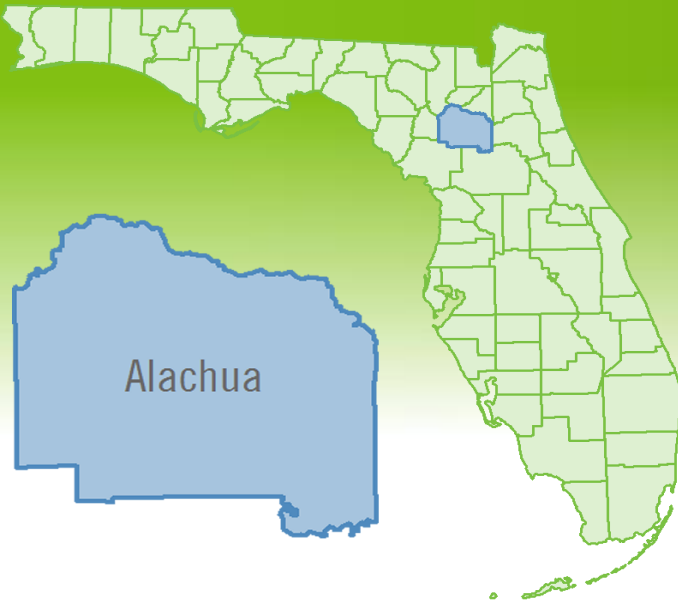


Monthly Market Detail - April 2019

Single Family Homes

Alachua County



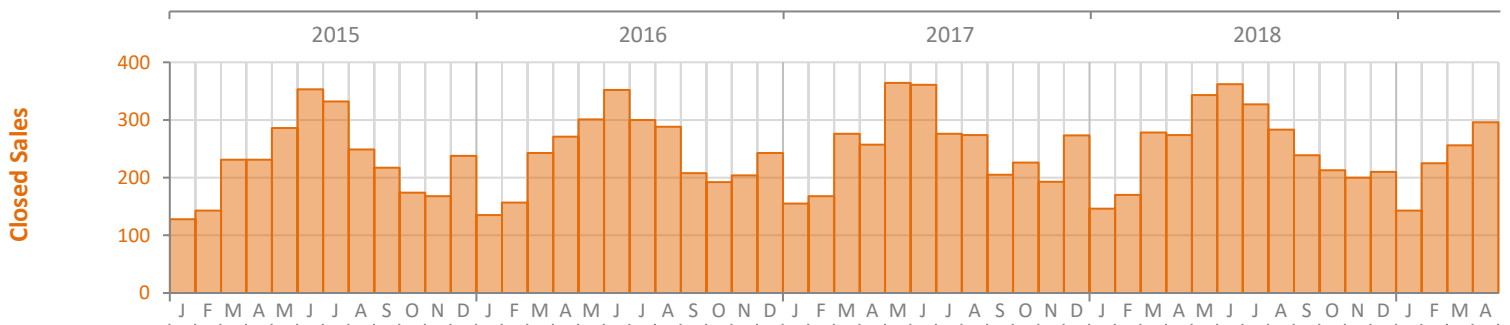
Summary Statistics	April 2019	April 2018	Percent Change Year-over-Year
Closed Sales	296	274	8.0%
Paid in Cash	72	56	28.6%
Median Sale Price	\$241,500	\$233,440	3.5%
Average Sale Price	\$269,414	\$266,184	1.2%
Dollar Volume	\$79.7 Million	\$72.9 Million	9.3%
Median Percent of Original List Price Received	98.4%	97.7%	0.7%
Median Time to Contract	28 Days	33 Days	-15.2%
Median Time to Sale	63 Days	65 Days	-3.1%
New Pending Sales	371	418	-11.2%
New Listings	405	416	-2.6%
Pending Inventory	583	595	-2.0%
Inventory (Active Listings)	852	845	0.8%
Months Supply of Inventory	3.3	3.3	0.0%

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	920	6.0%
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%
August 2018	283	3.3%
July 2018	327	18.5%
June 2018	362	0.3%
May 2018	343	-5.8%
April 2018	274	6.6%

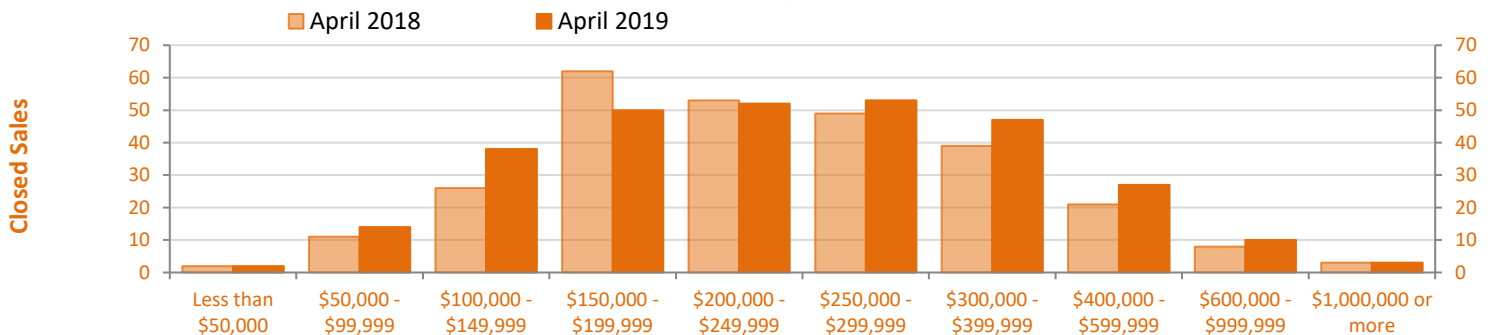


Closed Sales by Sale Price

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	14	27.3%
\$100,000 - \$149,999	38	46.2%
\$150,000 - \$199,999	50	-19.4%
\$200,000 - \$249,999	52	-1.9%
\$250,000 - \$299,999	53	8.2%
\$300,000 - \$399,999	47	20.5%
\$400,000 - \$599,999	27	28.6%
\$600,000 - \$999,999	10	25.0%
\$1,000,000 or more	3	0.0%

