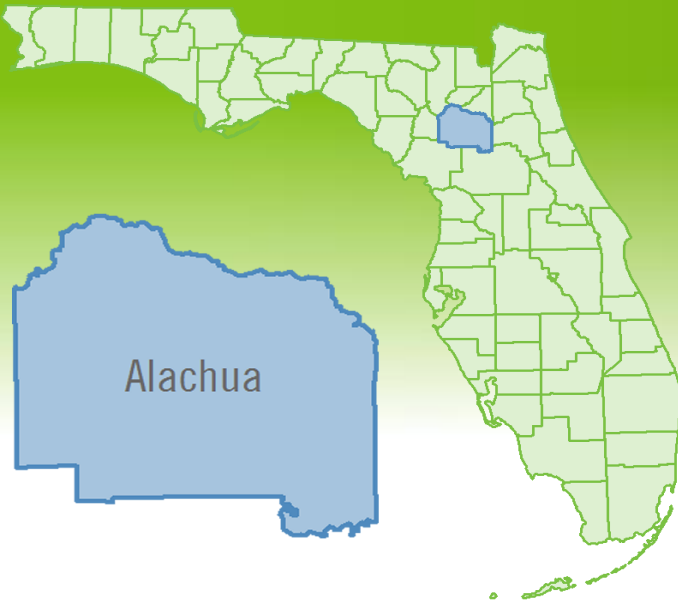


Monthly Market Detail - July 2020

Single Family Homes

Alachua County



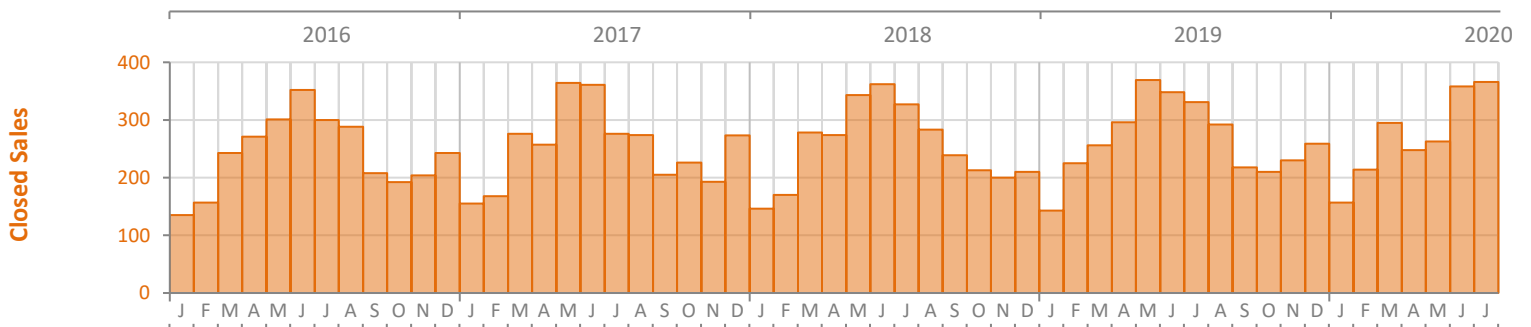
Summary Statistics	July 2020	July 2019	Percent Change Year-over-Year
Closed Sales	366	331	10.6%
Paid in Cash	56	51	9.8%
Median Sale Price	\$257,963	\$245,000	5.3%
Average Sale Price	\$297,788	\$279,094	6.7%
Dollar Volume	\$109.0 Million	\$92.4 Million	18.0%
Median Percent of Original List Price Received	98.3%	98.4%	-0.1%
Median Time to Contract	23 Days	24 Days	-4.2%
Median Time to Sale	73 Days	69 Days	5.8%
New Pending Sales	296	289	2.4%
New Listings	332	312	6.4%
Pending Inventory	481	464	3.7%
Inventory (Active Listings)	573	859	-33.3%
Months Supply of Inventory	2.2	3.3	-33.3%

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	1,901	-3.4%
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%
August 2019	292	3.2%
July 2019	331	1.2%

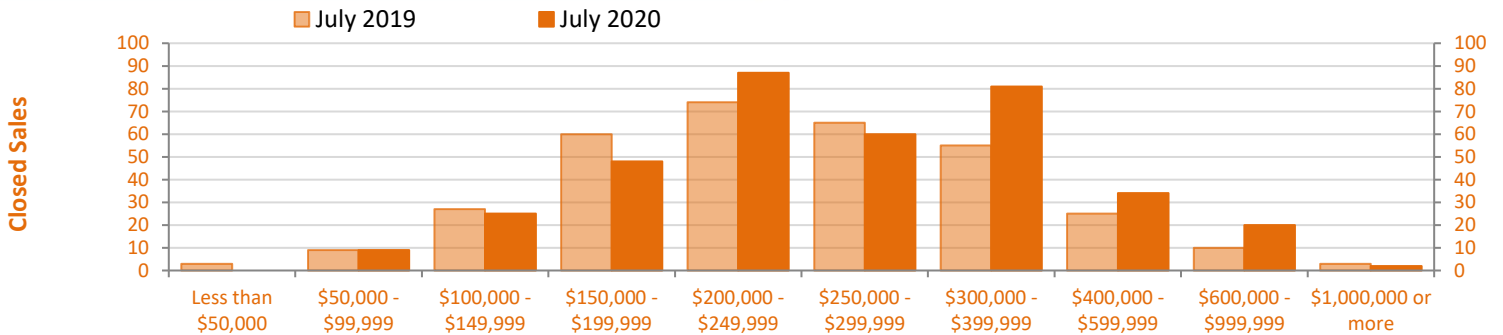


Closed Sales by Sale Price

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	0	-100.0%
\$50,000 - \$99,999	9	0.0%
\$100,000 - \$149,999	25	-7.4%
\$150,000 - \$199,999	48	-20.0%
\$200,000 - \$249,999	87	17.6%
\$250,000 - \$299,999	60	-7.7%
\$300,000 - \$399,999	81	47.3%
\$400,000 - \$599,999	34	36.0%
\$600,000 - \$999,999	20	100.0%
\$1,000,000 or more	2	-33.3%

