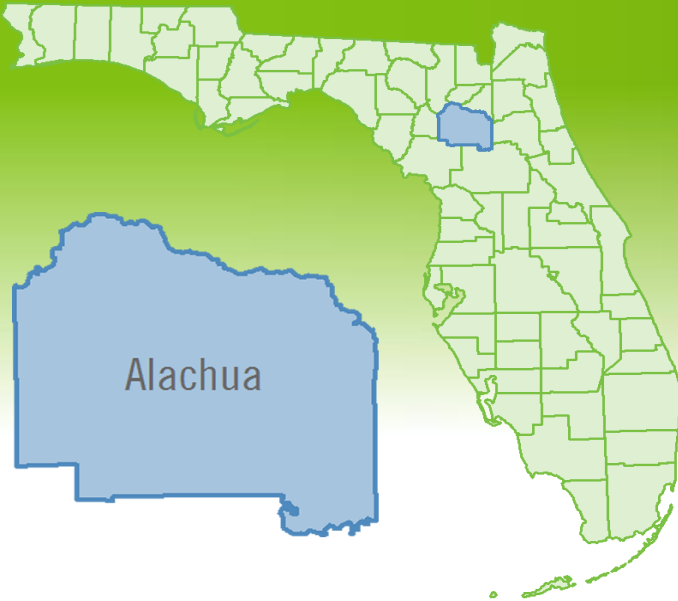


Monthly Market Detail - April 2020

Single Family Homes

Alachua County



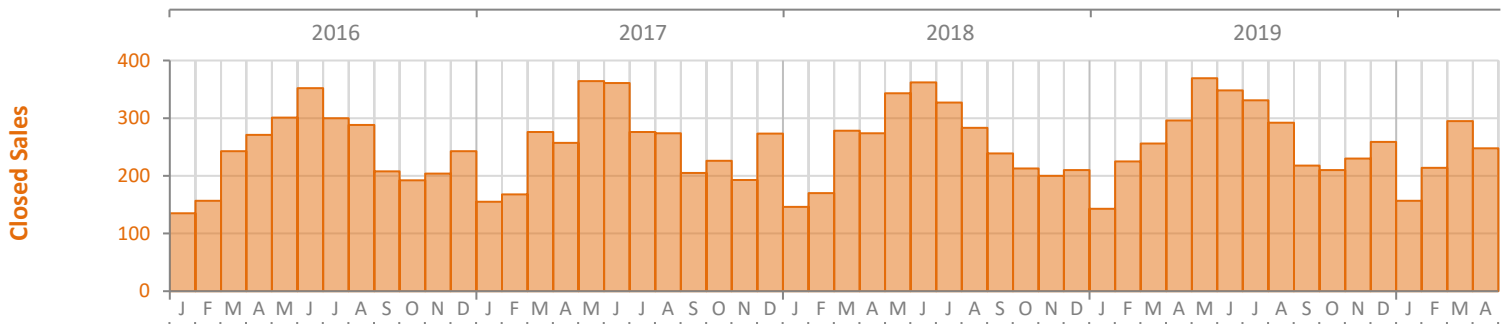
Summary Statistics	April 2020	April 2019	Percent Change Year-over-Year
Closed Sales	248	296	-16.2%
Paid in Cash	47	72	-34.7%
Median Sale Price	\$246,000	\$241,500	1.9%
Average Sale Price	\$286,203	\$269,414	6.2%
Dollar Volume	\$71.0 Million	\$79.7 Million	-11.0%
Median Percent of Original List Price Received	98.5%	98.4%	0.1%
Median Time to Contract	19 Days	28 Days	-32.1%
Median Time to Sale	65 Days	63 Days	3.2%
New Pending Sales	280	371	-24.5%
New Listings	291	405	-28.1%
Pending Inventory	479	583	-17.8%
Inventory (Active Listings)	766	852	-10.1%
Months Supply of Inventory	2.9	3.3	-12.1%

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	914	-0.7%
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%
April 2019	296	8.0%

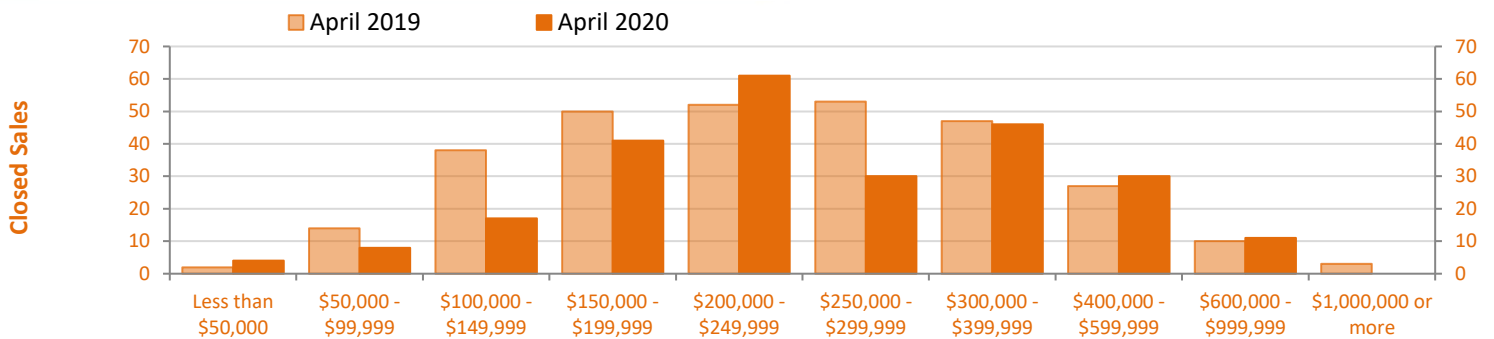


Closed Sales by Sale Price

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	4	100.0%
\$50,000 - \$99,999	8	-42.9%
\$100,000 - \$149,999	17	-55.3%
\$150,000 - \$199,999	41	-18.0%
\$200,000 - \$249,999	61	17.3%
\$250,000 - \$299,999	30	-43.4%
\$300,000 - \$399,999	46	-2.1%
\$400,000 - \$599,999	30	11.1%
\$600,000 - \$999,999	11	10.0%
\$1,000,000 or more	0	-100.0%

