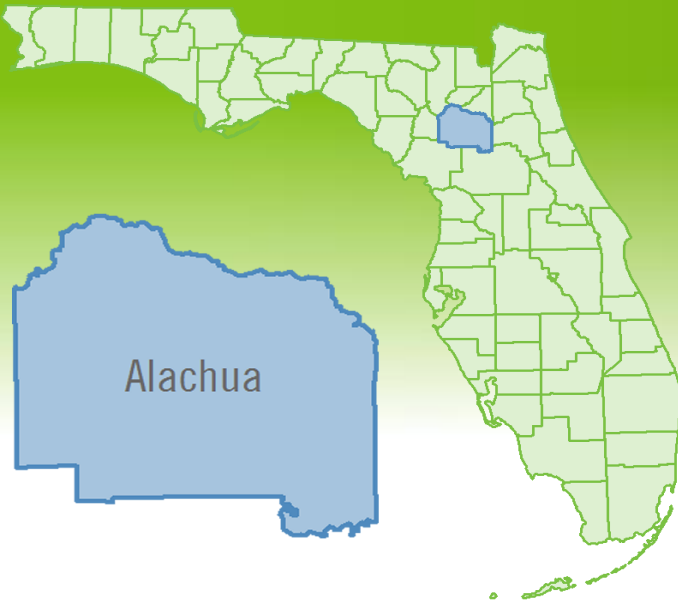


Monthly Market Detail - January 2020

Single Family Homes

Alachua County



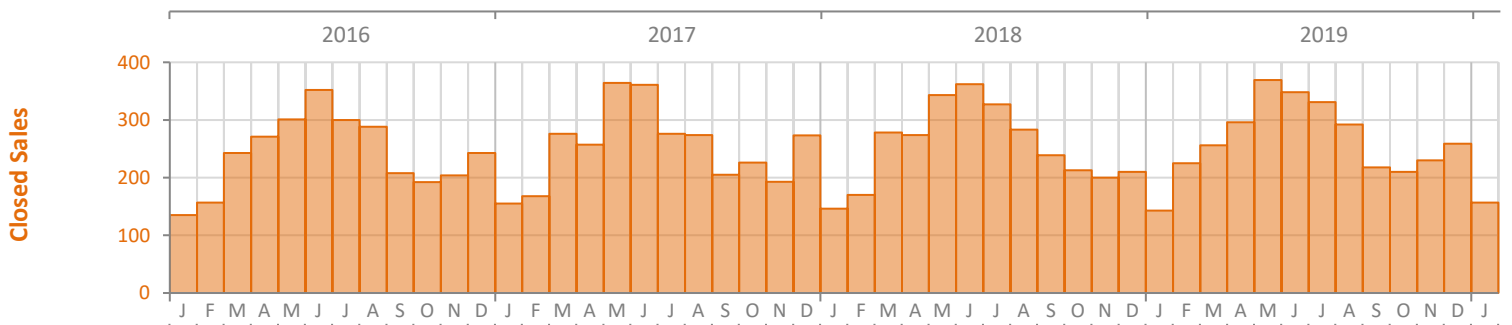
Summary Statistics	January 2020	January 2019	Percent Change Year-over-Year
Closed Sales	157	143	9.8%
Paid in Cash	42	44	-4.5%
Median Sale Price	\$252,000	\$225,000	12.0%
Average Sale Price	\$276,761	\$270,647	2.3%
Dollar Volume	\$43.5 Million	\$38.7 Million	12.3%
Median Percent of Original List Price Received	97.3%	96.0%	1.4%
Median Time to Contract	41 Days	71 Days	-42.3%
Median Time to Sale	94 Days	110 Days	-14.5%
New Pending Sales	259	282	-8.2%
New Listings	294	302	-2.6%
Pending Inventory	405	411	-1.5%
Inventory (Active Listings)	675	782	-13.7%
Months Supply of Inventory	2.5	3.1	-19.4%

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	157	9.8%
January 2020	157	9.8%
December 2019	259	23.3%
November 2019	230	15.0%
October 2019	210	-1.4%
September 2019	218	-8.8%
August 2019	292	3.2%
July 2019	331	1.2%
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%

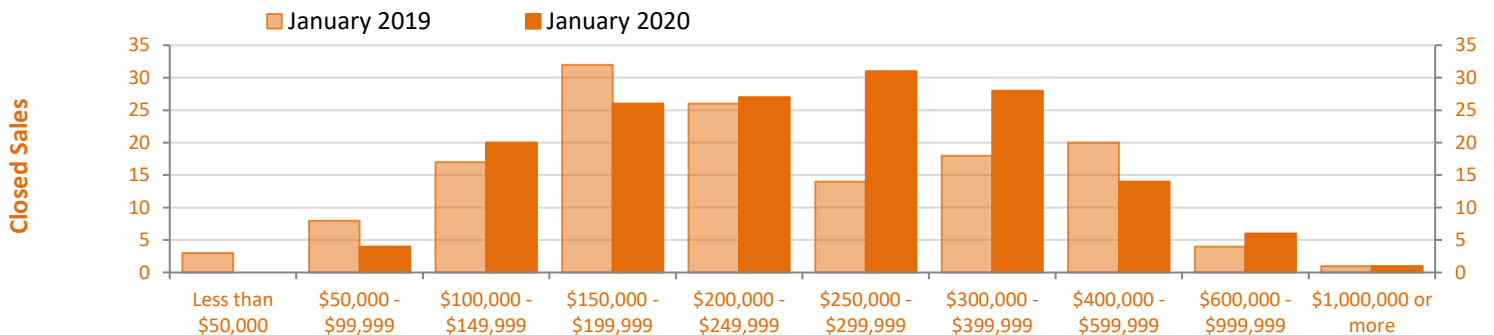


Closed Sales by Sale Price

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	0	-100.0%
\$50,000 - \$99,999	4	-50.0%
\$100,000 - \$149,999	20	17.6%
\$150,000 - \$199,999	26	-18.8%
\$200,000 - \$249,999	27	3.8%
\$250,000 - \$299,999	31	121.4%
\$300,000 - \$399,999	28	55.6%
\$400,000 - \$599,999	14	-30.0%
\$600,000 - \$999,999	6	50.0%
\$1,000,000 or more	1	0.0%