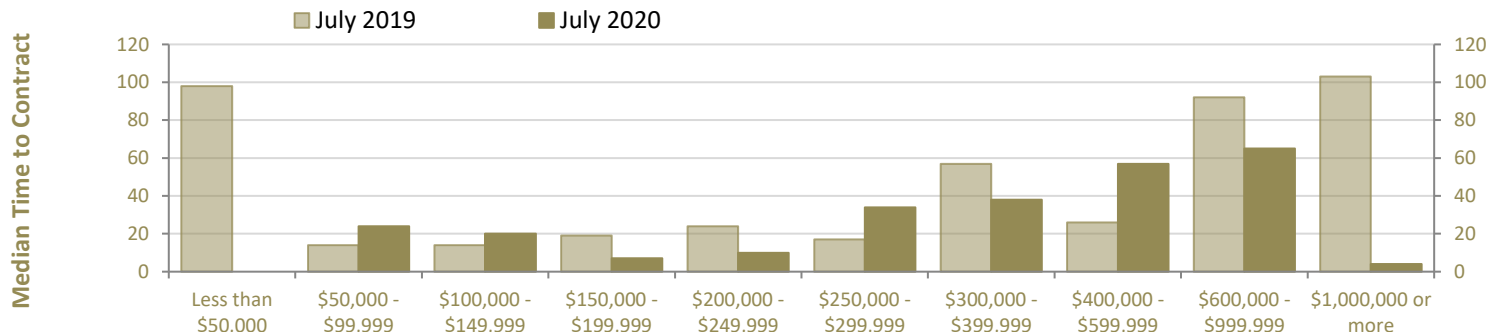


Median Time to Contract by Sale Price

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	24 Days	71.4%
\$100,000 - \$149,999	20 Days	42.9%
\$150,000 - \$199,999	7 Days	-63.2%
\$200,000 - \$249,999	10 Days	-58.3%
\$250,000 - \$299,999	34 Days	100.0%
\$300,000 - \$399,999	38 Days	-33.3%
\$400,000 - \$599,999	57 Days	119.2%
\$600,000 - \$999,999	65 Days	-29.3%
\$1,000,000 or more	4 Days	-96.1%

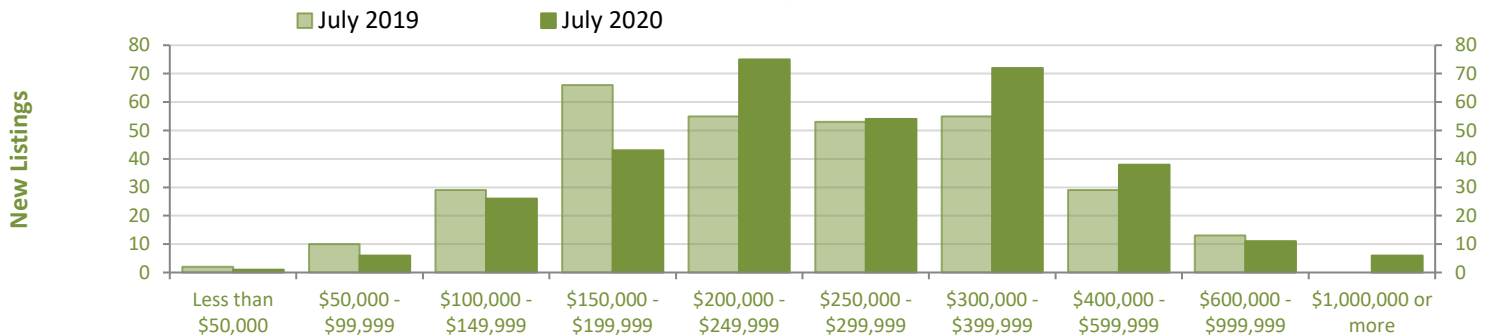


New Listings by Initial Listing Price

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	6	-40.0%
\$100,000 - \$149,999	26	-10.3%
\$150,000 - \$199,999	43	-34.8%
\$200,000 - \$249,999	75	36.4%
\$250,000 - \$299,999	54	1.9%
\$300,000 - \$399,999	72	30.9%
\$400,000 - \$599,999	38	31.0%
\$600,000 - \$999,999	11	-15.4%
\$1,000,000 or more	6	N/A

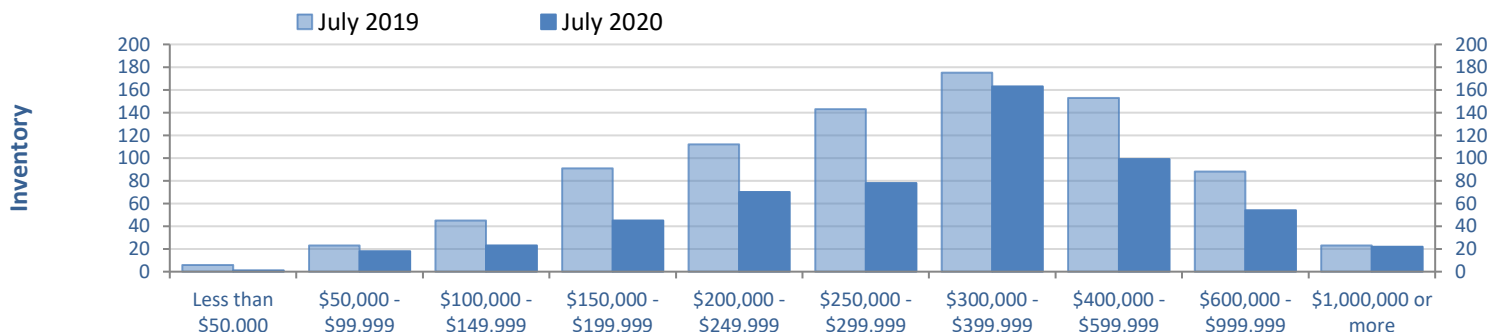


Inventory by Current Listing Price

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.

