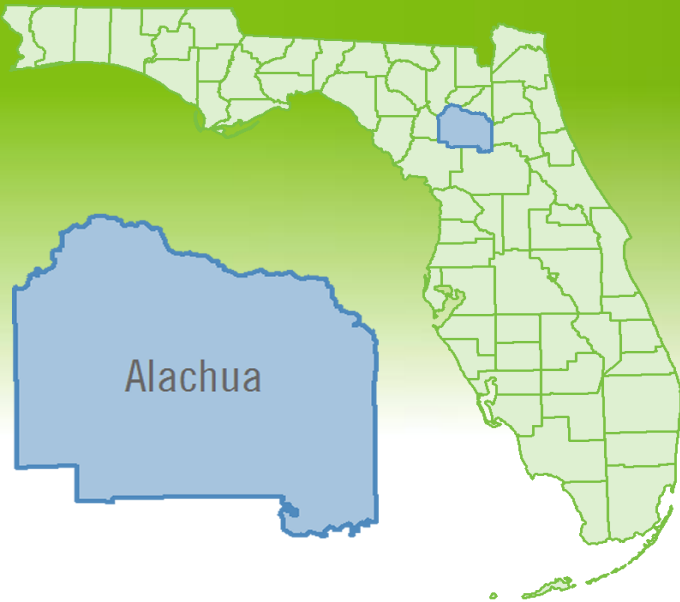


Monthly Market Detail - December 2019

Single Family Homes

Alachua County



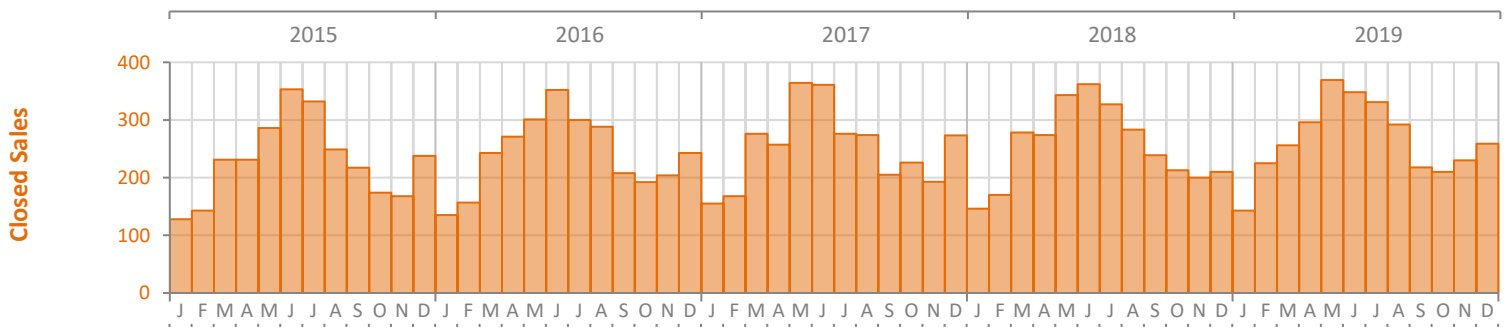
Summary Statistics	December 2019	December 2018	Percent Change Year-over-Year
Closed Sales	259	210	23.3%
Paid in Cash	48	61	-21.3%
Median Sale Price	\$253,000	\$242,990	4.1%
Average Sale Price	\$277,817	\$278,516	-0.3%
Dollar Volume	\$72.0 Million	\$58.5 Million	23.0%
Median Percent of Original List Price Received	97.2%	96.2%	1.0%
Median Time to Contract	34 Days	50 Days	-32.0%
Median Time to Sale	77 Days	87 Days	-11.5%
New Pending Sales	193	197	-2.0%
New Listings	160	149	7.4%
Pending Inventory	325	300	8.3%
Inventory (Active Listings)	682	774	-11.9%
Months Supply of Inventory	2.6	3.1	-16.1%

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	3,177	4.3%
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%
December 2018	210	-23.1%

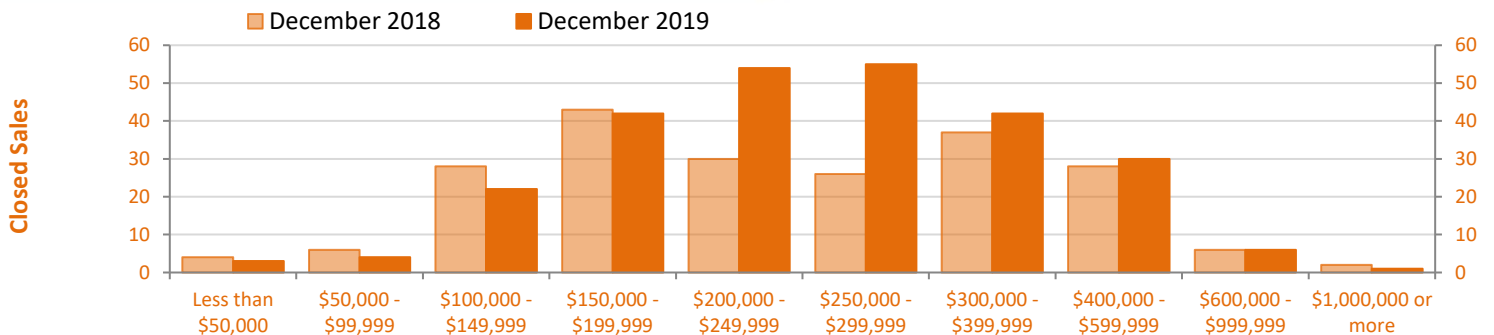


Closed Sales by Sale Price

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	3	-25.0%
\$50,000 - \$99,999	4	-33.3%
\$100,000 - \$149,999	22	-21.4%
\$150,000 - \$199,999	42	-2.3%
\$200,000 - \$249,999	54	80.0%
\$250,000 - \$299,999	55	111.5%
\$300,000 - \$399,999	42	13.5%
\$400,000 - \$599,999	30	7.1%
\$600,000 - \$999,999	6	0.0%
\$1,000,000 or more	1	-50.0%