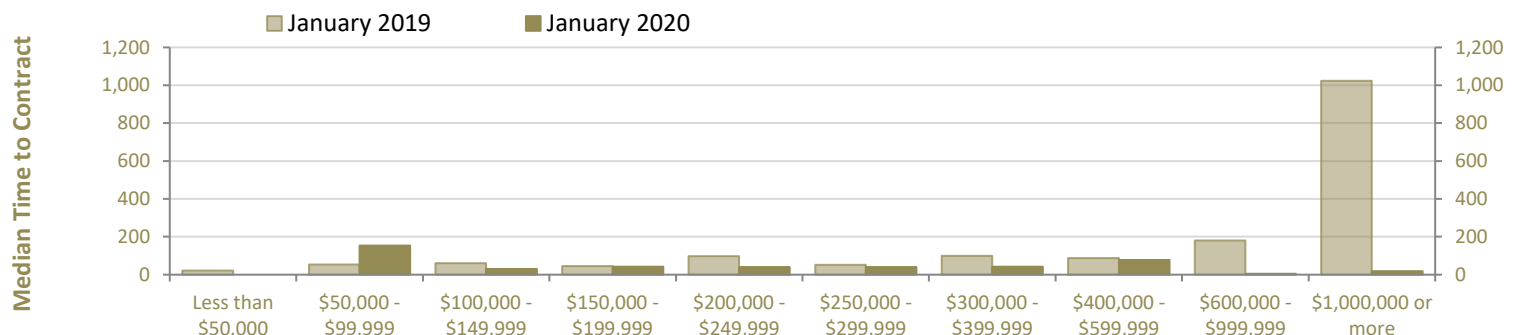


Median Time to Contract by Sale Price

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	(No Sales)	N/A
\$50,000 - \$99,999	153 Days	183.3%
\$100,000 - \$149,999	30 Days	-50.8%
\$150,000 - \$199,999	42 Days	-6.7%
\$200,000 - \$249,999	41 Days	-57.7%
\$250,000 - \$299,999	41 Days	-21.2%
\$300,000 - \$399,999	42 Days	-57.6%
\$400,000 - \$599,999	78 Days	-10.3%
\$600,000 - \$999,999	4 Days	-97.8%
\$1,000,000 or more	19 Days	-98.1%

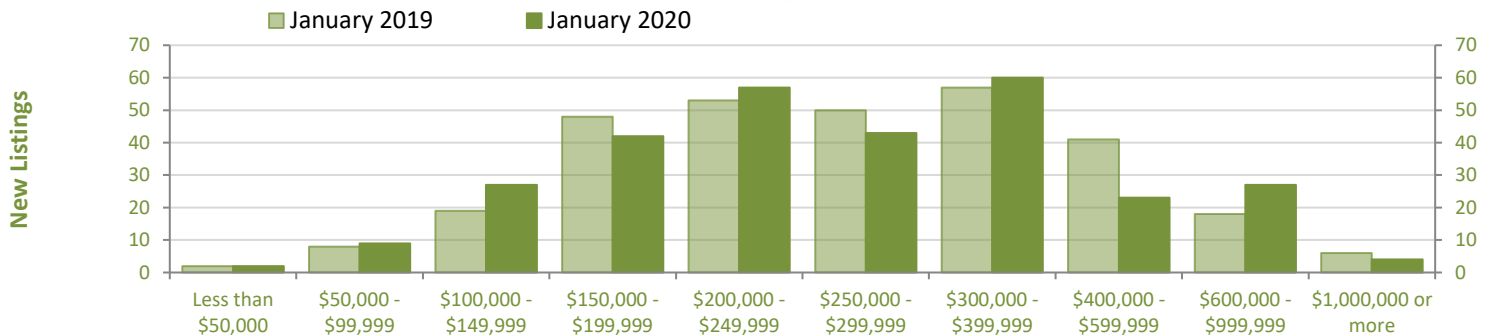


New Listings by Initial Listing Price

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	0.0%
\$50,000 - \$99,999	9	12.5%
\$100,000 - \$149,999	27	42.1%
\$150,000 - \$199,999	42	-12.5%
\$200,000 - \$249,999	57	7.5%
\$250,000 - \$299,999	43	-14.0%
\$300,000 - \$399,999	60	5.3%
\$400,000 - \$599,999	23	-43.9%
\$600,000 - \$999,999	27	50.0%
\$1,000,000 or more	4	-33.3%

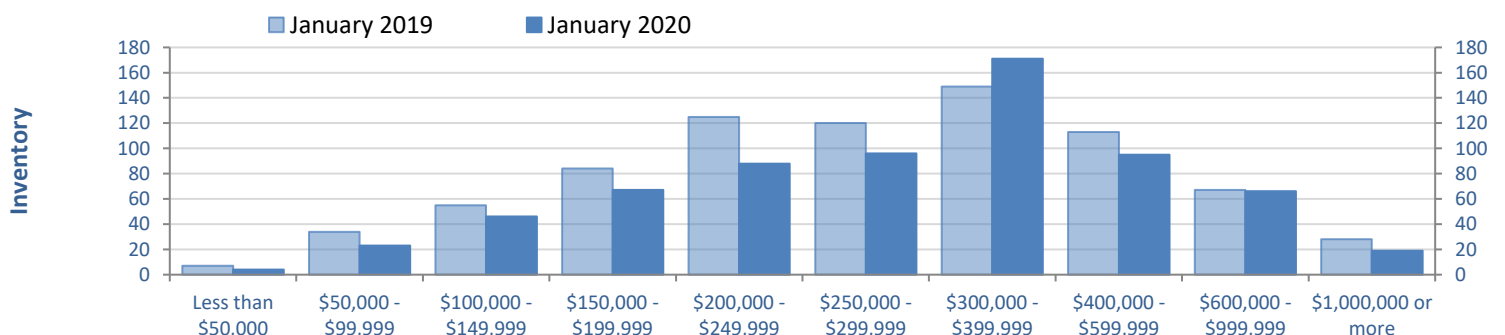


Inventory by Current Listing Price

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	-42.9%
\$50,000 - \$99,999	23	-32.4%
\$100,000 - \$149,999	46	-16.4%
\$150,000 - \$199,999	67	-20.2%
\$200,000 - \$249,999	88	-29.6%
\$250,000 - \$299,999	96	-20.0%
\$300,000 - \$399,999	171	14.8%
\$400,000 - \$599,999	95	-15.9%
\$600,000 - \$999,999	66	-1.5%
\$1,000,000 or more	19	-32.1%