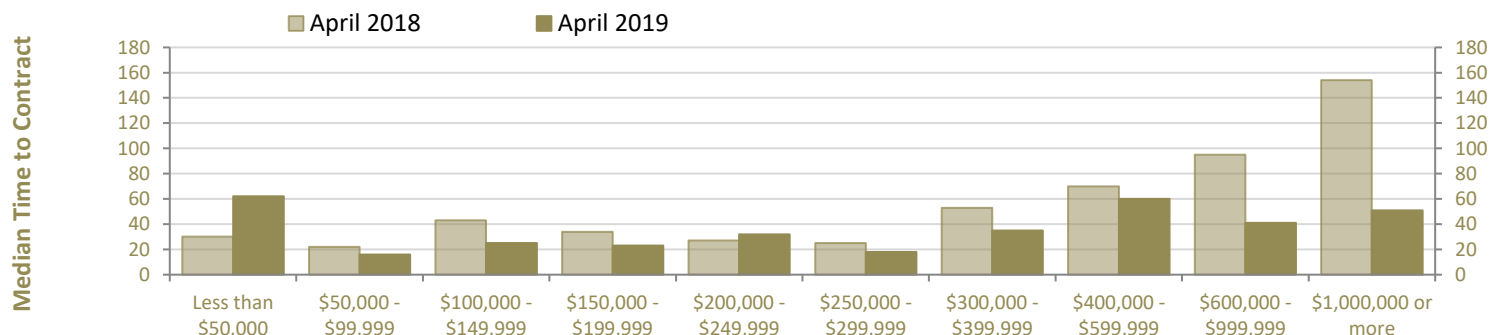


Median Time to Contract by Sale Price

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	62 Days	106.7%
\$50,000 - \$99,999	16 Days	-27.3%
\$100,000 - \$149,999	25 Days	-41.9%
\$150,000 - \$199,999	23 Days	-32.4%
\$200,000 - \$249,999	32 Days	18.5%
\$250,000 - \$299,999	18 Days	-28.0%
\$300,000 - \$399,999	35 Days	-34.0%
\$400,000 - \$599,999	60 Days	-14.3%
\$600,000 - \$999,999	41 Days	-56.8%
\$1,000,000 or more	51 Days	-66.9%

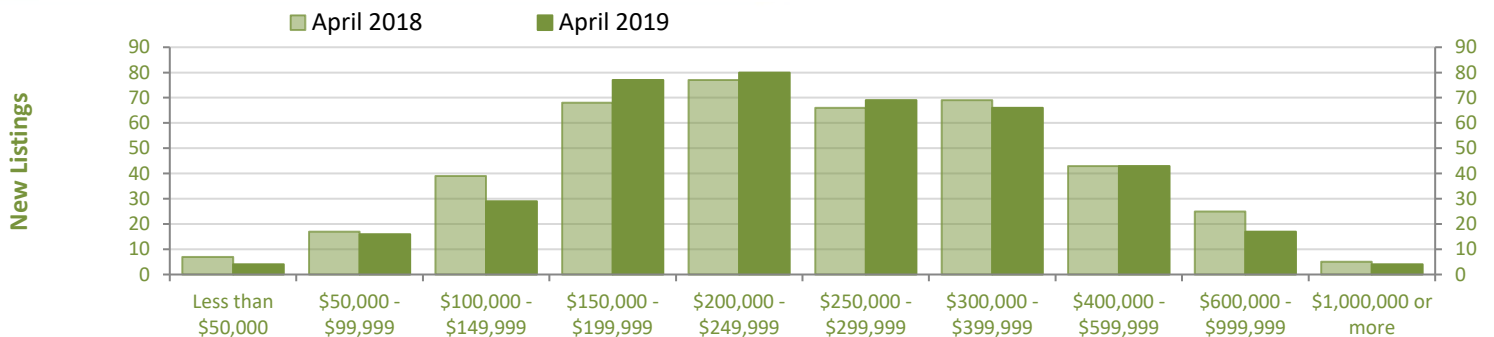


New Listings by Initial Listing Price

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	4	-42.9%
\$50,000 - \$99,999	16	-5.9%
\$100,000 - \$149,999	29	-25.6%
\$150,000 - \$199,999	77	13.2%
\$200,000 - \$249,999	80	3.9%
\$250,000 - \$299,999	69	4.5%
\$300,000 - \$399,999	66	-4.3%
\$400,000 - \$599,999	43	0.0%
\$600,000 - \$999,999	17	-32.0%
\$1,000,000 or more	4	-20.0%

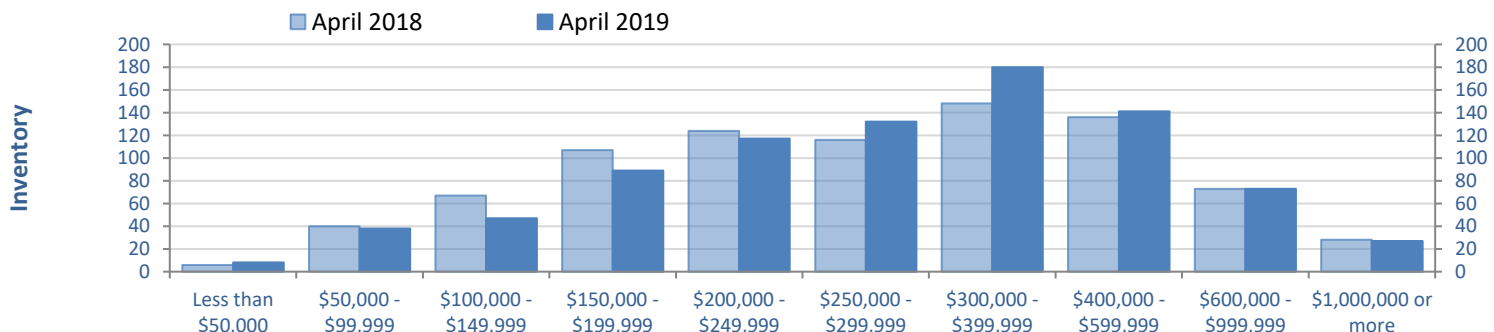


Inventory by Current Listing Price

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	33.3%
\$50,000 - \$99,999	38	-5.0%
\$100,000 - \$149,999	47	-29.9%
\$150,000 - \$199,999	89	-16.8%
\$200,000 - \$249,999	117	-5.6%
\$250,000 - \$299,999	132	13.8%
\$300,000 - \$399,999	180	21.6%
\$400,000 - \$599,999	141	3.7%
\$600,000 - \$999,999	73	0.0%
\$1,000,000 or more	27	-3.6%



