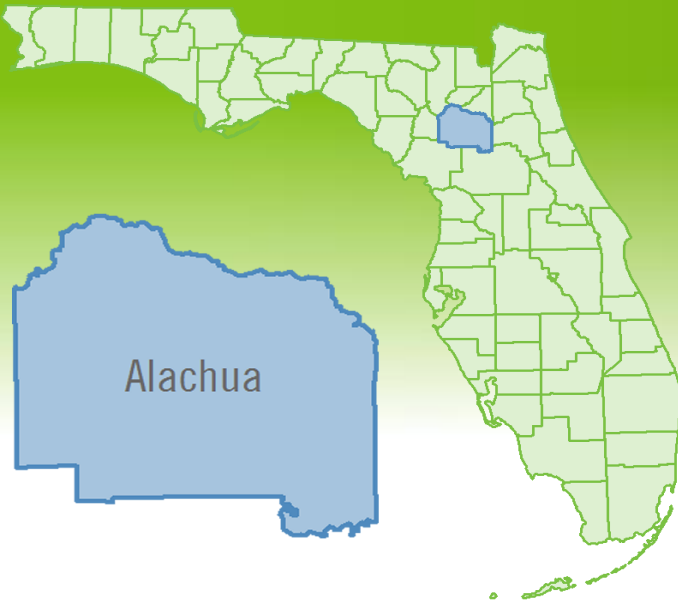


Monthly Market Detail - June 2020

Single Family Homes

Alachua County



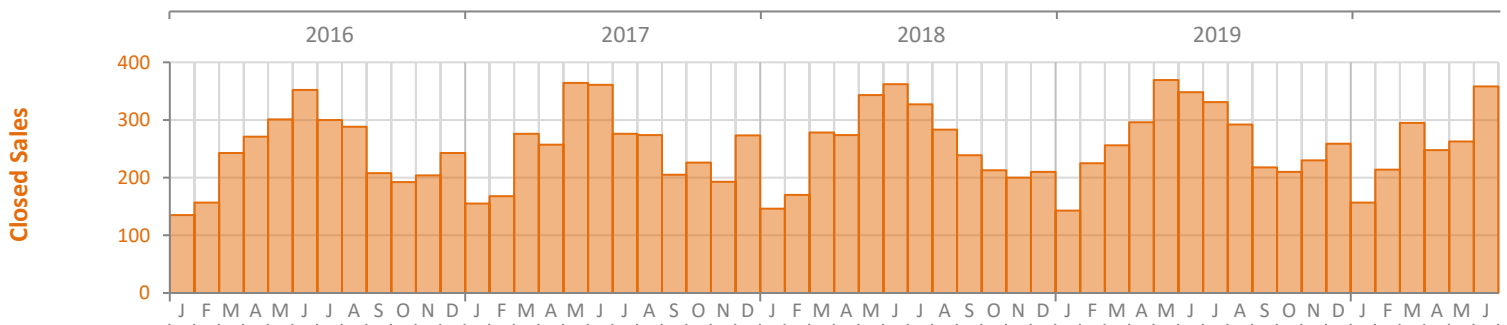
Summary Statistics	June 2020	June 2019	Percent Change Year-over-Year
Closed Sales	358	348	2.9%
Paid in Cash	64	70	-8.6%
Median Sale Price	\$270,000	\$250,000	8.0%
Average Sale Price	\$296,539	\$275,689	7.6%
Dollar Volume	\$106.2 Million	\$95.9 Million	10.7%
Median Percent of Original List Price Received	98.0%	98.0%	0.0%
Median Time to Contract	31 Days	31 Days	0.0%
Median Time to Sale	79 Days	69 Days	14.5%
New Pending Sales	371	355	4.5%
New Listings	326	336	-3.0%
Pending Inventory	564	536	5.2%
Inventory (Active Listings)	576	849	-32.2%
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	1,535	-6.2%
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%
June 2019	348	-3.9%

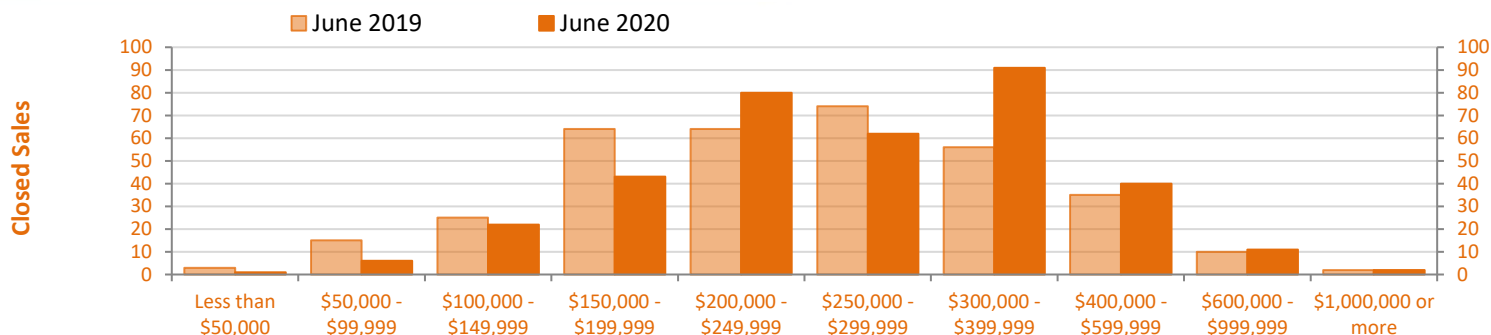


Closed Sales by Sale Price

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	1	-66.7%
\$50,000 - \$99,999	6	-60.0%
\$100,000 - \$149,999	22	-12.0%
\$150,000 - \$199,999	43	-32.8%
\$200,000 - \$249,999	80	25.0%
\$250,000 - \$299,999	62	-16.2%
\$300,000 - \$399,999	91	62.5%
\$400,000 - \$599,999	40	14.3%
\$600,000 - \$999,999	11	10.0%
\$1,000,000 or more	2	0.0%

