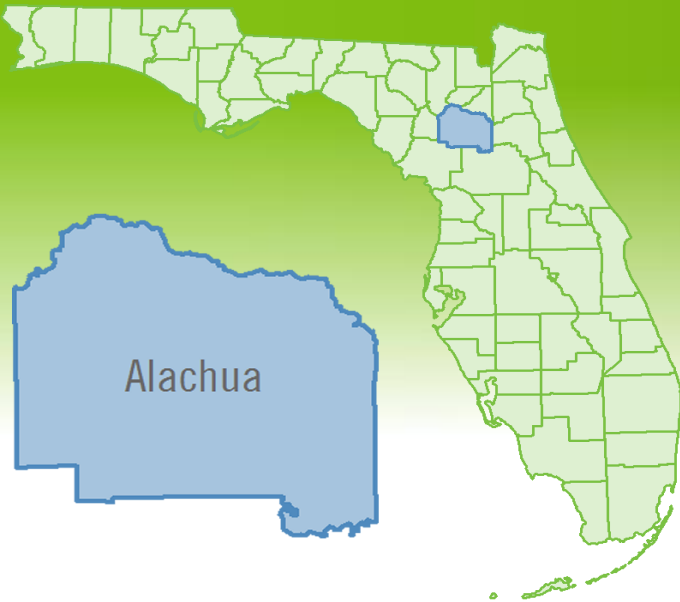


Monthly Market Detail - September 2020

Single Family Homes

Alachua County



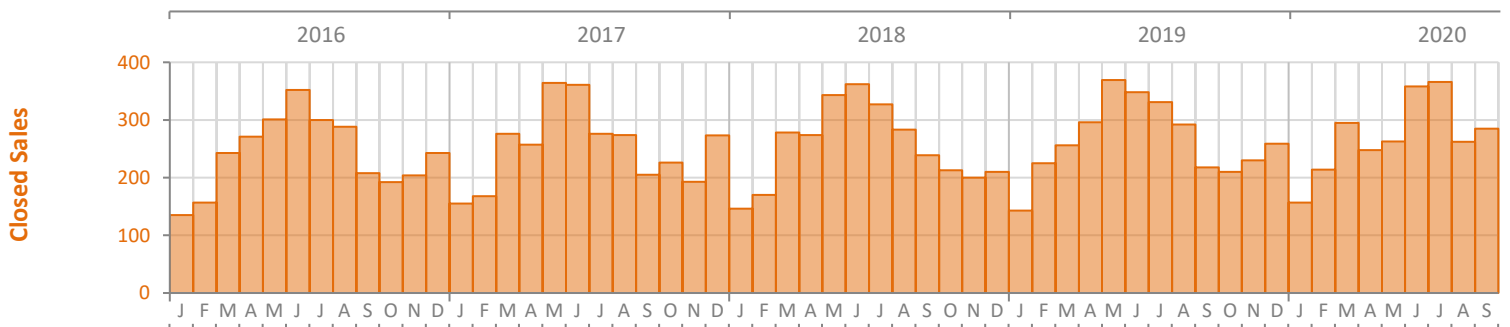
Summary Statistics	September 2020	September 2019	Percent Change Year-over-Year
Closed Sales	285	218	30.7%
Paid in Cash	46	41	12.2%
Median Sale Price	\$275,800	\$232,250	18.8%
Average Sale Price	\$318,050	\$260,780	22.0%
Dollar Volume	\$90.6 Million	\$56.9 Million	59.4%
Median Percent of Original List Price Received	98.6%	98.1%	0.5%
Median Time to Contract	14 Days	27 Days	-48.1%
Median Time to Sale	65 Days	77 Days	-15.6%
New Pending Sales	276	226	22.1%
New Listings	308	243	26.7%
Pending Inventory	478	393	21.6%
Inventory (Active Listings)	554	796	-30.4%
Months Supply of Inventory	2.1	3.1	-32.3%

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	2,448	-1.2%
September 2020	285	30.7%
August 2020	262	-10.3%
July 2020	366	10.6%
June 2020	358	2.9%
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%

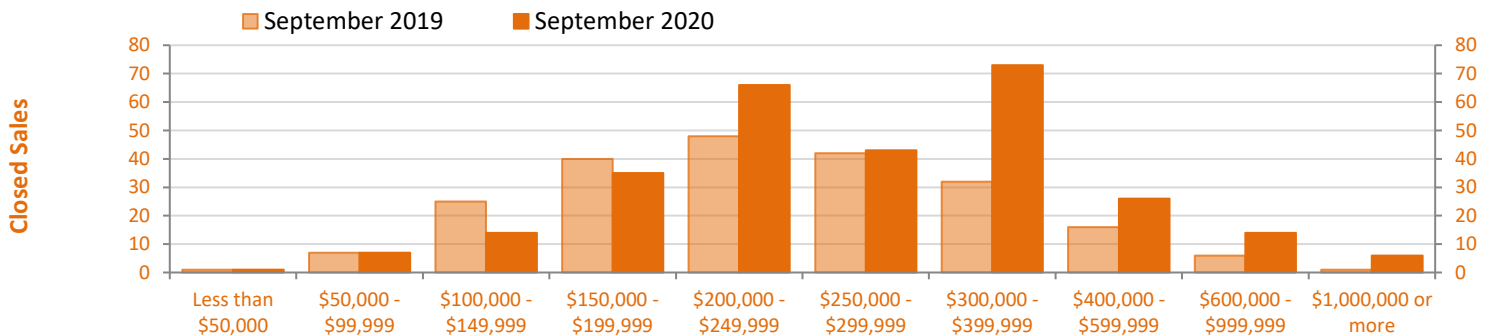


Closed Sales by Sale Price

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	7	0.0%
\$100,000 - \$149,999	14	-44.0%
\$150,000 - \$199,999	35	-12.5%
\$200,000 - \$249,999	66	37.5%
\$250,000 - \$299,999	43	2.4%
\$300,000 - \$399,999	73	128.1%
\$400,000 - \$599,999	26	62.5%
\$600,000 - \$999,999	14	133.3%
\$1,000,000 or more	6	500.0%