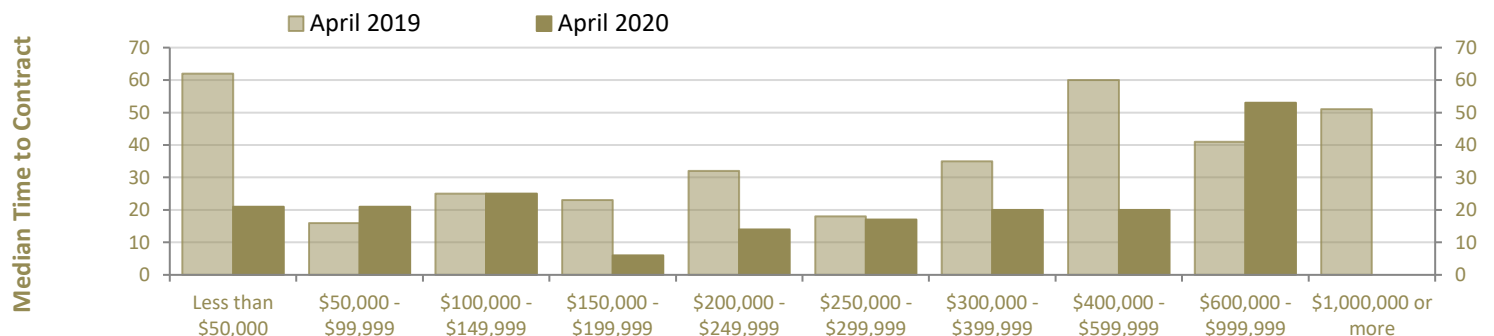


Median Time to Contract by Sale Price

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	21 Days	-66.1%
\$50,000 - \$99,999	21 Days	31.3%
\$100,000 - \$149,999	25 Days	0.0%
\$150,000 - \$199,999	6 Days	-73.9%
\$200,000 - \$249,999	14 Days	-56.3%
\$250,000 - \$299,999	17 Days	-5.6%
\$300,000 - \$399,999	20 Days	-42.9%
\$400,000 - \$599,999	20 Days	-66.7%
\$600,000 - \$999,999	53 Days	29.3%
\$1,000,000 or more	(No Sales)	N/A

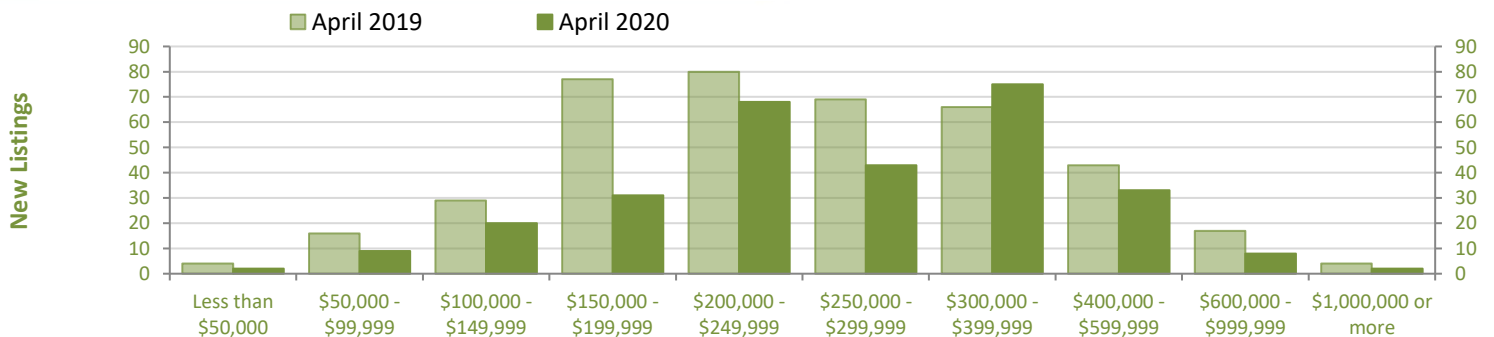


New Listings by Initial Listing Price

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	9	-43.8%
\$100,000 - \$149,999	20	-31.0%
\$150,000 - \$199,999	31	-59.7%
\$200,000 - \$249,999	68	-15.0%
\$250,000 - \$299,999	43	-37.7%
\$300,000 - \$399,999	75	13.6%
\$400,000 - \$599,999	33	-23.3%
\$600,000 - \$999,999	8	-52.9%
\$1,000,000 or more	2	-50.0%

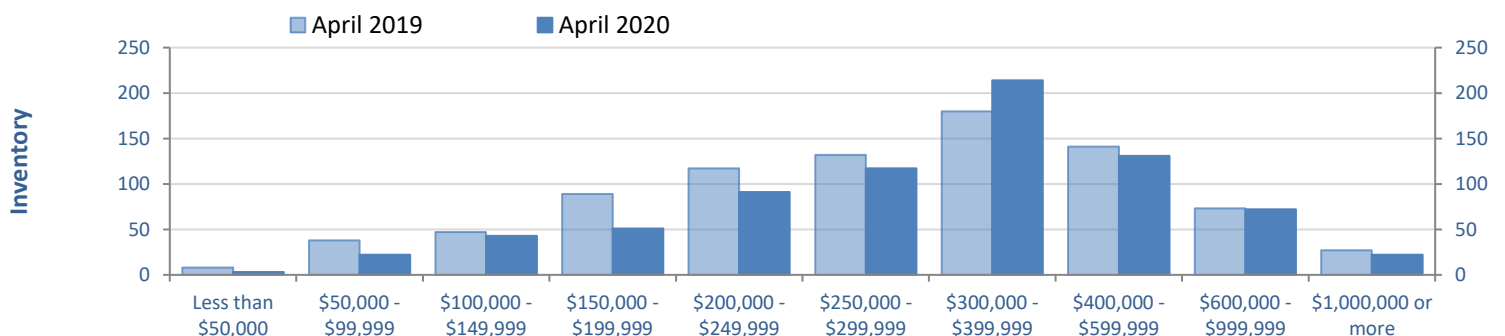


Inventory by Current Listing Price

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.

