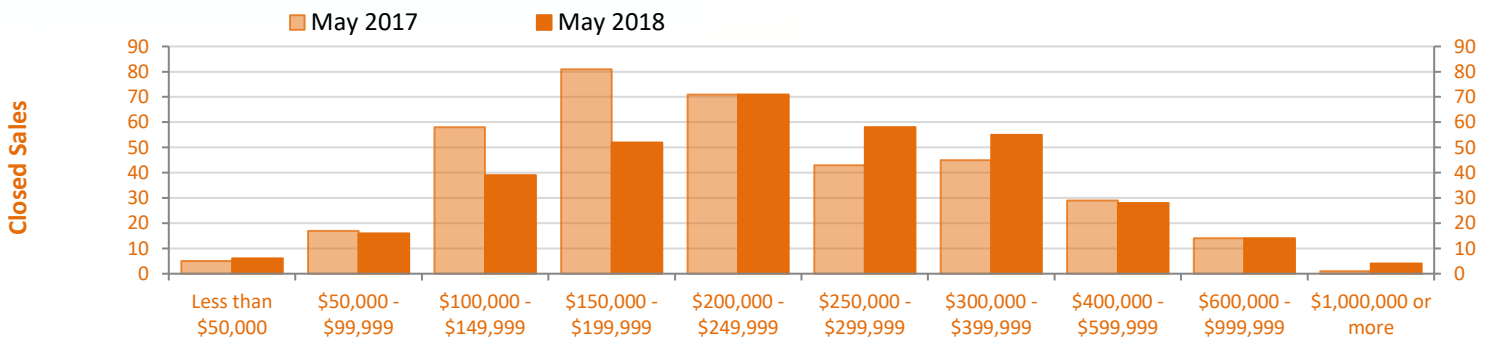


Closed Sales by Sale Price

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	6	20.0%
\$50,000 - \$99,999	16	-5.9%
\$100,000 - \$149,999	39	-32.8%
\$150,000 - \$199,999	52	-35.8%
\$200,000 - \$249,999	71	0.0%
\$250,000 - \$299,999	58	34.9%
\$300,000 - \$399,999	55	22.2%
\$400,000 - \$599,999	28	-3.4%
\$600,000 - \$999,999	14	0.0%
\$1,000,000 or more	4	300.0%

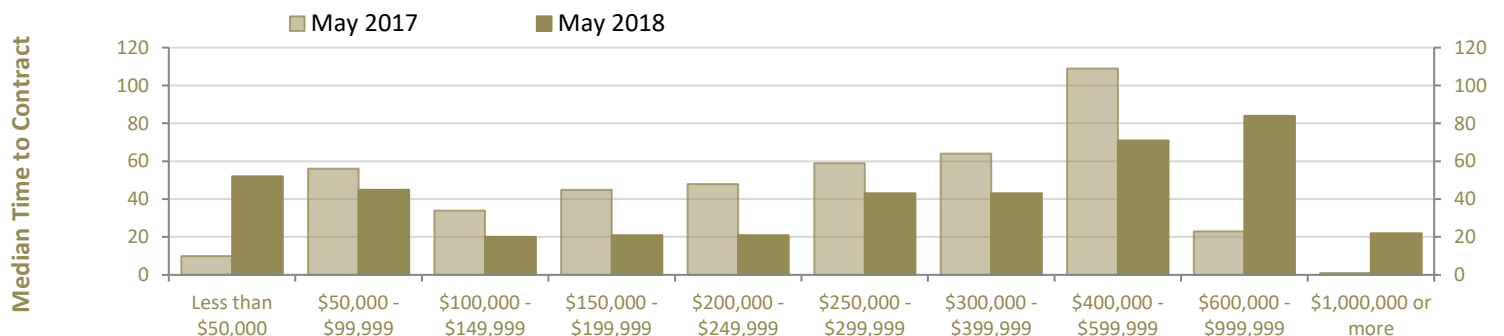


Median Time to Contract by Sale Price

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	52 Days	420.0%
\$50,000 - \$99,999	45 Days	-19.6%
\$100,000 - \$149,999	20 Days	-41.2%
\$150,000 - \$199,999	21 Days	-53.3%
\$200,000 - \$249,999	21 Days	-56.3%
\$250,000 - \$299,999	43 Days	-27.1%
\$300,000 - \$399,999	43 Days	-32.8%
\$400,000 - \$599,999	71 Days	-34.9%
\$600,000 - \$999,999	84 Days	265.2%
\$1,000,000 or more	22 Days	2100.0%