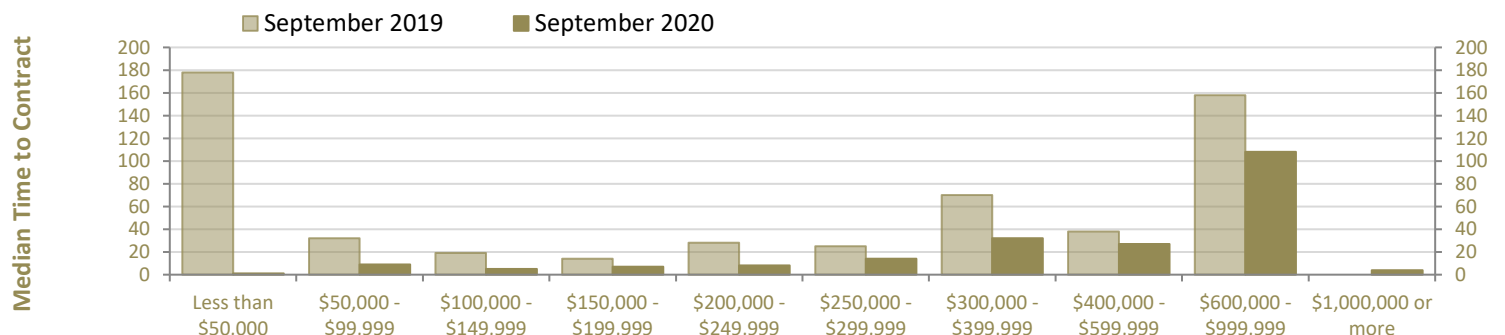


Median Time to Contract by Sale Price

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	1 Day	-99.4%
\$50,000 - \$99,999	9 Days	-71.9%
\$100,000 - \$149,999	5 Days	-73.7%
\$150,000 - \$199,999	7 Days	-50.0%
\$200,000 - \$249,999	8 Days	-71.4%
\$250,000 - \$299,999	14 Days	-44.0%
\$300,000 - \$399,999	32 Days	-54.3%
\$400,000 - \$599,999	27 Days	-28.9%
\$600,000 - \$999,999	108 Days	-31.6%
\$1,000,000 or more	4 Days	N/A

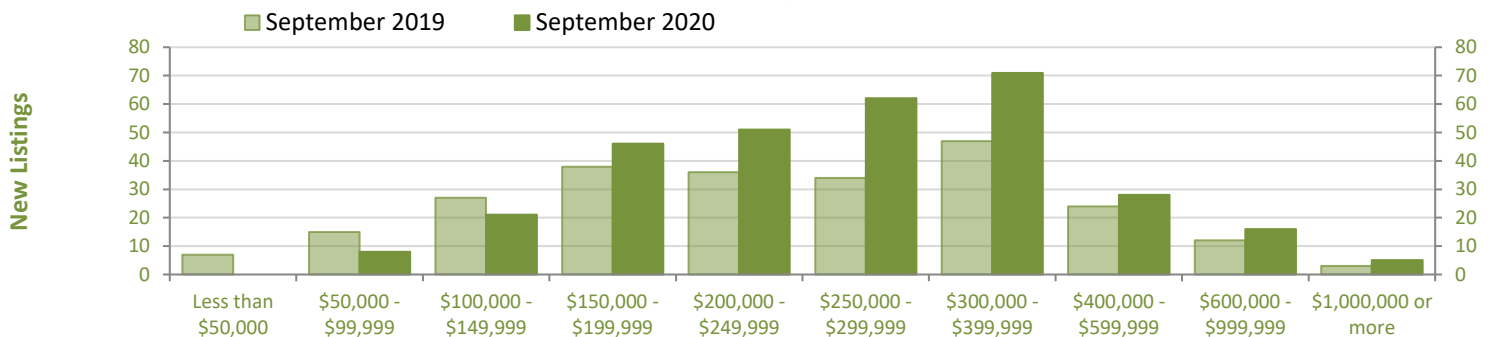


New Listings by Initial Listing Price

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	8	-46.7%
\$100,000 - \$149,999	21	-22.2%
\$150,000 - \$199,999	46	21.1%
\$200,000 - \$249,999	51	41.7%
\$250,000 - \$299,999	62	82.4%
\$300,000 - \$399,999	71	51.1%
\$400,000 - \$599,999	28	16.7%
\$600,000 - \$999,999	16	33.3%
\$1,000,000 or more	5	66.7%

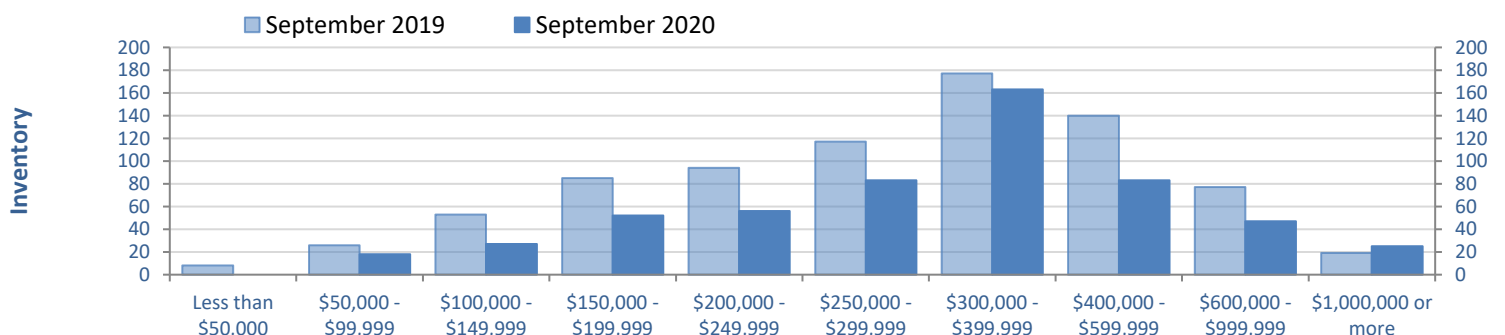


Inventory by Current Listing Price

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	0	-100.0%
\$50,000 - \$99,999	18	-30.8%
\$100,000 - \$149,999	27	-49.1%
\$150,000 - \$199,999	52	-38.8%
\$200,000 - \$249,999	56	-40.4%
\$250,000 - \$299,999	83	-29.1%
\$300,000 - \$399,999	163	-7.9%
\$400,000 - \$599,999	83	-40.7%
\$600,000 - \$999,999	47	-39.0%
\$1,000,000 or more	25	31.6%