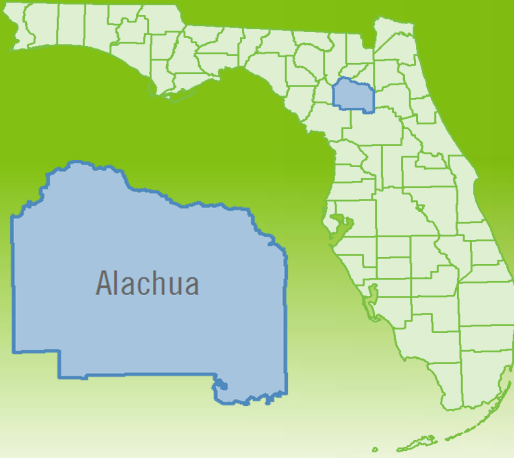
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	3	-62.5%
\$50,000 - \$99,999	22	-42.1%
\$100,000 - \$149,999	43	-8.5%
\$150,000 - \$199,999	51	-42.7%
\$200,000 - \$249,999	91	-22.2%
\$250,000 - \$299,999	117	-11.4%
\$300,000 - \$399,999	214	18.9%
\$400,000 - \$599,999	131	-7.1%
\$600,000 - \$999,999	72	-1.4%
\$1,000,000 or more	22	-18.5%



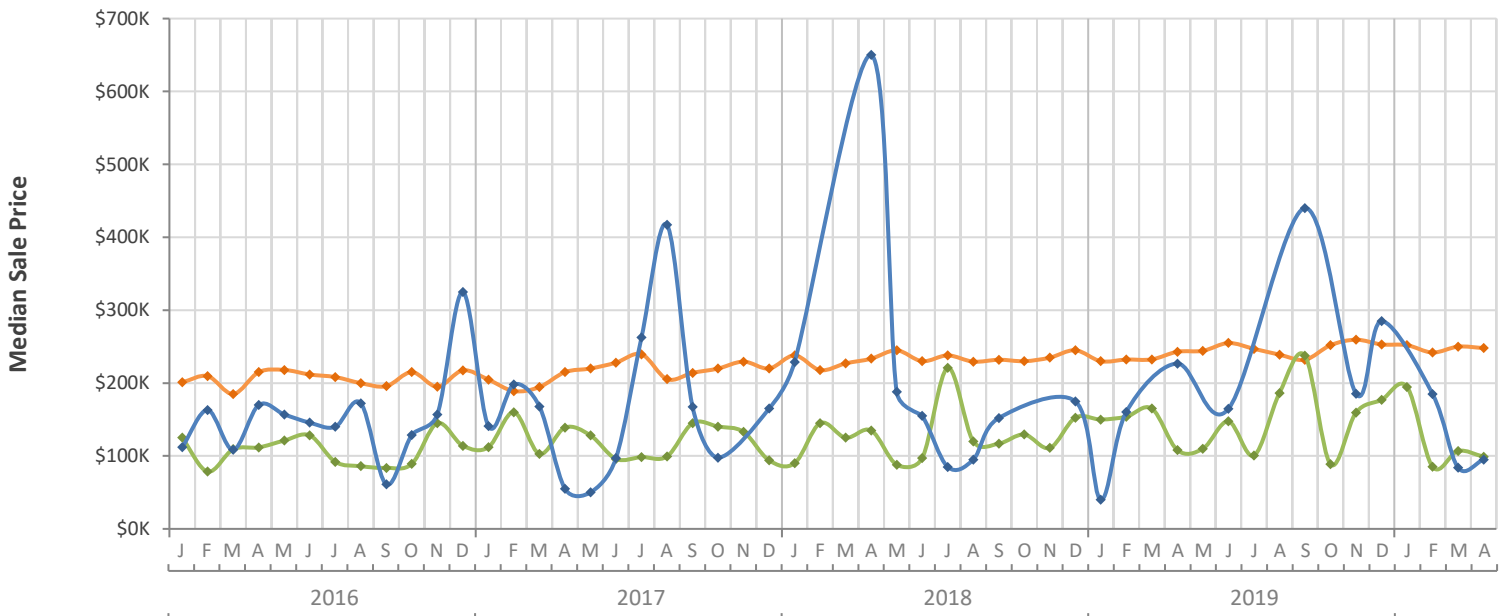
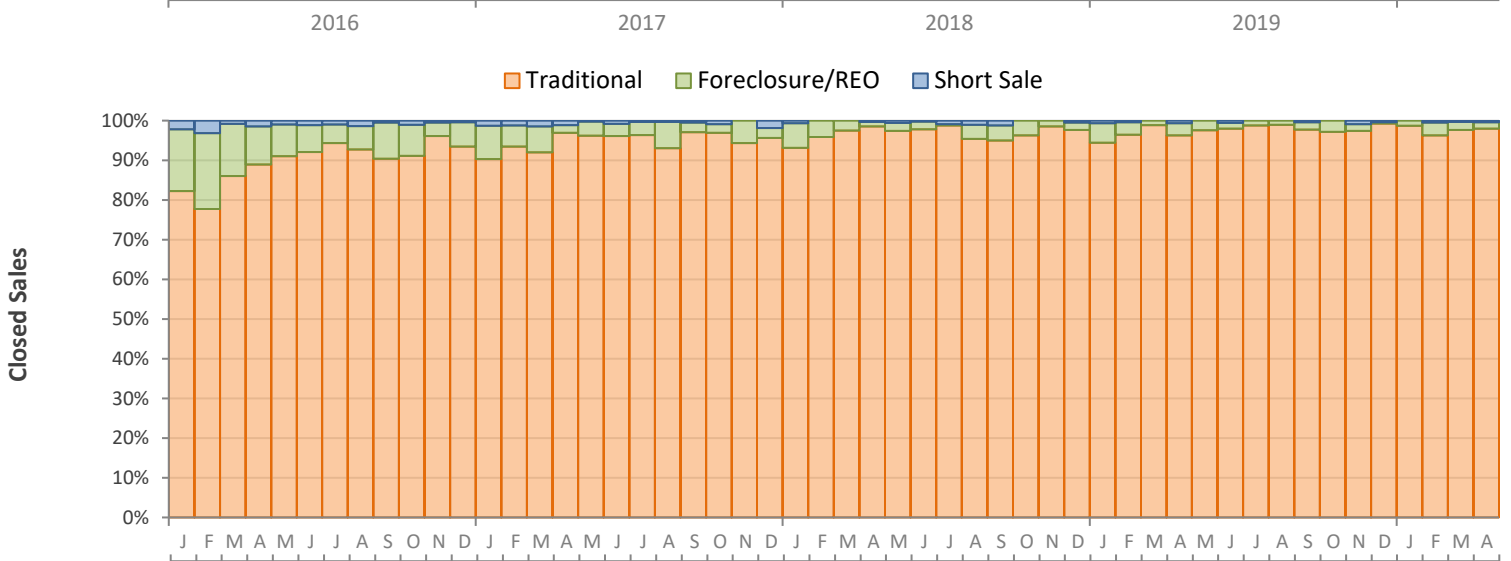
Monthly Distressed Market - April 2020