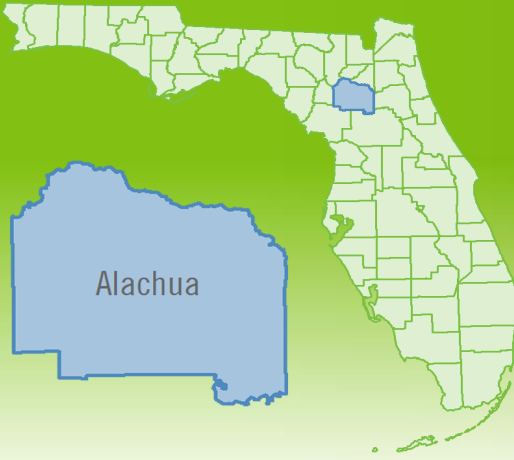
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	1	-83.3%
\$50,000 - \$99,999	18	-21.7%
\$100,000 - \$149,999	23	-48.9%
\$150,000 - \$199,999	45	-50.5%
\$200,000 - \$249,999	70	-37.5%
\$250,000 - \$299,999	78	-45.5%
\$300,000 - \$399,999	163	-6.9%
\$400,000 - \$599,999	99	-35.3%
\$600,000 - \$999,999	54	-38.6%
\$1,000,000 or more	22	-4.3%



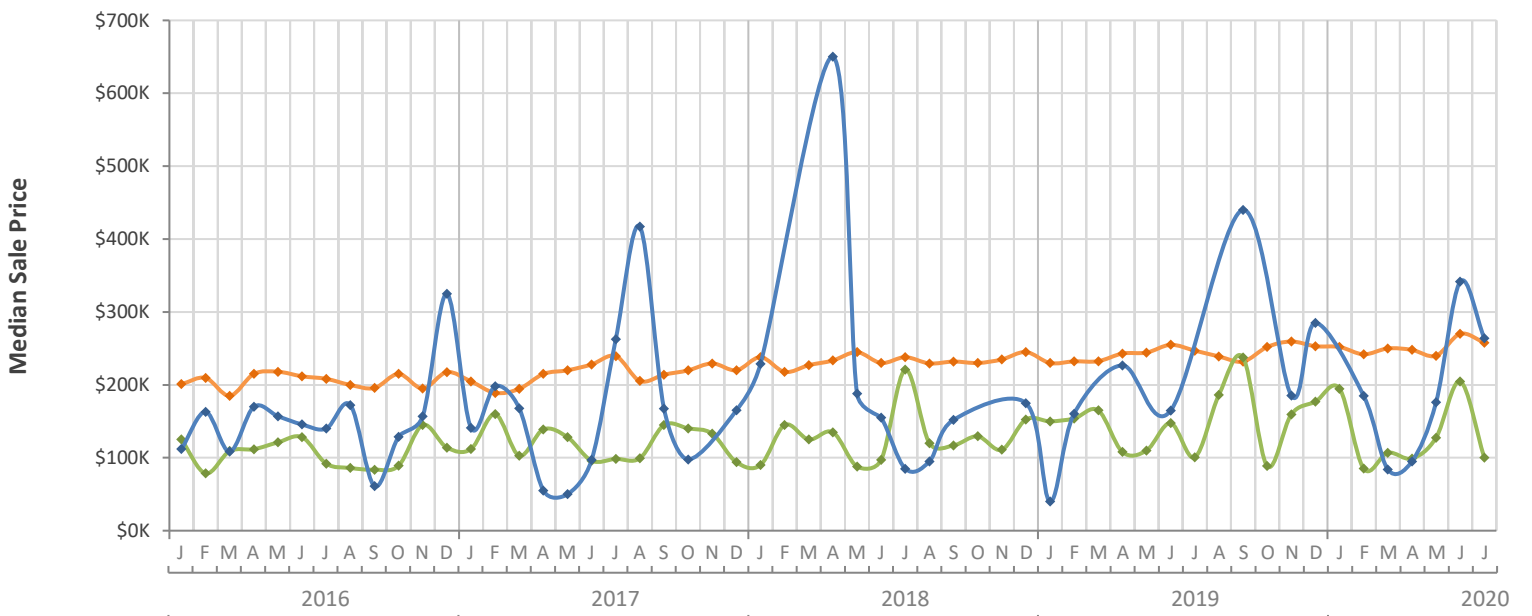
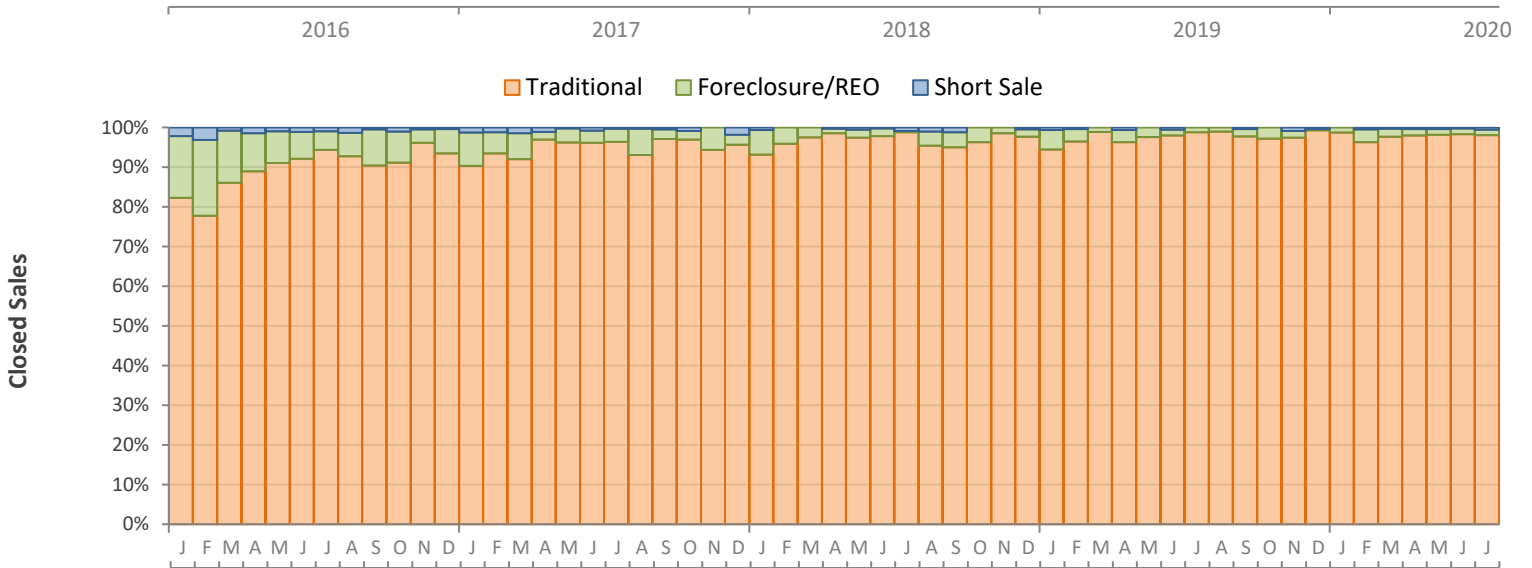
Monthly Distressed Market - July 2020