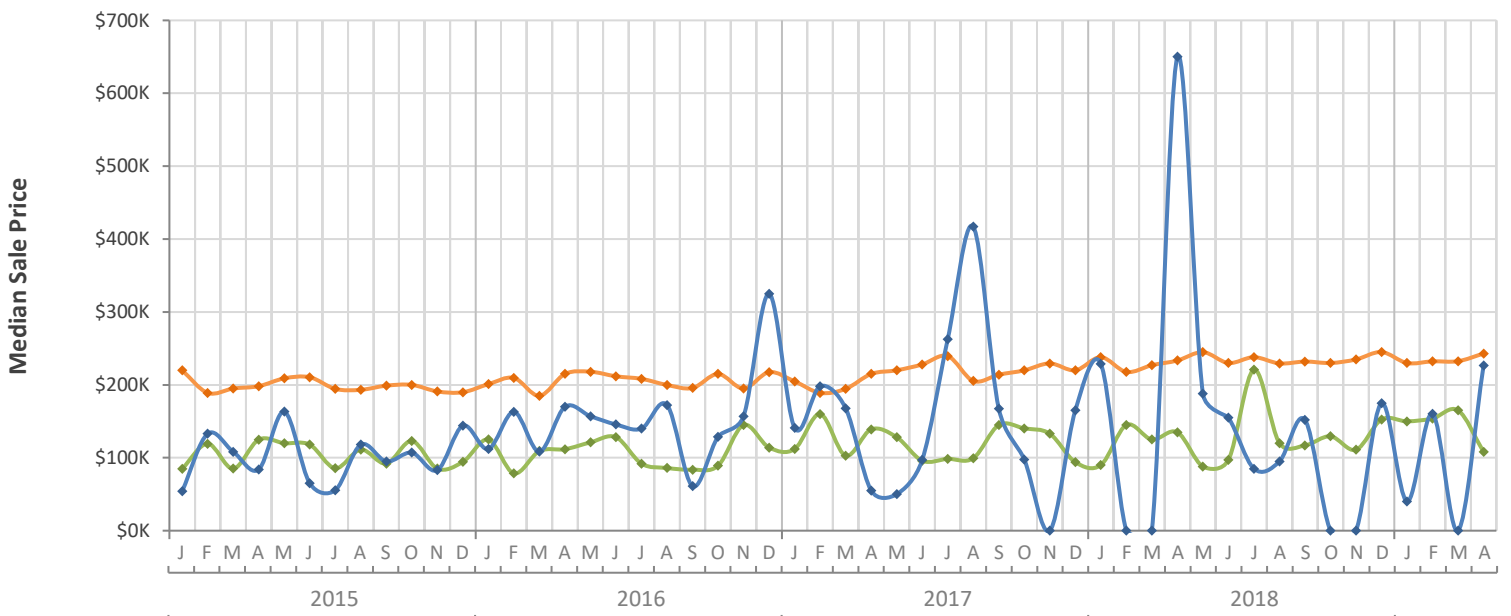
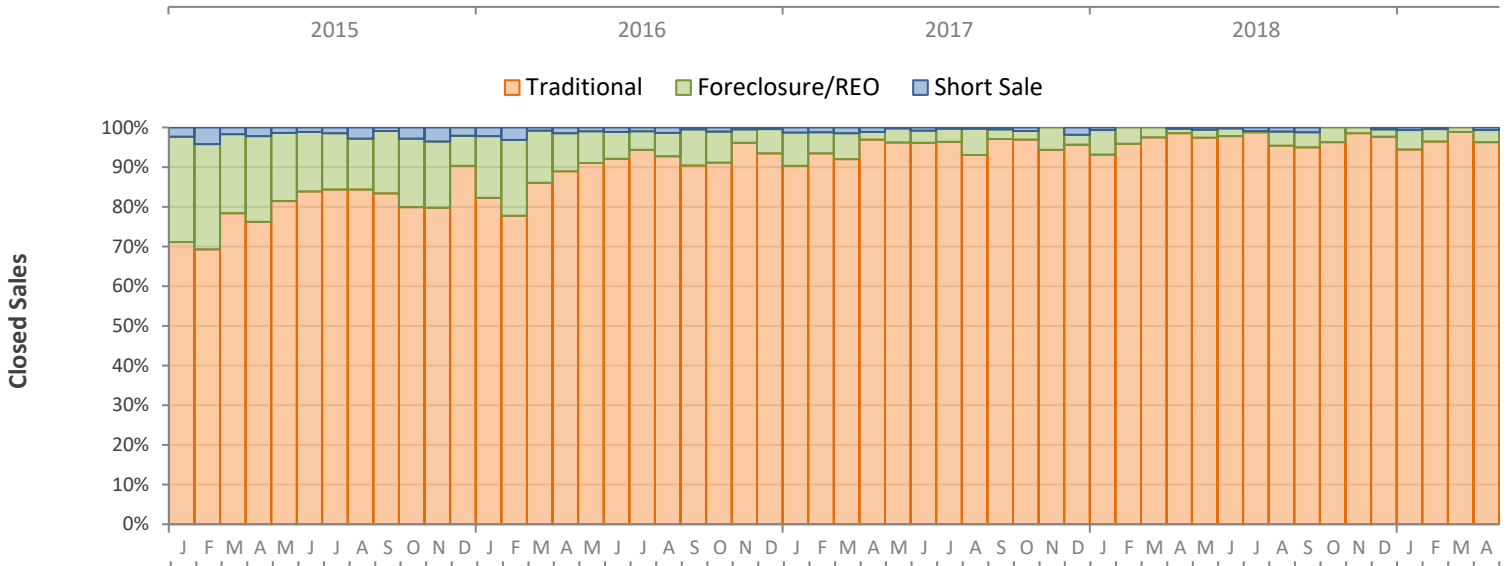
Monthly Distressed Market - April 2019