Single Family Homes

Alachua County



		April 2020	April 2019	Percent Change Year-over-Year
Traditional	Closed Sales	243	285	-14.7%
	Median Sale Price	\$248,000	\$243,000	2.1%
Foreclosure/REO	Closed Sales	4	9	-55.6%
	Median Sale Price	\$99,000	\$108,000	-8.3%
Short Sale	Closed Sales	1	2	-50.0%
	Median Sale Price	\$95,000	\$226,750	-58.1%



Monthly Market Detail - April 2020

Townhouses and Condos

Alachua County



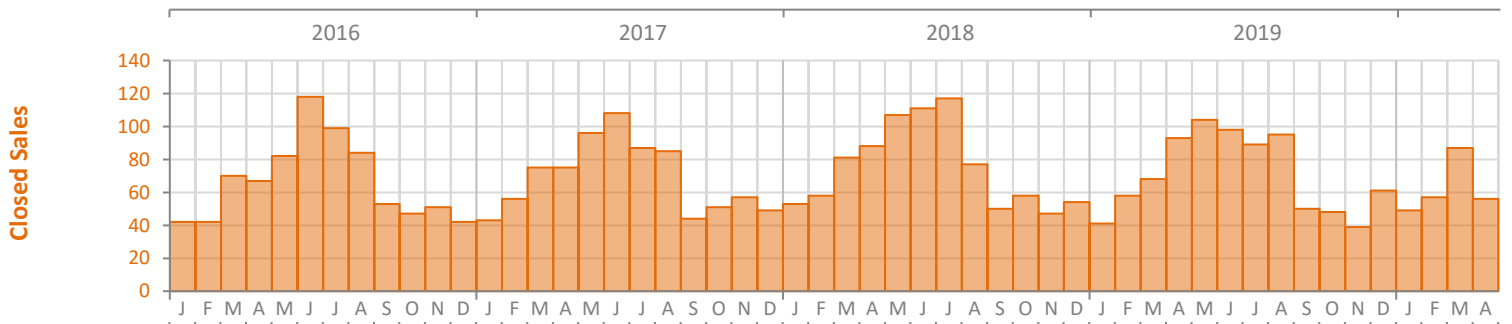
Summary Statistics	April 2020	April 2019	Percent Change Year-over-Year
Closed Sales	56	93	-39.8%
Paid in Cash	24	41	-41.5%
Median Sale Price	\$142,500	\$132,500	7.5%
Average Sale Price	\$140,529	\$134,167	4.7%
Dollar Volume	\$7.9 Million	\$12.5 Million	-36.9%
Median Percent of Original List Price Received	98.0%	97.7%	0.3%
Median Time to Contract	12 Days	22 Days	-45.5%
Median Time to Sale	52 Days	52 Days	0.0%
New Pending Sales	61	118	-48.3%
New Listings	73	88	-17.0%
Pending Inventory	88	141	-37.6%
Inventory (Active Listings)	168	138	21.7%
Months Supply of Inventory	2.4	1.9	26.3%

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	249	-4.2%
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%
April 2019	93	5.7%

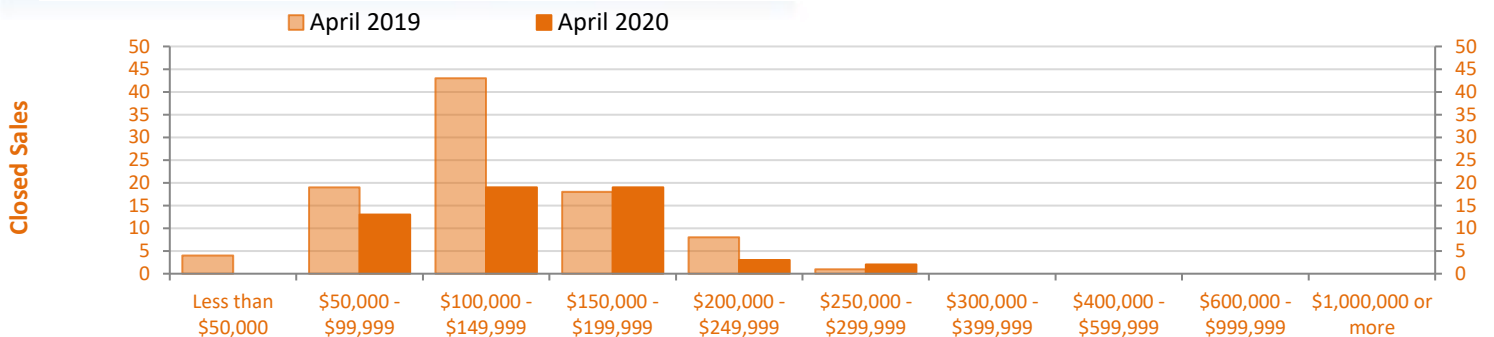


Closed Sales by Sale Price

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	0	-100.0%
\$50,000 - \$99,999	13	-31.6%
\$100,000 - \$149,999	19	-55.8%
\$150,000 - \$199,999	19	5.6%
\$200,000 - \$249,999	3	-62.5%
\$250,000 - \$299,999	2	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

