Monthly Market Detail - May 2020 Single Family Homes Alachua County





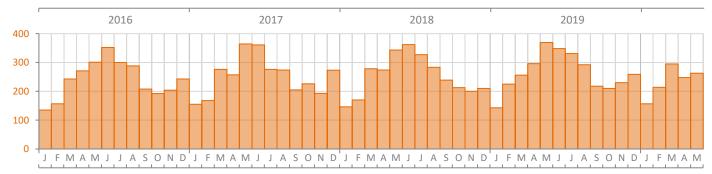
Summary Statistics	May 2020	May 2019	Percent Change Year-over-Year
Closed Sales	263	369	-28.7%
Paid in Cash	36	57	-36.8%
Median Sale Price	\$235,000	\$239,000	-1.7%
Average Sale Price	\$270,340	\$273,180	-1.0%
Dollar Volume	\$71.1 Million	\$100.8 Million	-29.5%
Median Percent of Original List Price Received	98.1%	98.1%	0.0%
Median Time to Contract	22 Days	32 Days	-31.3%
Median Time to Sale	73 Days	70 Days	4.3%
New Pending Sales	378	409	-7.6%
New Listings	328	422	-22.3%
Pending Inventory	577	572	0.9%
Inventory (Active Listings)	677	871	-22.3%
Months Supply of Inventory	2.7	3.3	-18.2%

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	1,177	-8.7%
May 2020	263	-28.7%
April 2020	248	-16.2%
March 2020	295	15.2%
February 2020	214	-4.9%
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%



Median Time to Contract

Monthly Market Detail - May 2020 Single Family Homes Alachua County

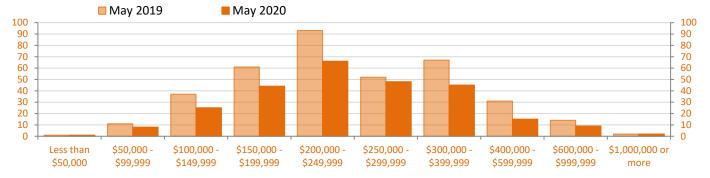


Closed Sales by Sale Price

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	0.0%
\$50,000 - \$99,999	8	-27.3%
\$100,000 - \$149,999	25	-32.4%
\$150,000 - \$199,999	44	-27.9%
\$200,000 - \$249,999	66	-29.0%
\$250,000 - \$299,999	48	-7.7%
\$300,000 - \$399,999	45	-32.8%
\$400,000 - \$599,999	15	-51.6%
\$600,000 - \$999,999	9	-35.7%
\$1,000,000 or more	2	0.0%

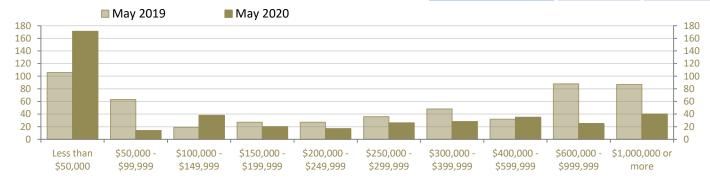


Median Time to Contract by Sale Price

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	171 Days	61.3%
\$50,000 - \$99,999	14 Days	-77.8%
\$100,000 - \$149,999	38 Days	100.0%
\$150,000 - \$199,999	20 Days	-25.9%
\$200,000 - \$249,999	17 Days	-37.0%
\$250,000 - \$299,999	26 Days	-27.8%
\$300,000 - \$399,999	28 Days	-41.7%
\$400,000 - \$599,999	35 Days	9.4%
\$600,000 - \$999,999	25 Days	-71.6%
\$1,000,000 or more	40 Days	-54.0%



Monthly Market Detail - May 2020 Single Family Homes Alachua County

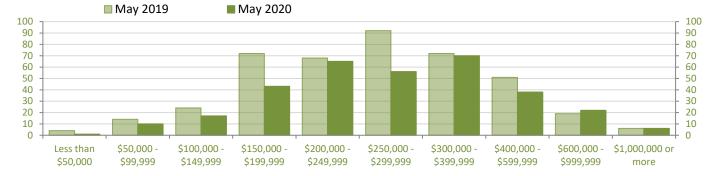


New Listings by Initial Listing Price

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	-75.0%
\$50,000 - \$99,999	10	-28.6%
\$100,000 - \$149,999	17	-29.2%
\$150,000 - \$199,999	43	-40.3%
\$200,000 - \$249,999	65	-4.4%
\$250,000 - \$299,999	56	-39.1%
\$300,000 - \$399,999	70	-2.8%
\$400,000 - \$599,999	38	-25.5%
\$600,000 - \$999,999	22	15.8%
\$1,000,000 or more	6	0.0%