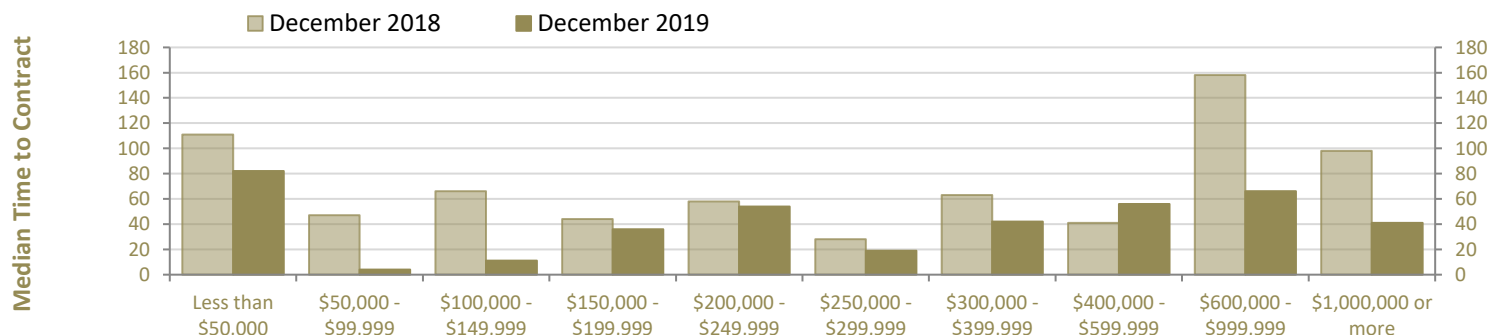


Median Time to Contract by Sale Price

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	82 Days	-26.1%
\$50,000 - \$99,999	4 Days	-91.5%
\$100,000 - \$149,999	11 Days	-83.3%
\$150,000 - \$199,999	36 Days	-18.2%
\$200,000 - \$249,999	54 Days	-6.9%
\$250,000 - \$299,999	19 Days	-32.1%
\$300,000 - \$399,999	42 Days	-33.3%
\$400,000 - \$599,999	56 Days	36.6%
\$600,000 - \$999,999	66 Days	-58.2%
\$1,000,000 or more	41 Days	-58.2%

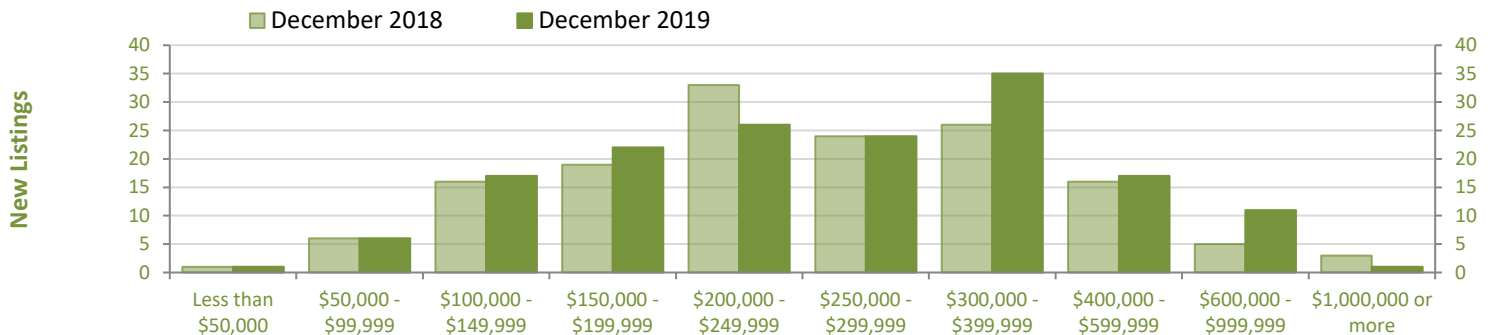


New Listings by Initial Listing Price

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	0.0%
\$100,000 - \$149,999	17	6.3%
\$150,000 - \$199,999	22	15.8%
\$200,000 - \$249,999	26	-21.2%
\$250,000 - \$299,999	24	0.0%
\$300,000 - \$399,999	35	34.6%
\$400,000 - \$599,999	17	6.3%
\$600,000 - \$999,999	11	120.0%
\$1,000,000 or more	1	-66.7%

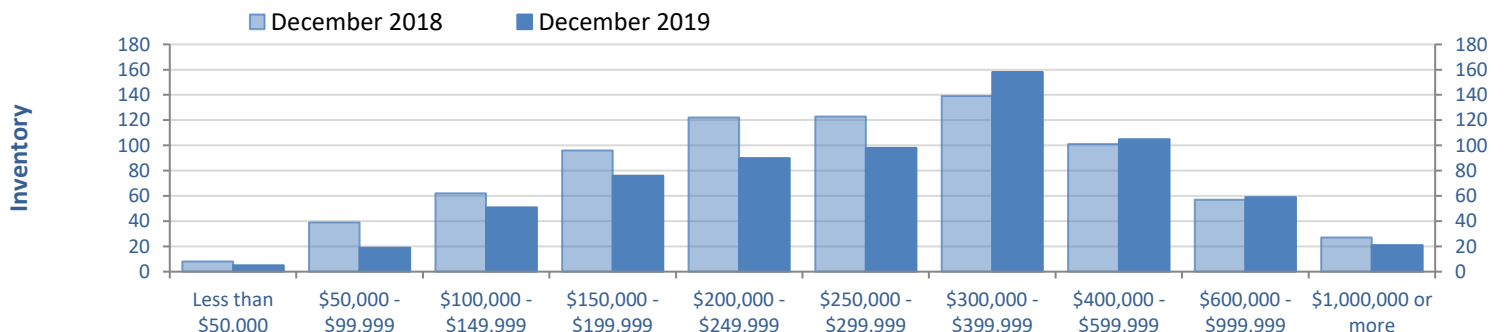


Inventory by Current Listing Price

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	5	-37.5%
\$50,000 - \$99,999	19	-51.3%
\$100,000 - \$149,999	51	-17.7%
\$150,000 - \$199,999	76	-20.8%
\$200,000 - \$249,999	90	-26.2%
\$250,000 - \$299,999	98	-20.3%
\$300,000 - \$399,999	158	13.7%
\$400,000 - \$599,999	105	4.0%
\$600,000 - \$999,999	59	3.5%
\$1,000,000 or more	21	-22.2%