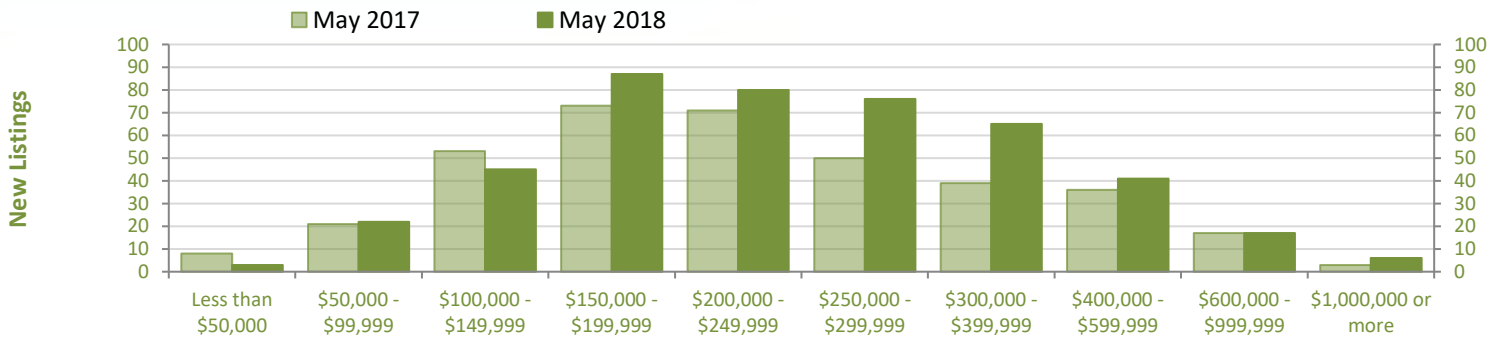


New Listings by Initial Listing Price

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	3	-62.5%
\$50,000 - \$99,999	22	4.8%
\$100,000 - \$149,999	45	-15.1%
\$150,000 - \$199,999	87	19.2%
\$200,000 - \$249,999	80	12.7%
\$250,000 - \$299,999	76	52.0%
\$300,000 - \$399,999	65	66.7%
\$400,000 - \$599,999	41	13.9%
\$600,000 - \$999,999	17	0.0%
\$1,000,000 or more	6	100.0%

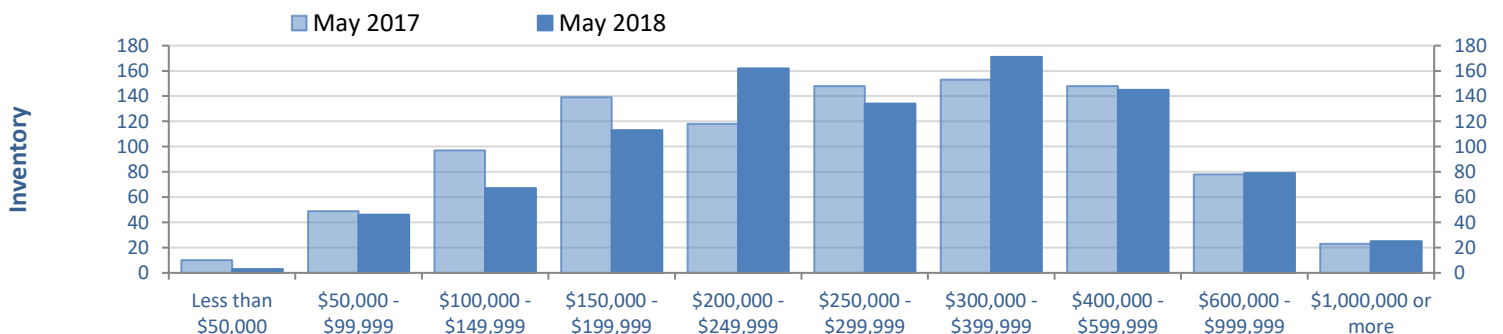


Inventory by Current Listing Price

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.

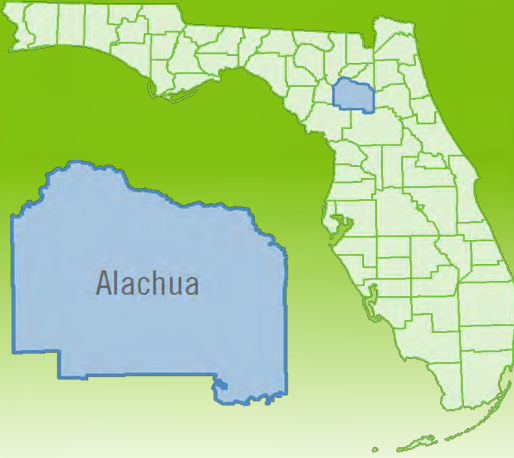
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	3	-70.0%
\$50,000 - \$99,999	46	-6.1%
\$100,000 - \$149,999	67	-30.9%
\$150,000 - \$199,999	113	-18.7%
\$200,000 - \$249,999	162	37.3%
\$250,000 - \$299,999	134	-9.5%
\$300,000 - \$399,999	171	11.8%
\$400,000 - \$599,999	145	-2.0%
\$600,000 - \$999,999	79	1.3%
\$1,000,000 or more	25	8.7%