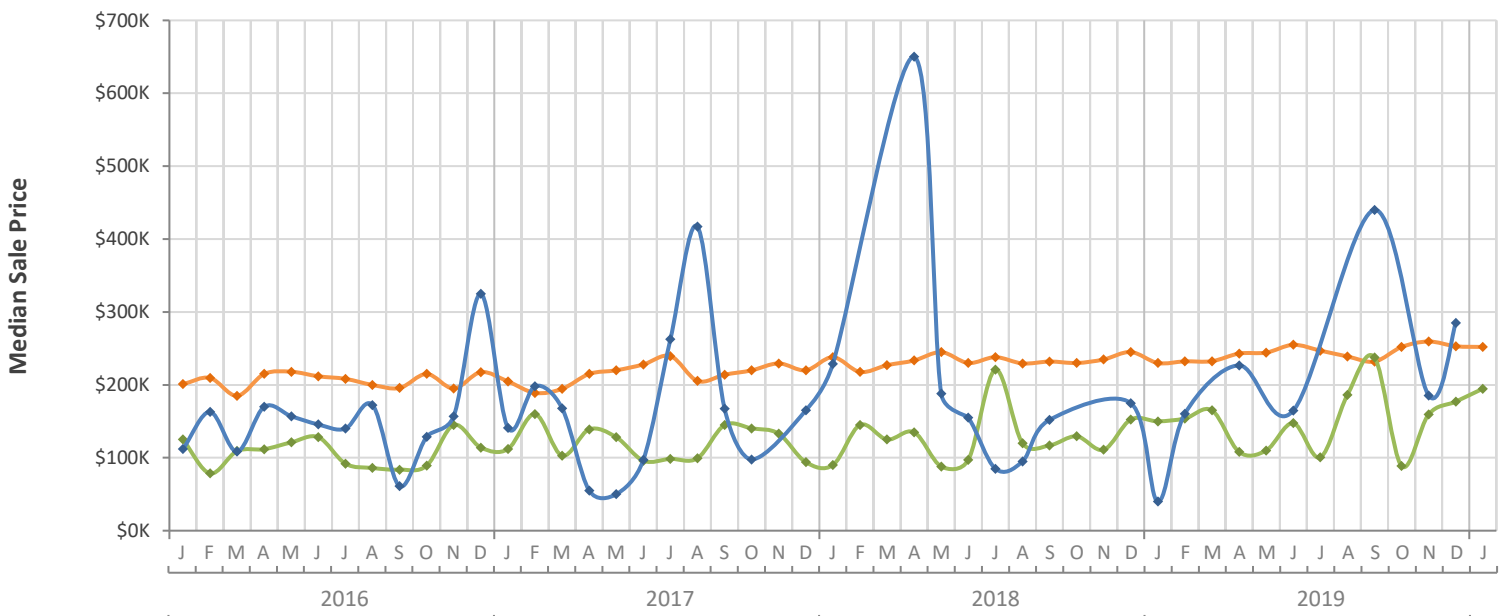
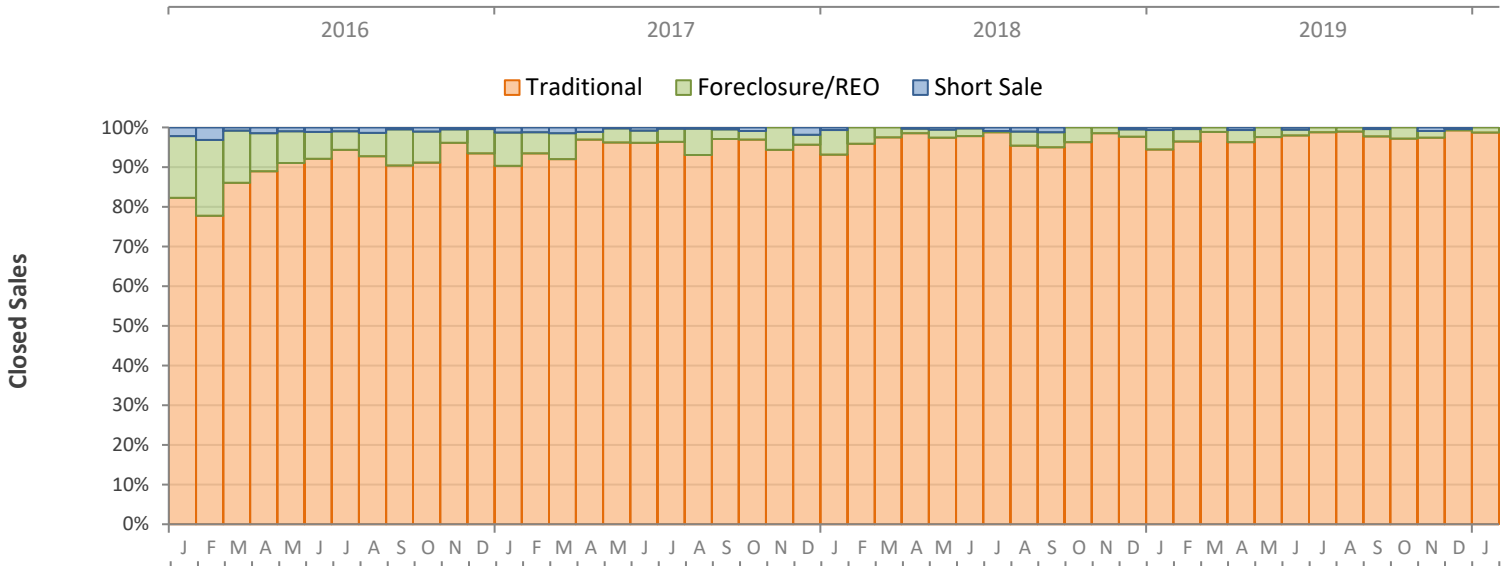
Monthly Distressed Market - January 2020