Single Family Homes

Alachua County



		July 2020	July 2019	Percent Change Year-over-Year
Traditional	Closed Sales	359	327	9.8%
	Median Sale Price	\$258,000	\$247,000	4.5%
Foreclosure/REO	Closed Sales	5	4	25.0%
	Median Sale Price	\$100,000	\$100,600	-0.6%
Short Sale	Closed Sales	2	0	N/A
	Median Sale Price	\$264,125	(No Sales)	N/A



Monthly Market Detail - July 2020

Townhouses and Condos

Alachua County



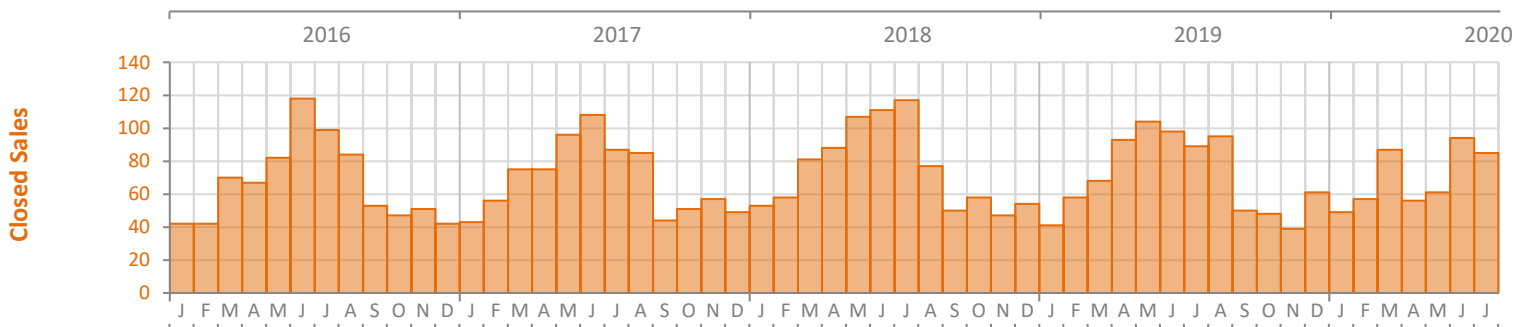
Summary Statistics	July 2020	July 2019	Percent Change Year-over-Year
Closed Sales	85	89	-4.5%
Paid in Cash	40	46	-13.0%
Median Sale Price	\$135,000	\$132,000	2.3%
Average Sale Price	\$133,507	\$132,591	0.7%
Dollar Volume	\$11.3 Million	\$11.8 Million	-3.8%
Median Percent of Original List Price Received	97.2%	97.3%	-0.1%
Median Time to Contract	20 Days	11 Days	81.8%
Median Time to Sale	60 Days	53 Days	13.2%
New Pending Sales	78	83	-6.0%
New Listings	116	64	81.3%
Pending Inventory	107	105	1.9%
Inventory (Active Listings)	167	108	54.6%
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	489	-11.3%
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%
August 2019	95	23.4%
July 2019	89	-23.9%

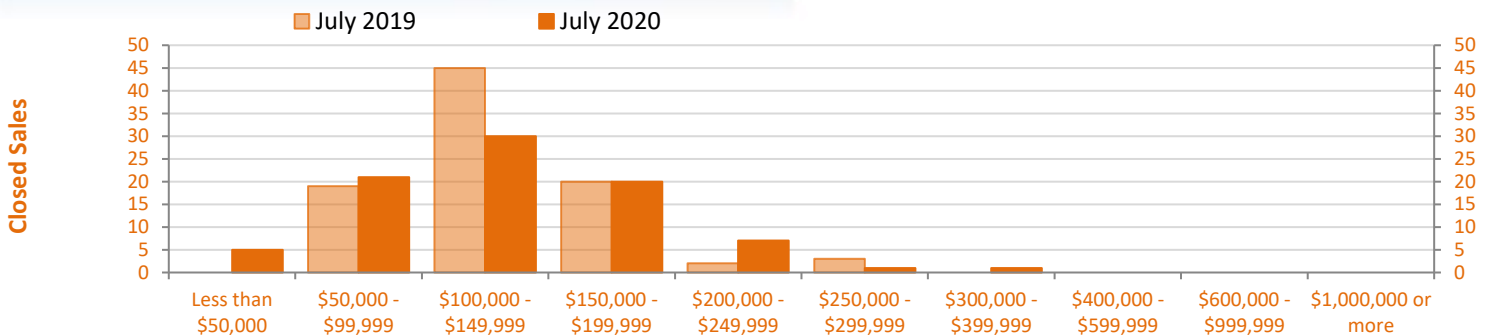


Closed Sales by Sale Price

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	5	N/A
\$50,000 - \$99,999	21	10.5%
\$100,000 - \$149,999	30	-33.3%
\$150,000 - \$199,999	20	0.0%
\$200,000 - \$249,999	7	250.0%
\$250,000 - \$299,999	1	-66.7%
\$300,000 - \$399,999	1	N/A
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