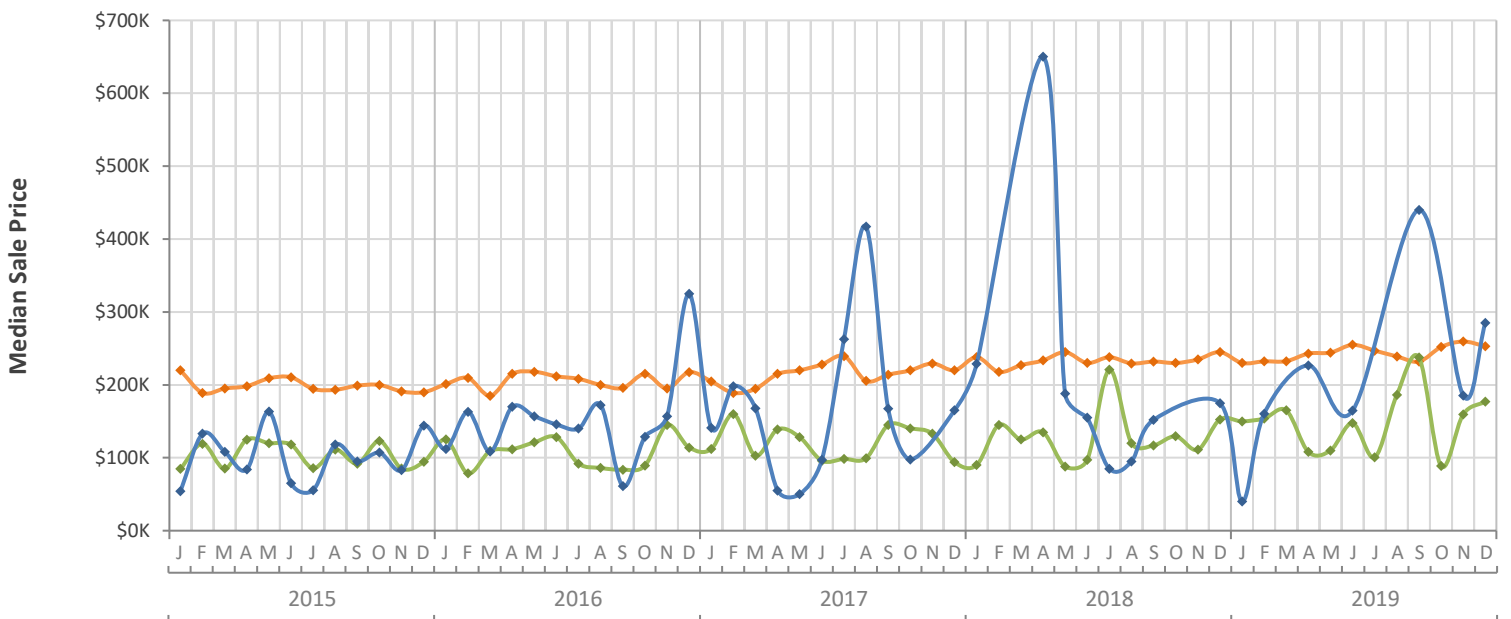
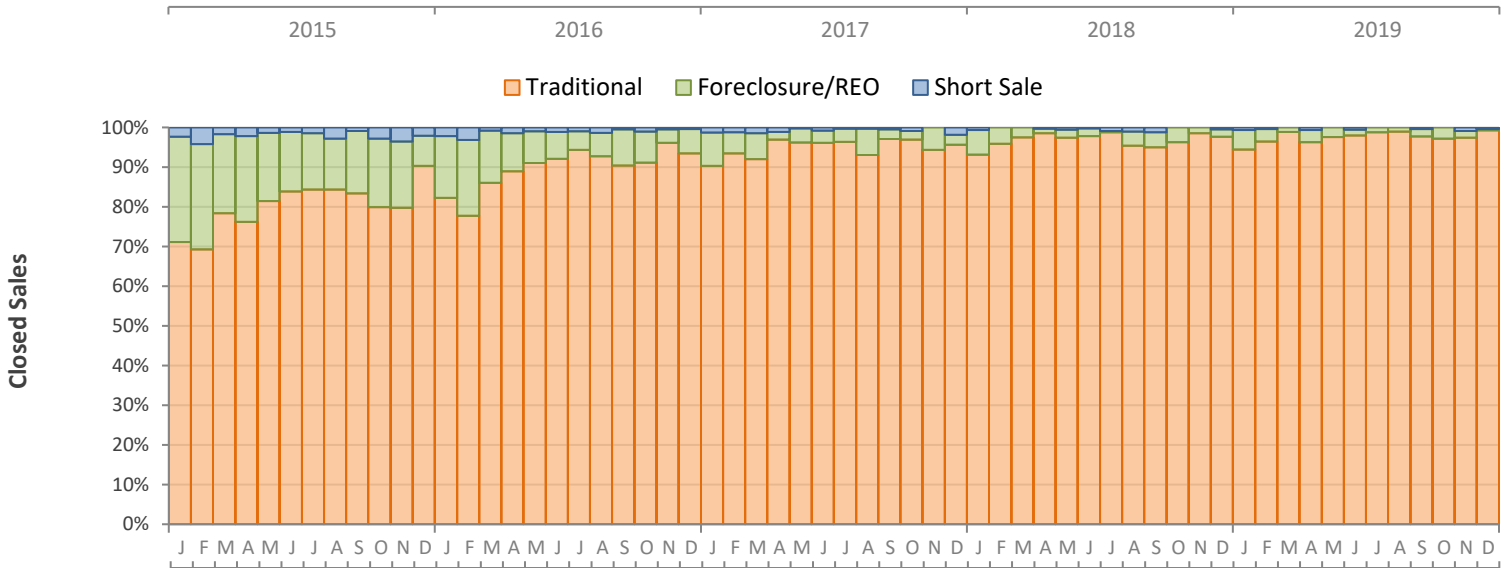
Monthly Distressed Market - December 2019