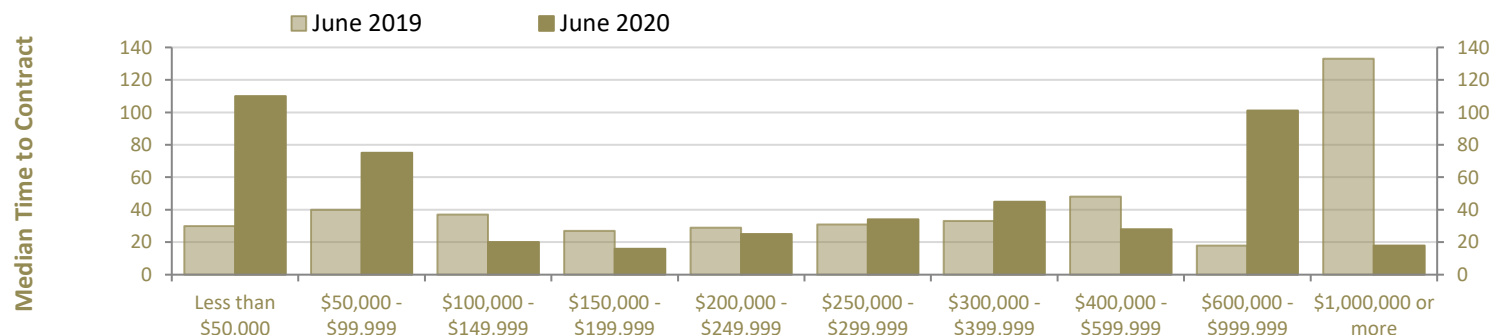


Median Time to Contract by Sale Price

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	110 Days	266.7%
\$50,000 - \$99,999	75 Days	87.5%
\$100,000 - \$149,999	20 Days	-45.9%
\$150,000 - \$199,999	16 Days	-40.7%
\$200,000 - \$249,999	25 Days	-13.8%
\$250,000 - \$299,999	34 Days	9.7%
\$300,000 - \$399,999	45 Days	36.4%
\$400,000 - \$599,999	28 Days	-41.7%
\$600,000 - \$999,999	101 Days	461.1%
\$1,000,000 or more	18 Days	-86.5%

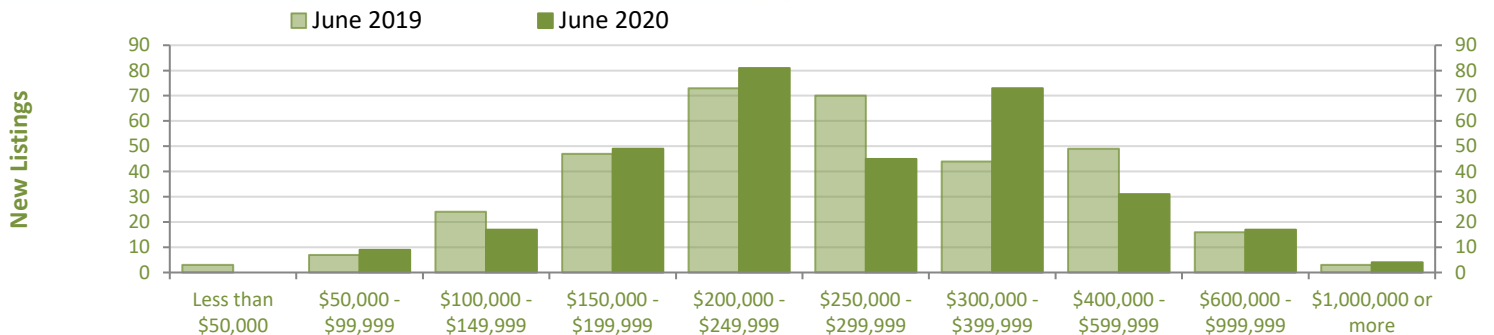


New Listings by Initial Listing Price

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	9	28.6%
\$100,000 - \$149,999	17	-29.2%
\$150,000 - \$199,999	49	4.3%
\$200,000 - \$249,999	81	11.0%
\$250,000 - \$299,999	45	-35.7%
\$300,000 - \$399,999	73	65.9%
\$400,000 - \$599,999	31	-36.7%
\$600,000 - \$999,999	17	6.3%
\$1,000,000 or more	4	33.3%