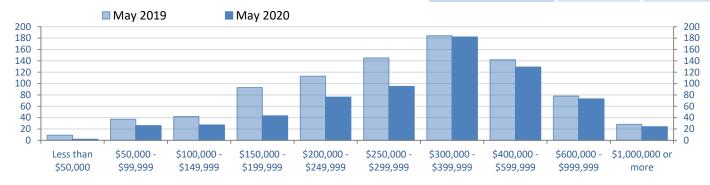


Inventory by Current Listing Price

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	2	-77.8%
\$50,000 - \$99,999	26	-29.7%
\$100,000 - \$149,999	27	-35.7%
\$150,000 - \$199,999	43	-53.8%
\$200,000 - \$249,999	76	-32.7%
\$250,000 - \$299,999	95	-34.5%
\$300,000 - \$399,999	182	-1.1%
\$400,000 - \$599,999	129	-9.2%
\$600,000 - \$999,999	73	-6.4%
\$1,000,000 or more	24	-14.3%

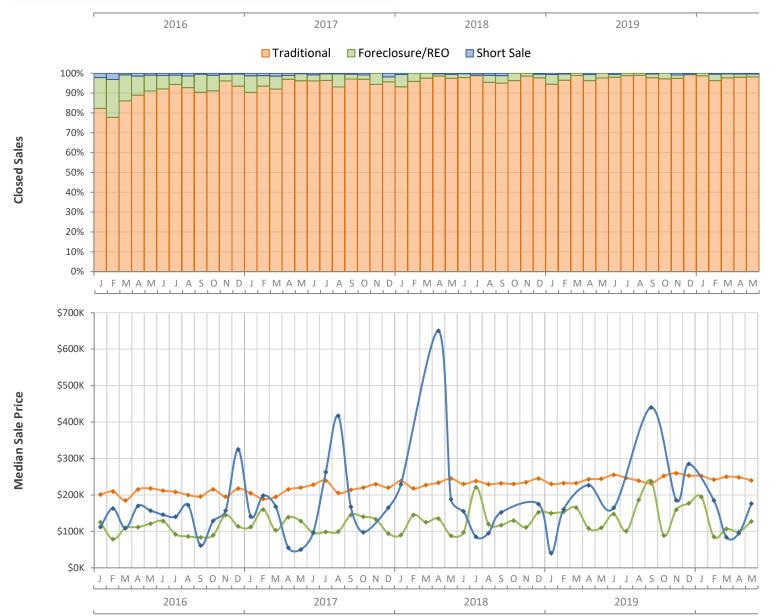


Monthly Distressed Market - May 2020 Single Family Homes Alachua County





		May 2020	May 2019	Percent Change Year-over-Year
Traditional	Closed Sales	258	360	-28.3%
Traditional	Median Sale Price	\$240,000	\$244,258	-1.7%
Foreclosure/REO	Closed Sales	4	9	-55.6%
	Median Sale Price	\$127,475	\$110,000	15.9%
Short Sale	Closed Sales	1	0	N/A
	Median Sale Price	\$176,000	(No Sales)	N/A



Monthly Market Detail - May 2020 Townhouses and Condos Alachua County





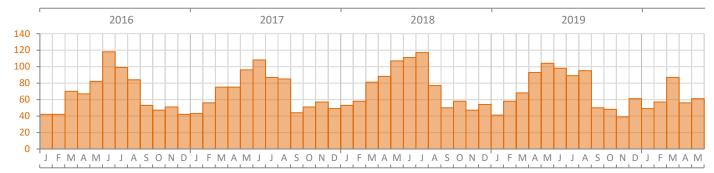
	Summary Statistics	May 2020	May 2019	Percent Change Year-over-Year
ı	Closed Sales	61	104	-41.3%
ı	Paid in Cash	29	54	-46.3%
	Median Sale Price	\$140,000	\$128,750	8.7%
	Average Sale Price	\$147,127	\$130,202	13.0%
	Dollar Volume	\$9.0 Million	\$13.5 Million	-33.7%
	Median Percent of Original List Price Received	97.9%	98.0%	-0.1%
	Median Time to Contract	11 Days	21 Days	-47.6%
	Median Time to Sale	58 Days	56 Days	3.6%
	New Pending Sales	107	108	-0.9%
	New Listings	76	106	-28.3%
	Pending Inventory	126	129	-2.3%
	Inventory (Active Listings)	137	144	-4.9%
	Months Supply of Inventory	2.1	2.0	5.0%

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	310	-14.8%
May 2020	61	-41.3%
April 2020	56	-39.8%
March 2020	87	27.9%
February 2020	57	-1.7%
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%