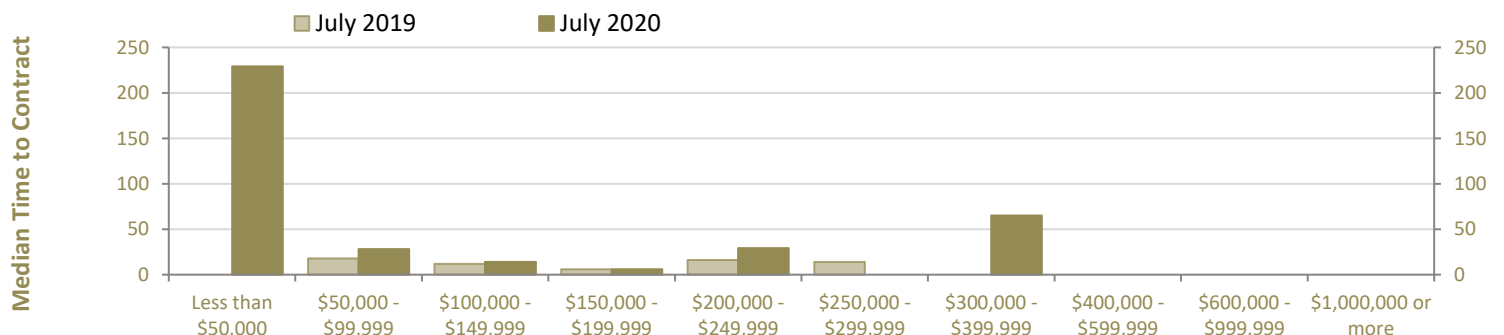


Median Time to Contract by Sale Price

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	229 Days	N/A
\$50,000 - \$99,999	28 Days	55.6%
\$100,000 - \$149,999	14 Days	16.7%
\$150,000 - \$199,999	6 Days	0.0%
\$200,000 - \$249,999	29 Days	81.3%
\$250,000 - \$299,999	0 Days	-100.0%
\$300,000 - \$399,999	65 Days	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

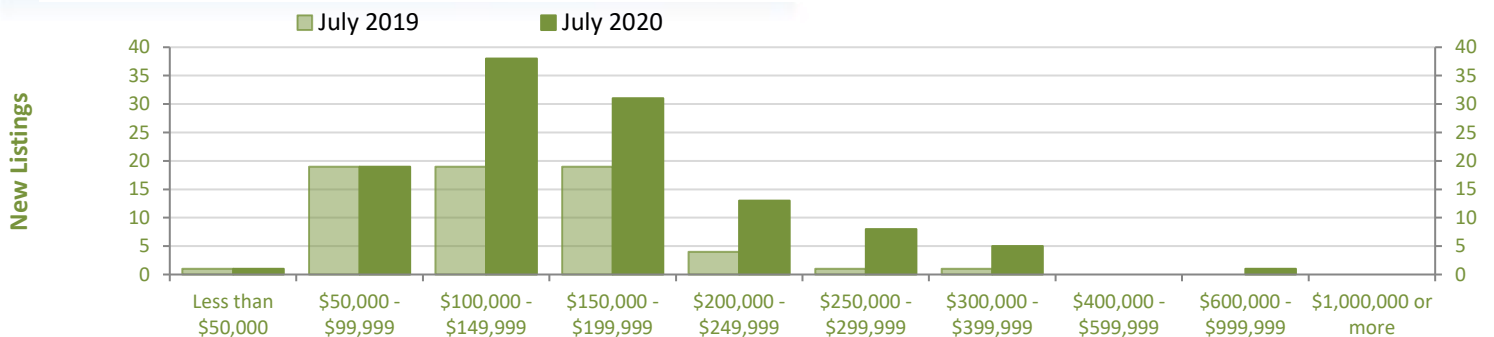


New Listings by Initial Listing Price

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	1	0.0%
\$50,000 - \$99,999	19	0.0%
\$100,000 - \$149,999	38	100.0%
\$150,000 - \$199,999	31	63.2%
\$200,000 - \$249,999	13	225.0%
\$250,000 - \$299,999	8	700.0%
\$300,000 - \$399,999	5	400.0%
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	1	N/A
\$1,000,000 or more	0	N/A

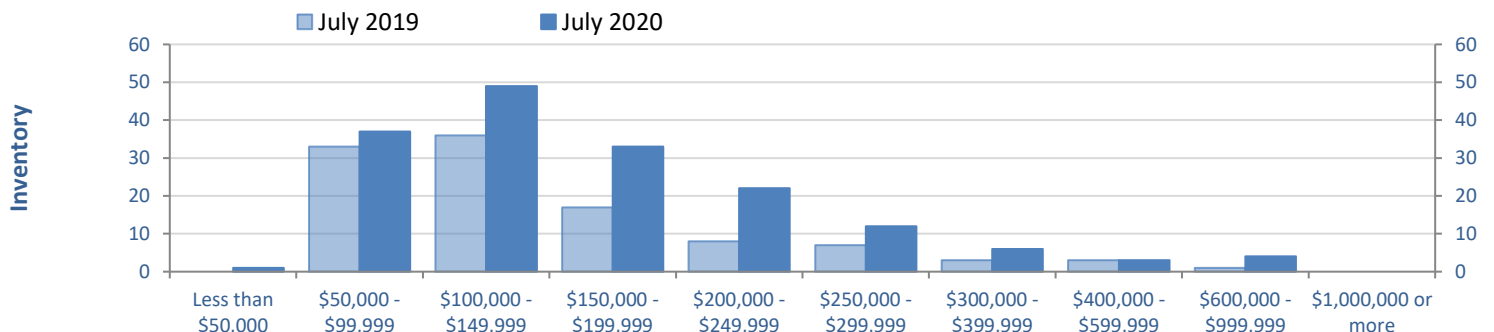


Inventory by Current Listing Price

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	1	N/A
\$50,000 - \$99,999	37	12.1%
\$100,000 - \$149,999	49	36.1%
\$150,000 - \$199,999	33	94.1%
\$200,000 - \$249,999	22	175.0%
\$250,000 - \$299,999	12	71.4%
\$300,000 - \$399,999	6	100.0%
\$400,000 - \$599,999	3	0.0%
\$600,000 - \$999,999	4	300.0%
\$1,000,000 or more	0	N/A



