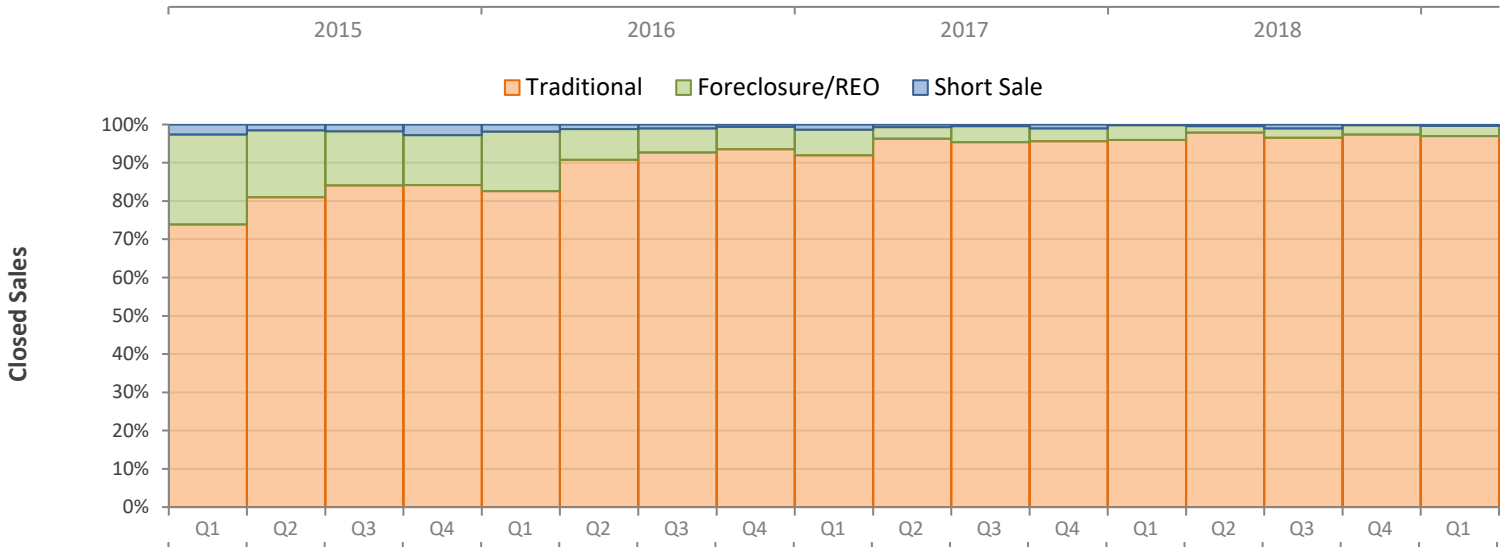
# Quarterly Distressed Market - Q1 2019

## Single Family Homes

### Alachua County



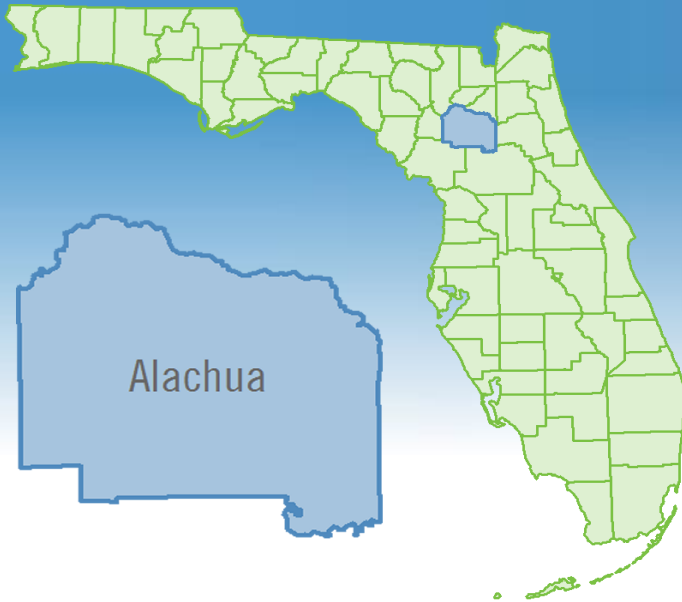
		Q1 2019	Q1 2018	Percent Change Year-over-Year
Traditional	Closed Sales	605	570	6.1%
	Median Sale Price	\$232,000	\$230,000	0.9%
Foreclosure/REO	Closed Sales	17	23	-26.1%
	Median Sale Price	\$150,000	\$103,500	44.9%
Short Sale	Closed Sales	2	1	100.0%
	Median Sale Price	\$100,250	\$277,000	-63.8%



