Monthly Market Detail - September 2019 Single Family Homes Alachua County





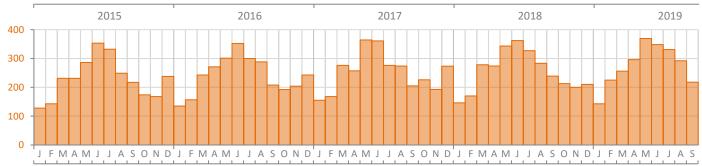
Summary Statistics	September 2019	September 2018	Percent Change Year-over-Year
Closed Sales	218	239	-8.8%
Paid in Cash	41	65	-36.9%
Median Sale Price	\$232,250	\$225,000	3.2%
Average Sale Price	\$260,780	\$248,451	5.0%
Dollar Volume	\$56.9 Million	\$59.4 Million	-4.3%
Median Percent of Original List Price Received	98.1%	96.6%	1.6%
Median Time to Contract	27 Days	37 Days	-27.0%
Median Time to Sale	77 Days	74 Days	4.1%
New Pending Sales	226	244	-7.4%
New Listings	243	208	16.8%
Pending Inventory	393	349	12.6%
Inventory (Active Listings)	796	894	-11.0%
Months Supply of Inventory	3.1	3.4	-8.8%

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	Year-over-Year
Year-to-Date	2,478	2.3%
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%
November 2018	200	3.6%
October 2018	213	-5.8%
September 2018	239	16.6%



Median Time to Contract

Monthly Market Detail - September 2019 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	-80.0%
\$50,000 - \$99,999	7	-68.2%
\$100,000 - \$149,999	25	-28.6%
\$150,000 - \$199,999	40	-2.4%
\$200,000 - \$249,999	48	50.0%
\$250,000 - \$299,999	42	-2.3%
\$300,000 - \$399,999	32	-8.6%
\$400,000 - \$599,999	16	-15.8%
\$600,000 - \$999,999	6	0.0%
\$1,000,000 or more	1	0.0%

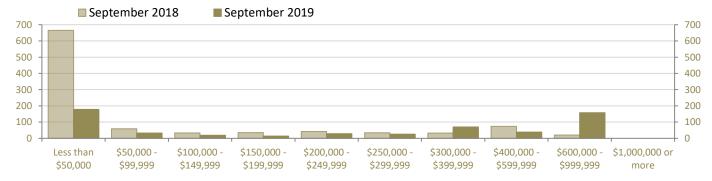


Median Time to Contract by Sale Price

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	178 Days	-73.2%
\$50,000 - \$99,999	32 Days	-45.8%
\$100,000 - \$149,999	19 Days	-42.4%
\$150,000 - \$199,999	14 Days	-60.0%
\$200,000 - \$249,999	28 Days	-33.3%
\$250,000 - \$299,999	25 Days	-26.5%
\$300,000 - \$399,999	70 Days	118.8%
\$400,000 - \$599,999	38 Days	-48.6%
\$600,000 - \$999,999	158 Days	652.4%
\$1,000,000 or more	0 Days	N/A



Monthly Market Detail - September 2019 Single Family Homes Alachua County

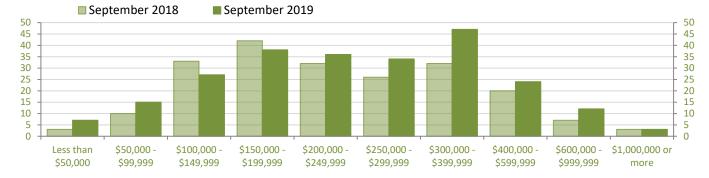


New Listings by Initial Listing Price

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	7	133.3%
\$50,000 - \$99,999	15	50.0%
\$100,000 - \$149,999	27	-18.2%
\$150,000 - \$199,999	38	-9.5%
\$200,000 - \$249,999	36	12.5%
\$250,000 - \$299,999	34	30.8%
\$300,000 - \$399,999	47	46.9%
\$400,000 - \$599,999	24	20.0%
\$600,000 - \$999,999	12	71.4%
\$1,000,000 or more	3	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	8	166.7%
\$50,000 - \$99,999	26	-27.8%
\$100,000 - \$149,999	53	-39.8%
\$150,000 - \$199,999	85	-23.4%
\$200,000 - \$249,999	94	-37.7%
\$250,000 - \$299,999	117	-10.0%
\$300,000 - \$399,999	177	20.4%
\$400,000 - \$599,999	140	2.2%
\$600,000 - \$999,999	77	20.3%
\$1,000,000 or more	19	-29.6%