Single Family Homes

Alachua County



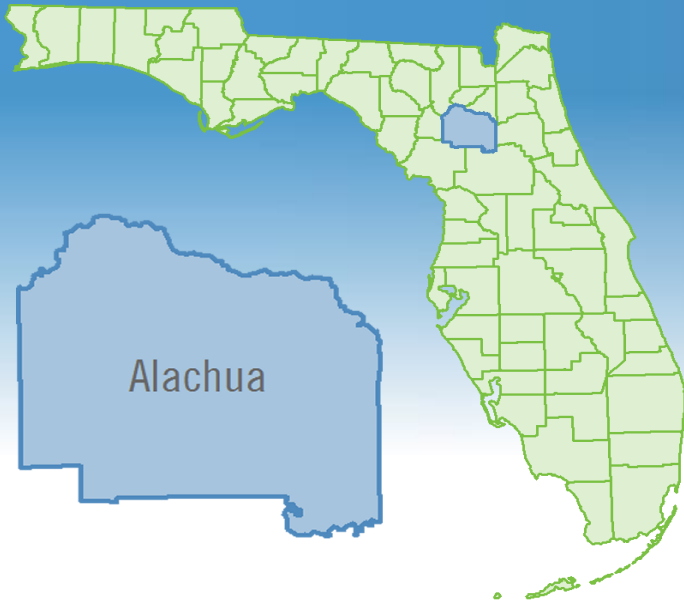
		April 2019	April 2018	Percent Change Year-over-Year
Traditional	Closed Sales	285	270	5.6%
	Median Sale Price	\$243,000	\$233,440	4.1%
Foreclosure/REO	Closed Sales	9	3	200.0%
	Median Sale Price	\$108,000	\$135,000	-20.0%
Short Sale	Closed Sales	2	1	100.0%
	Median Sale Price	\$226,750	\$650,000	-65.1%



Monthly Market Detail - April 2019

Townhouses and Condos

Alachua County



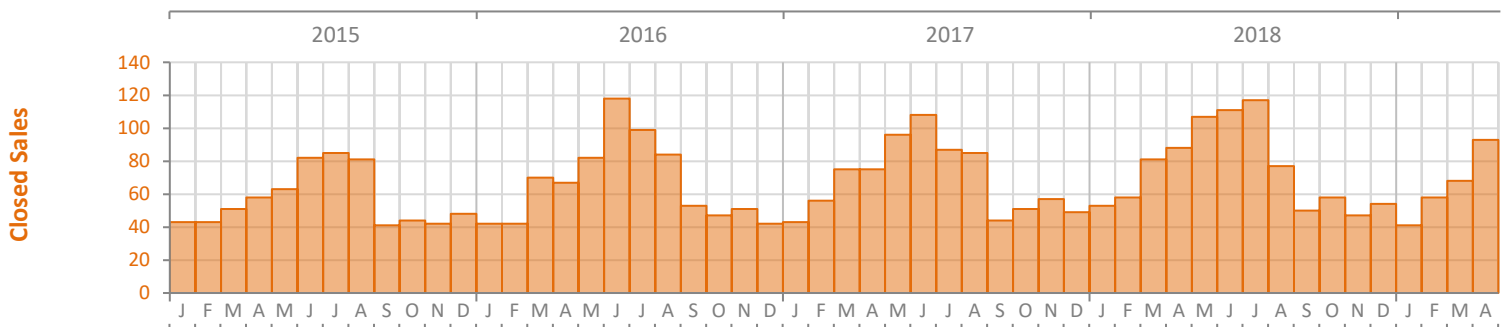
Summary Statistics	April 2019	April 2018	Percent Change Year-over-Year
Closed Sales	93	88	5.7%
Paid in Cash	41	48	-14.6%
Median Sale Price	\$132,500	\$126,950	4.4%
Average Sale Price	\$134,167	\$128,691	4.3%
Dollar Volume	\$12.5 Million	\$11.3 Million	10.2%
Median Percent of Original List Price Received	97.7%	97.7%	0.0%
Median Time to Contract	22 Days	19 Days	15.8%
Median Time to Sale	52 Days	49 Days	6.1%
New Pending Sales	118	118	0.0%
New Listings	88	98	-10.2%
Pending Inventory	141	134	5.2%
Inventory (Active Listings)	138	145	-4.8%
Months Supply of Inventory	1.9	2.0	-5.0%

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	260	-7.1%
April 2019	93	5.7%
March 2019	68	-16.0%
February 2019	58	0.0%
January 2019	41	-22.6%
December 2018	54	10.2%
November 2018	47	-17.5%
October 2018	58	13.7%
September 2018	50	13.6%
August 2018	77	-9.4%
July 2018	117	34.5%
June 2018	111	2.8%
May 2018	107	11.5%
April 2018	88	17.3%

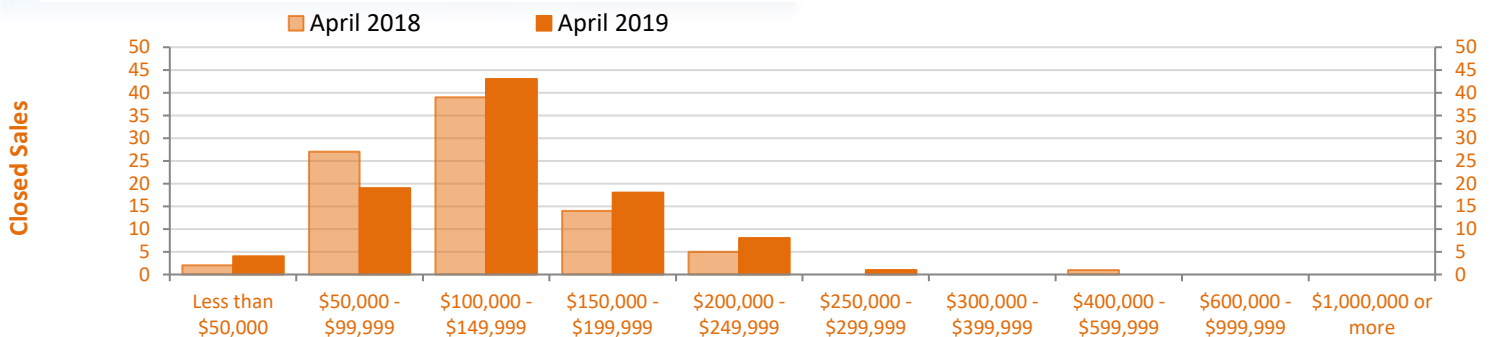


Closed Sales by Sale Price

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	19	-29.6%
\$100,000 - \$149,999	43	10.3%
\$150,000 - \$199,999	18	28.6%
\$200,000 - \$249,999	8	60.0%
\$250,000 - \$299,999	1	N/A
\$300,000 - \$399,999	0	N/A
\$400,000 - \$599,999	0	-100.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