Single Family Homes

Alachua County



		December 2019	December 2018	Percent Change Year-over-Year
Traditional	Closed Sales	257	205	25.4%
	Median Sale Price	\$253,000	\$245,000	3.3%
Foreclosure/REO	Closed Sales	1	4	-75.0%
	Median Sale Price	\$177,000	\$152,550	16.0%
Short Sale	Closed Sales	1	1	0.0%
	Median Sale Price	\$285,000	\$175,000	62.9%



Monthly Market Detail - December 2019

Townhouses and Condos

Alachua County



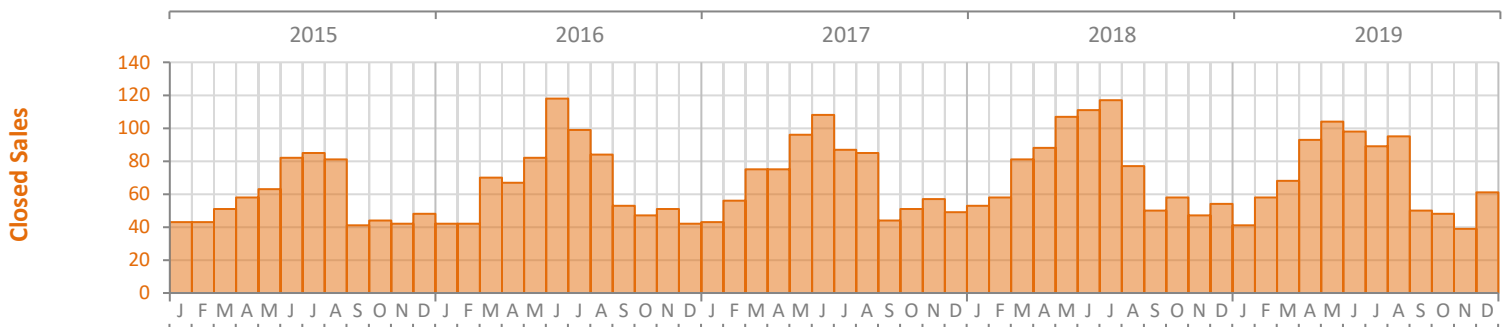
Summary Statistics	December 2019	December 2018	Percent Change Year-over-Year
Closed Sales	61	54	13.0%
Paid in Cash	30	29	3.4%
Median Sale Price	\$139,500	\$120,000	16.3%
Average Sale Price	\$148,576	\$112,827	31.7%
Dollar Volume	\$9.1 Million	\$6.1 Million	48.8%
Median Percent of Original List Price Received	97.0%	96.5%	0.5%
Median Time to Contract	14 Days	31 Days	-54.8%
Median Time to Sale	62 Days	55 Days	12.7%
New Pending Sales	40	59	-32.2%
New Listings	49	44	11.4%
Pending Inventory	62	56	10.7%
Inventory (Active Listings)	111	131	-15.3%
Months Supply of Inventory	1.6	1.7	-5.9%

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	844	-6.3%
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%
December 2018	54	10.2%

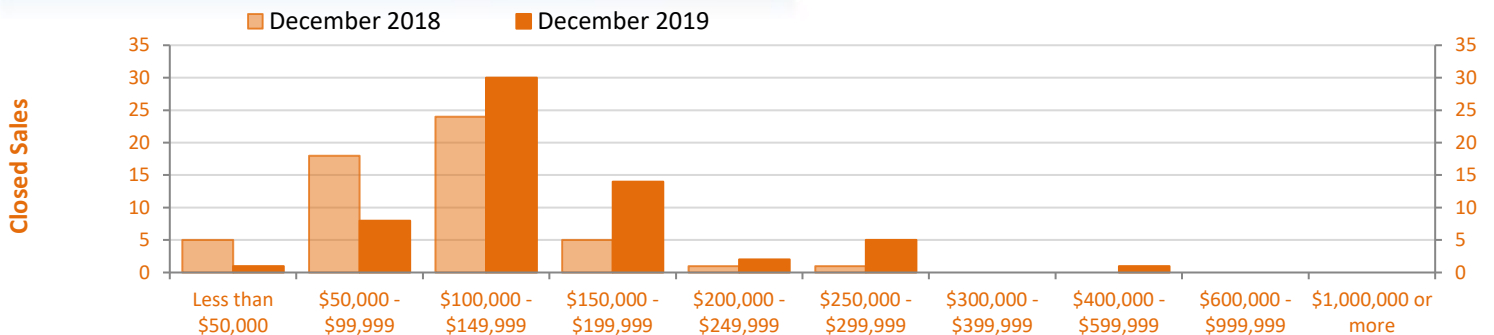


Closed Sales by Sale Price

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	-80.0%
\$50,000 - \$99,999	8	-55.6%
\$100,000 - \$149,999	30	25.0%
\$150,000 - \$199,999	14	180.0%
\$200,000 - \$249,999	2	100.0%
\$250,000 - \$299,999	5	400.0%
\$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