Single Family Homes

Alachua County



		January 2020	January 2019	Percent Change Year-over-Year
Traditional	Closed Sales	155	135	14.8%
	Median Sale Price	\$252,000	\$230,000	9.6%
Foreclosure/REO	Closed Sales	2	7	-71.4%
	Median Sale Price	\$194,731	\$150,000	29.8%
Short Sale	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$40,000	N/A



Monthly Market Detail - January 2020

Townhouses and Condos

Alachua County



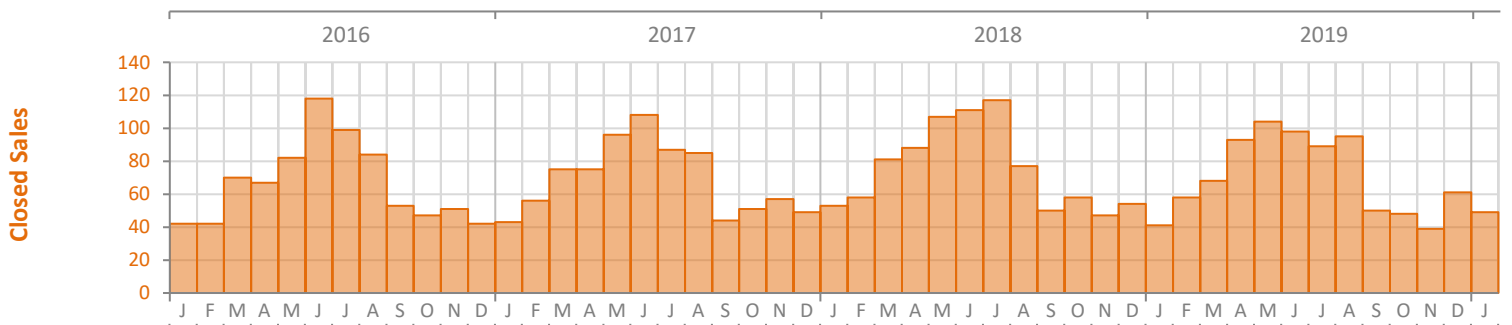
Summary Statistics	January 2020	January 2019	Percent Change Year-over-Year
Closed Sales	49	41	19.5%
Paid in Cash	26	23	13.0%
Median Sale Price	\$145,555	\$104,000	40.0%
Average Sale Price	\$149,578	\$114,526	30.6%
Dollar Volume	\$7.3 Million	\$4.7 Million	56.1%
Median Percent of Original List Price Received	97.1%	94.6%	2.6%
Median Time to Contract	18 Days	45 Days	-60.0%
Median Time to Sale	63 Days	89 Days	-29.2%
New Pending Sales	71	68	4.4%
New Listings	84	87	-3.4%
Pending Inventory	79	76	3.9%
Inventory (Active Listings)	117	141	-17.0%
Months Supply of Inventory	1.6	1.9	-15.8%

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	49	19.5%
January 2020	49	19.5%
December 2019	61	13.0%
November 2019	39	-17.0%
October 2019	48	-17.2%
September 2019	50	0.0%
August 2019	95	23.4%
July 2019	89	-23.9%
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%

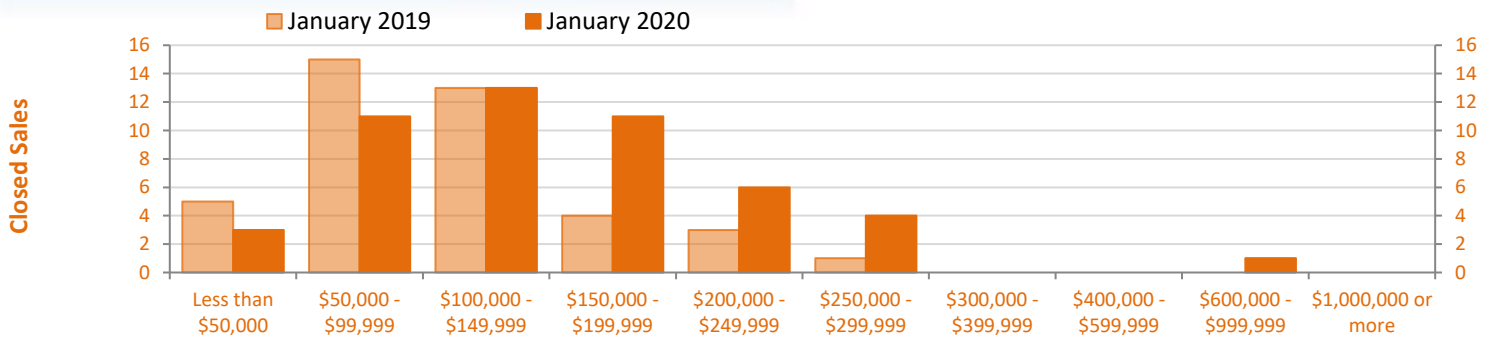


Closed Sales by Sale Price

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	-40.0%
\$50,000 - \$99,999	11	-26.7%
\$100,000 - \$149,999	13	0.0%
\$150,000 - \$199,999	11	175.0%
\$200,000 - \$249,999	6	100.0%
\$250,000 - \$299,999	4	300.0%
\$300,000 - \$399,999	0	N/A
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	1	N/A
\$1,000,000 or more	0	N/A