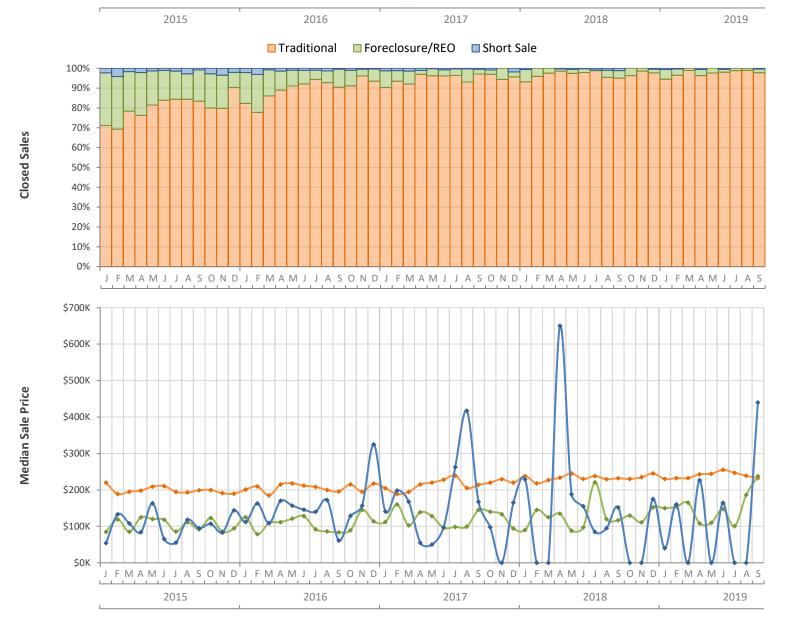


Monthly Distressed Market - September 2019 Single Family Homes Alachua County





		September 2019	September 2018	Percent Change Year-over-Year
Traditional	Closed Sales	213	227	-6.2%
Hauitioliai	Median Sale Price	\$232,000	\$232,000	0.0%
Foreclosure/REO	Closed Sales	4	9	-55.6%
	Median Sale Price	\$237,500	\$117,000	103.0%
Short Sale	Closed Sales	1	3	-66.7%
SHULL SAIR	Median Sale Price	\$440,000	\$152,000	189.5%



Monthly Market Detail - September 2019 Townhouses and Condos Alachua County





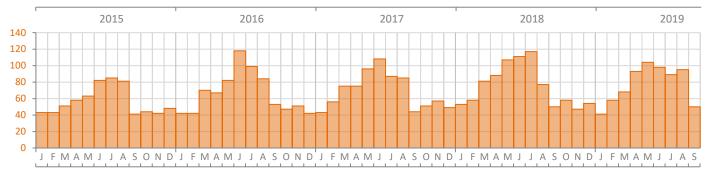
Summary Statistics	September 2019	September 2018	Percent Change Year-over-Year
Closed Sales	50	50	0.0%
Paid in Cash	26	25	4.0%
Median Sale Price	\$133,250	\$114,250	16.6%
Average Sale Price	\$139,075	\$129,122	7.7%
Dollar Volume	\$7.0 Million	\$6.5 Million	7.7%
Median Percent of Original List Price Received	97.1%	97.2%	-0.1%
Median Time to Contract	21 Days	20 Days	5.0%
Median Time to Sale	52 Days	50 Days	4.0%
New Pending Sales	50	68	-26.5%
New Listings	61	59	3.4%
Pending Inventory	66	63	4.8%
Inventory (Active Listings)	110	134	-17.9%
Months Supply of Inventory	1.5	1.8	-16.7%

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.