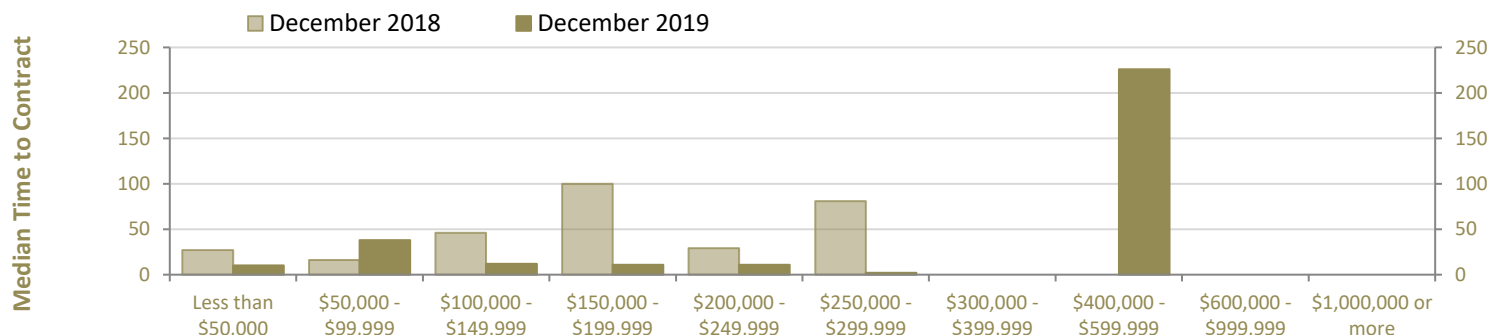


Median Time to Contract by Sale Price

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	10 Days	-63.0%
\$50,000 - \$99,999	38 Days	137.5%
\$100,000 - \$149,999	12 Days	-73.9%
\$150,000 - \$199,999	11 Days	-89.0%
\$200,000 - \$249,999	11 Days	-62.1%
\$250,000 - \$299,999	2 Days	-97.5%
\$300,000 - \$399,999	(No Sales)	N/A
\$400,000 - \$599,999	226 Days	N/A
\$600,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	(No Sales)	N/A

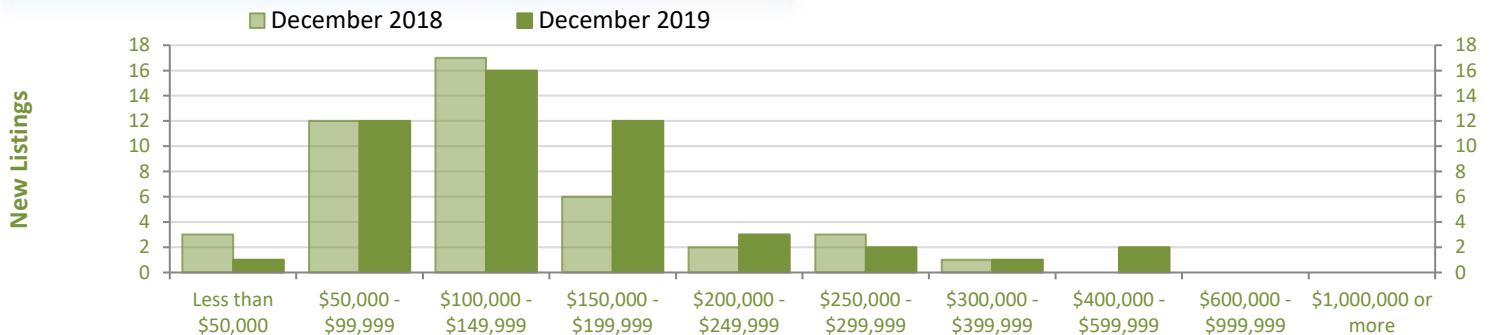


New Listings by Initial Listing Price

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	1	-66.7%
\$50,000 - \$99,999	12	0.0%
\$100,000 - \$149,999	16	-5.9%
\$150,000 - \$199,999	12	100.0%
\$200,000 - \$249,999	3	50.0%
\$250,000 - \$299,999	2	-33.3%
\$300,000 - \$399,999	1	0.0%
\$400,000 - \$599,999	2	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

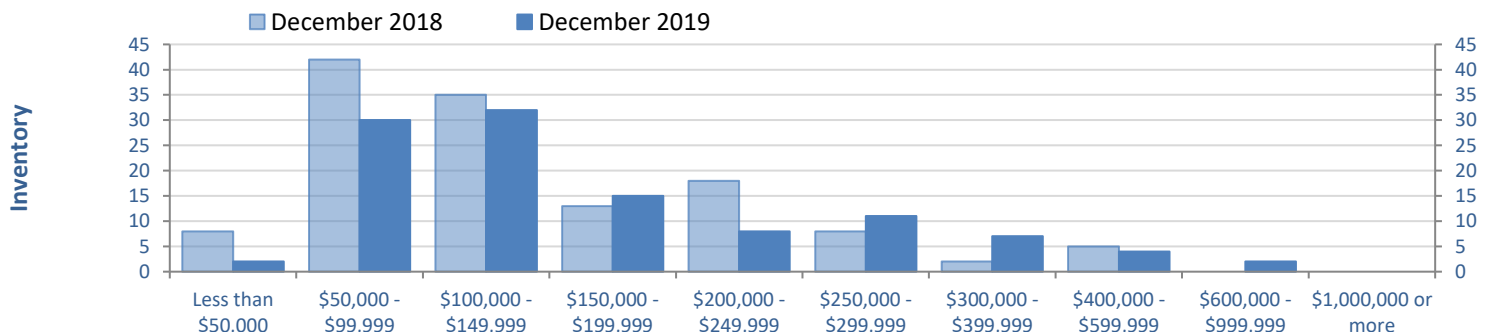


Inventory by Current Listing Price

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	-75.0%
\$50,000 - \$99,999	30	-28.6%
\$100,000 - \$149,999	32	-8.6%
\$150,000 - \$199,999	15	15.4%
\$200,000 - \$249,999	8	-55.6%
\$250,000 - \$299,999	11	37.5%
\$300,000 - \$399,999	7	250.0%
\$400,000 - \$599,999	4	-20.0%
\$600,000 - \$999,999	2	N/A
\$1,000,000 or more	0	N/A