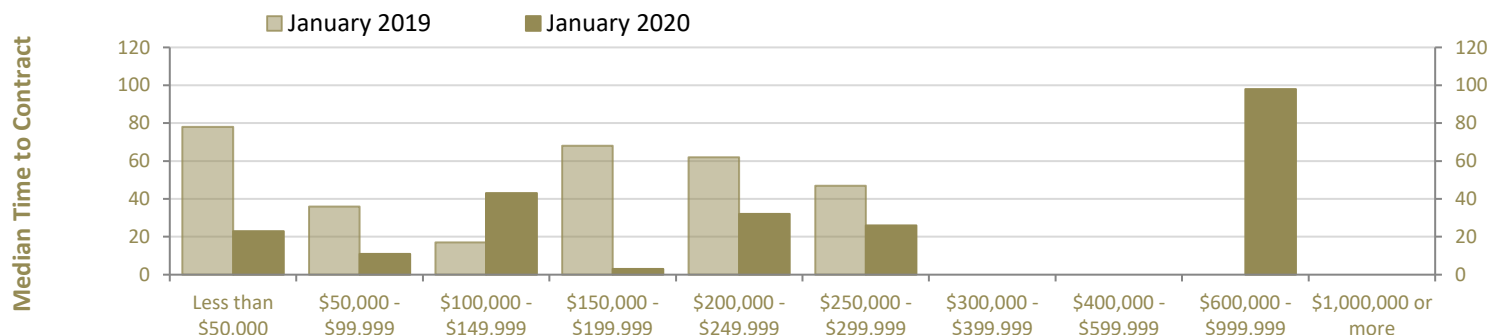


Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the 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	23 Days	-70.5%
\$50,000 - \$99,999	11 Days	-69.4%
\$100,000 - \$149,999	43 Days	152.9%
\$150,000 - \$199,999	3 Days	-95.6%
\$200,000 - \$249,999	32 Days	-48.4%
\$250,000 - \$299,999	26 Days	-44.7%
\$300,000 - \$399,999	(No Sales)	N/A
\$400,000 - \$599,999	(No Sales)	N/A
\$600,000 - \$999,999	98 Days	N/A
\$1,000,000 or more	(No Sales)	N/A

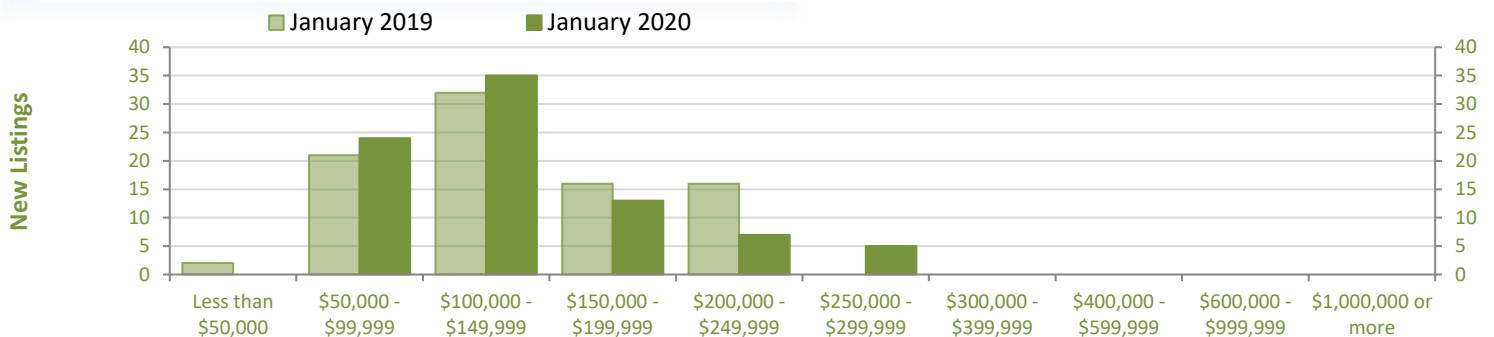


New Listings by Initial Listing Price

The number of properties put onto the market during the 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	0	-100.0%
\$50,000 - \$99,999	24	14.3%
\$100,000 - \$149,999	35	9.4%
\$150,000 - \$199,999	13	-18.8%
\$200,000 - \$249,999	7	-56.3%
\$250,000 - \$299,999	5	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

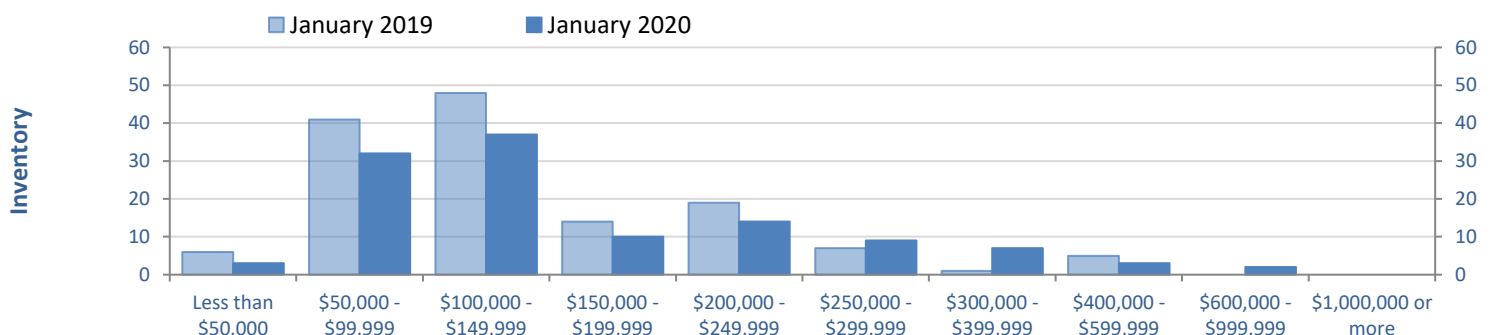


Inventory by Current Listing Price

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	3	-50.0%
\$50,000 - \$99,999	32	-22.0%
\$100,000 - \$149,999	37	-22.9%
\$150,000 - \$199,999	10	-28.6%
\$200,000 - \$249,999	14	-26.3%
\$250,000 - \$299,999	9	28.6%
\$300,000 - \$399,999	7	600.0%
\$400,000 - \$599,999	3	-40.0%
\$600,000 - \$999,999	2	N/A
\$1,000,000 or more	0	N/A