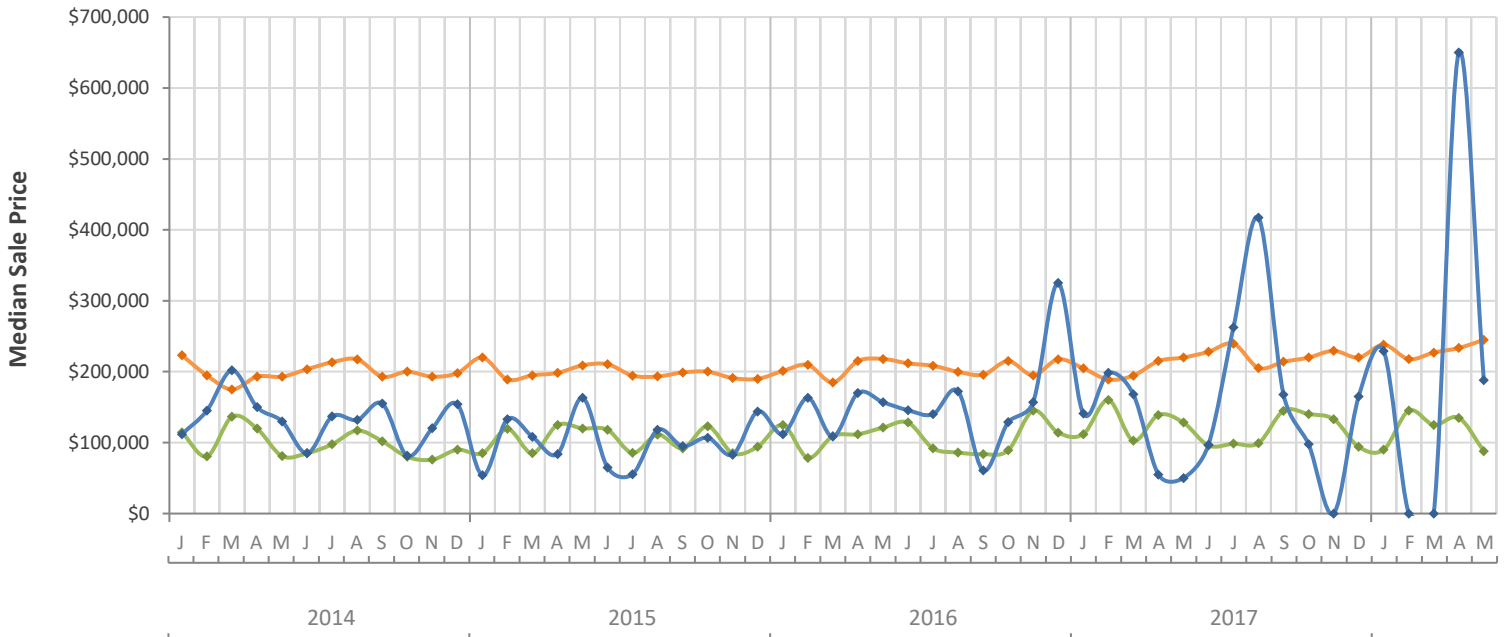
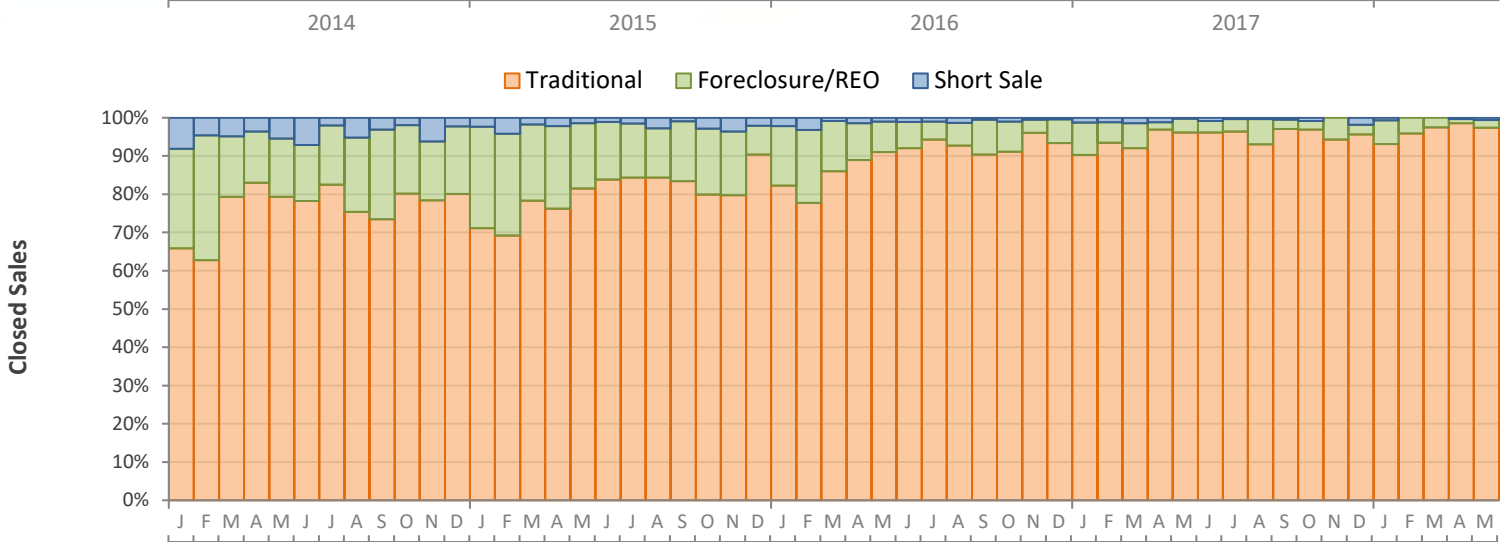
Monthly Distressed Market - May 2018

Single Family Homes

Alachua County



		May 2018	May 2017	Percent Change Year-over-Year
Traditional	Closed Sales	334	350	-4.6%
	Median Sale Price	\$244,888	\$220,000	11.3%
Foreclosure/REO	Closed Sales	7	13	-46.2%
	Median Sale Price	\$88,000	\$128,250	-31.4%
Short Sale	Closed Sales	2	1	100.0%
	Median Sale Price	\$188,000	\$50,000	276.0%