# Quarterly Market Detail - Q1 2019

## Townhouses and Condos

### Alachua County



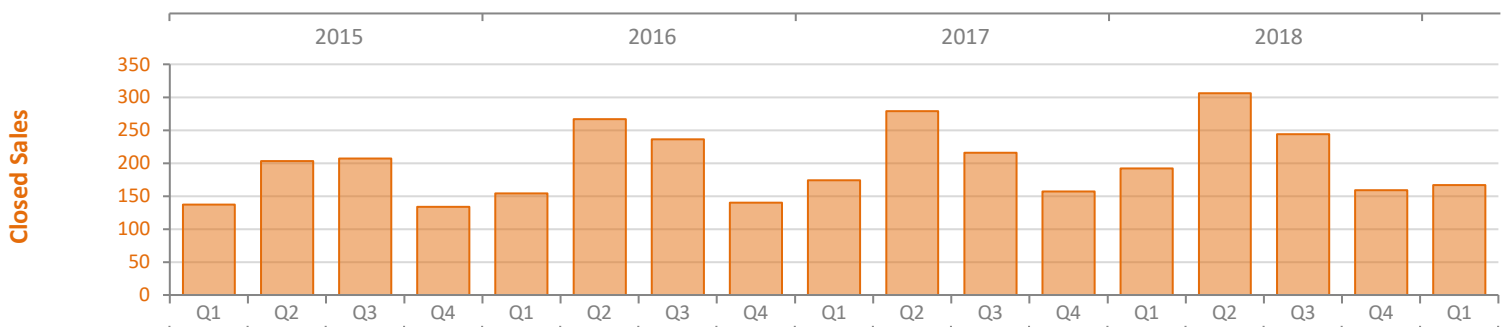
Summary Statistics	Q1 2019	Q1 2018	Percent Change Year-over-Year
Closed Sales	167	192	-13.0%
Paid in Cash	101	106	-4.7%
Median Sale Price	\$123,700	\$119,500	3.5%
Average Sale Price	\$123,235	\$120,391	2.4%
Dollar Volume	\$20.6 Million	\$23.1 Million	-11.0%
Median Percent of Original List Price Received	96.7%	95.9%	0.8%
Median Time to Contract	16 Days	30 Days	-46.7%
Median Time to Sale	50 Days	61 Days	-18.0%
New Pending Sales	256	283	-9.5%
New Listings	296	319	-7.2%
Pending Inventory	127	124	2.4%
Inventory (Active Listings)	164	153	7.2%
Months Supply of Inventory	2.2	2.2	0.0%

## 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	167	-13.0%
<b>Q1 2019</b>	<b>167</b>	<b>-13.0%</b>
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%
Q1 2016	154	12.4%

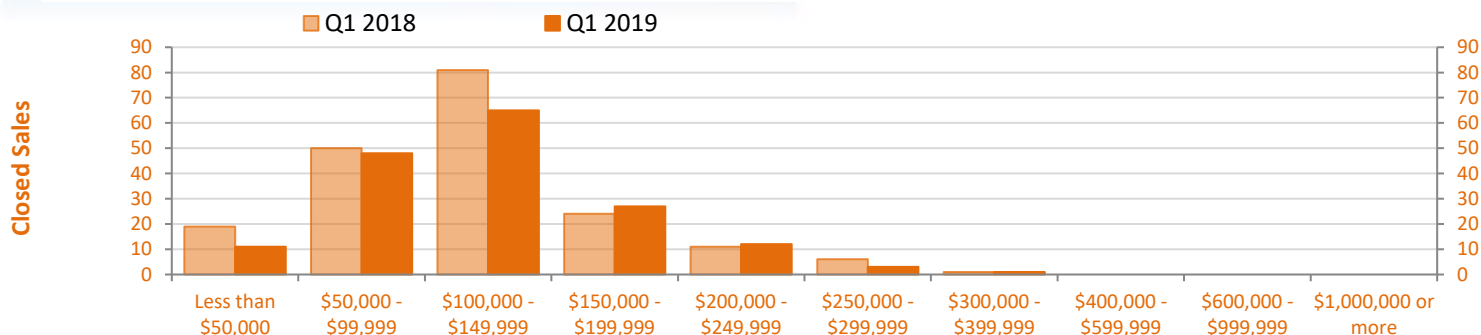


## Closed Sales by Sale Price

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	11	-42.1%
\$50,000 - \$99,999	48	-4.0%
\$100,000 - \$149,999	65	-19.8%
\$150,000 - \$199,999	27	12.5%
\$200,000 - \$249,999	12	9.1%
\$250,000 - \$299,999	3	-50.0%
\$300,000 - \$399,999	1	0.0%
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