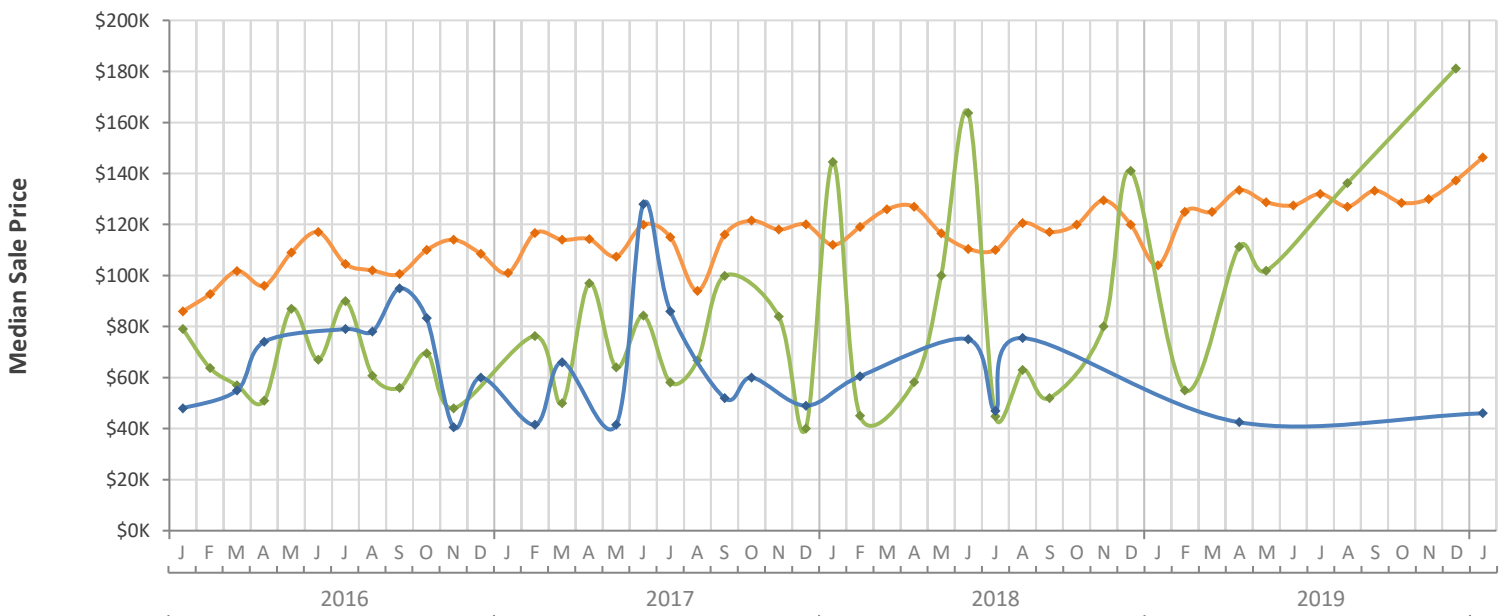
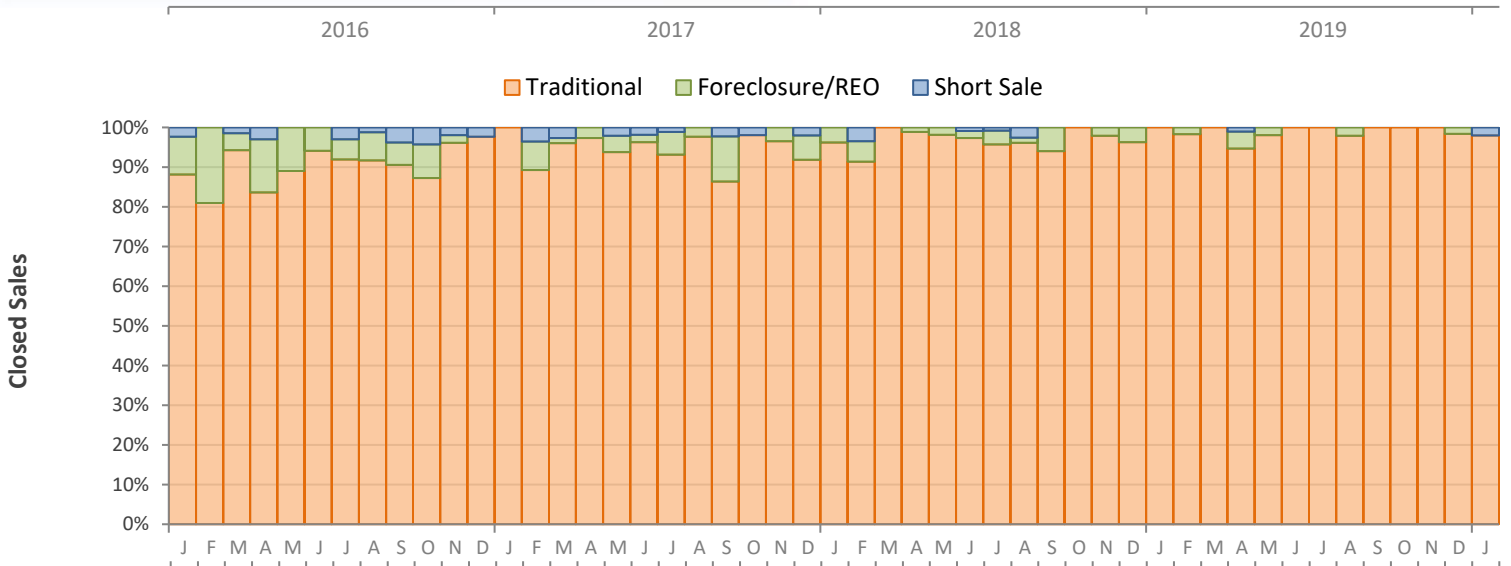
Monthly Distressed Market - January 2020

Townhouses and Condos

Alachua County



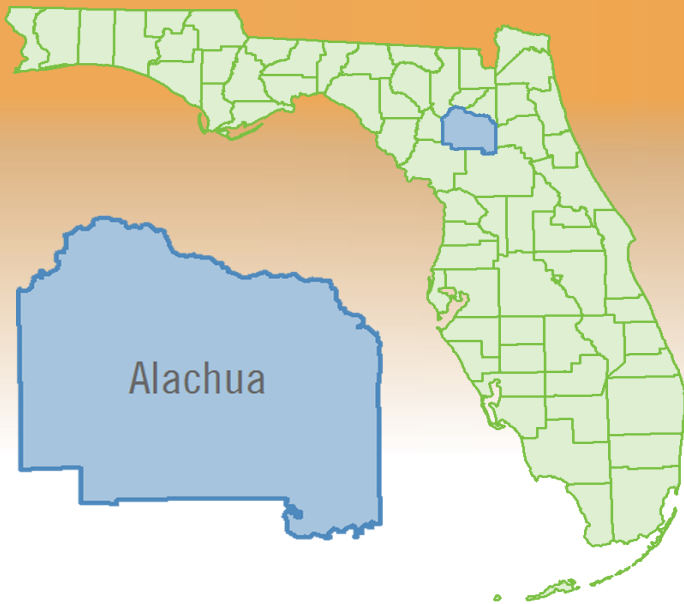
		January 2020	January 2019	Percent Change Year-over-Year
Traditional	Closed Sales	48	41	17.1%
	Median Sale Price	\$146,278	\$104,000	40.7%
Foreclosure/REO	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A
Short Sale	Closed Sales	1	0	N/A
	Median Sale Price	\$46,000	(No Sales)	N/A