Monthly Market Detail - May 2018

Townhouses and Condos

Alachua County



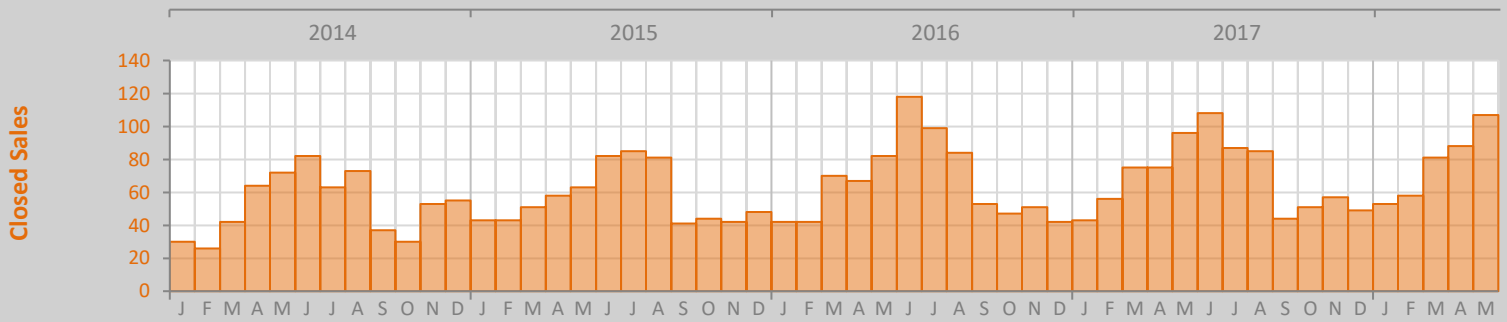
Summary Statistics	May 2018	May 2017	Percent Change Year-over-Year
Closed Sales	107	96	11.5%
Paid in Cash	60	51	17.6%
Median Sale Price	\$115,400	\$105,000	9.9%
Average Sale Price	\$123,665	\$114,831	7.7%
Dollar Volume	\$13.2 Million	\$11.0 Million	20.0%
Median Percent of Original List Price Received	96.9%	97.2%	-0.3%
Median Time to Contract	18 Days	27 Days	-33.3%
Median Time to Sale	54 Days	57 Days	-5.3%
New Pending Sales	133	110	20.9%
New Listings	124	108	14.8%
Pending Inventory	140	133	5.3%
Inventory (Active Listings)	151	156	-3.2%
Months Supply of Inventory	2.1	2.2	-4.5%

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	387	12.2%
May 2018	107	11.5%
April 2018	88	17.3%
March 2018	81	8.0%
February 2018	58	3.6%
January 2018	53	23.3%
December 2017	49	16.7%
November 2017	57	11.8%
October 2017	51	8.5%
September 2017	44	-17.0%
August 2017	85	1.2%
July 2017	87	-12.1%
June 2017	108	-8.5%
May 2017	96	17.1%

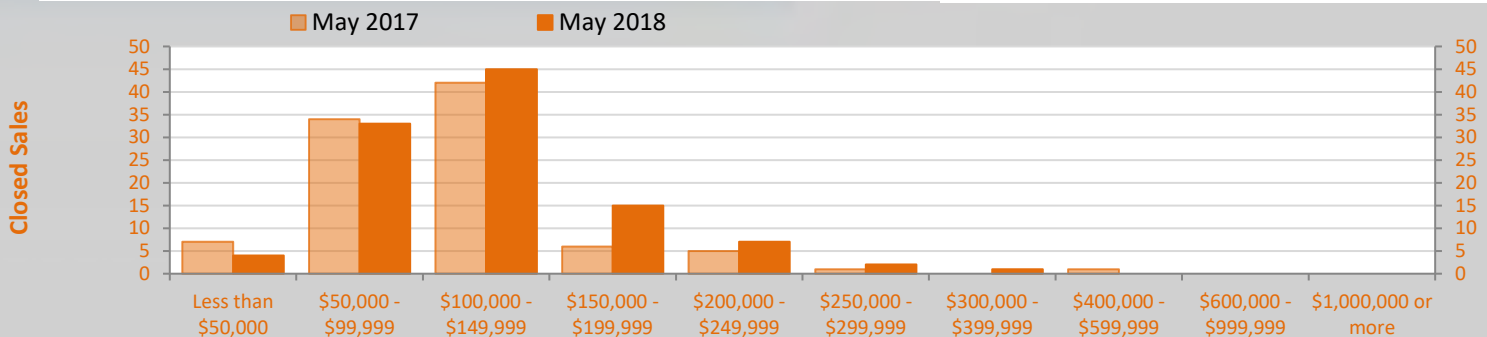


Closed Sales by Sale Price

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	4	-42.9%
\$50,000 - \$99,999	33	-2.9%
\$100,000 - \$149,999	45	7.1%
\$150,000 - \$199,999	15	150.0%
\$200,000 - \$249,999	7	40.0%
\$250,000 - \$299,999	2	100.0%
\$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