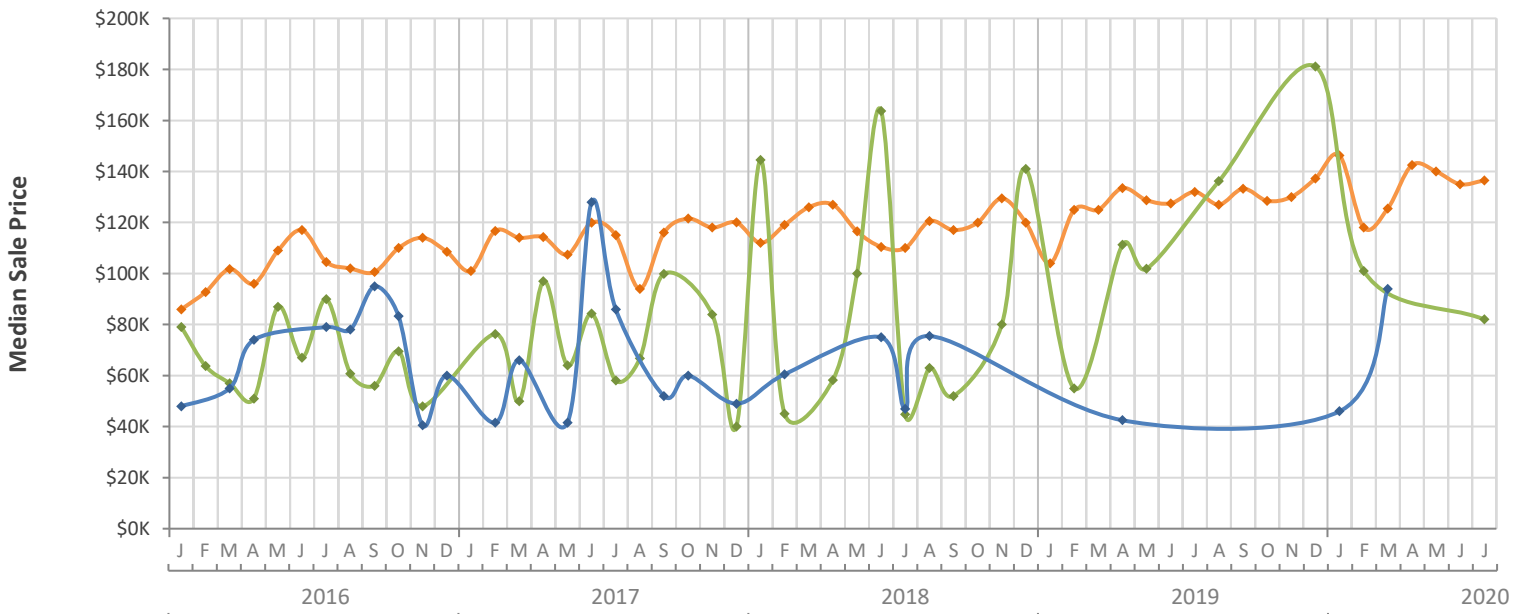
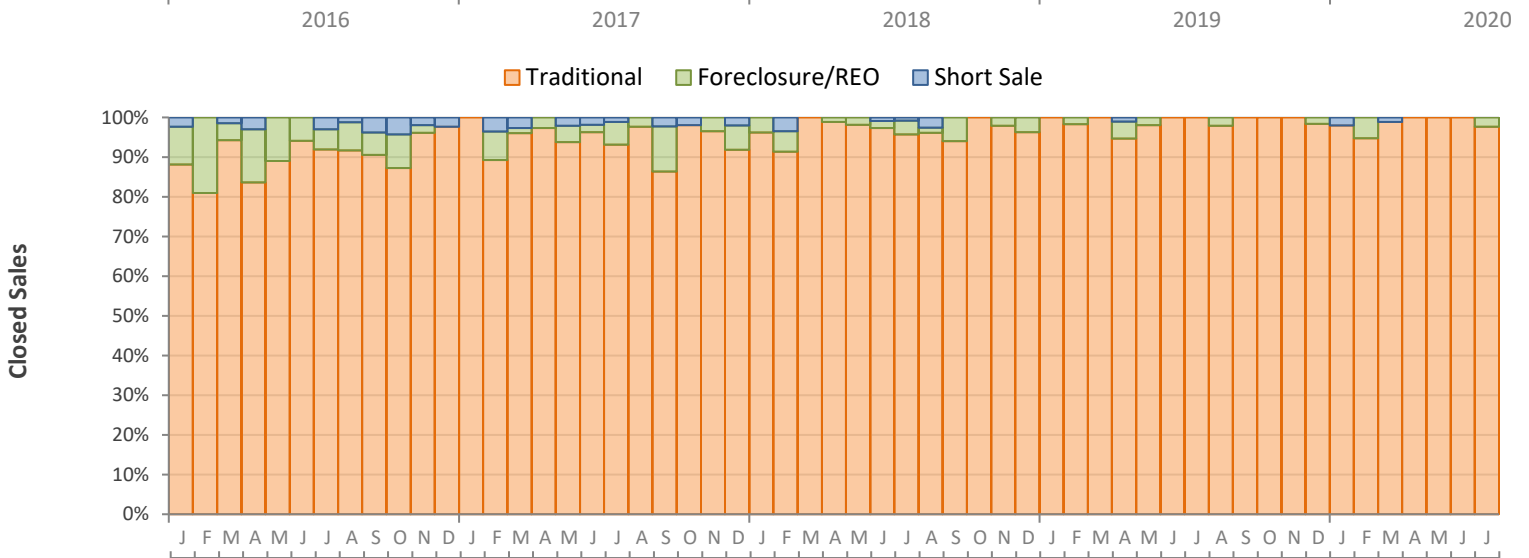
Monthly Distressed Market - July 2020