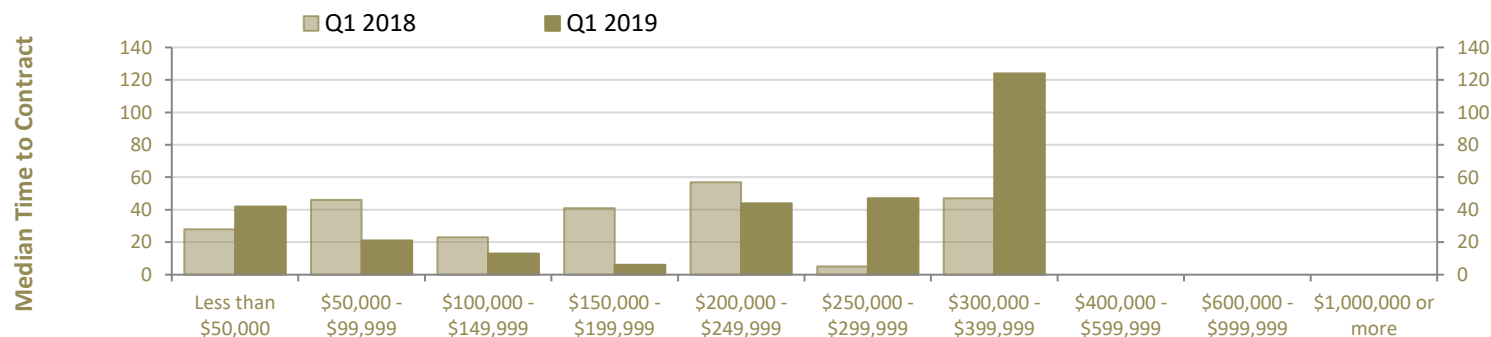


## Median Time to Contract by Sale Price

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	42 Days	50.0%
\$50,000 - \$99,999	21 Days	-54.3%
\$100,000 - \$149,999	13 Days	-43.5%
\$150,000 - \$199,999	6 Days	-85.4%
\$200,000 - \$249,999	44 Days	-22.8%
\$250,000 - \$299,999	47 Days	840.0%
\$300,000 - \$399,999	124 Days	163.8%
\$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



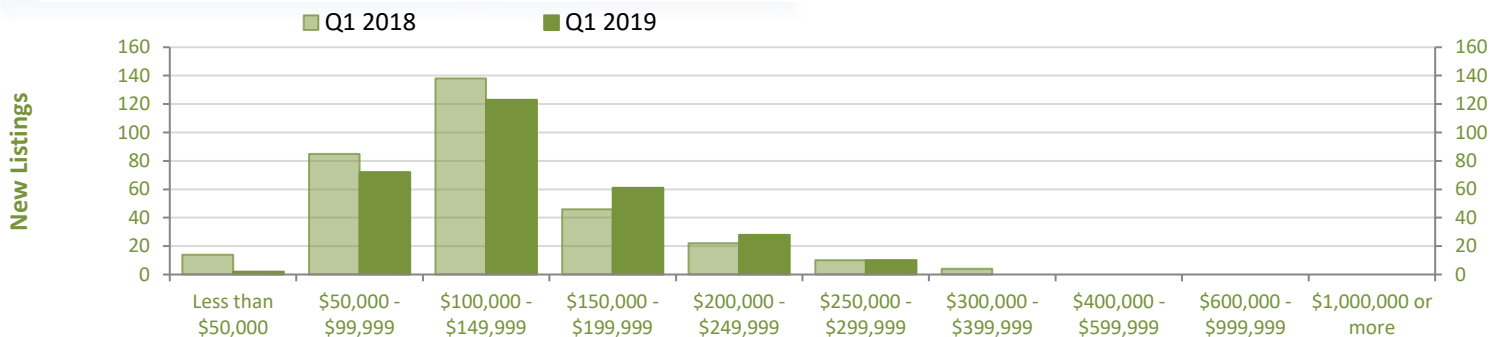


## New Listings by Initial Listing Price

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	2	-85.7%
\$50,000 - \$99,999	72	-15.3%
\$100,000 - \$149,999	123	-10.9%
\$150,000 - \$199,999	61	32.6%
\$200,000 - \$249,999	28	27.3%
\$250,000 - \$299,999	10	0.0%
\$300,000 - \$399,999	0	-100.0%
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