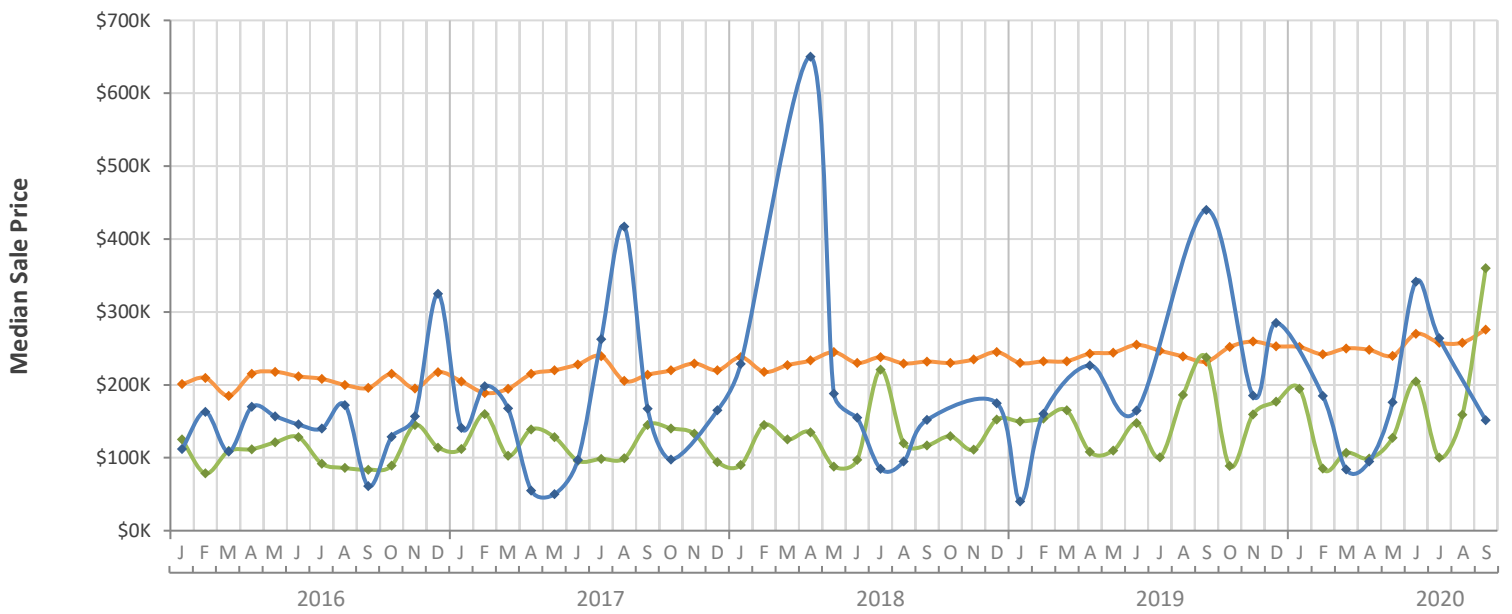
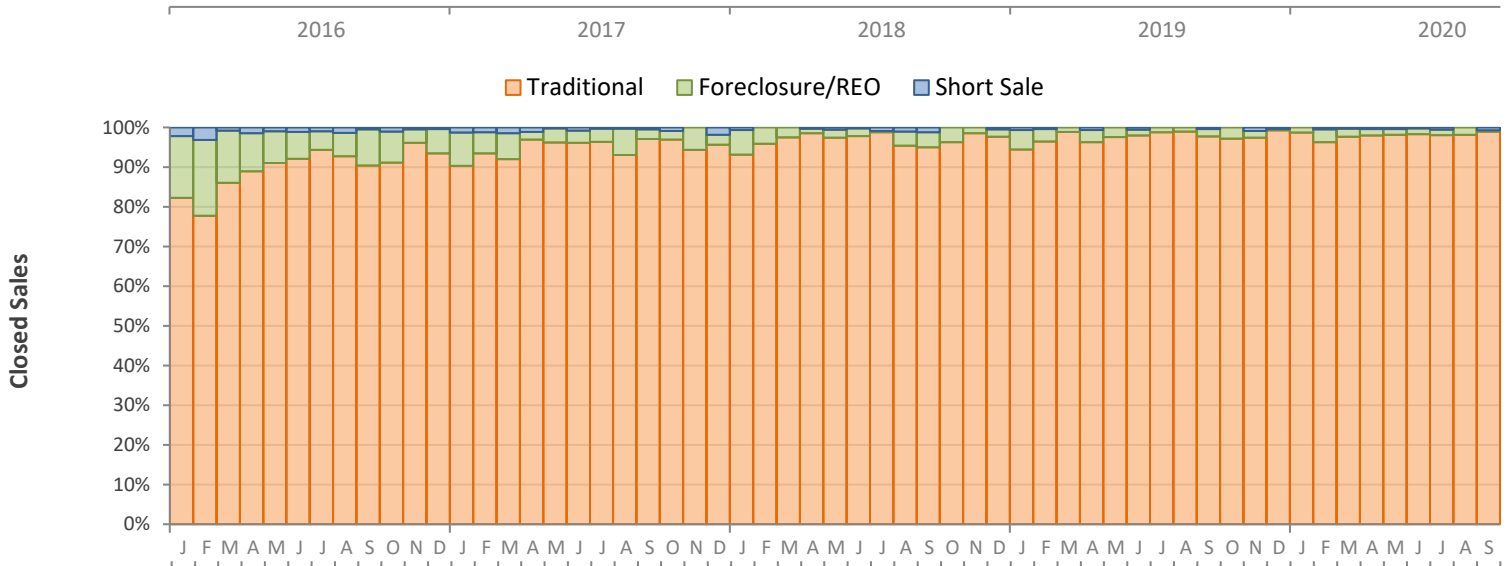
Monthly Distressed Market - September 2020