Closed Sales	Percent Change Year-over-Year
696	-6.2%
50	0.0%
95	23.4%
89	-23.9%
98	-11.7%
104	-2.8%
93	5.7%
68	-16.0%
58	0.0%
41	-22.6%
54	10.2%
47	-17.5%
58	13.7%
50	13.6%
	696 50 95 89 98 104 93 68 58 41 54 47 58



Median Time to Contract

Monthly Market Detail - September 2019 Townhouses and Condos Alachua County

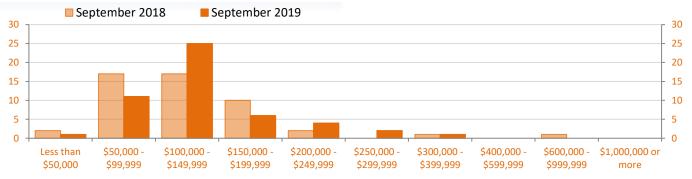


Closed Sales by Sale Price

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	1	-50.0%
\$50,000 - \$99,999	11	-35.3%
\$100,000 - \$149,999	25	47.1%
\$150,000 - \$199,999	6	-40.0%
\$200,000 - \$249,999	4	100.0%
\$250,000 - \$299,999	2	N/A
\$300,000 - \$399,999	1	0.0%
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	-100.0%
\$1,000,000 or more	0	N/A

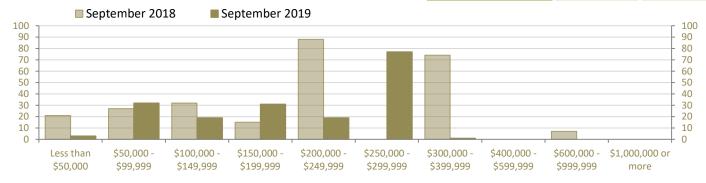


Median Time to Contract by Sale Price

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	3 Days	-85.7%
\$50,000 - \$99,999	32 Days	18.5%
\$100,000 - \$149,999	19 Days	-40.6%
\$150,000 - \$199,999	31 Days	106.7%
\$200,000 - \$249,999	19 Days	-78.4%
\$250,000 - \$299,999	77 Days	N/A
\$300,000 - \$399,999	1 Day	-98.6%
\$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 - September 2019 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	2	0.0%
\$50,000 - \$99,999	19	11.8%
\$100,000 - \$149,999	20	-13.0%
\$150,000 - \$199,999	13	225.0%
\$200,000 - \$249,999	5	-37.5%
\$250,000 - \$299,999	1	-75.0%
\$300,000 - \$399,999	1	N/A
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	-100.0%
\$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	-75.0%
\$50,000 - \$99,999	33	-23.3%
\$100,000 - \$149,999	30	-30.2%
\$150,000 - \$199,999	17	-19.0%
\$200,000 - \$249,999	13	30.0%
\$250,000 - \$299,999	9	0.0%
\$300,000 - \$399,999	4	N/A
\$400,000 - \$599,999	2	-50.0%
\$600,000 - \$999,999	1	N/A
\$1,000,000 or more	0	N/A



Monthly Distressed Market - September 2019 Townhouses and Condos Alachua County

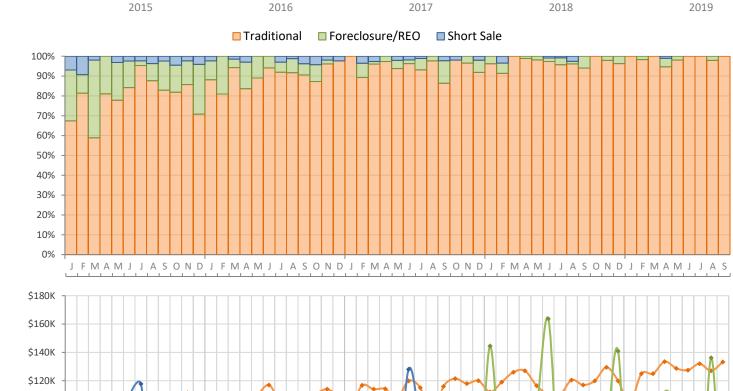


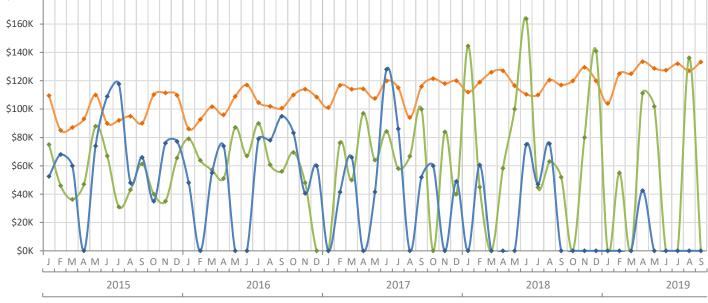


Closed Sales

Median Sale Price

		September 2019	September 2018	Percent Change Year-over-Year
Traditional	Closed Sales	50	47	6.4%
	Median Sale Price	\$133,250	\$117,000	13.9%
Foreclosure/REO	Closed Sales	0	3	-100.0%
	Median Sale Price	(No Sales)	\$52,000	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A