Median Time to Contract

Monthly Market Detail - May 2020 Townhouses and Condos Alachua County

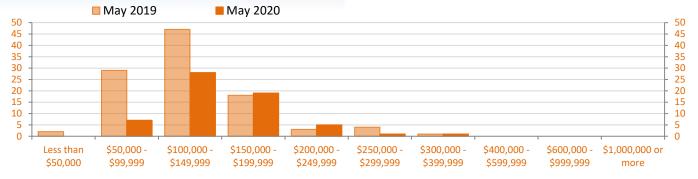


Closed Sales by Sale Price

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	7	-75.9%
\$100,000 - \$149,999	28	-40.4%
\$150,000 - \$199,999	19	5.6%
\$200,000 - \$249,999	5	66.7%
\$250,000 - \$299,999	1	-75.0%
\$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

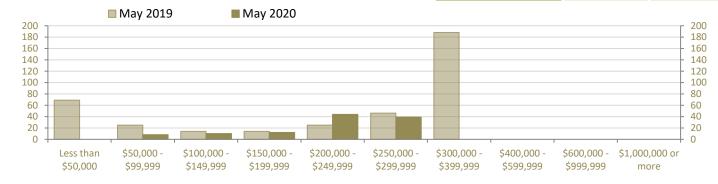


Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the 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	8 Days	-68.0%
\$100,000 - \$149,999	10 Days	-28.6%
\$150,000 - \$199,999	12 Days	-14.3%
\$200,000 - \$249,999	44 Days	76.0%
\$250,000 - \$299,999	39 Days	-15.2%
\$300,000 - \$399,999	0 Days	-100.0%
\$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



Monthly Market Detail - May 2020 Townhouses and Condos Alachua County



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	21	-34.4%
\$100,000 - \$149,999	25	-44.4%
\$150,000 - \$199,999	20	-9.1%
\$200,000 - \$249,999	6	50.0%
\$250,000 - \$299,999	2	100.0%
\$300,000 - \$399,999	1	N/A
\$400,000 - \$599,999	0	-100.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

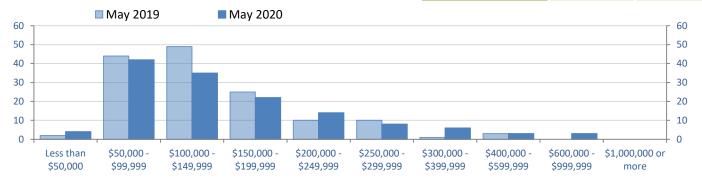


Inventory by Current Listing Price

The number of property listings active at the end of the 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	42	-4.5%
\$100,000 - \$149,999	35	-28.6%
\$150,000 - \$199,999	22	-12.0%
\$200,000 - \$249,999	14	40.0%
\$250,000 - \$299,999	8	-20.0%
\$300,000 - \$399,999	6	500.0%
\$400,000 - \$599,999	3	0.0%
\$600,000 - \$999,999	3	N/A
\$1,000,000 or more	0	N/A

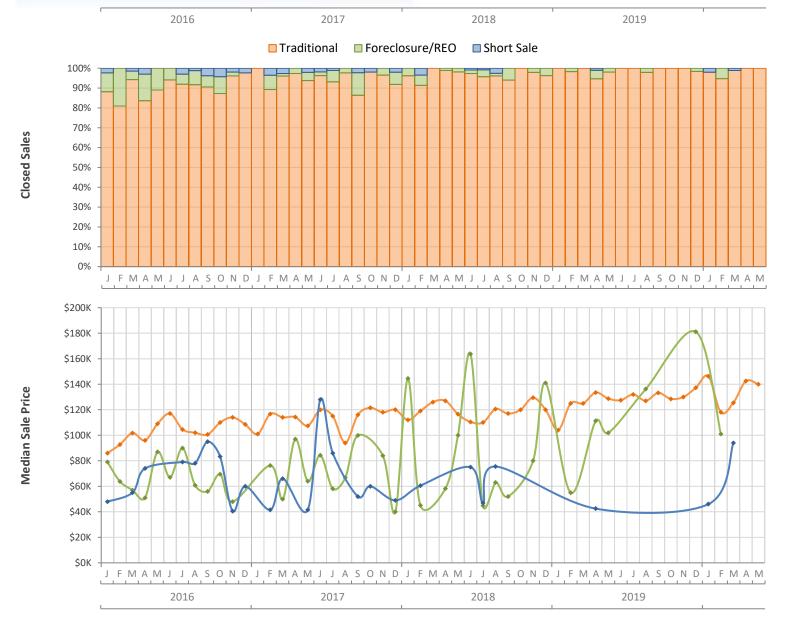


Monthly Distressed Market - May 2020 Townhouses and Condos Alachua County





		May 2020	May 2019	Percent Change Year-over-Year
Traditional	Closed Sales	61	102	-40.2%
	Median Sale Price	\$140,000	\$128,750	8.7%
Foreclosure/REO	Closed Sales	0	2	-100.0%
	Median Sale Price	(No Sales)	\$101,851	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