Single Family Homes

Alachua County



		September 2020	September 2019	Percent Change Year-over-Year
Traditional	Closed Sales	282	213	32.4%
	Median Sale Price	\$275,850	\$232,000	18.9%
Foreclosure/REO	Closed Sales	1	4	-75.0%
	Median Sale Price	\$360,150	\$237,500	51.6%
Short Sale	Closed Sales	2	1	100.0%
	Median Sale Price	\$151,500	\$440,000	-65.6%



Monthly Market Detail - September 2020

Townhouses and Condos

Alachua County



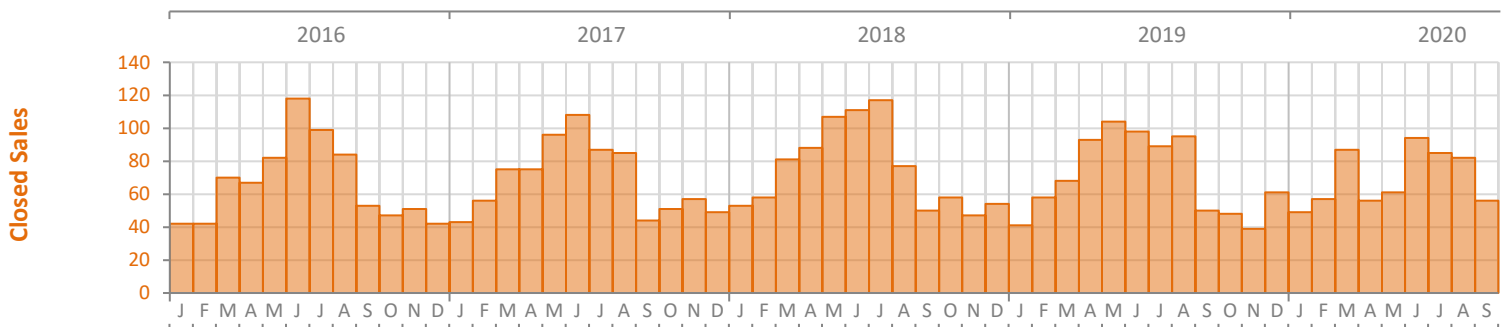
Summary Statistics	September 2020	September 2019	Percent Change Year-over-Year
Closed Sales	56	50	12.0%
Paid in Cash	27	26	3.8%
Median Sale Price	\$135,000	\$133,250	1.3%
Average Sale Price	\$149,759	\$139,075	7.7%
Dollar Volume	\$8.4 Million	\$7.0 Million	20.6%
Median Percent of Original List Price Received	97.2%	97.1%	0.1%
Median Time to Contract	14 Days	21 Days	-33.3%
Median Time to Sale	58 Days	52 Days	11.5%
New Pending Sales	76	50	52.0%
New Listings	80	61	31.1%
Pending Inventory	98	66	48.5%
Inventory (Active Listings)	171	110	55.5%
Months Supply of Inventory	2.6	1.5	73.3%

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	627	-9.9%
September 2020	56	12.0%
August 2020	82	-13.7%
July 2020	85	-4.5%
June 2020	94	-4.1%
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%

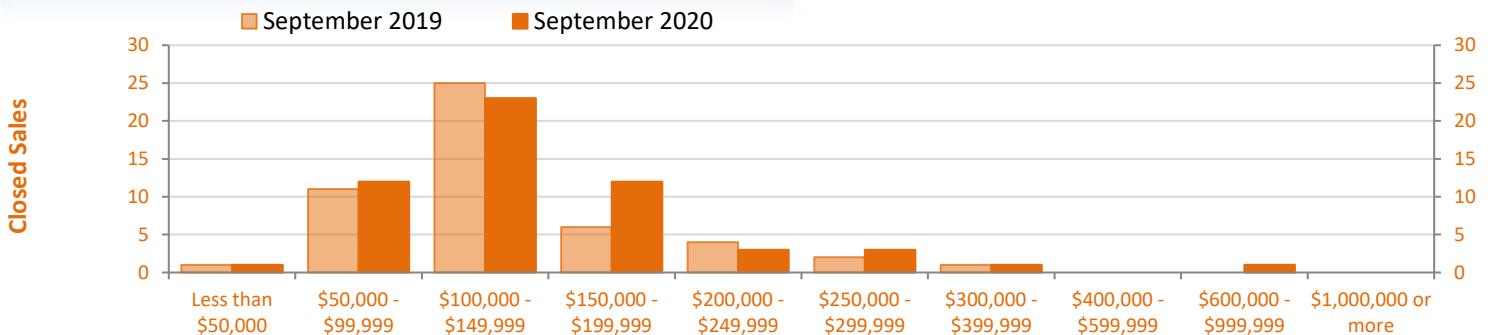


Closed Sales by Sale Price

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	12	9.1%
\$100,000 - \$149,999	23	-8.0%
\$150,000 - \$199,999	12	100.0%
\$200,000 - \$249,999	3	-25.0%
\$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	1	N/A
\$1,000,000 or more	0	N/A