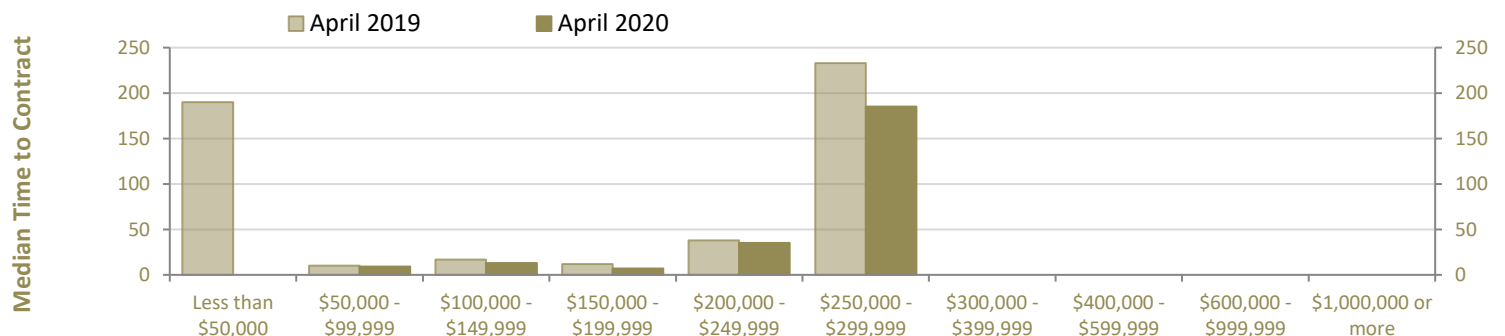


Median Time to Contract by Sale Price

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	(No Sales)	N/A
\$50,000 - \$99,999	9 Days	-10.0%
\$100,000 - \$149,999	13 Days	-23.5%
\$150,000 - \$199,999	7 Days	-41.7%
\$200,000 - \$249,999	35 Days	-7.9%
\$250,000 - \$299,999	185 Days	-20.6%
\$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

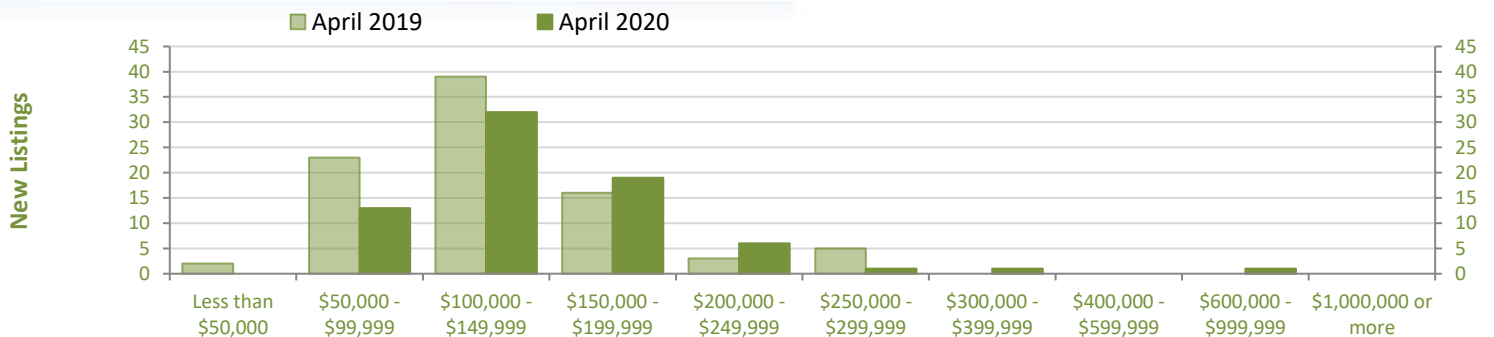


New Listings by Initial Listing Price

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	13	-43.5%
\$100,000 - \$149,999	32	-17.9%
\$150,000 - \$199,999	19	18.8%
\$200,000 - \$249,999	6	100.0%
\$250,000 - \$299,999	1	-80.0%
\$300,000 - \$399,999	1	N/A
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	1	N/A
\$1,000,000 or more	0	N/A

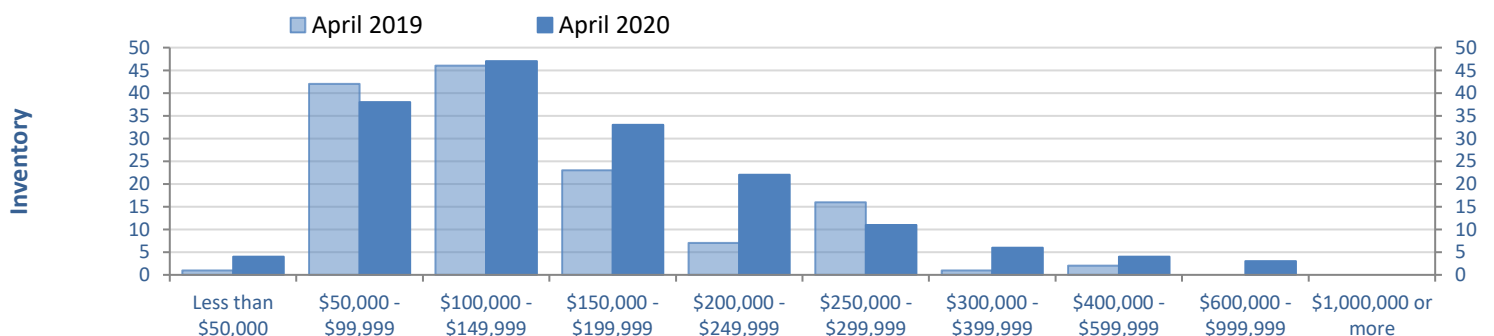


Inventory by Current Listing Price

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	300.0%
\$50,000 - \$99,999	38	-9.5%
\$100,000 - \$149,999	47	2.2%
\$150,000 - \$199,999	33	43.5%
\$200,000 - \$249,999	22	214.3%
\$250,000 - \$299,999	11	-31.3%
\$300,000 - \$399,999	6	500.0%
\$400,000 - \$599,999	4	100.0%
\$600,000 - \$999,999	3	N/A
\$1,000,000 or more	0	N/A