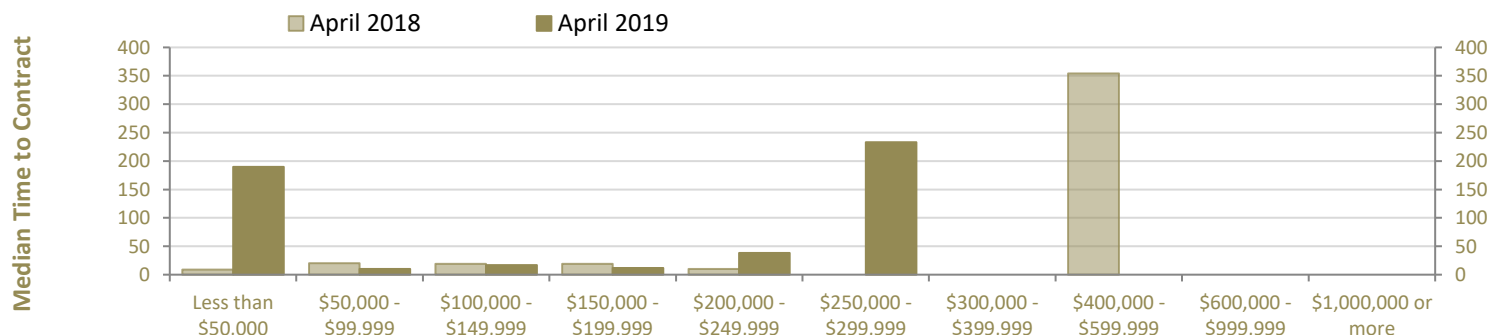


Median Time to Contract by Sale Price

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	190 Days	2011.1%
\$50,000 - \$99,999	10 Days	-50.0%
\$100,000 - \$149,999	17 Days	-10.5%
\$150,000 - \$199,999	12 Days	-36.8%
\$200,000 - \$249,999	38 Days	280.0%
\$250,000 - \$299,999	233 Days	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 - April 2019

Townhouses and Condos

Alachua County

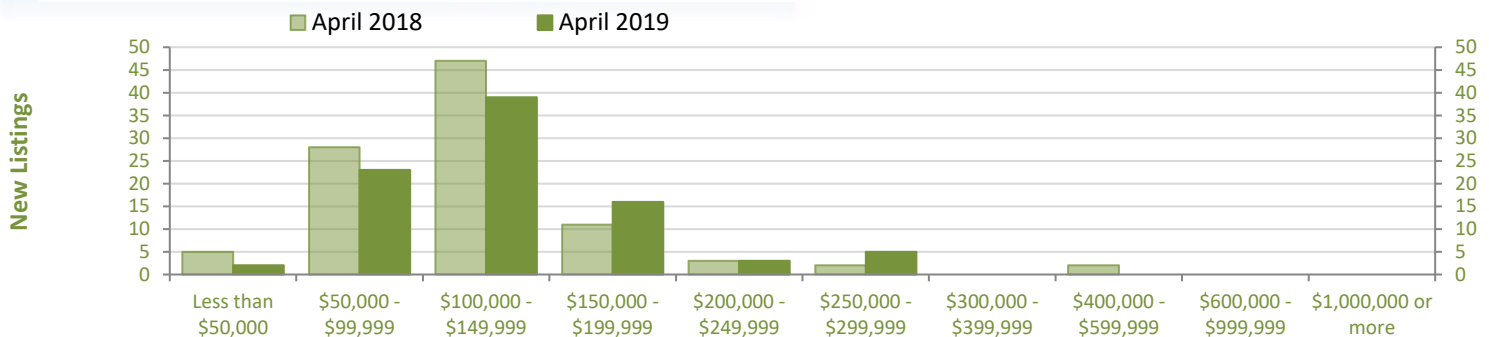


New Listings by Initial Listing Price

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	-60.0%
\$50,000 - \$99,999	23	-17.9%
\$100,000 - \$149,999	39	-17.0%
\$150,000 - \$199,999	16	45.5%
\$200,000 - \$249,999	3	0.0%
\$250,000 - \$299,999	5	150.0%
\$300,000 - \$399,999	0	N/A
\$400,000 - \$599,999	0	-100.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

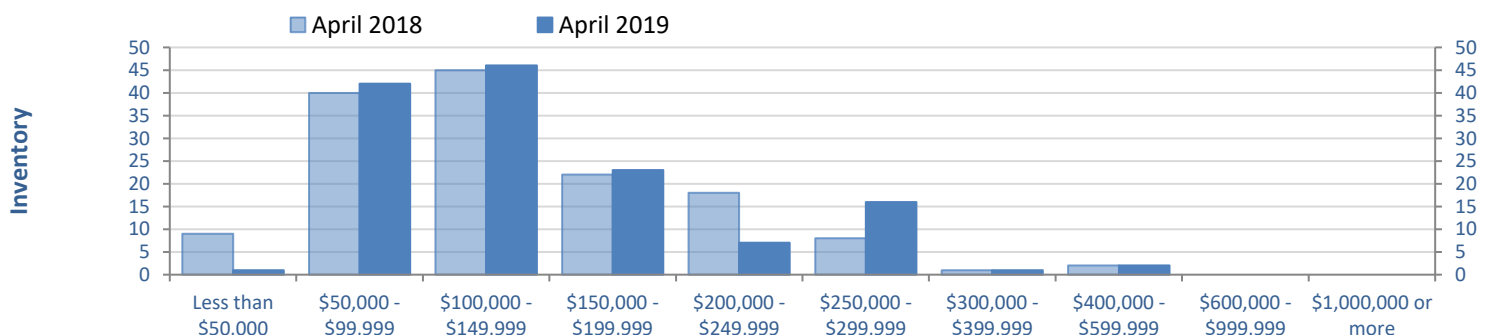


Inventory by Current Listing Price

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	1	-88.9%
\$50,000 - \$99,999	42	5.0%
\$100,000 - \$149,999	46	2.2%
\$150,000 - \$199,999	23	4.5%
\$200,000 - \$249,999	7	-61.1%
\$250,000 - \$299,999	16	100.0%
\$300,000 - \$399,999	1	0.0%
\$400,000 - \$599,999	2	0.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A