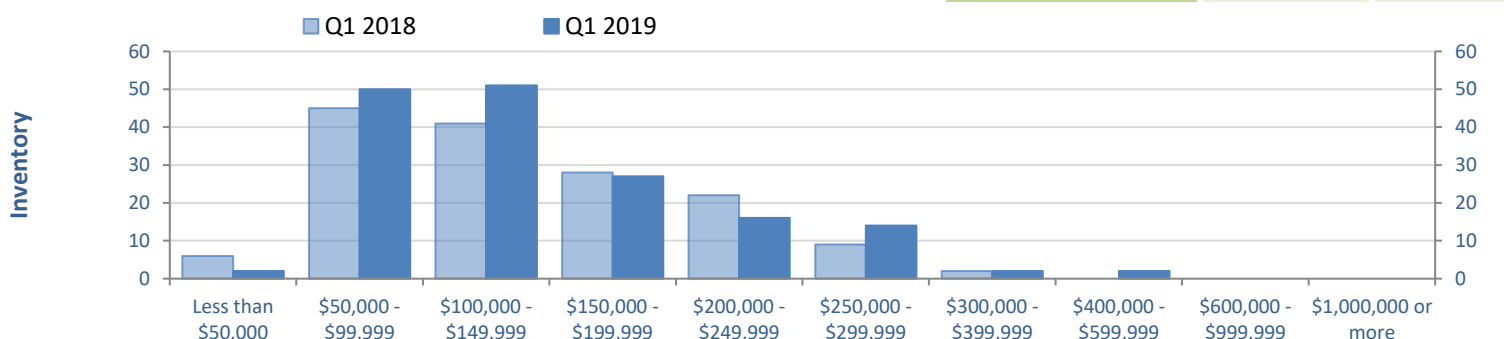


## Inventory by Current Listing Price

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	2	-66.7%
\$50,000 - \$99,999	50	11.1%
\$100,000 - \$149,999	51	24.4%
\$150,000 - \$199,999	27	-3.6%
\$200,000 - \$249,999	16	-27.3%
\$250,000 - \$299,999	14	55.6%
\$300,000 - \$399,999	2	0.0%
\$400,000 - \$599,999	2	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A