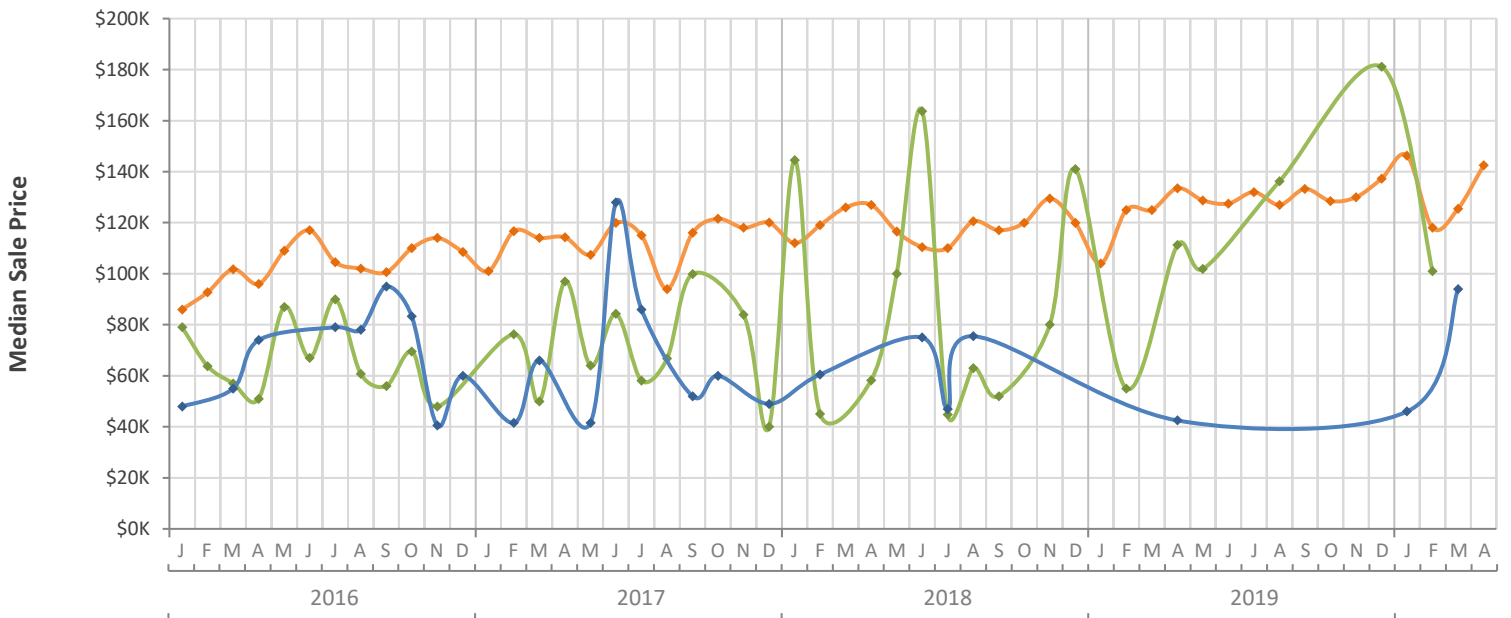
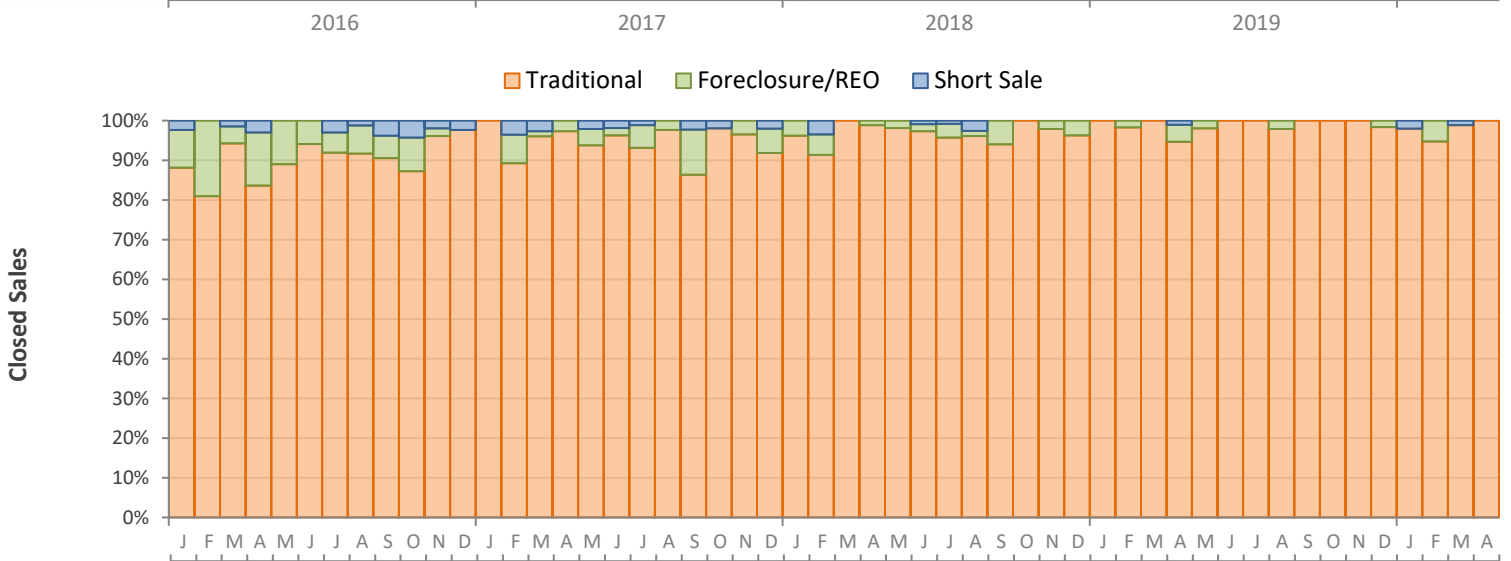
Monthly Distressed Market - April 2020