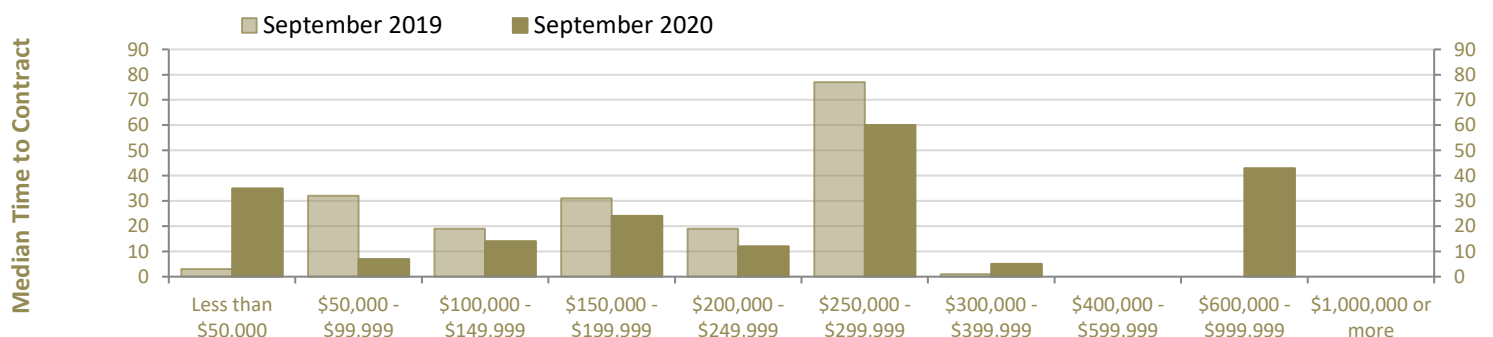


Median Time to Contract by Sale Price

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	35 Days	1066.7%
\$50,000 - \$99,999	7 Days	-78.1%
\$100,000 - \$149,999	14 Days	-26.3%
\$150,000 - \$199,999	24 Days	-22.6%
\$200,000 - \$249,999	12 Days	-36.8%
\$250,000 - \$299,999	60 Days	-22.1%
\$300,000 - \$399,999	5 Days	400.0%
\$400,000 - \$599,999	(No Sales)	N/A
\$600,000 - \$999,999	43 Days	N/A
\$1,000,000 or more	(No Sales)	N/A

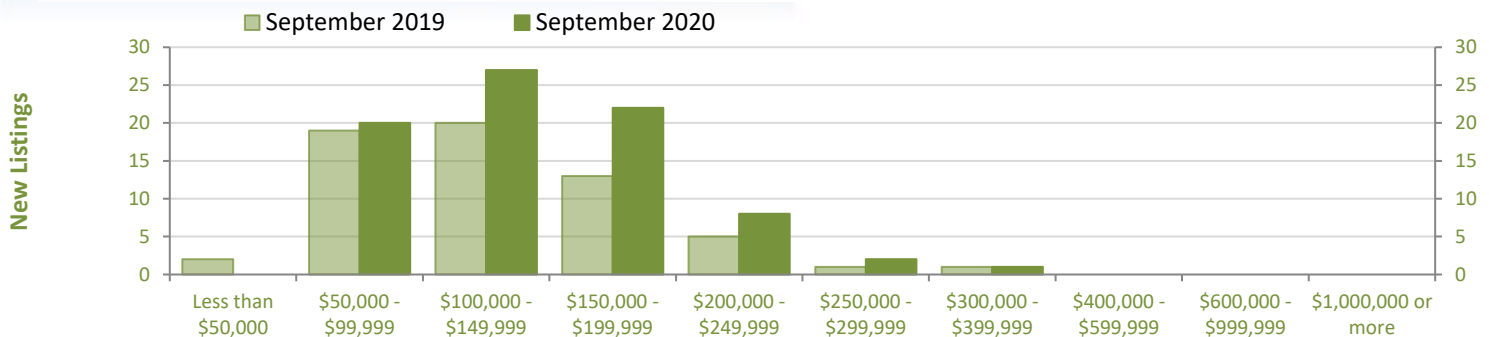


New Listings by Initial Listing Price

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	20	5.3%
\$100,000 - \$149,999	27	35.0%
\$150,000 - \$199,999	22	69.2%
\$200,000 - \$249,999	8	60.0%
\$250,000 - \$299,999	2	100.0%
\$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

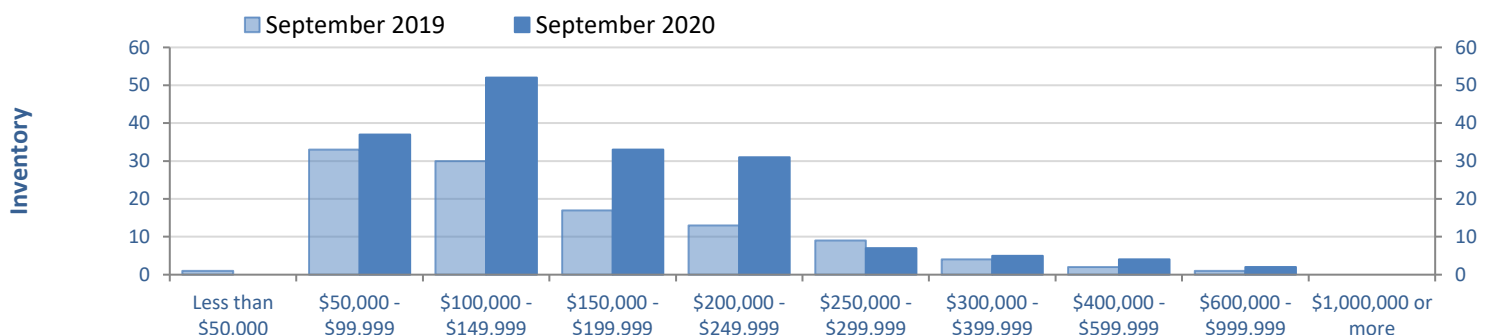


Inventory by Current Listing Price

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	0	-100.0%
\$50,000 - \$99,999	37	12.1%
\$100,000 - \$149,999	52	73.3%
\$150,000 - \$199,999	33	94.1%
\$200,000 - \$249,999	31	138.5%
\$250,000 - \$299,999	7	-22.2%
\$300,000 - \$399,999	5	25.0%
\$400,000 - \$599,999	4	100.0%
\$600,000 - \$999,999	2	100.0%
\$1,000,000 or more	0	N/A