Monthly Market Detail - September 2019 Manufactured Homes Alachua County





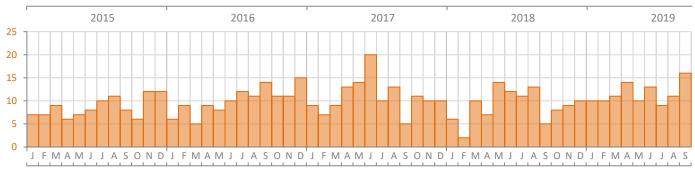
Summary Statistics	September 2019	September 2018	Percent Change Year-over-Year
Closed Sales	16	5	220.0%
Paid in Cash	9	4	125.0%
Median Sale Price	\$80,000	\$64,000	25.0%
Average Sale Price	\$92,627	\$91,480	1.3%
Dollar Volume	\$1.5 Million	\$457,400	224.0%
Median Percent of Original List Price Received	91.7%	75.7%	21.1%
Median Time to Contract	32 Days	128 Days	-75.0%
Median Time to Sale	71 Days	203 Days	-65.0%
New Pending Sales	13	12	8.3%
New Listings	13	12	8.3%
Pending Inventory	20	20	0.0%
Inventory (Active Listings)	50	39	28.2%
Months Supply of Inventory	4.6	4.2	9.5%

Closed Sales

The number of sales transactions which closed during the month

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Month	Closed Sales	Year-over-Year
Year-to-Date	104	30.0%
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%
November 2018	9	-10.0%
October 2018	8	-27.3%
September 2018	5	0.0%



Median Time to Contract

Monthly Market Detail - September 2019 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	4	N/A
\$50,000 - \$99,999	7	133.3%
\$100,000 - \$149,999	4	100.0%
\$150,000 - \$199,999	0	N/A
\$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

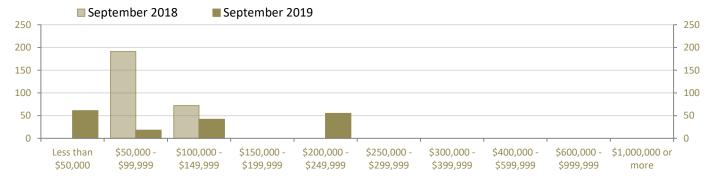


Median Time to Contract by Sale Price

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	61 Days	N/A
\$50,000 - \$99,999	18 Days	-90.6%
\$100,000 - \$149,999	42 Days	-41.7%
\$150,000 - \$199,999	(No Sales)	N/A
\$200,000 - \$249,999	55 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 - September 2019 Manufactured Homes Alachua County

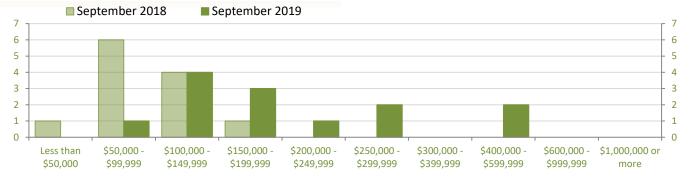


New Listings by Initial Listing Price

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	0	-100.0%
\$50,000 - \$99,999	1	-83.3%
\$100,000 - \$149,999	4	0.0%
\$150,000 - \$199,999	3	200.0%
\$200,000 - \$249,999	1	N/A
\$250,000 - \$299,999	2	N/A
\$300,000 - \$399,999	0	N/A
\$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	8	100.0%
\$50,000 - \$99,999	7	-56.3%
\$100,000 - \$149,999	14	7.7%
\$150,000 - \$199,999	8	166.7%
\$200,000 - \$249,999	7	600.0%
\$250,000 - \$299,999	3	200.0%
\$300,000 - \$399,999	0	-100.0%
\$400,000 - \$599,999	3	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A



Monthly Distressed Market - September 2019 Manufactured Homes Alachua County





		September 2019	September 2018	Percent Change Year-over-Year
Traditional	Closed Sales	14	5	180.0%
	Median Sale Price	\$92,000	\$64,000	43.8%
Foreclosure/REO	Closed Sales	2	0	N/A
	Median Sale Price	\$28,000	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