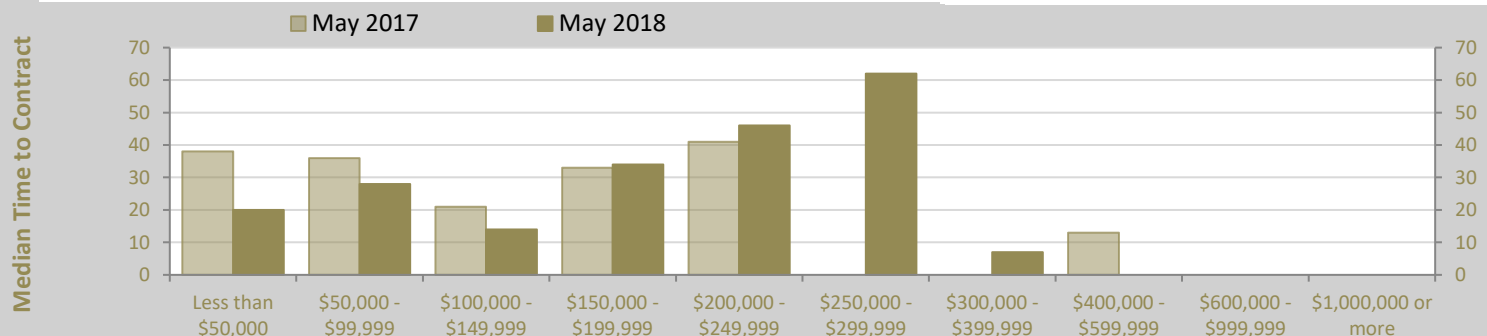


Median Time to Contract by Sale Price

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	20 Days	-47.4%
\$50,000 - \$99,999	28 Days	-22.2%
\$100,000 - \$149,999	14 Days	-33.3%
\$150,000 - \$199,999	34 Days	3.0%
\$200,000 - \$249,999	46 Days	12.2%
\$250,000 - \$299,999	62 Days	N/A
\$300,000 - \$399,999	7 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

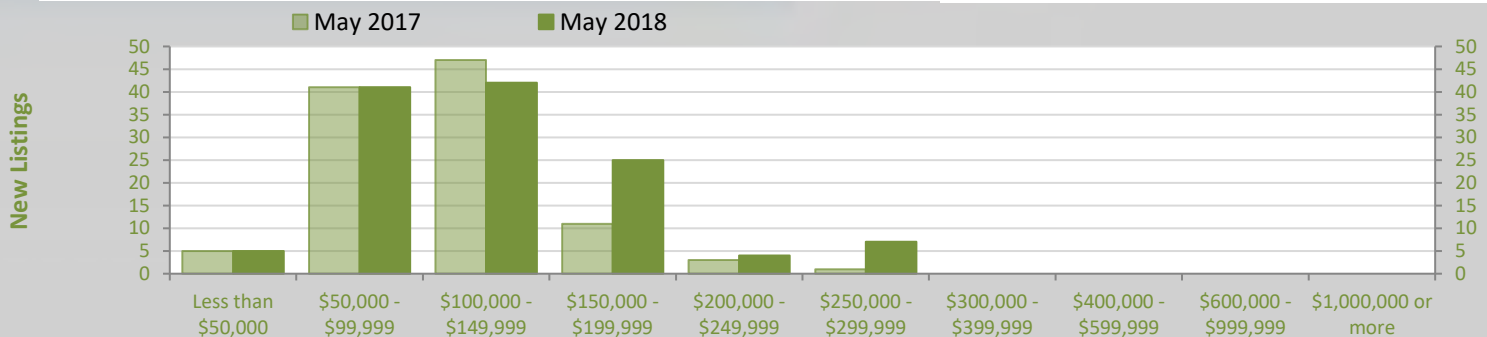


New Listings by Initial Listing Price

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	5	0.0%
\$50,000 - \$99,999	41	0.0%
\$100,000 - \$149,999	42	-10.6%
\$150,000 - \$199,999	25	127.3%
\$200,000 - \$249,999	4	33.3%
\$250,000 - \$299,999	7	600.0%
\$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

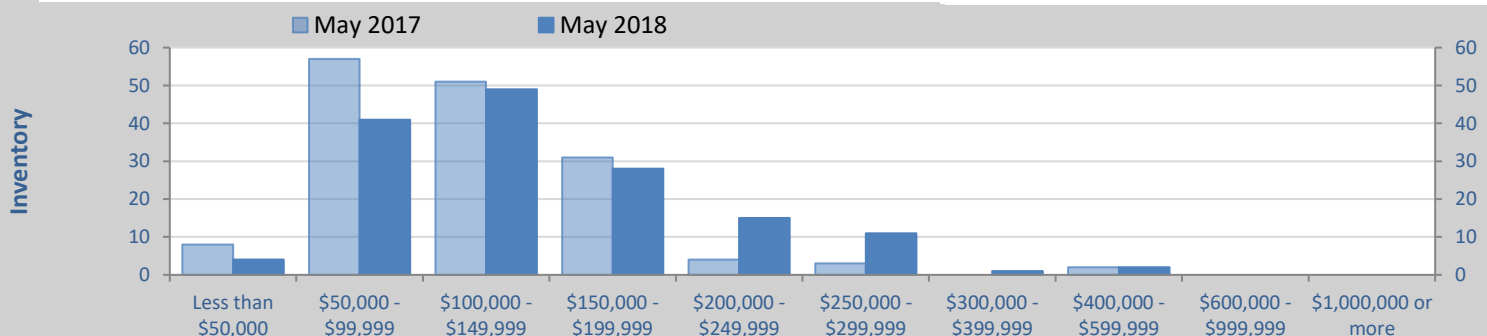


Inventory by Current Listing Price

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	-50.0%
\$50,000 - \$99,999	41	-28.1%
\$100,000 - \$149,999	49	-3.9%
\$150,000 - \$199,999	28	-9.7%
\$200,000 - \$249,999	15	275.0%
\$250,000 - \$299,999	11	266.7%
\$300,000 - \$399,999	1	N/A
\$400,000 - \$599,999	2	0.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A