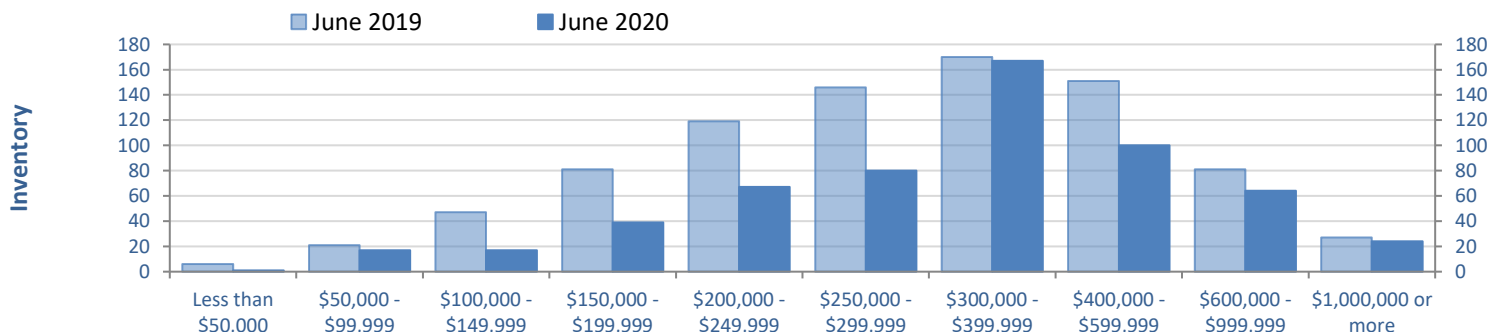


Inventory by Current Listing Price

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	17	-19.0%
\$100,000 - \$149,999	17	-63.8%
\$150,000 - \$199,999	39	-51.9%
\$200,000 - \$249,999	67	-43.7%
\$250,000 - \$299,999	80	-45.2%
\$300,000 - \$399,999	167	-1.8%
\$400,000 - \$599,999	100	-33.8%
\$600,000 - \$999,999	64	-21.0%
\$1,000,000 or more	24	-11.1%



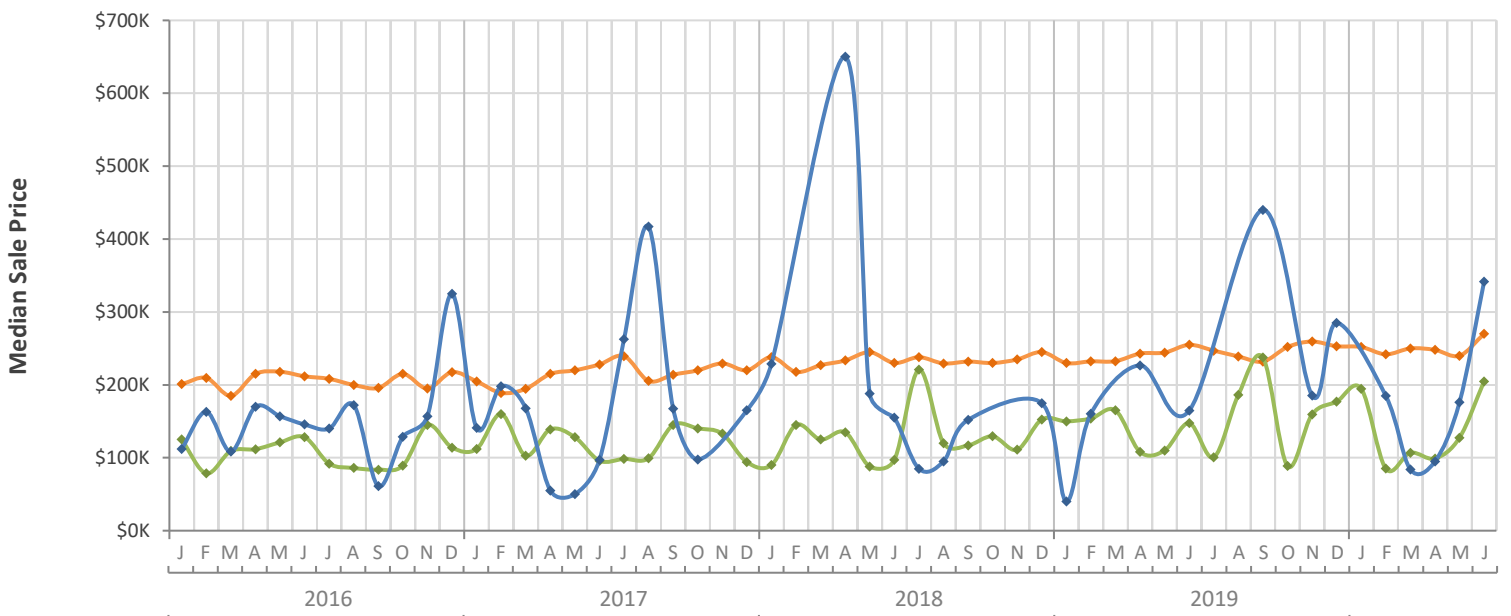
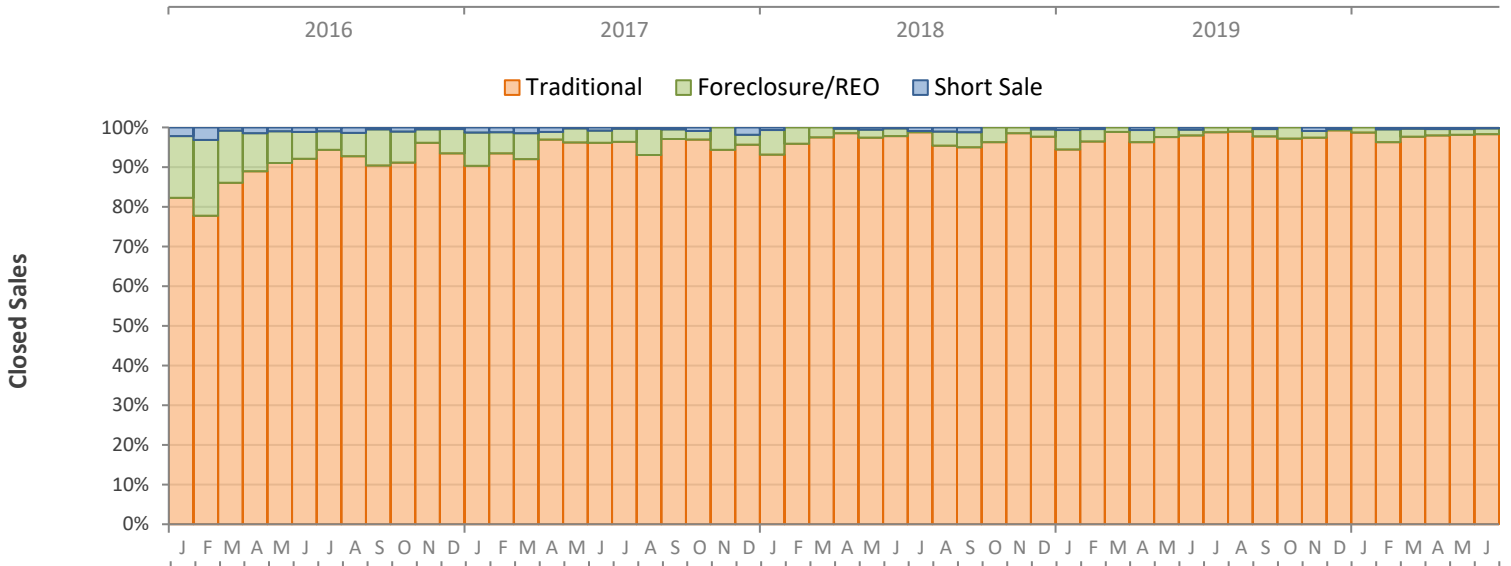
Monthly Distressed Market - June 2020