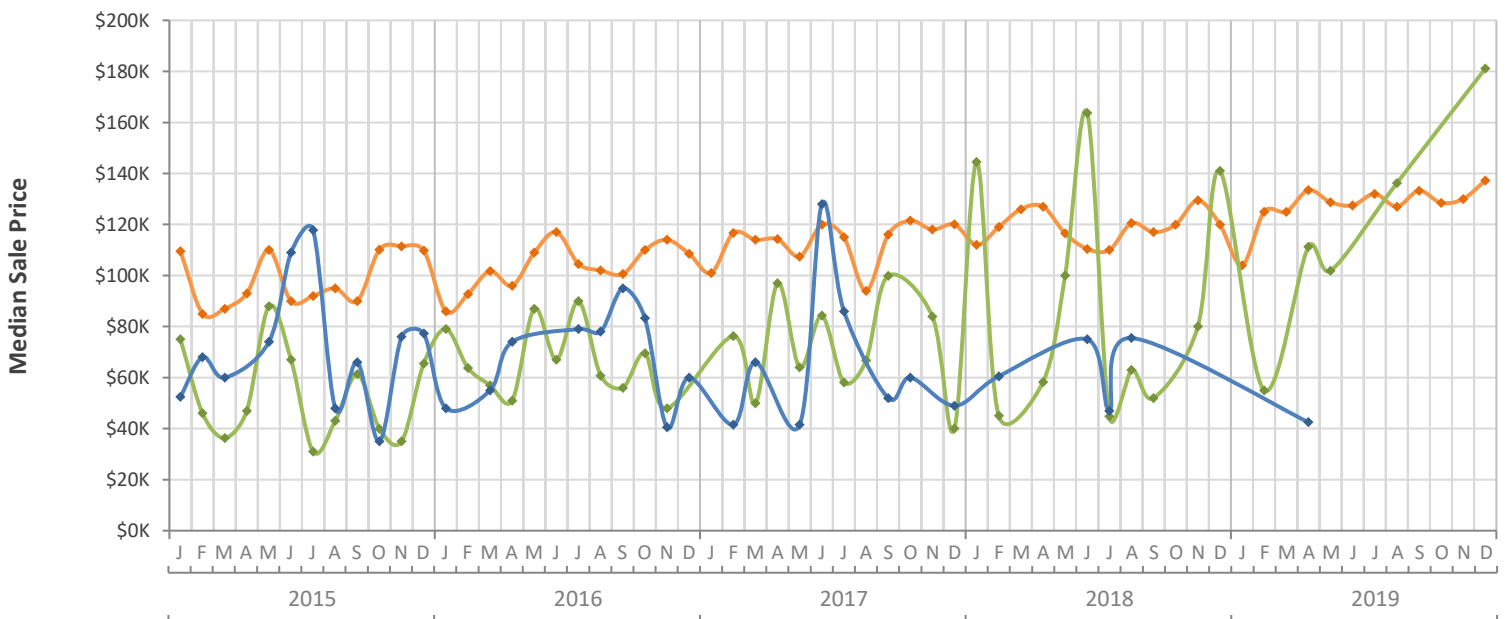
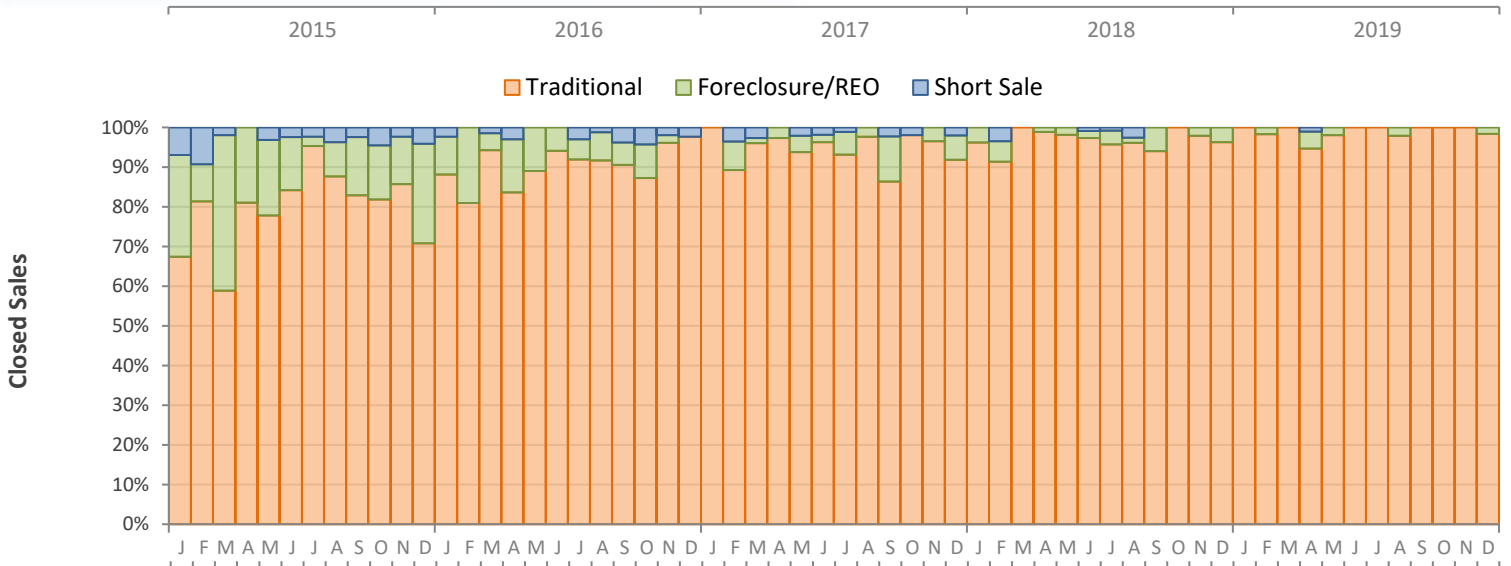
Monthly Distressed Market - December 2019