Monthly Market Detail - January 2020

Manufactured Homes

Alachua County



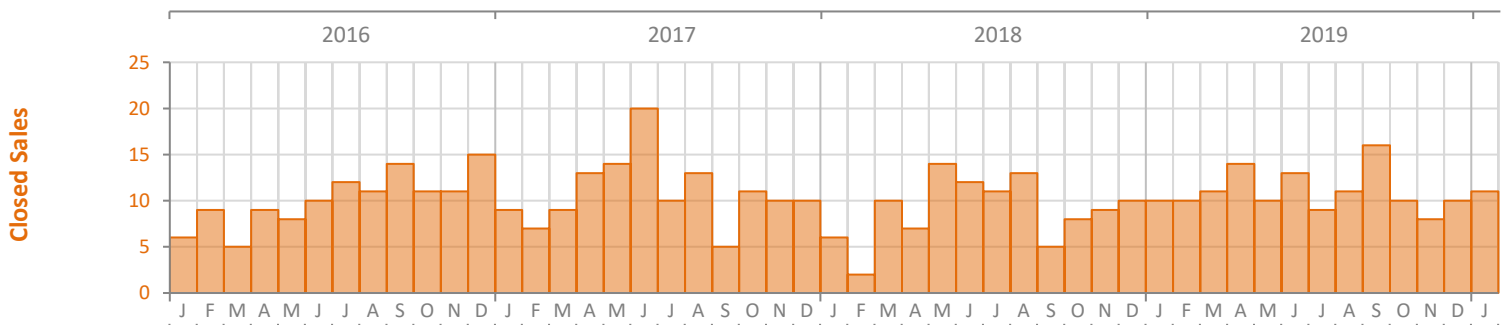
Summary Statistics	January 2020	January 2019	Percent Change Year-over-Year
Closed Sales	11	10	10.0%
Paid in Cash	6	6	0.0%
Median Sale Price	\$86,500	\$70,000	23.6%
Average Sale Price	\$125,500	\$85,370	47.0%
Dollar Volume	\$1.4 Million	\$853,700	61.7%
Median Percent of Original List Price Received	86.9%	85.8%	1.3%
Median Time to Contract	17 Days	126 Days	-86.5%
Median Time to Sale	67 Days	147 Days	-54.4%
New Pending Sales	4	18	-77.8%
New Listings	17	19	-10.5%
Pending Inventory	13	20	-35.0%
Inventory (Active Listings)	55	54	1.9%
Months Supply of Inventory	5.0	5.8	-13.8%

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	11	10.0%
January 2020	11	10.0%
December 2019	10	0.0%
November 2019	8	-11.1%
October 2019	10	25.0%
September 2019	16	220.0%
August 2019	11	-15.4%
July 2019	9	-18.2%
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%

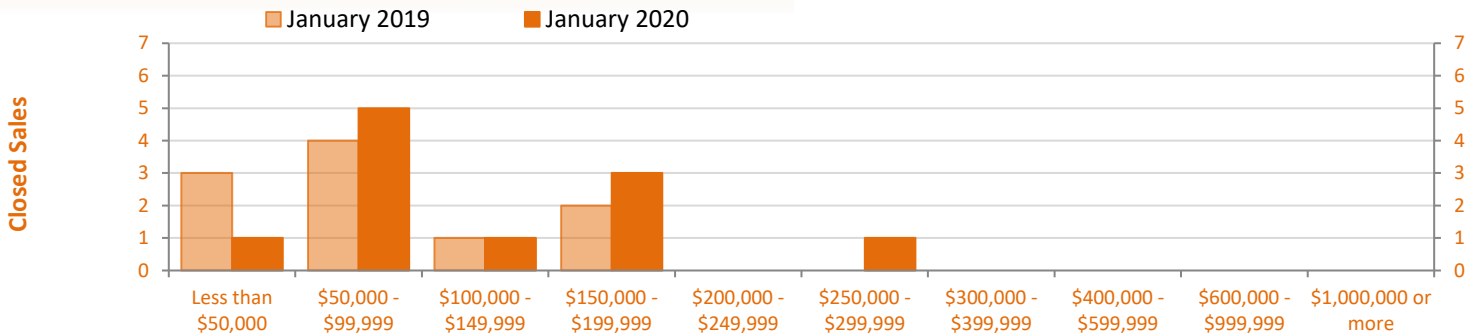


Closed Sales by Sale Price

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	-66.7%
\$50,000 - \$99,999	5	25.0%
\$100,000 - \$149,999	1	0.0%
\$150,000 - \$199,999	3	50.0%
\$200,000 - \$249,999	0	N/A
\$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

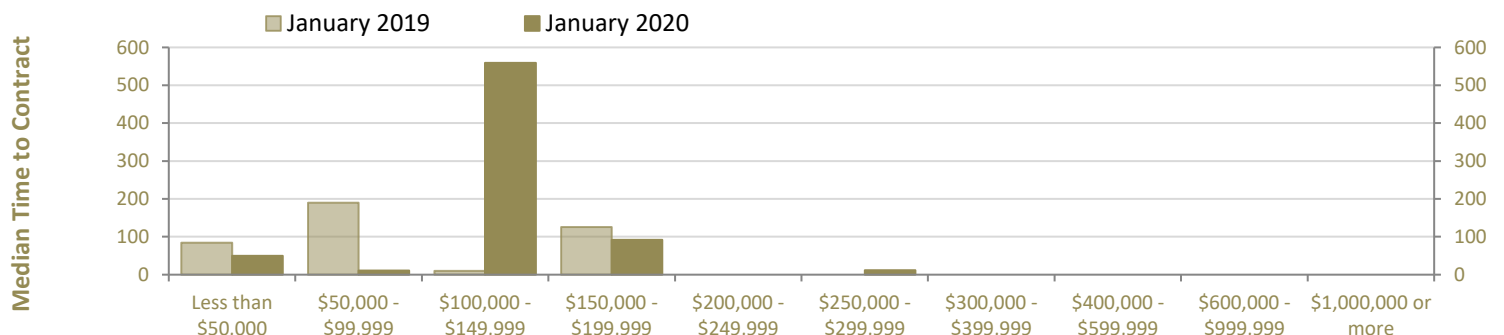


Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the 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	50 Days	-40.5%
\$50,000 - \$99,999	11 Days	-94.2%
\$100,000 - \$149,999	559 Days	5490.0%
\$150,000 - \$199,999	92 Days	-27.0%
\$200,000 - \$249,999	(No Sales)	N/A
\$250,000 - \$299,999	12 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