Single Family Homes

Alachua County



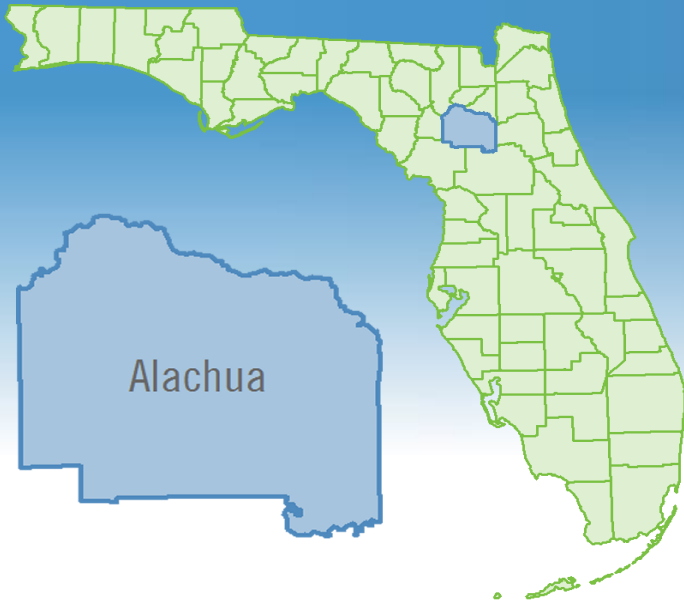
		June 2020	June 2019	Percent Change Year-over-Year
Traditional	Closed Sales	352	341	3.2%
	Median Sale Price	\$270,000	\$254,950	5.9%
Foreclosure/REO	Closed Sales	5	5	0.0%
	Median Sale Price	\$204,750	\$147,500	38.8%
Short Sale	Closed Sales	1	2	-50.0%
	Median Sale Price	\$341,500	\$164,650	107.4%



Monthly Market Detail - June 2020

Townhouses and Condos

Alachua County



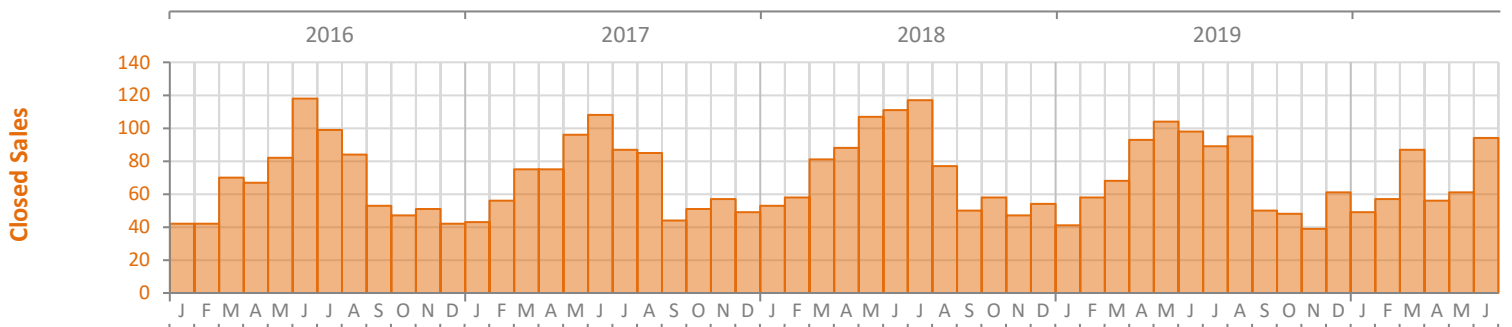
Summary Statistics	June 2020	June 2019	Percent Change Year-over-Year
Closed Sales	94	98	-4.1%
Paid in Cash	43	49	-12.2%
Median Sale Price	\$135,000	\$127,500	5.9%
Average Sale Price	\$141,703	\$141,361	0.2%
Dollar Volume	\$13.3 Million	\$13.9 Million	-3.8%
Median Percent of Original List Price Received	96.4%	97.0%	-0.6%
Median Time to Contract	22 Days	24 Days	-8.3%
Median Time to Sale	63 Days	53 Days	18.9%
New Pending Sales	92	118	-22.0%
New Listings	102	86	18.6%
Pending Inventory	117	126	-7.1%
Inventory (Active Listings)	143	122	17.2%
Months Supply of Inventory	2.2	1.7	29.4%