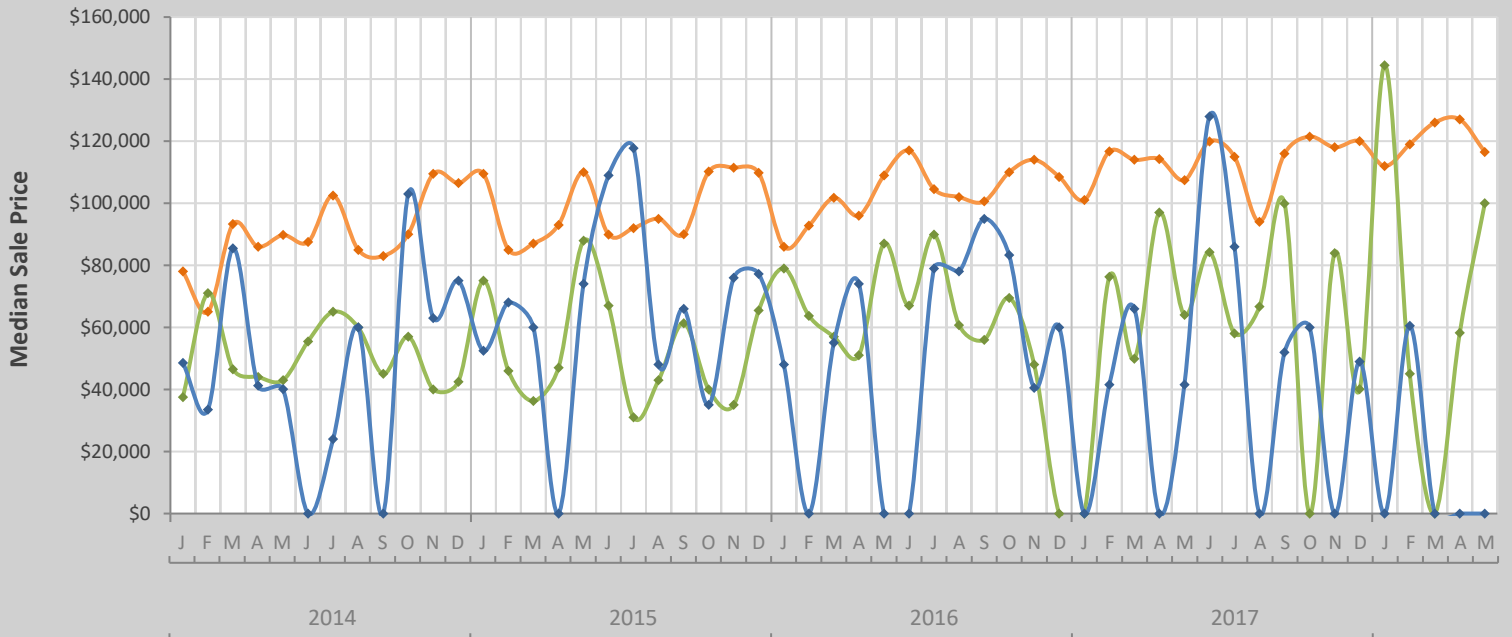
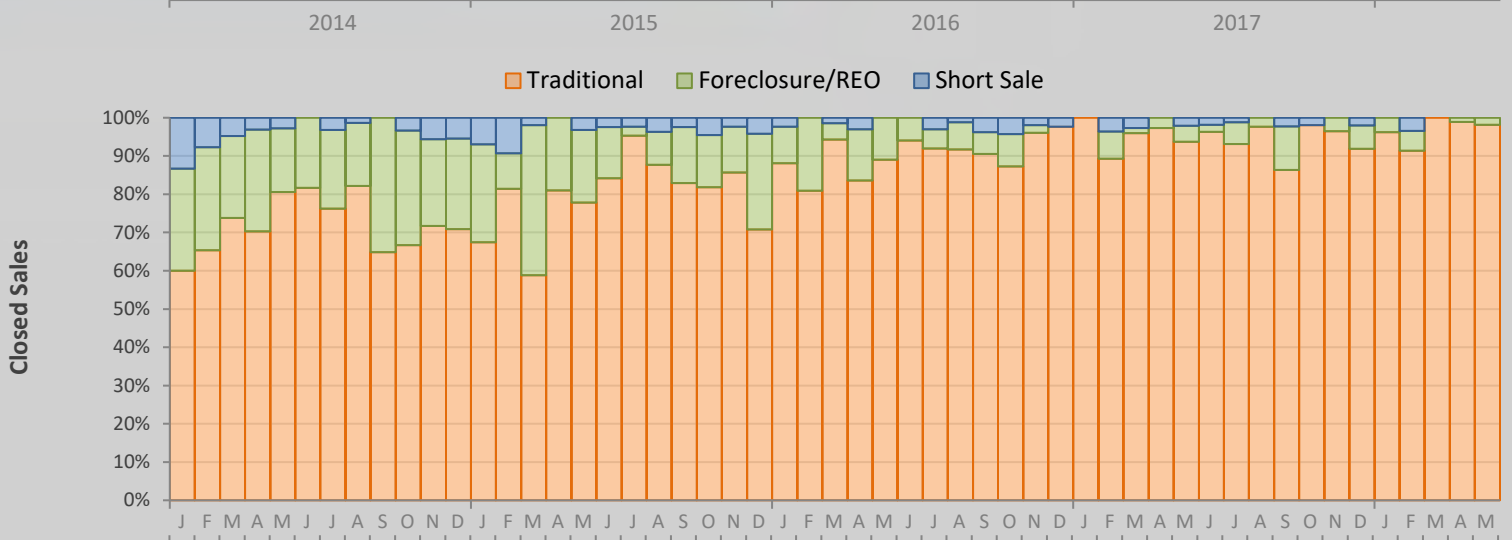
Monthly Distressed Market - May 2018