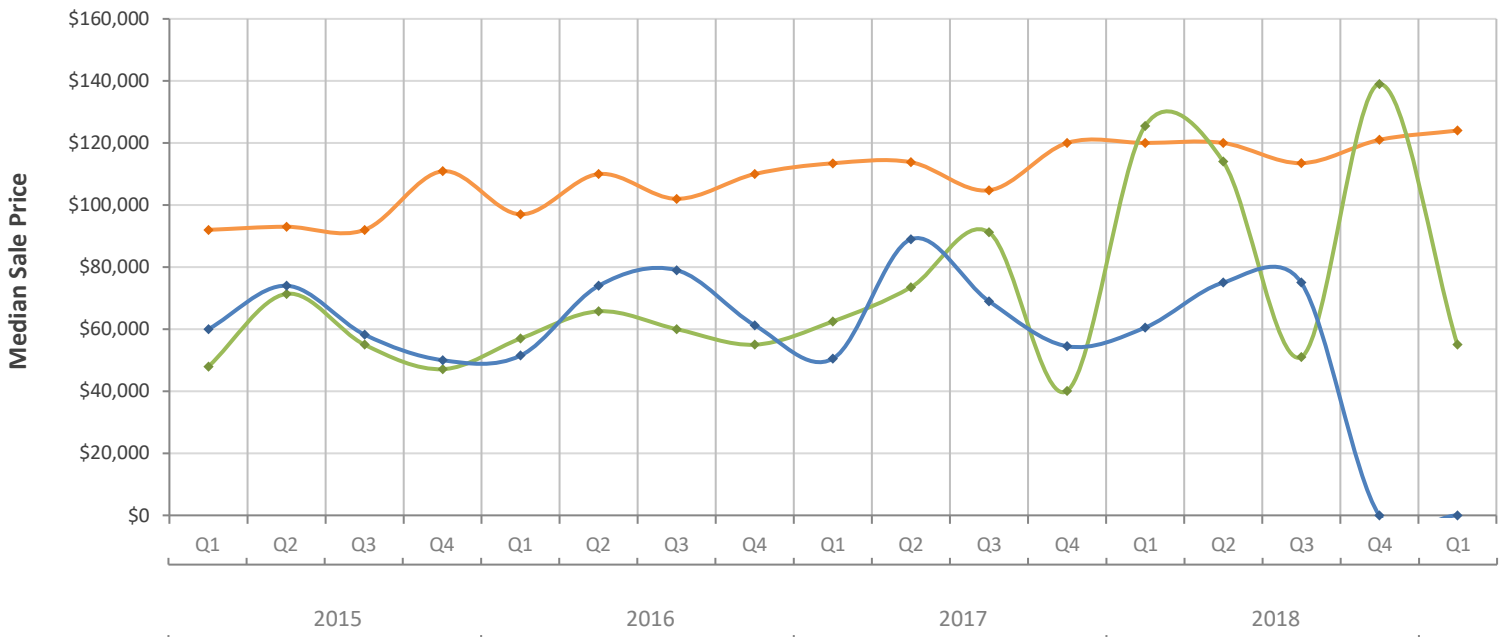
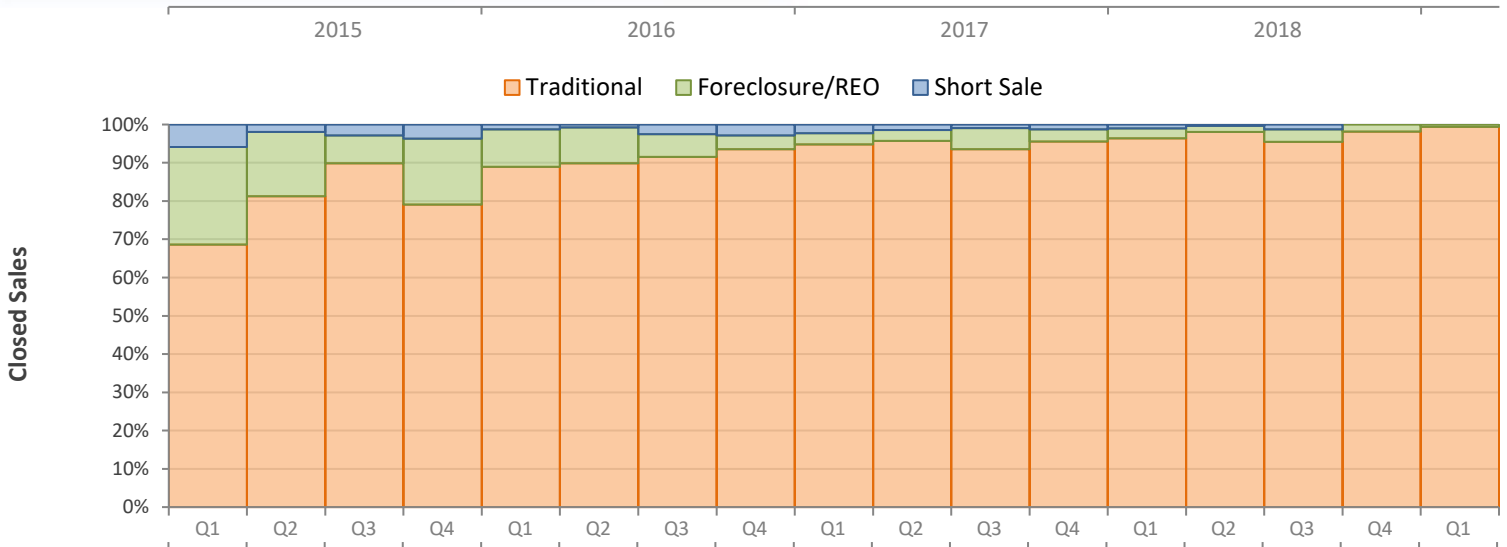
# Quarterly Distressed Market - Q1 2019

## Townhouses and Condos

### Alachua County



		Q1 2019	Q1 2018	Percent Change Year-over-Year
Traditional	Closed Sales	166	185	-10.3%
	Median Sale Price	\$124,000	\$120,000	3.3%
Foreclosure/REO	Closed Sales	1	5	-80.0%
	Median Sale Price	\$55,000	\$125,500	-56.2%
Short Sale	Closed Sales	0	2	-100.0%
	Median Sale Price	(No Sales)	\$60,500	N/A