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	404	-12.6%
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%
June 2019	98	-11.7%

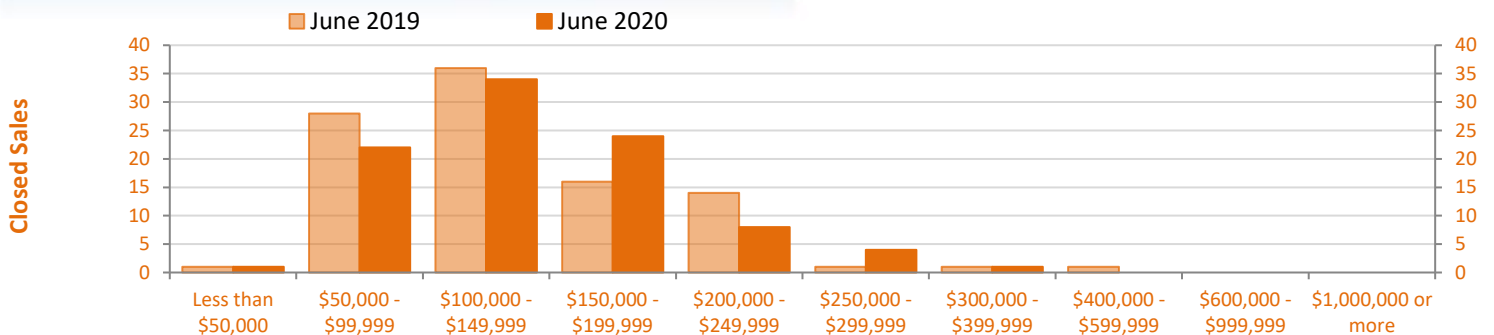


Closed Sales by Sale Price

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	22	-21.4%
\$100,000 - \$149,999	34	-5.6%
\$150,000 - \$199,999	24	50.0%
\$200,000 - \$249,999	8	-42.9%
\$250,000 - \$299,999	4	300.0%
\$300,000 - \$399,999	1	0.0%
\$400,000 - \$599,999	0	-100.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

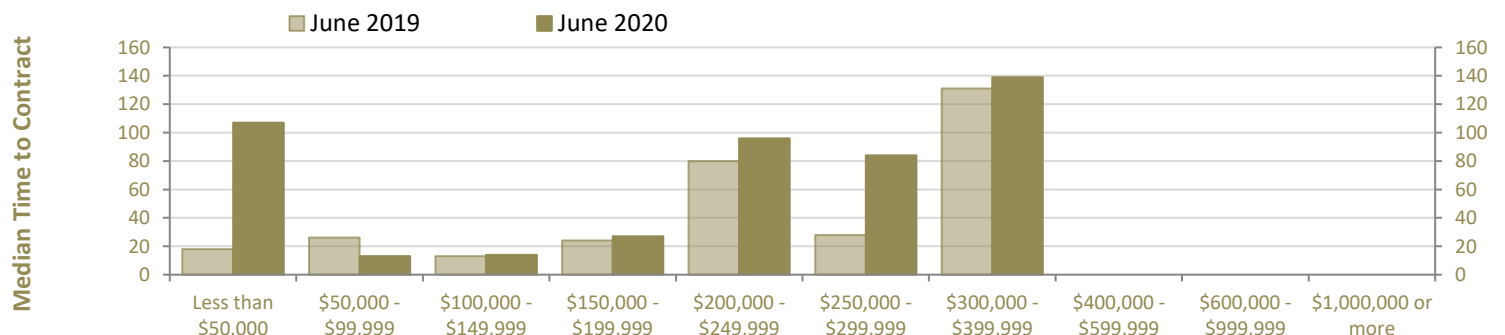


Median Time to Contract by Sale Price

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	107 Days	494.4%
\$50,000 - \$99,999	13 Days	-50.0%
\$100,000 - \$149,999	14 Days	7.7%
\$150,000 - \$199,999	27 Days	12.5%
\$200,000 - \$249,999	96 Days	20.0%
\$250,000 - \$299,999	84 Days	200.0%
\$300,000 - \$399,999	139 Days	6.1%
\$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