Townhouses and Condos

Alachua County



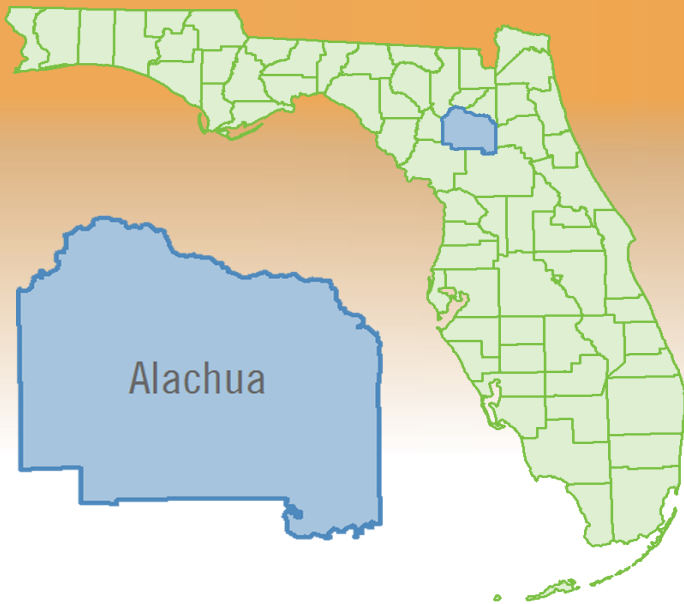
		July 2020	July 2019	Percent Change Year-over-Year
Traditional	Closed Sales	83	89	-6.7%
	Median Sale Price	\$136,500	\$132,000	3.4%
Foreclosure/REO	Closed Sales	2	0	N/A
	Median Sale Price	\$82,000	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



Monthly Market Detail - July 2020

Manufactured Homes

Alachua County



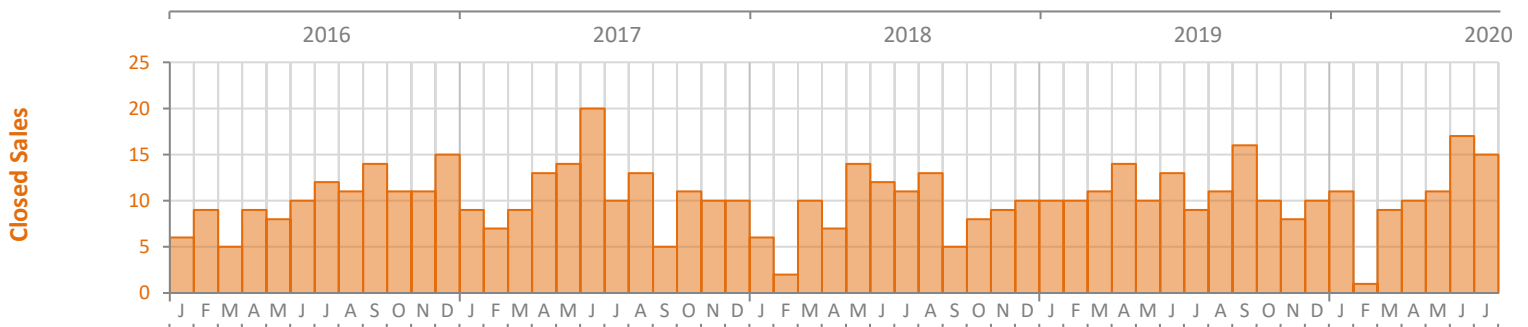
Summary Statistics	July 2020	July 2019	Percent Change Year-over-Year
Closed Sales	15	9	66.7%
Paid in Cash	7	3	133.3%
Median Sale Price	\$108,000	\$110,000	-1.8%
Average Sale Price	\$105,433	\$102,522	2.8%
Dollar Volume	\$1.6 Million	\$922,698	71.4%
Median Percent of Original List Price Received	93.3%	88.0%	6.0%
Median Time to Contract	29 Days	52 Days	-44.2%
Median Time to Sale	77 Days	112 Days	-31.3%
New Pending Sales	18	13	38.5%
New Listings	10	19	-47.4%
Pending Inventory	39	26	50.0%
Inventory (Active Listings)	22	50	-56.0%
Months Supply of Inventory	2.0	4.9	-59.2%

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	74	-3.9%
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%
August 2019	11	-15.4%
July 2019	9	-18.2%

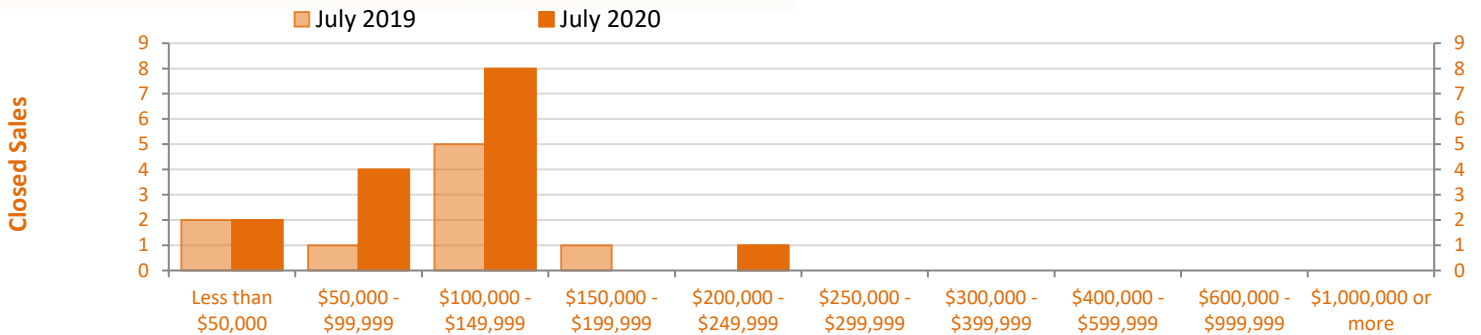


Closed Sales by Sale Price

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	2	0.0%
\$50,000 - \$99,999	4	300.0%
\$100,000 - \$149,999	8	60.0%
\$150,000 - \$199,999	0	-100.0%
\$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