Townhouses and Condos

Alachua County



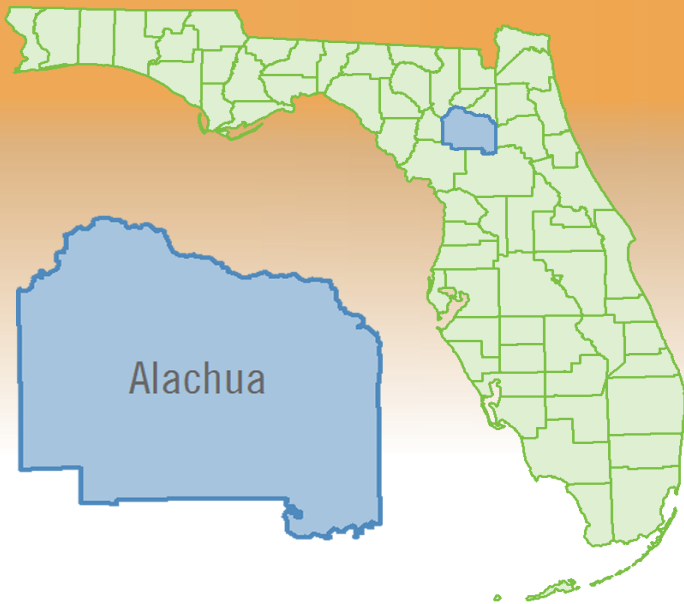
		December 2019	December 2018	Percent Change Year-over-Year
Traditional	Closed Sales	60	52	15.4%
	Median Sale Price	\$137,250	\$119,950	14.4%
Foreclosure/REO	Closed Sales	1	2	-50.0%
	Median Sale Price	\$181,103	\$140,950	28.5%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



Monthly Market Detail - December 2019

Manufactured Homes

Alachua County



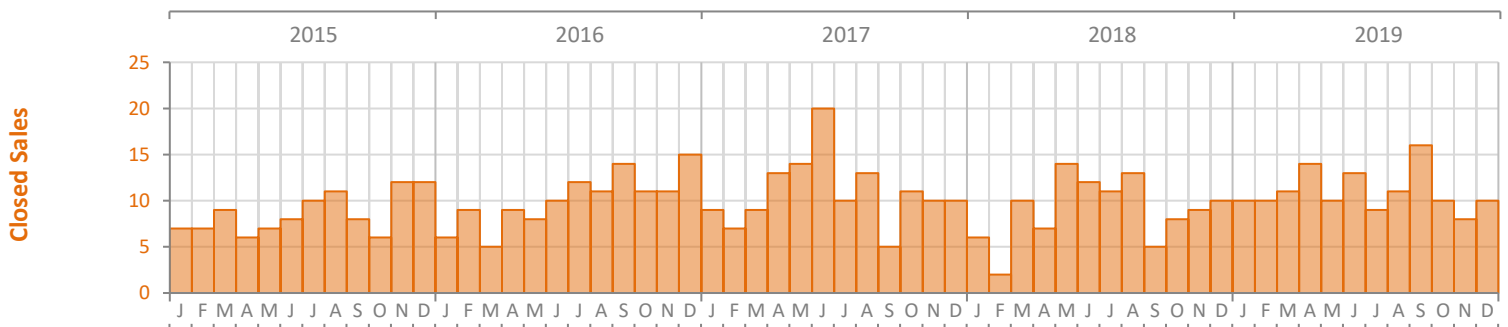
Summary Statistics	December 2019	December 2018	Percent Change Year-over-Year
Closed Sales	10	10	0.0%
Paid in Cash	5	5	0.0%
Median Sale Price	\$75,000	\$85,250	-12.0%
Average Sale Price	\$98,750	\$93,440	5.7%
Dollar Volume	\$987,500	\$934,400	5.7%
Median Percent of Original List Price Received	82.3%	95.1%	-13.5%
Median Time to Contract	105 Days	23 Days	356.5%
Median Time to Sale	178 Days	88 Days	102.3%
New Pending Sales	9	6	50.0%
New Listings	11	10	10.0%
Pending Inventory	22	16	37.5%
Inventory (Active Listings)	44	54	-18.5%
Months Supply of Inventory	4.0	6.1	-34.4%

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	132	23.4%
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%
December 2018	10	0.0%

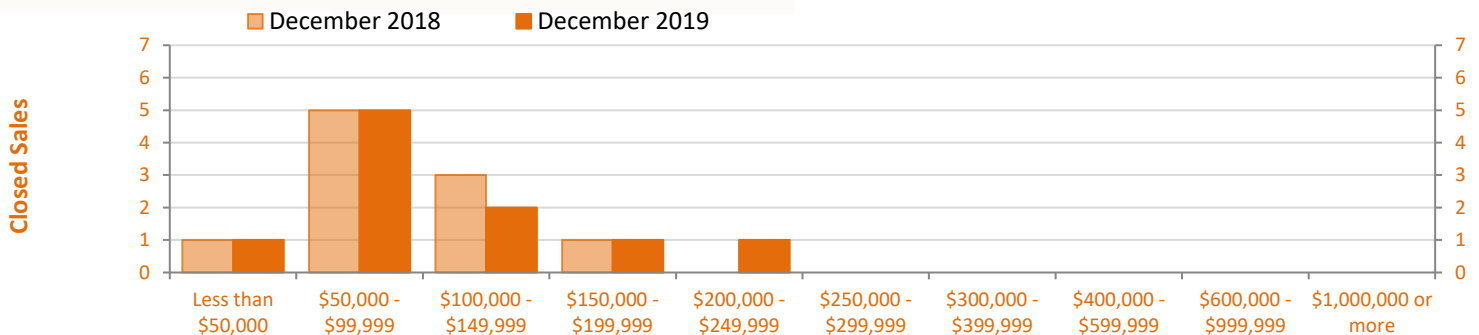


Closed Sales by Sale Price

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	0.0%
\$50,000 - \$99,999	5	0.0%
\$100,000 - \$149,999	2	-33.3%
\$150,000 - \$199,999	1	0.0%
\$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