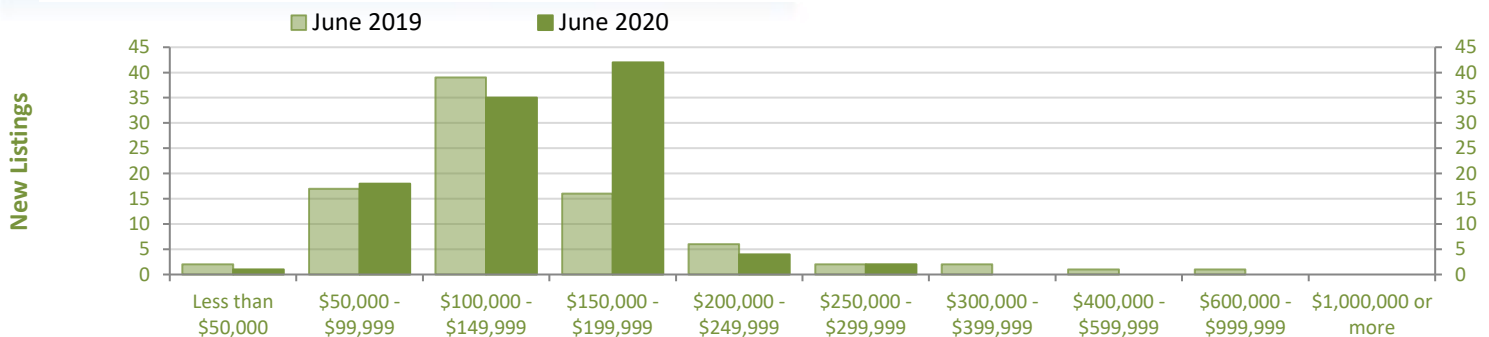


New Listings by Initial Listing Price

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	-50.0%
\$50,000 - \$99,999	18	5.9%
\$100,000 - \$149,999	35	-10.3%
\$150,000 - \$199,999	42	162.5%
\$200,000 - \$249,999	4	-33.3%
\$250,000 - \$299,999	2	0.0%
\$300,000 - \$399,999	0	-100.0%
\$400,000 - \$599,999	0	-100.0%
\$600,000 - \$999,999	0	-100.0%
\$1,000,000 or more	0	N/A

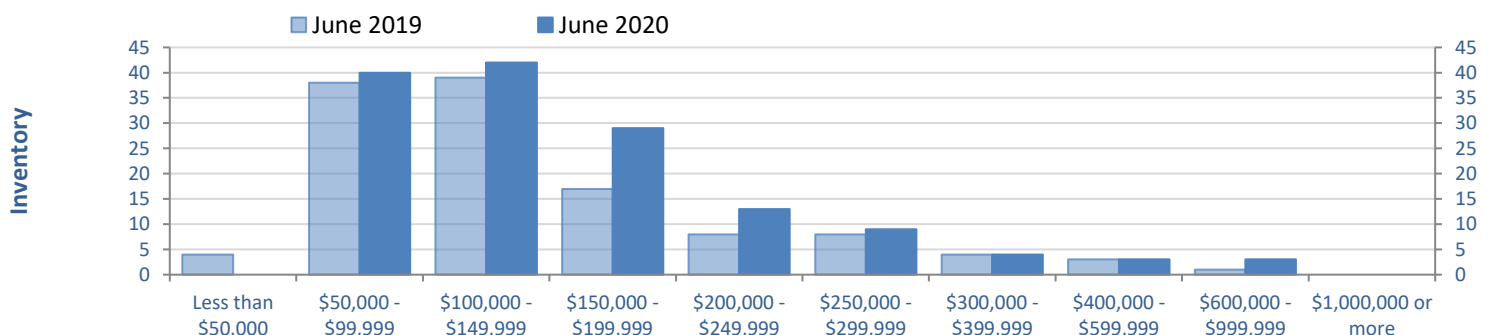


Inventory by Current Listing Price

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	0	-100.0%
\$50,000 - \$99,999	40	5.3%
\$100,000 - \$149,999	42	7.7%
\$150,000 - \$199,999	29	70.6%
\$200,000 - \$249,999	13	62.5%
\$250,000 - \$299,999	9	12.5%
\$300,000 - \$399,999	4	0.0%
\$400,000 - \$599,999	3	0.0%
\$600,000 - \$999,999	3	200.0%
\$1,000,000 or more	0	N/A