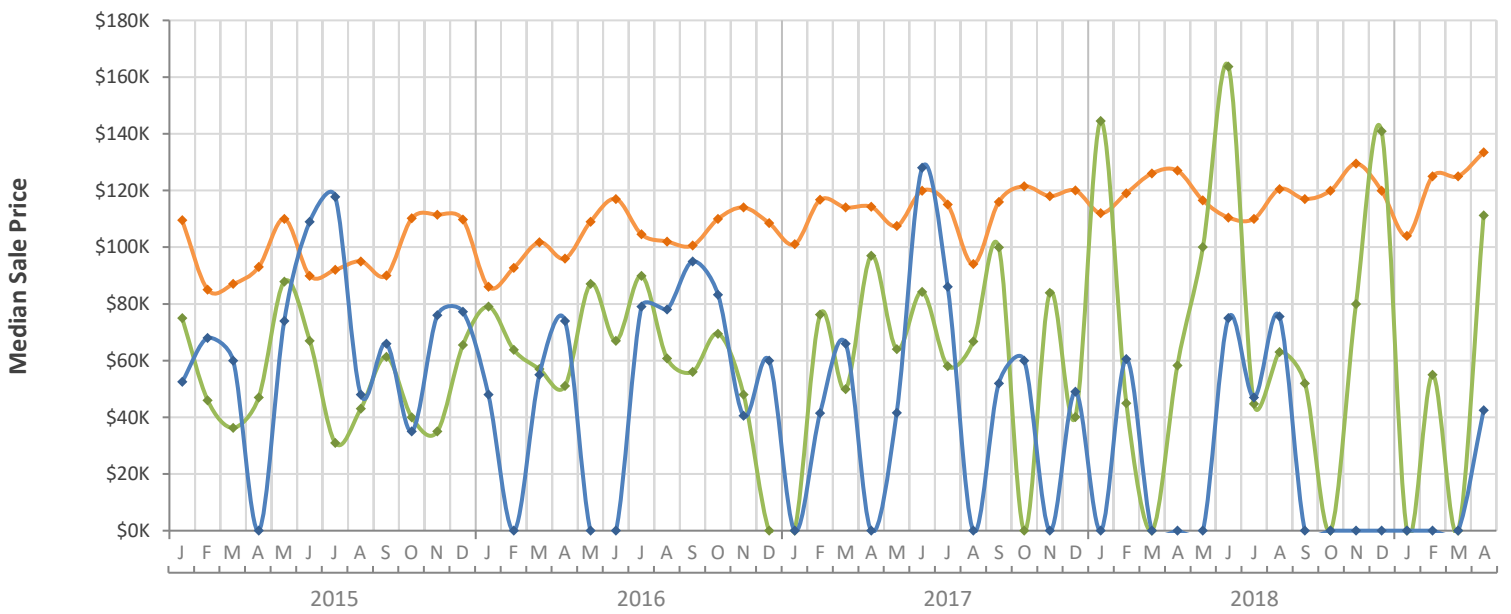
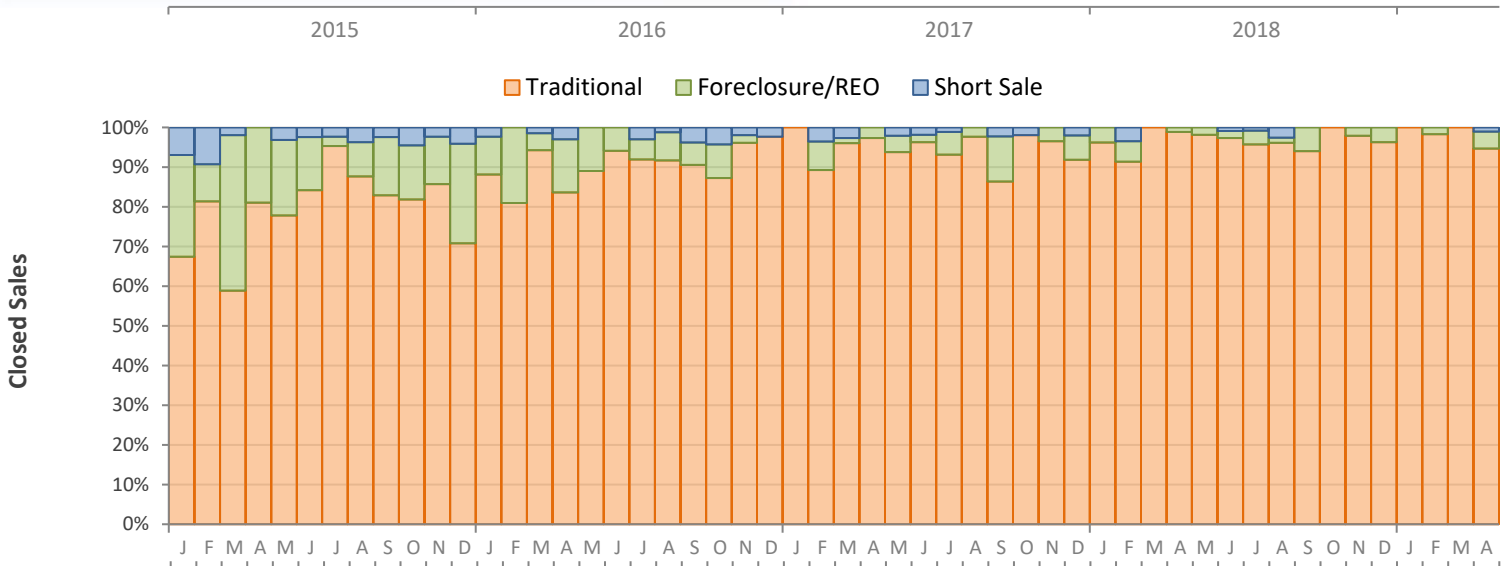
Monthly Distressed Market - April 2019