Monthly Market Detail - May 2020 Manufactured Homes Alachua County





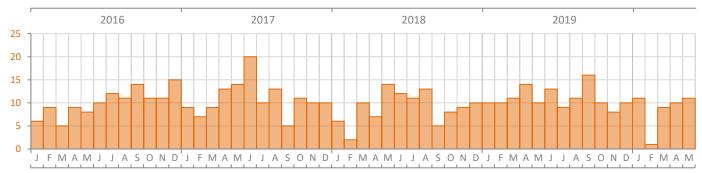
Summary Statistics	May 2020	May 2019	Percent Change Year-over-Year
Closed Sales	11	10	10.0%
Paid in Cash	6	4	50.0%
Median Sale Price	\$145,000	\$118,250	22.6%
Average Sale Price	\$141,245	\$114,750	23.1%
Dollar Volume	\$1.6 Million	\$1.1 Million	35.4%
Median Percent of Original List Price Received	89.2%	94.8%	-5.9%
Median Time to Contract	58 Days	46 Days	26.1%
Median Time to Sale	108 Days	78 Days	38.5%
New Pending Sales	16	14	14.3%
New Listings	13	11	18.2%
Pending Inventory	37	26	42.3%
Inventory (Active Listings)	37	46	-19.6%
Months Supply of Inventory	3.7	4.5	-17.8%

Closed Sales

The number of sales transactions which closed during the month

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Month	Closed Sales	Percent Change Year-over-Year	
Year-to-Date	42	-23.6%	
May 2020	11	10.0%	
April 2020	10	-28.6%	
March 2020	9	-18.2%	
February 2020	1	-90.0%	
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%	



Median Time to Contract

Monthly Market Detail - May 2020 Manufactured Homes Alachua County

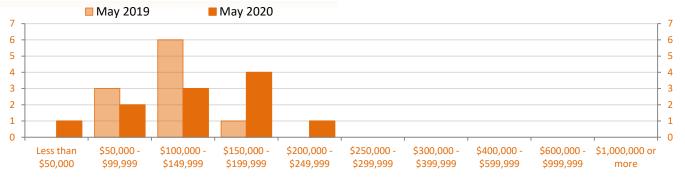


Closed Sales by Sale Price

The number of sales transactions which closed during the month

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Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	1	N/A
\$50,000 - \$99,999	2	-33.3%
\$100,000 - \$149,999	3	-50.0%
\$150,000 - \$199,999	4	300.0%
\$200,000 - \$249,999	1	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

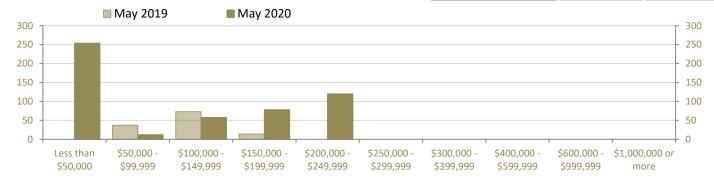


Median Time to Contract by Sale Price

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	254 Days	N/A
\$50,000 - \$99,999	12 Days	-67.6%
\$100,000 - \$149,999	58 Days	-20.5%
\$150,000 - \$199,999	78 Days	457.1%
\$200,000 - \$249,999	120 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



Monthly Market Detail - May 2020 Manufactured Homes Alachua County



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	-50.0%
\$50,000 - \$99,999	3	200.0%
\$100,000 - \$149,999	4	100.0%
\$150,000 - \$199,999	4	33.3%
\$200,000 - \$249,999	1	-66.7%
\$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	2	-71.4%
\$50,000 - \$99,999	7	-46.2%
\$100,000 - \$149,999	15	15.4%
\$150,000 - \$199,999	5	-16.7%
\$200,000 - \$249,999	4	-20.0%
\$250,000 - \$299,999	0	-100.0%
\$300,000 - \$399,999	1	N/A
\$400,000 - \$599,999	1	0.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	2	N/A



Monthly Distressed Market - May 2020 Manufactured Homes Alachua County





		May 2020	May 2019	Percent Change Year-over-Year
Traditional	Closed Sales	10	10	0.0%
	Median Sale Price	\$150,000	\$118,250	26.8%
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	\$48,000	(No Sales)	N/A