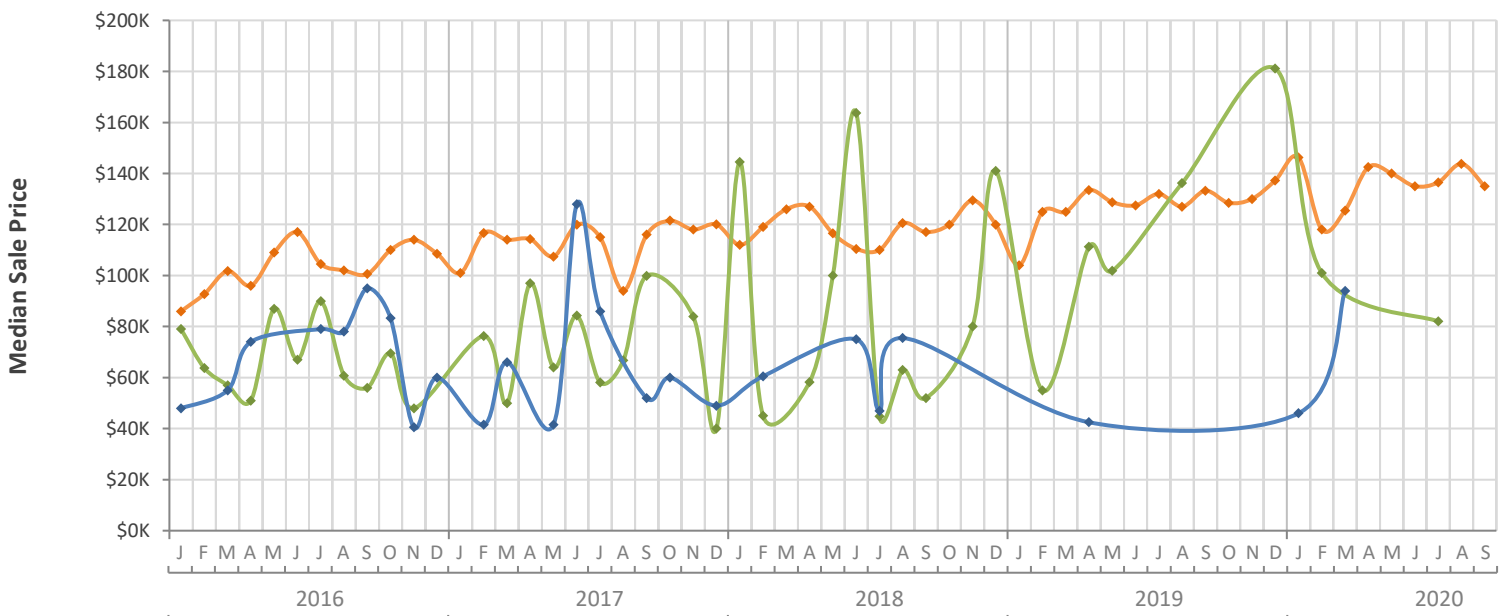
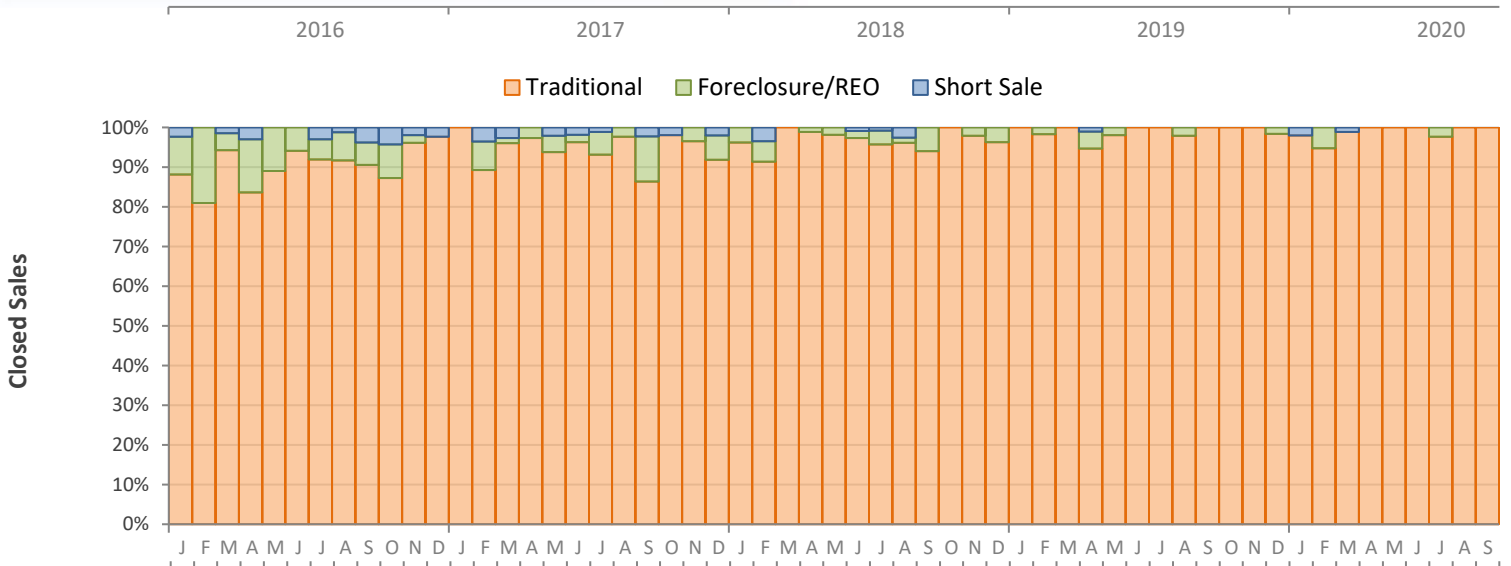
Monthly Distressed Market - September 2020

Townhouses and Condos

Alachua County



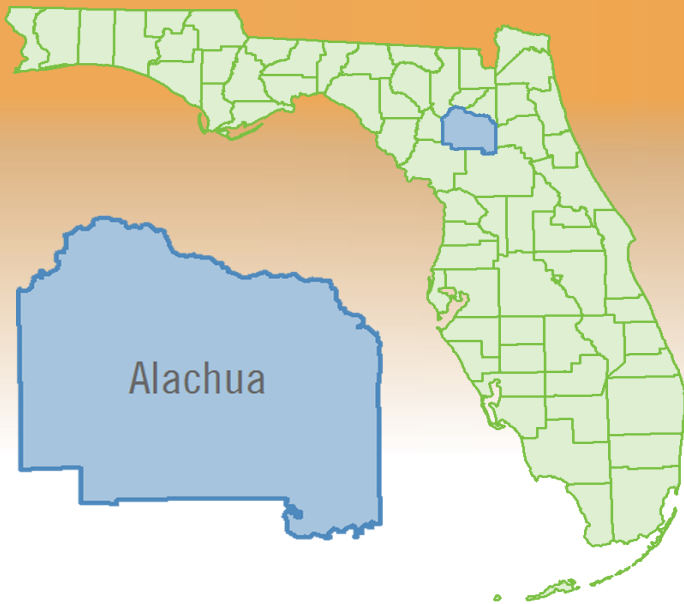
		September 2020	September 2019	Percent Change Year-over-Year
Traditional	Closed Sales	56	50	12.0%
	Median Sale Price	\$135,000	\$133,250	1.3%
Foreclosure/REO	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