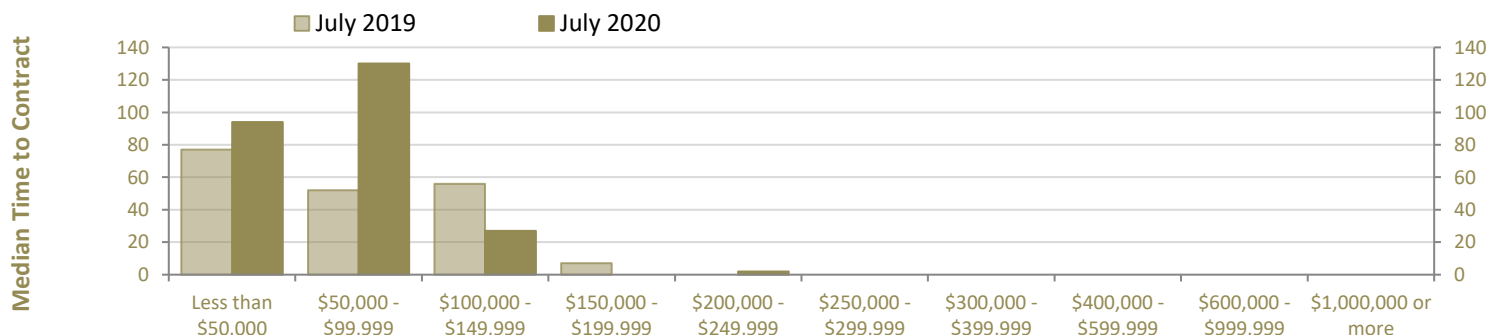


Median Time to Contract by Sale Price

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	94 Days	22.1%
\$50,000 - \$99,999	130 Days	150.0%
\$100,000 - \$149,999	27 Days	-51.8%
\$150,000 - \$199,999	(No Sales)	N/A
\$200,000 - \$249,999	2 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

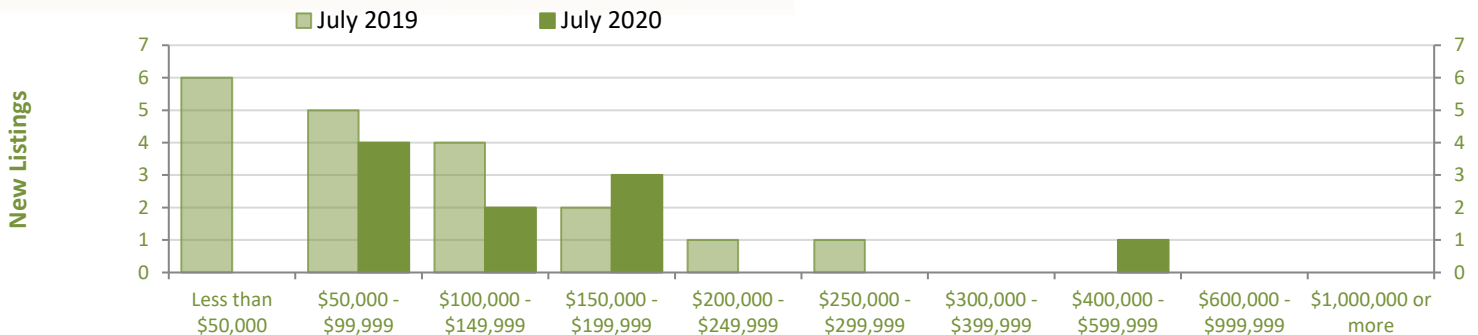


New Listings by Initial Listing Price

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	4	-20.0%
\$100,000 - \$149,999	2	-50.0%
\$150,000 - \$199,999	3	50.0%
\$200,000 - \$249,999	0	-100.0%
\$250,000 - \$299,999	0	-100.0%
\$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

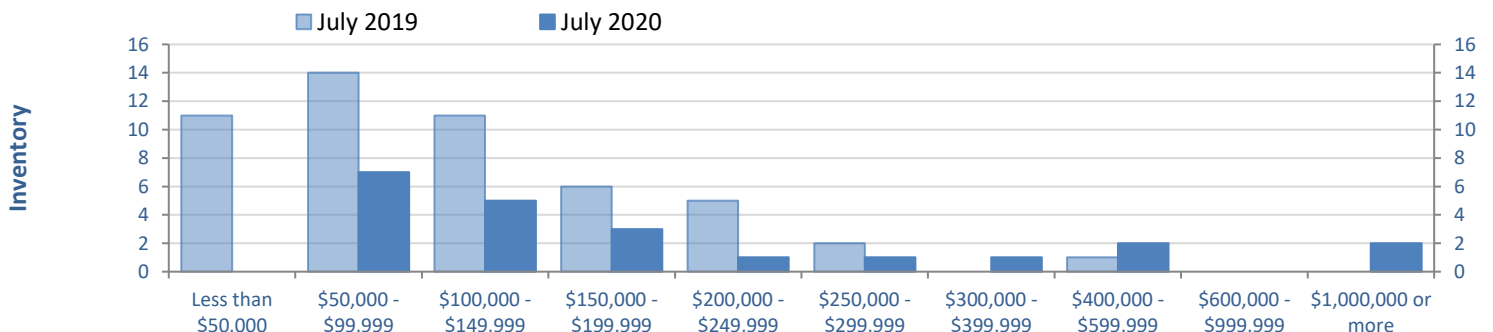


Inventory by Current Listing Price

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.

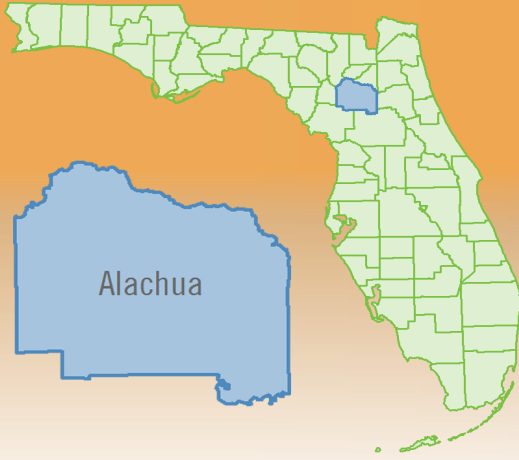
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	-100.0%
\$50,000 - \$99,999	7	-50.0%
\$100,000 - \$149,999	5	-54.5%
\$150,000 - \$199,999	3	-50.0%
\$200,000 - \$249,999	1	-80.0%
\$250,000 - \$299,999	1	-50.0%
\$300,000 - \$399,999	1	N/A
\$400,000 - \$599,999	2	100.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	2	N/A



Monthly Distressed Market - July 2020

Manufactured Homes

Alachua County



		July 2020	July 2019	Percent Change Year-over-Year
Traditional	Closed Sales	13	8	62.5%
	Median Sale Price	\$121,000	\$108,000	12.0%
Foreclosure/REO	Closed Sales	2	1	100.0%
	Median Sale Price	\$58,000	\$155,700	-62.7%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