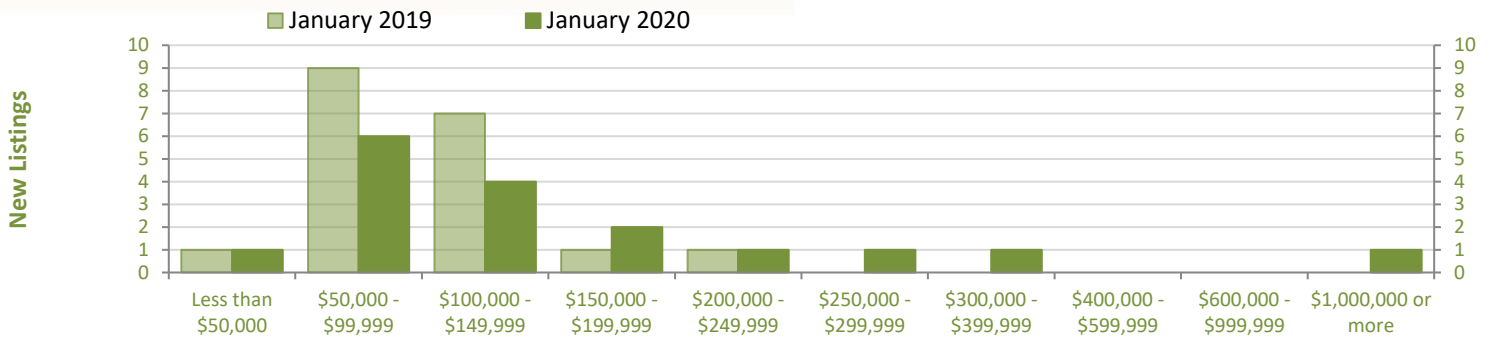


New Listings by Initial Listing Price

The number of properties put onto the market during the 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	1	0.0%
\$50,000 - \$99,999	6	-33.3%
\$100,000 - \$149,999	4	-42.9%
\$150,000 - \$199,999	2	100.0%
\$200,000 - \$249,999	1	0.0%
\$250,000 - \$299,999	1	N/A
\$300,000 - \$399,999	1	N/A
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	1	N/A

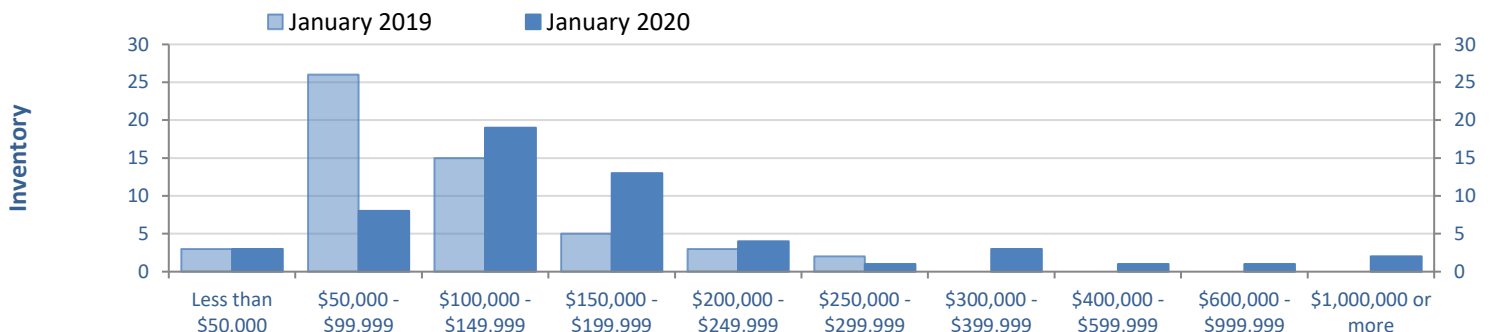


Inventory by Current Listing Price

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.

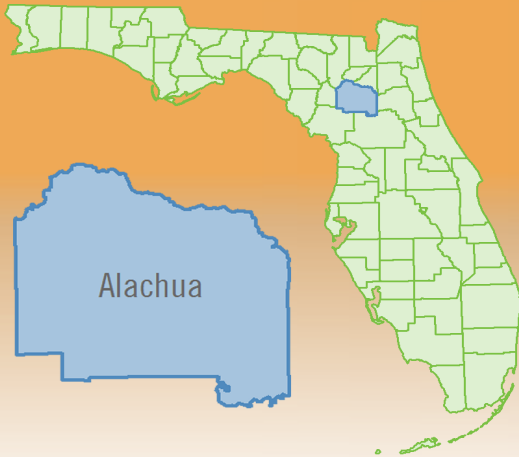
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	3	0.0%
\$50,000 - \$99,999	8	-69.2%
\$100,000 - \$149,999	19	26.7%
\$150,000 - \$199,999	13	160.0%
\$200,000 - \$249,999	4	33.3%
\$250,000 - \$299,999	1	-50.0%
\$300,000 - \$399,999	3	N/A
\$400,000 - \$599,999	1	N/A
\$600,000 - \$999,999	1	N/A
\$1,000,000 or more	2	N/A



Monthly Distressed Market - January 2020

Manufactured Homes

Alachua County



		January 2020	January 2019	Percent Change Year-over-Year
Traditional	Closed Sales	11	9	22.2%
	Median Sale Price	\$86,500	\$70,000	23.6%
Foreclosure/REO	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$42,200	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