Townhouses and Condos

Alachua County



		May 2018	May 2017	Percent Change Year-over-Year
Traditional	Closed Sales	105	90	16.7%
	Median Sale Price	\$116,500	\$107,450	8.4%
Foreclosure/REO	Closed Sales	2	4	-50.0%
	Median Sale Price	\$100,000	\$64,000	56.3%
Short Sale	Closed Sales	0	2	-100.0%
	Median Sale Price	(No Sales)	\$41,550	N/A

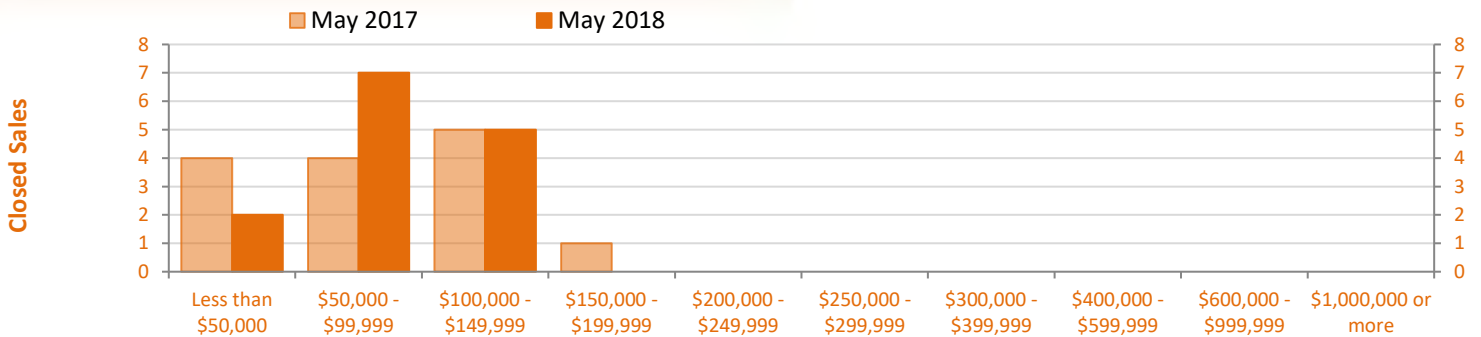


Closed Sales by Sale Price

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	-50.0%
\$50,000 - \$99,999	7	75.0%
\$100,000 - \$149,999	5	0.0%
\$150,000 - \$199,999	0	-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

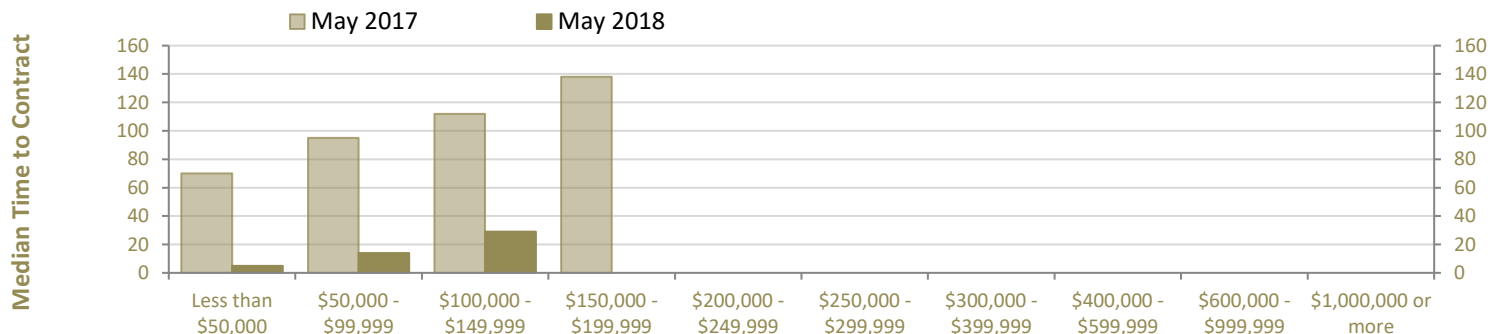


Median Time to Contract by Sale Price

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	5 Days	-92.9%
\$50,000 - \$99,999	14 Days	-85.3%
\$100,000 - \$149,999	29 Days	-74.1%
\$150,000 - \$199,999	(No Sales)	N/A
\$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