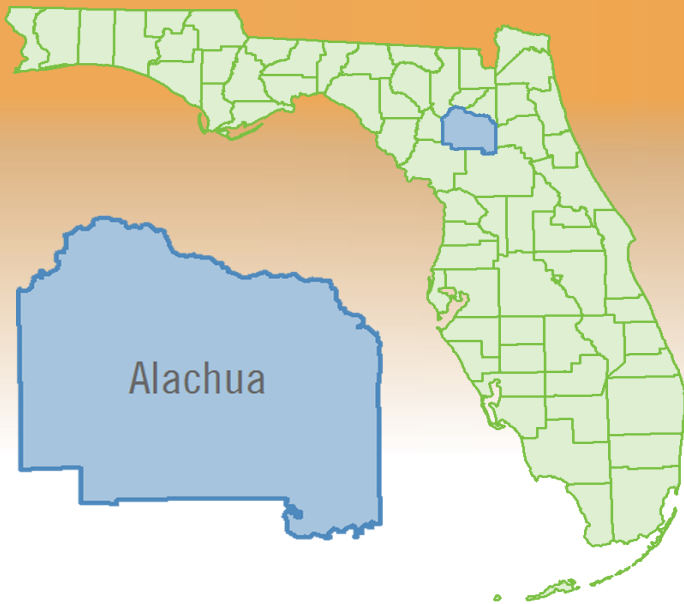




# Quarterly Market Detail - Q1 2019

## Manufactured Homes

### Alachua County



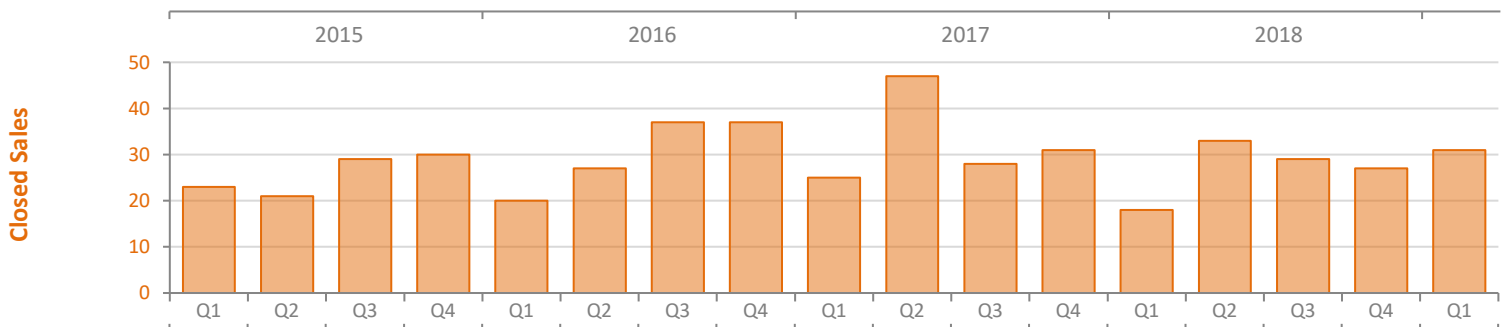
Summary Statistics	Q1 2019	Q1 2018	Percent Change Year-over-Year
Closed Sales	31	18	72.2%
Paid in Cash	16	10	60.0%
Median Sale Price	\$84,500	\$74,500	13.4%
Average Sale Price	\$96,997	\$87,906	10.3%
Dollar Volume	\$3.0 Million	\$1.6 Million	90.0%
Median Percent of Original List Price Received	95.5%	89.1%	7.2%
Median Time to Contract	37 Days	35 Days	5.7%
Median Time to Sale	83 Days	97 Days	-14.4%
New Pending Sales	49	24	104.2%
New Listings	55	41	34.1%
Pending Inventory	29	16	81.3%
Inventory (Active Listings)	56	55	1.8%
Months Supply of Inventory	5.6	5.3	5.7%

## 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	31	72.2%
<b>Q1 2019</b>	<b>31</b>	<b>72.2%</b>
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%
Q1 2016	20	-13.0%