Townhouses and Condos

Alachua County



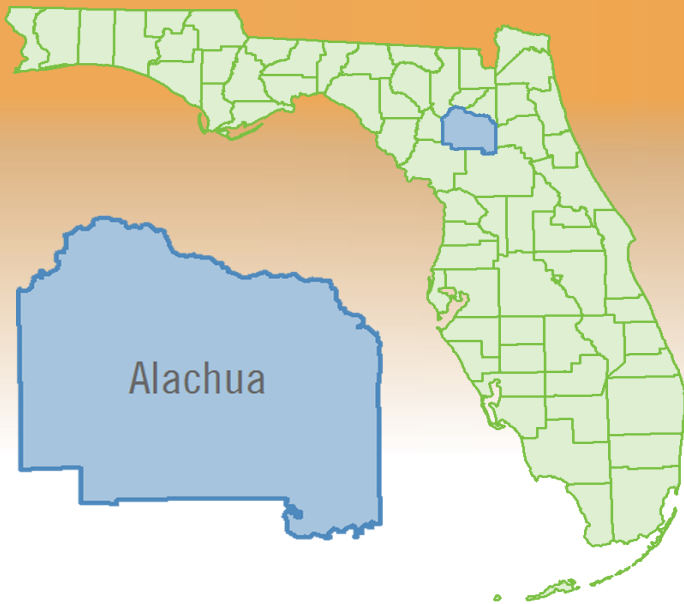
		April 2019	April 2018	Percent Change Year-over-Year
Traditional	Closed Sales	88	87	1.1%
	Median Sale Price	\$133,500	\$127,000	5.1%
Foreclosure/REO	Closed Sales	4	1	300.0%
	Median Sale Price	\$111,250	\$58,275	90.9%
Short Sale	Closed Sales	1	0	N/A
	Median Sale Price	\$42,500	(No Sales)	N/A



Monthly Market Detail - April 2019

Manufactured Homes

Alachua County



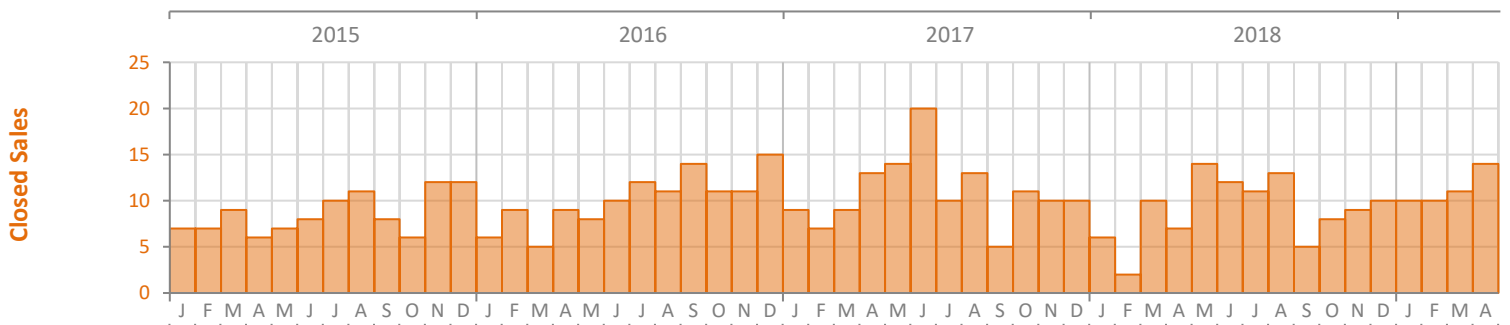
Summary Statistics	April 2019	April 2018	Percent Change Year-over-Year
Closed Sales	14	7	100.0%
Paid in Cash	7	2	250.0%
Median Sale Price	\$79,700	\$120,000	-33.6%
Average Sale Price	\$88,554	\$104,557	-15.3%
Dollar Volume	\$1.2 Million	\$731,899	69.4%
Median Percent of Original List Price Received	94.6%	86.7%	9.1%
Median Time to Contract	71 Days	32 Days	121.9%
Median Time to Sale	96 Days	46 Days	108.7%
New Pending Sales	21	19	10.5%
New Listings	10	14	-28.6%
Pending Inventory	29	27	7.4%
Inventory (Active Listings)	43	48	-10.4%
Months Supply of Inventory	4.1	4.9	-16.3%

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	45	80.0%
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%
August 2018	13	0.0%
July 2018	11	10.0%
June 2018	12	-40.0%
May 2018	14	0.0%
April 2018	7	-46.2%

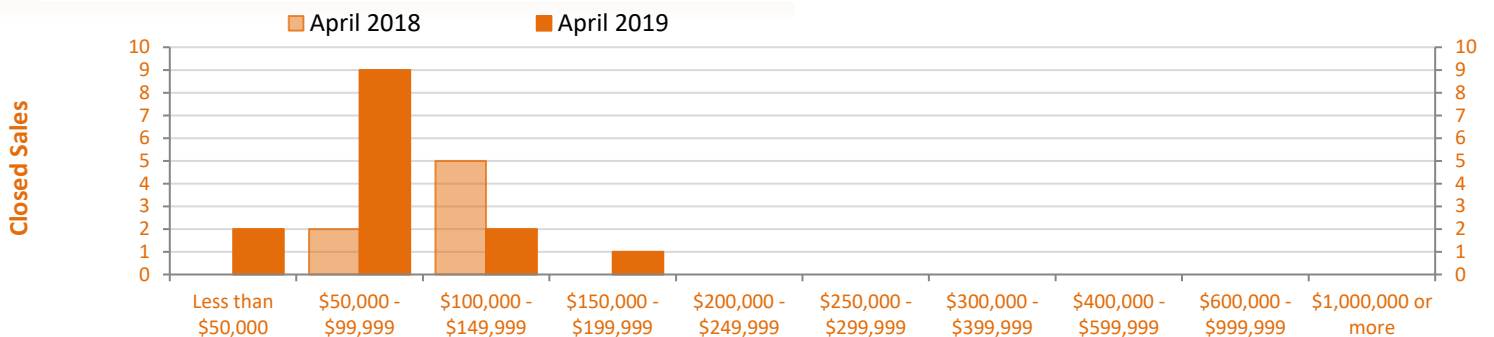


Closed Sales by Sale Price

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	N/A
\$50,000 - \$99,999	9	350.0%
\$100,000 - \$149,999	2	-60.0%
\$150,000 - \$199,999	1	N/A
\$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