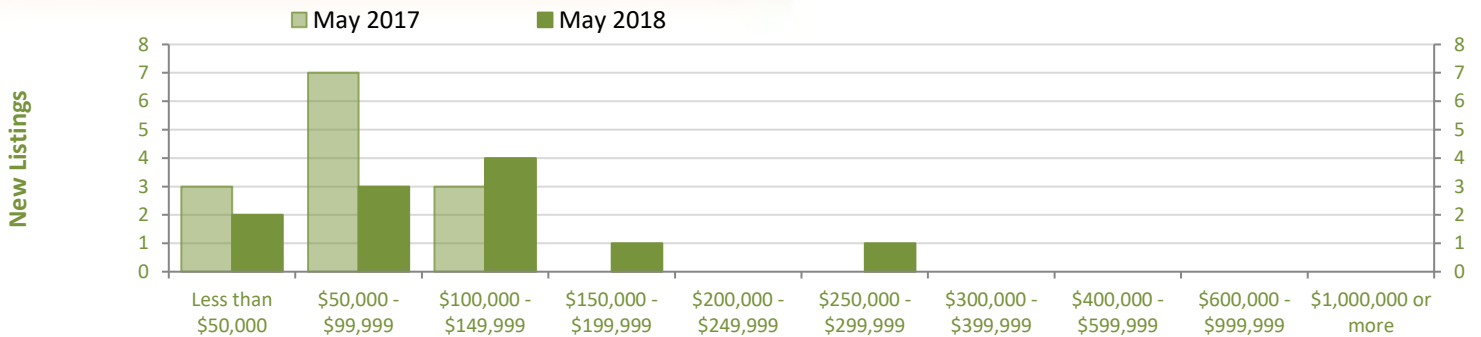


New Listings by Initial Listing Price

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	2	-33.3%
\$50,000 - \$99,999	3	-57.1%
\$100,000 - \$149,999	4	33.3%
\$150,000 - \$199,999	1	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

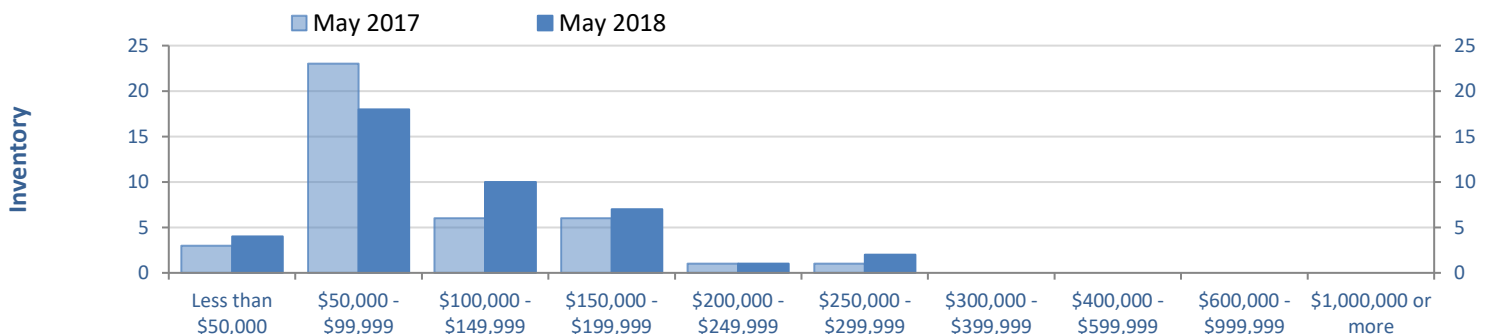


Inventory by Current Listing Price

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.

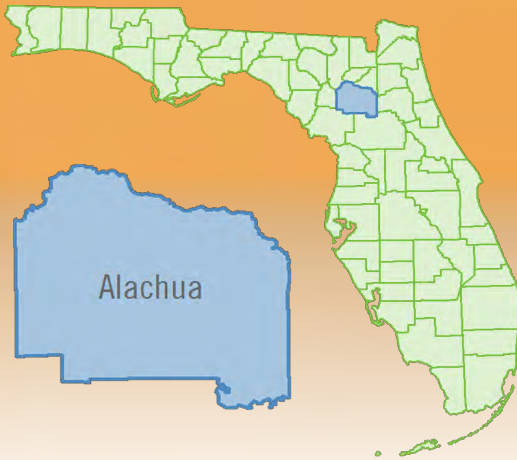
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	4	33.3%
\$50,000 - \$99,999	18	-21.7%
\$100,000 - \$149,999	10	66.7%
\$150,000 - \$199,999	7	16.7%
\$200,000 - \$249,999	1	0.0%
\$250,000 - \$299,999	2	100.0%
\$300,000 - \$399,999	0	N/A
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A



Monthly Distressed Market - May 2018

Manufactured Homes

Alachua County



		May 2018	May 2017	Percent Change Year-over-Year
Traditional	Closed Sales	12	12	0.0%
	Median Sale Price	\$93,250	\$87,500	6.6%
Foreclosure/REO	Closed Sales	1	2	-50.0%
	Median Sale Price	\$35,001	\$51,500	-32.0%
Short Sale	Closed Sales	1	0	N/A
	Median Sale Price	\$70,000	(No Sales)	N/A