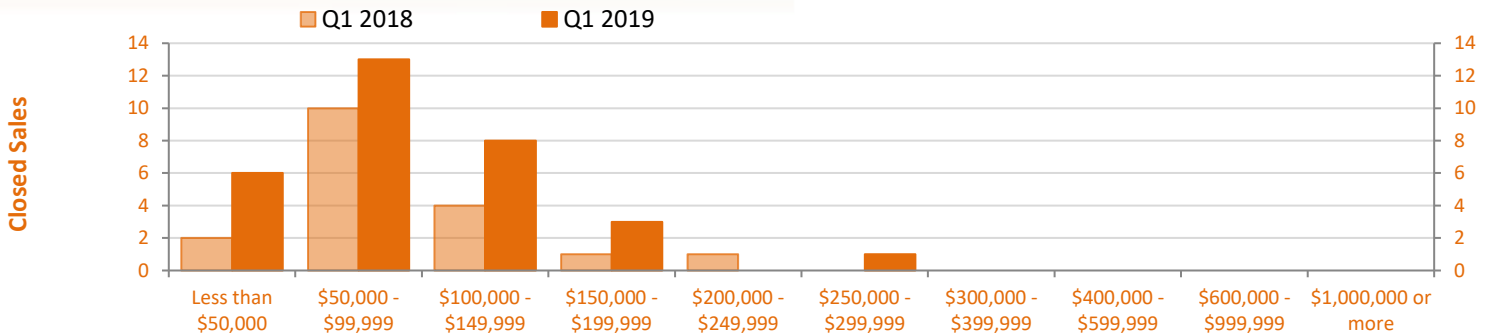


## Closed Sales by Sale Price

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	6	200.0%
\$50,000 - \$99,999	13	30.0%
\$100,000 - \$149,999	8	100.0%
\$150,000 - \$199,999	3	200.0%
\$200,000 - \$249,999	0	-100.0%
\$250,000 - \$299,999	1	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

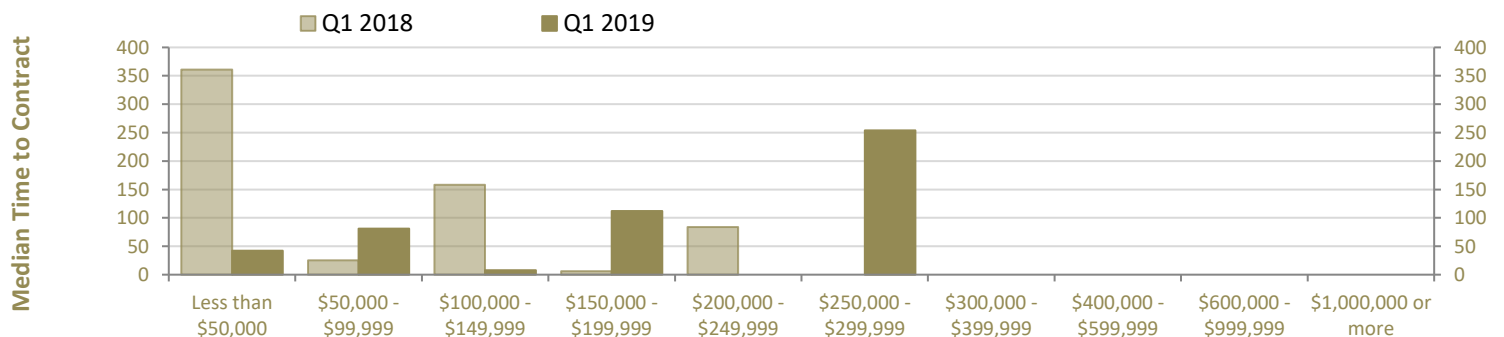


## Median Time to Contract by Sale Price

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	42 Days	-88.4%
\$50,000 - \$99,999	81 Days	224.0%
\$100,000 - \$149,999	8 Days	-94.9%
\$150,000 - \$199,999	112 Days	1766.7%
\$200,000 - \$249,999	(No Sales)	N/A
\$250,000 - \$299,999	254 Days	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