Townhouses and Condos

Alachua County



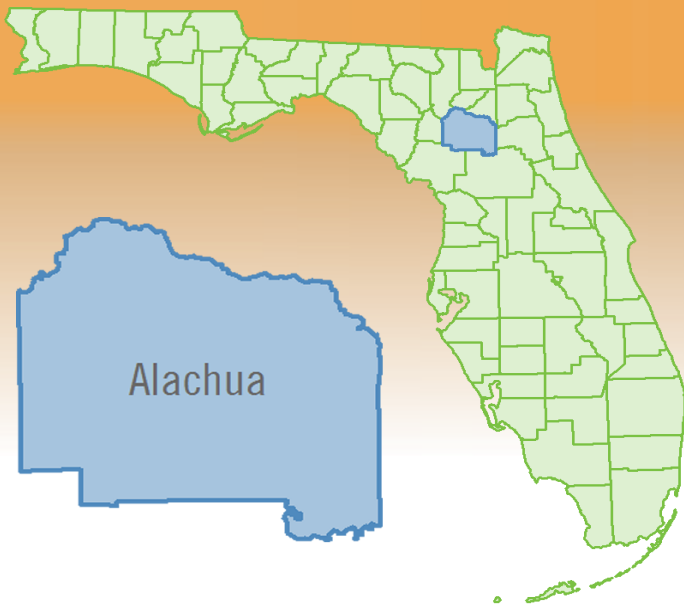
		April 2020	April 2019	Percent Change Year-over-Year
Traditional	Closed Sales	56	88	-36.4%
	Median Sale Price	\$142,500	\$133,500	6.7%
Foreclosure/REO	Closed Sales	0	4	-100.0%
	Median Sale Price	(No Sales)	\$111,250	N/A
Short Sale	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$42,500	N/A



Monthly Market Detail - April 2020

Manufactured Homes

Alachua County



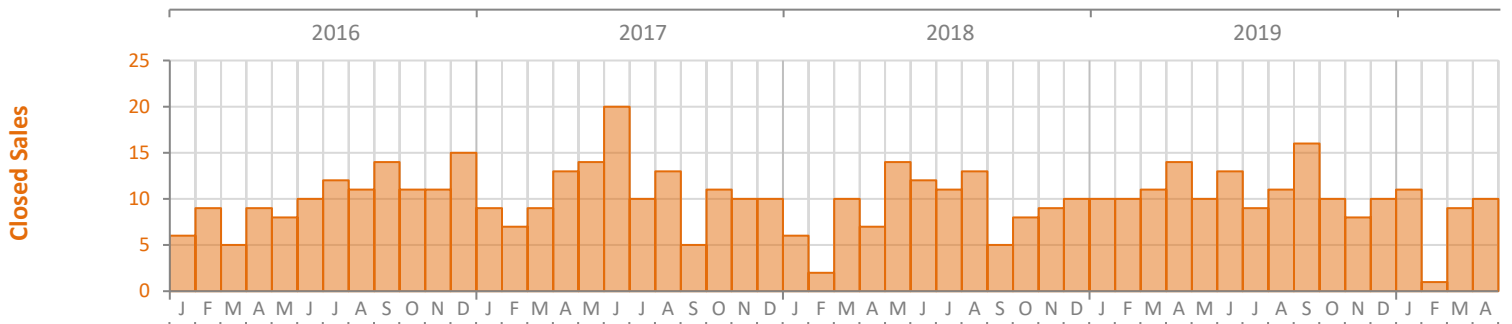
Summary Statistics	April 2020	April 2019	Percent Change Year-over-Year
Closed Sales	10	14	-28.6%
Paid in Cash	4	7	-42.9%
Median Sale Price	\$129,500	\$79,700	62.5%
Average Sale Price	\$123,490	\$88,554	39.5%
Dollar Volume	\$1.2 Million	\$1.2 Million	-0.4%
Median Percent of Original List Price Received	89.0%	94.6%	-5.9%
Median Time to Contract	45 Days	71 Days	-36.6%
Median Time to Sale	77 Days	96 Days	-19.8%
New Pending Sales	14	21	-33.3%
New Listings	12	10	20.0%
Pending Inventory	32	29	10.3%
Inventory (Active Listings)	44	43	2.3%
Months Supply of Inventory	4.5	4.1	9.8%

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	31	-31.1%
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%
April 2019	14	100.0%

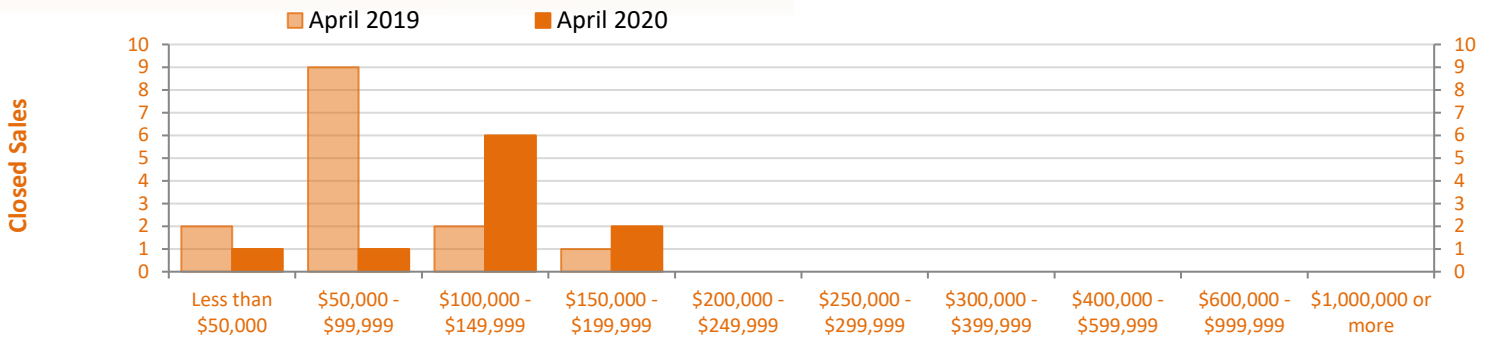


Closed Sales by Sale Price

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	-50.0%
\$50,000 - \$99,999	1	-88.9%
\$100,000 - \$149,999	6	200.0%
\$150,000 - \$199,999	2	100.0%
\$200,000 - \$249,999	0	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