Monthly Market Detail - September 2020

Manufactured Homes

Alachua County



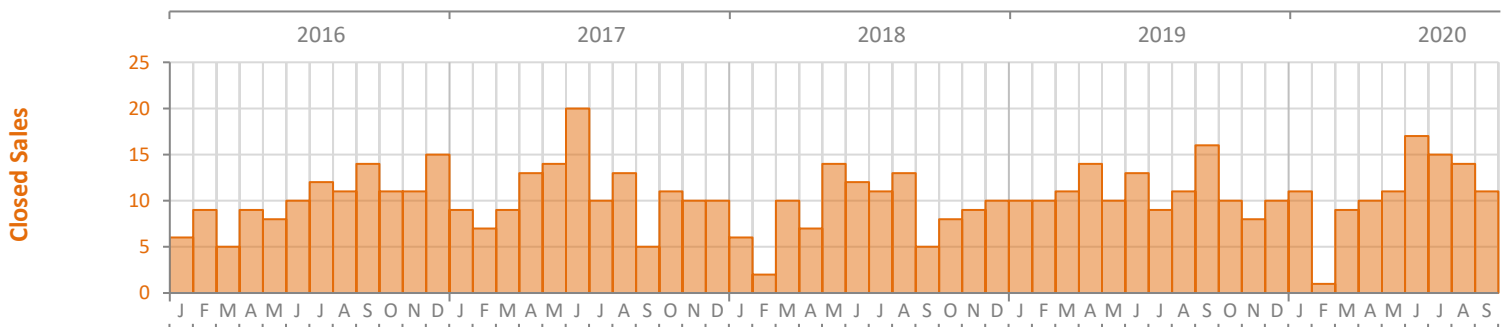
Summary Statistics	September 2020	September 2019	Percent Change Year-over-Year
Closed Sales	11	16	-31.3%
Paid in Cash	3	9	-66.7%
Median Sale Price	\$135,450	\$80,000	69.3%
Average Sale Price	\$141,123	\$92,627	52.4%
Dollar Volume	\$1.6 Million	\$1.5 Million	4.7%
Median Percent of Original List Price Received	99.1%	91.7%	8.1%
Median Time to Contract	73 Days	32 Days	128.1%
Median Time to Sale	111 Days	71 Days	56.3%
New Pending Sales	9	13	-30.8%
New Listings	14	13	7.7%
Pending Inventory	24	20	20.0%
Inventory (Active Listings)	26	50	-48.0%
Months Supply of Inventory	2.5	4.6	-45.7%

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	99	-4.8%
September 2020	11	-31.3%
August 2020	14	27.3%
July 2020	15	66.7%
June 2020	17	30.8%
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%

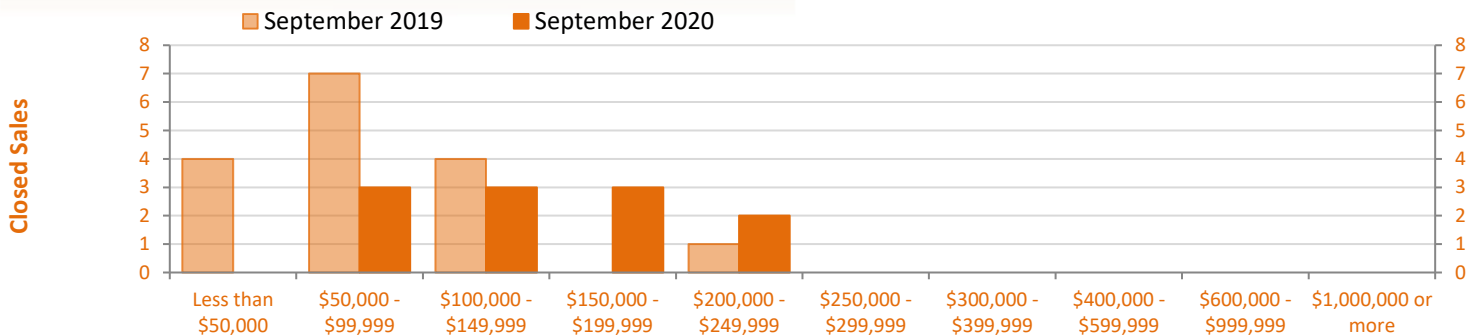


Closed Sales by Sale Price

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	3	-57.1%
\$100,000 - \$149,999	3	-25.0%
\$150,000 - \$199,999	3	N/A
\$200,000 - \$249,999	2	100.0%
\$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

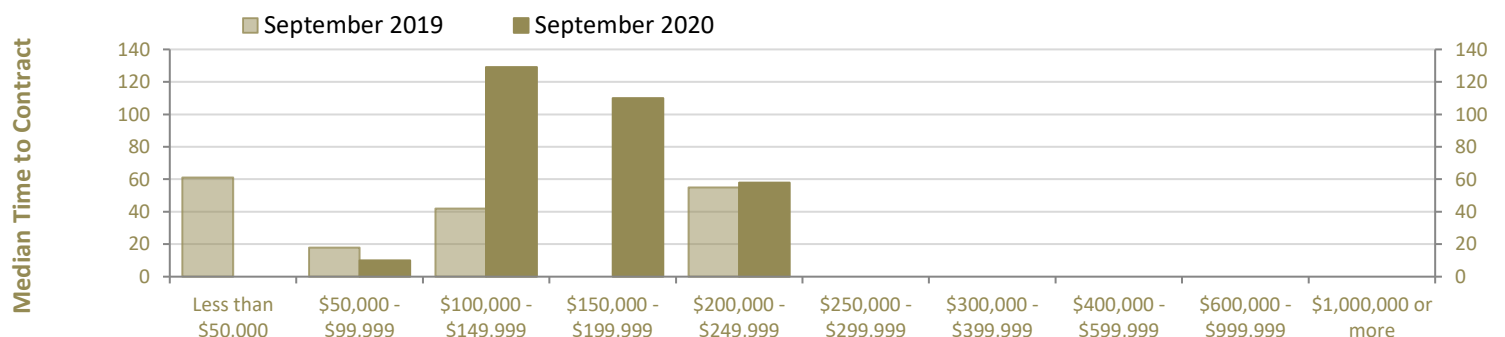


Median Time to Contract by Sale Price

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	(No Sales)	N/A
\$50,000 - \$99,999	10 Days	-44.4%
\$100,000 - \$149,999	129 Days	207.1%
\$150,000 - \$199,999	110 Days	N/A
\$200,000 - \$249,999	58 Days	5.5%
\$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