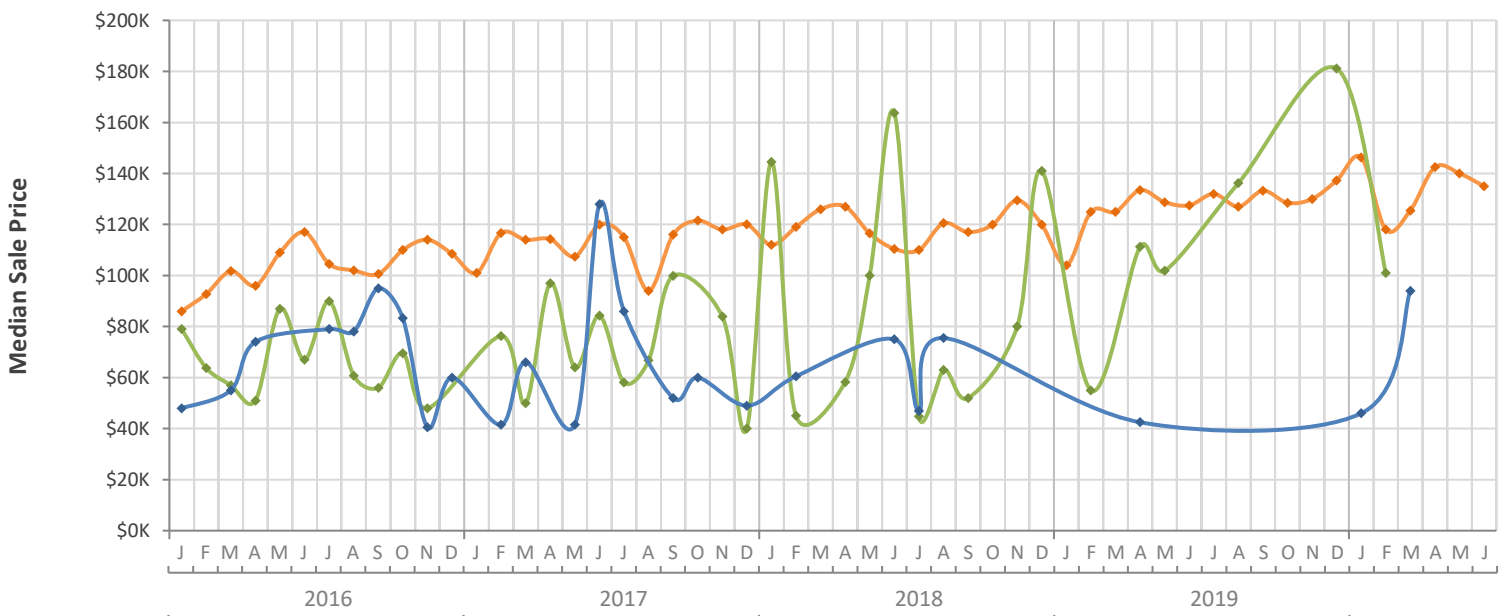
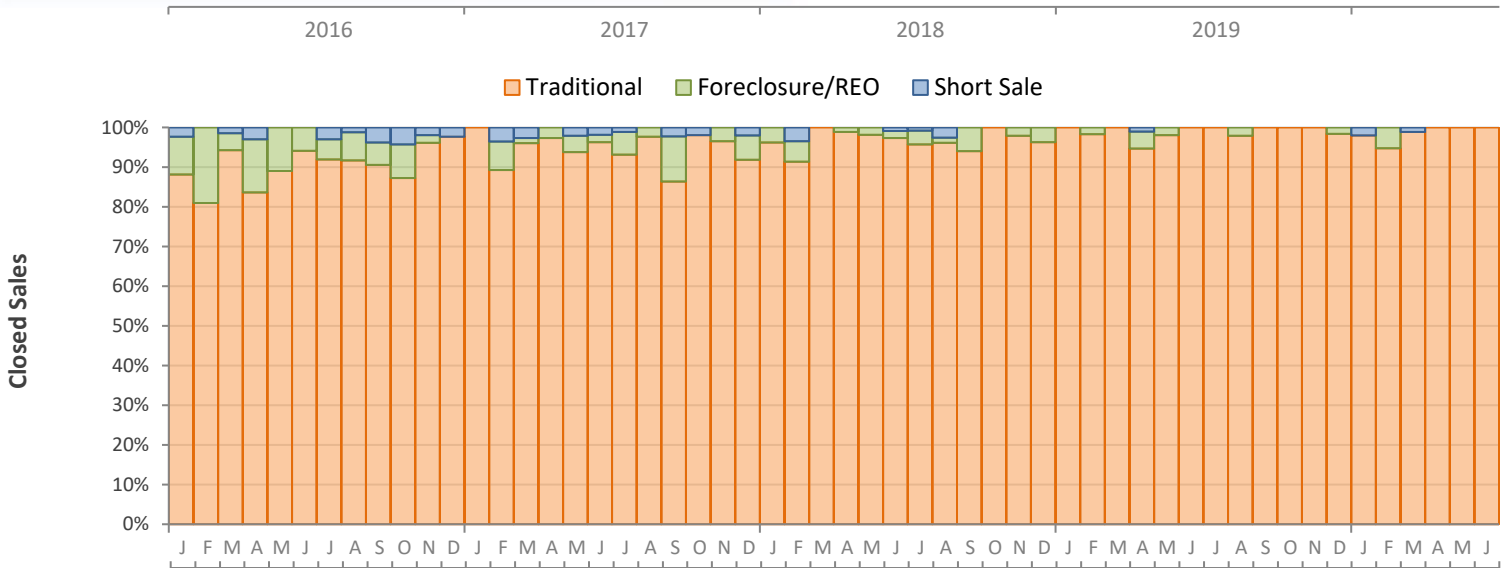
Monthly Distressed Market - June 2020