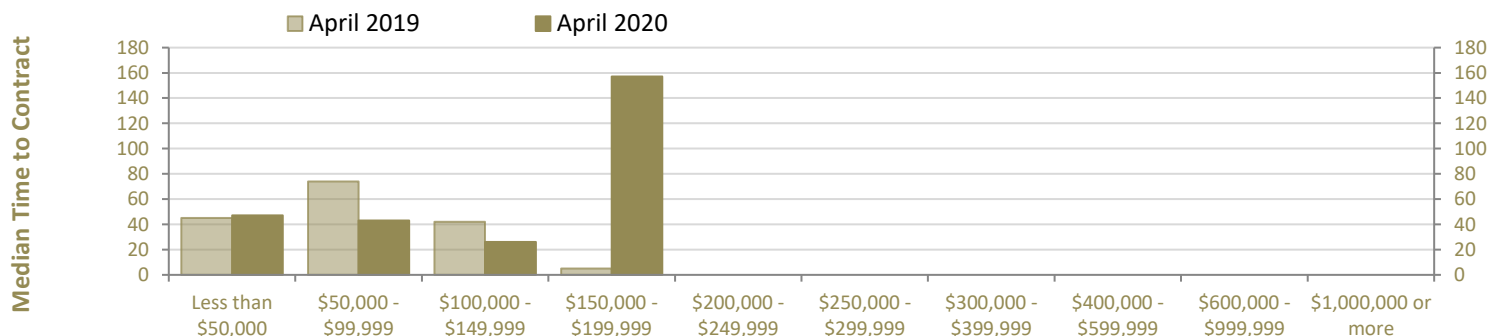


Median Time to Contract by Sale Price

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	47 Days	4.4%
\$50,000 - \$99,999	43 Days	-41.9%
\$100,000 - \$149,999	26 Days	-38.1%
\$150,000 - \$199,999	157 Days	3040.0%
\$200,000 - \$249,999	(No Sales)	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

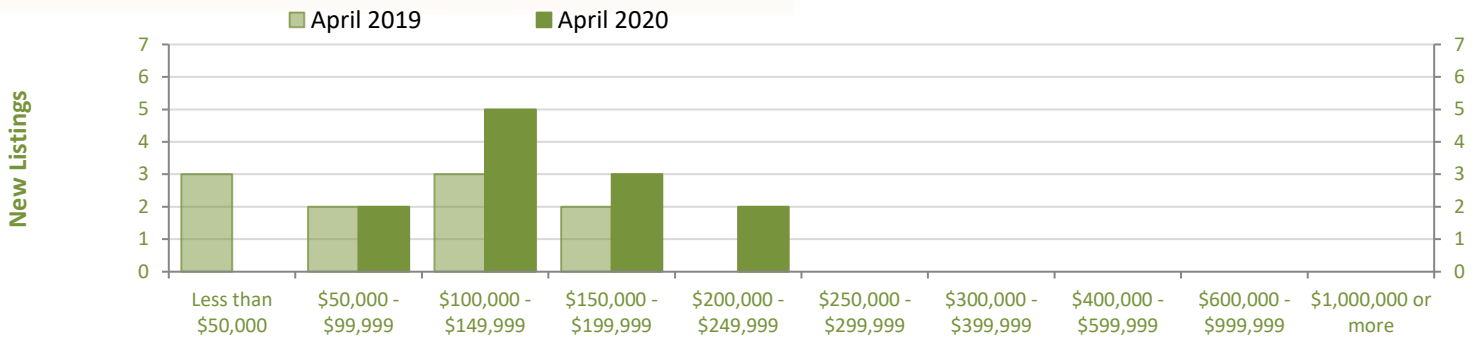


New Listings by Initial Listing Price

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	2	0.0%
\$100,000 - \$149,999	5	66.7%
\$150,000 - \$199,999	3	50.0%
\$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

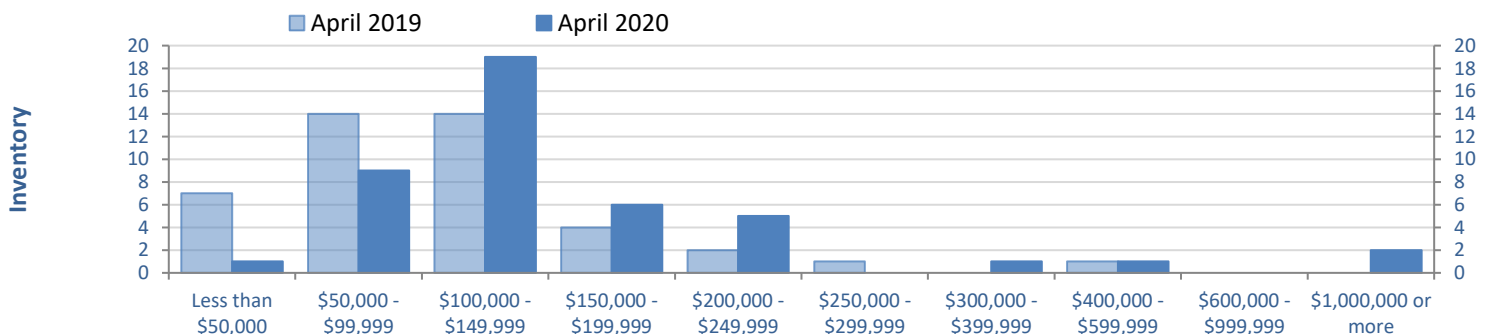


Inventory by Current Listing Price

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.

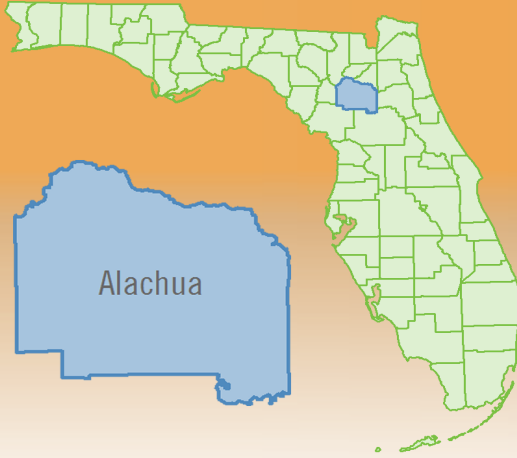
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	1	-85.7%
\$50,000 - \$99,999	9	-35.7%
\$100,000 - \$149,999	19	35.7%
\$150,000 - \$199,999	6	50.0%
\$200,000 - \$249,999	5	150.0%
\$250,000 - \$299,999	0	-100.0%
\$300,000 - \$399,999	1	N/A
\$400,000 - \$599,999	1	0.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	2	N/A



Monthly Distressed Market - April 2020

Manufactured Homes

Alachua County



		April 2020	April 2019	Percent Change Year-over-Year
Traditional	Closed Sales	10	14	-28.6%
	Median Sale Price	\$129,500	\$79,700	62.5%
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