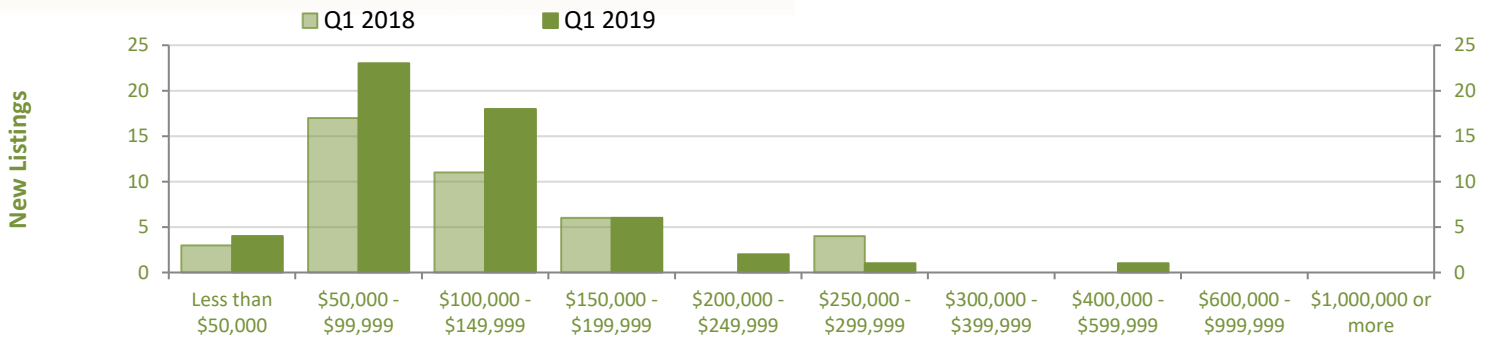


## New Listings by Initial Listing Price

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	4	33.3%
\$50,000 - \$99,999	23	35.3%
\$100,000 - \$149,999	18	63.6%
\$150,000 - \$199,999	6	0.0%
\$200,000 - \$249,999	2	N/A
\$250,000 - \$299,999	1	-75.0%
\$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

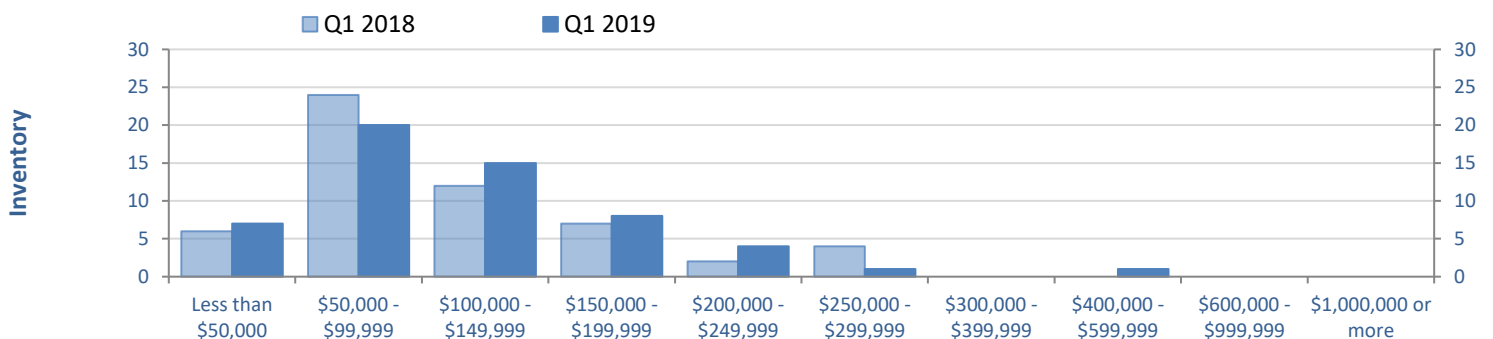


## Inventory by Current Listing Price

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

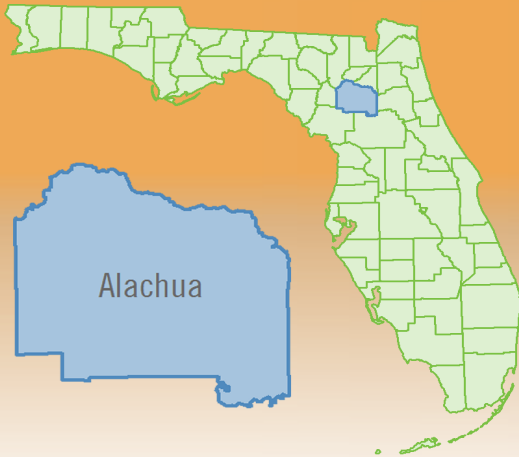
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	7	16.7%
\$50,000 - \$99,999	20	-16.7%
\$100,000 - \$149,999	15	25.0%
\$150,000 - \$199,999	8	14.3%
\$200,000 - \$249,999	4	100.0%
\$250,000 - \$299,999	1	-75.0%
\$300,000 - \$399,999	0	N/A
\$400,000 - \$599,999	1	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A



# Quarterly Distressed Market - Q1 2019

## Manufactured Homes

### Alachua County



		Q1 2019	Q1 2018	Percent Change Year-over-Year
Traditional	Closed Sales	28	17	64.7%
	Median Sale Price	\$87,000	\$76,500	13.7%
Foreclosure/REO	Closed Sales	3	1	200.0%
	Median Sale Price	\$56,500	\$57,500	-1.7%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