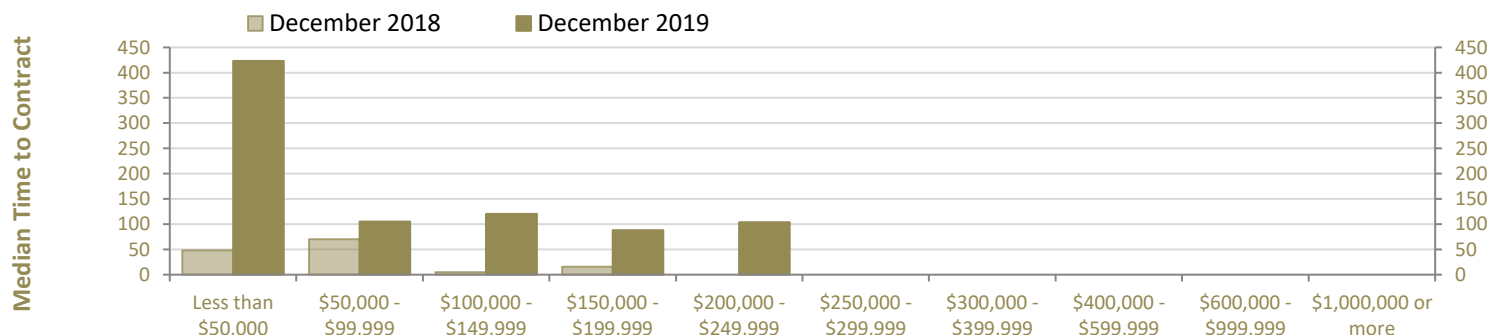


Median Time to Contract by Sale Price

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	423 Days	781.3%
\$50,000 - \$99,999	105 Days	50.0%
\$100,000 - \$149,999	120 Days	2300.0%
\$150,000 - \$199,999	88 Days	450.0%
\$200,000 - \$249,999	104 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

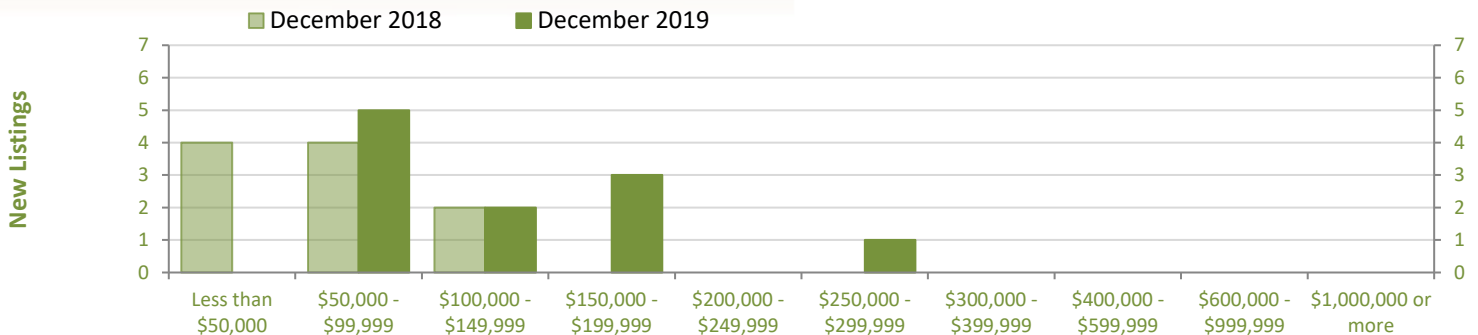


New Listings by Initial Listing Price

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	0	-100.0%
\$50,000 - \$99,999	5	25.0%
\$100,000 - \$149,999	2	0.0%
\$150,000 - \$199,999	3	N/A
\$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

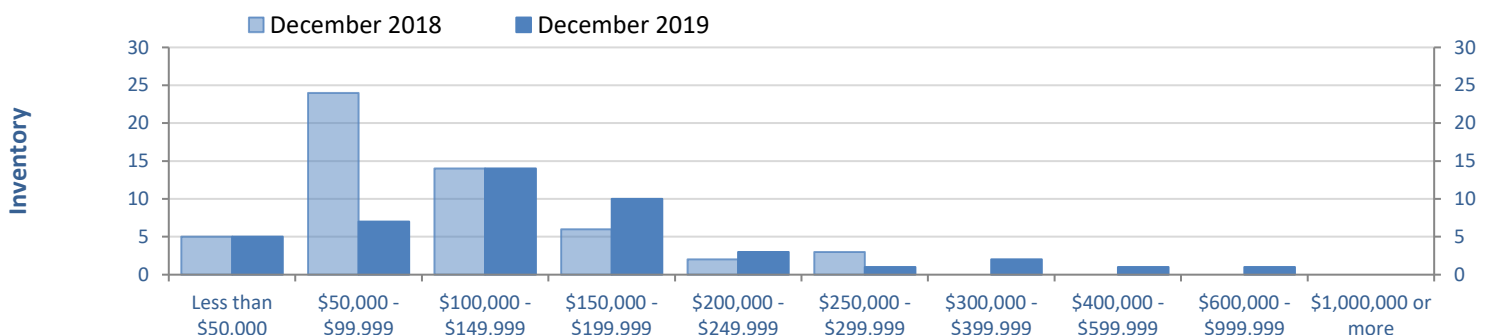


Inventory by Current Listing Price

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.

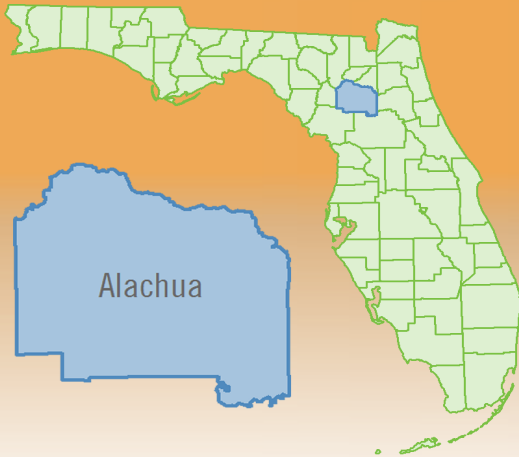
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	5	0.0%
\$50,000 - \$99,999	7	-70.8%
\$100,000 - \$149,999	14	0.0%
\$150,000 - \$199,999	10	66.7%
\$200,000 - \$249,999	3	50.0%
\$250,000 - \$299,999	1	-66.7%
\$300,000 - \$399,999	2	N/A
\$400,000 - \$599,999	1	N/A
\$600,000 - \$999,999	1	N/A
\$1,000,000 or more	0	N/A



Monthly Distressed Market - December 2019

Manufactured Homes

Alachua County



		December 2019	December 2018	Percent Change Year-over-Year
Traditional	Closed Sales	10	9	11.1%
	Median Sale Price	\$75,000	\$87,500	-14.3%
Foreclosure/REO	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$83,000	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