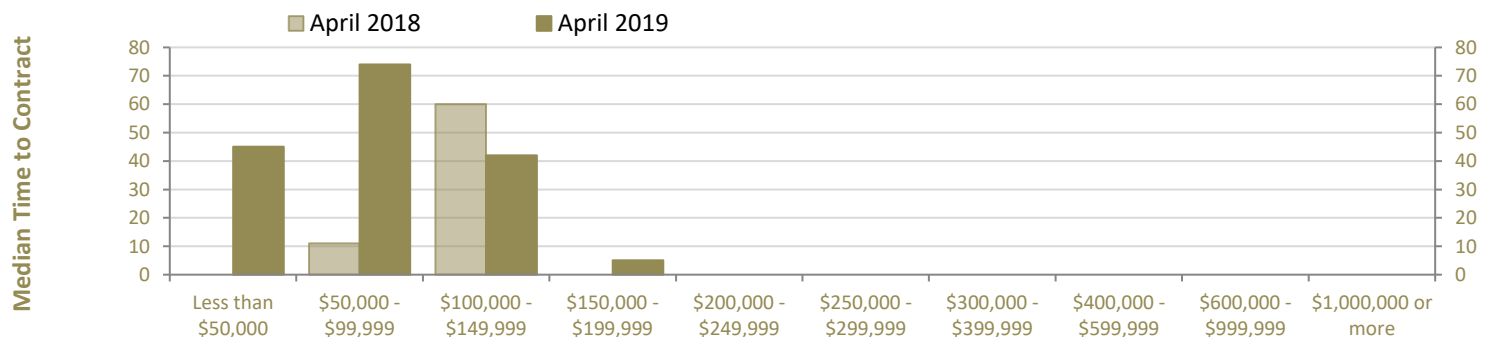


Median Time to Contract by Sale Price

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	45 Days	N/A
\$50,000 - \$99,999	74 Days	572.7%
\$100,000 - \$149,999	42 Days	-30.0%
\$150,000 - \$199,999	5 Days	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

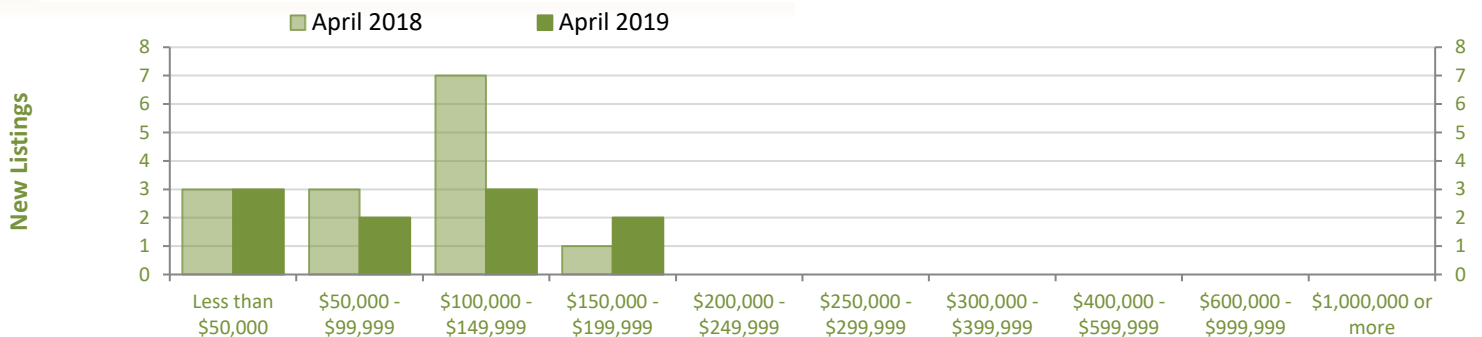


New Listings by Initial Listing Price

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	3	0.0%
\$50,000 - \$99,999	2	-33.3%
\$100,000 - \$149,999	3	-57.1%
\$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

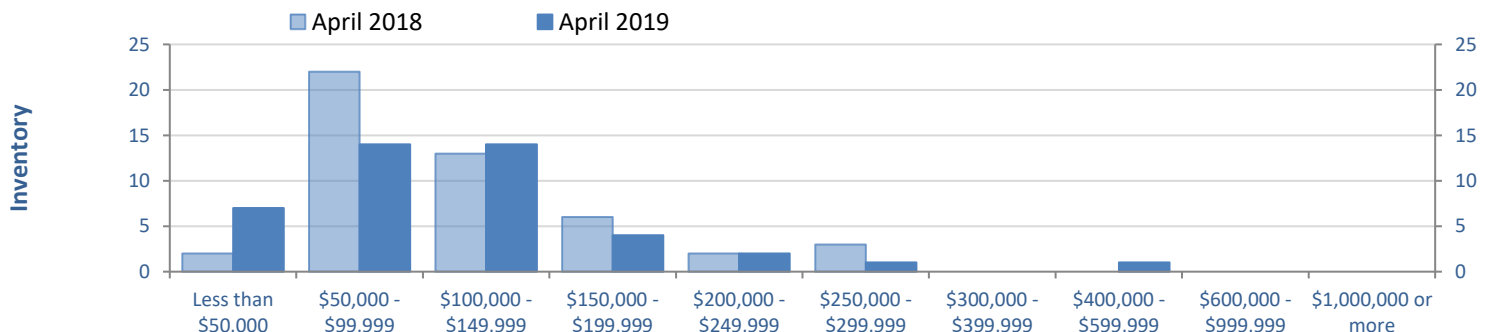


Inventory by Current Listing Price

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.

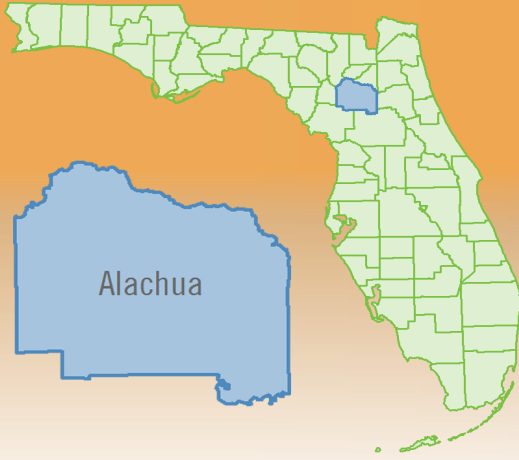
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	7	250.0%
\$50,000 - \$99,999	14	-36.4%
\$100,000 - \$149,999	14	7.7%
\$150,000 - \$199,999	4	-33.3%
\$200,000 - \$249,999	2	0.0%
\$250,000 - \$299,999	1	-66.7%
\$300,000 - \$399,999	0	N/A
\$400,000 - \$599,999	1	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A



Monthly Distressed Market - April 2019

Manufactured Homes

Alachua County



		April 2019	April 2018	Percent Change Year-over-Year
Traditional	Closed Sales	14	7	100.0%
	Median Sale Price	\$79,700	\$120,000	-33.6%
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