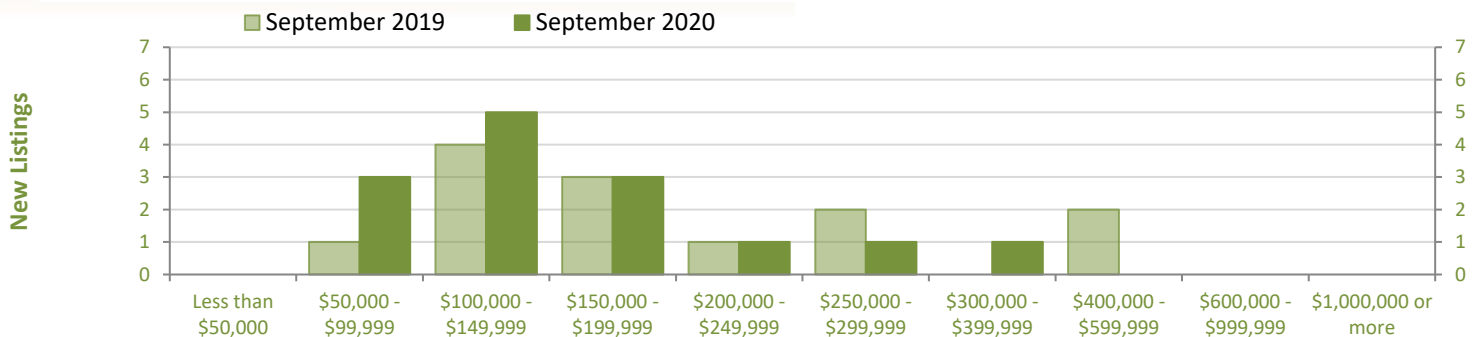


New Listings by Initial Listing Price

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	N/A
\$50,000 - \$99,999	3	200.0%
\$100,000 - \$149,999	5	25.0%
\$150,000 - \$199,999	3	0.0%
\$200,000 - \$249,999	1	0.0%
\$250,000 - \$299,999	1	-50.0%
\$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

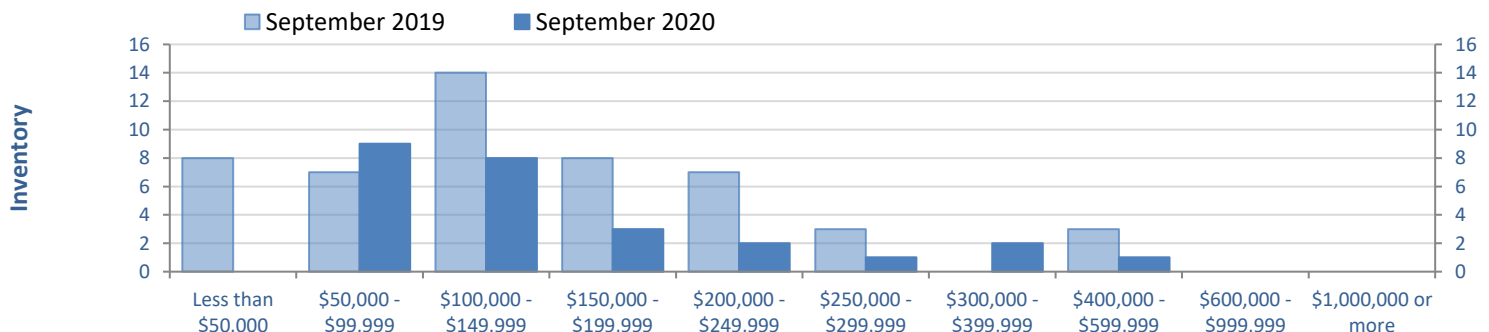


Inventory by Current Listing Price

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.

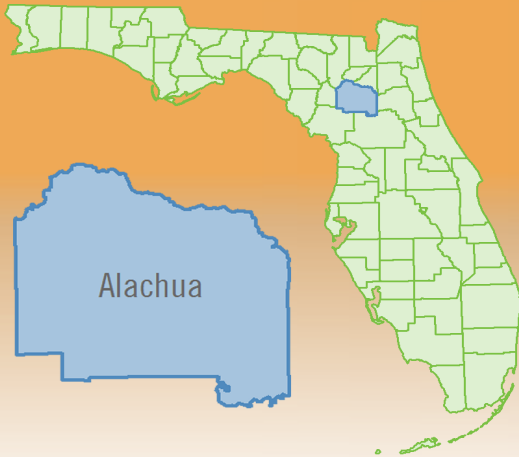
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	-100.0%
\$50,000 - \$99,999	9	28.6%
\$100,000 - \$149,999	8	-42.9%
\$150,000 - \$199,999	3	-62.5%
\$200,000 - \$249,999	2	-71.4%
\$250,000 - \$299,999	1	-66.7%
\$300,000 - \$399,999	2	N/A
\$400,000 - \$599,999	1	-66.7%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A



Monthly Distressed Market - September 2020

Manufactured Homes

Alachua County



		September 2020	September 2019	Percent Change Year-over-Year
Traditional	Closed Sales	11	14	-21.4%
	Median Sale Price	\$135,450	\$92,000	47.2%
Foreclosure/REO	Closed Sales	0	2	-100.0%
	Median Sale Price	(No Sales)	\$28,000	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