Townhouses and Condos

Alachua County



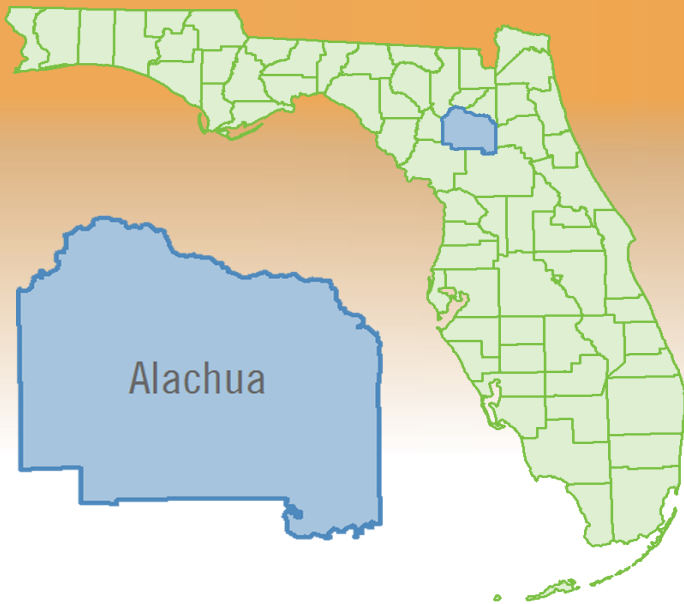
		June 2020	June 2019	Percent Change Year-over-Year
Traditional	Closed Sales	94	98	-4.1%
	Median Sale Price	\$135,000	\$127,500	5.9%
Foreclosure/REO	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



Monthly Market Detail - June 2020

Manufactured Homes

Alachua County



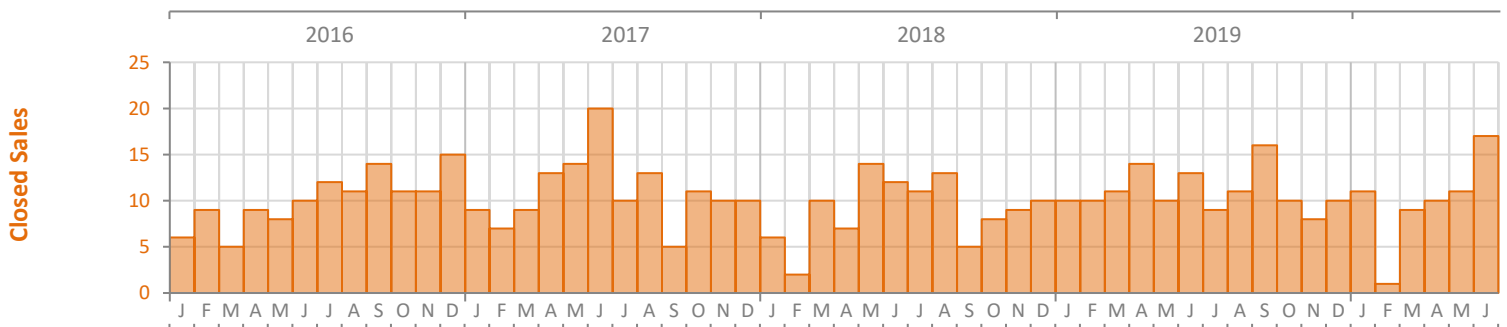
Summary Statistics	June 2020	June 2019	Percent Change Year-over-Year
Closed Sales	17	13	30.8%
Paid in Cash	10	9	11.1%
Median Sale Price	\$132,500	\$79,000	67.7%
Average Sale Price	\$129,559	\$104,731	23.7%
Dollar Volume	\$2.2 Million	\$1.4 Million	61.8%
Median Percent of Original List Price Received	95.3%	92.9%	2.6%
Median Time to Contract	37 Days	76 Days	-51.3%
Median Time to Sale	103 Days	130 Days	-20.8%
New Pending Sales	21	14	50.0%
New Listings	15	12	25.0%
Pending Inventory	39	26	50.0%
Inventory (Active Listings)	29	40	-27.5%
Months Supply of Inventory	2.8	3.9	-28.2%

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	59	-13.2%
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%
June 2019	13	8.3%

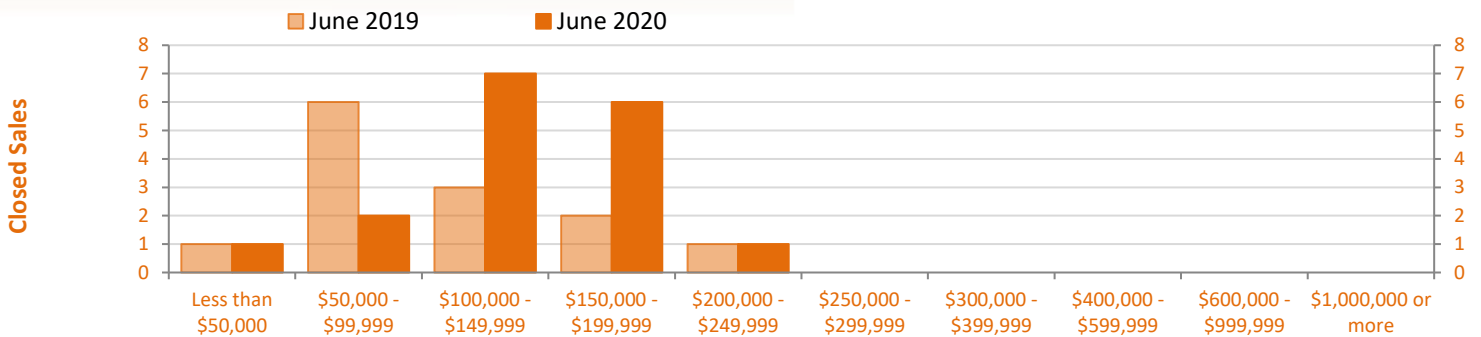


Closed Sales by Sale Price

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	1	0.0%
\$50,000 - \$99,999	2	-66.7%
\$100,000 - \$149,999	7	133.3%
\$150,000 - \$199,999	6	200.0%
\$200,000 - \$249,999	1	0.0%
\$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

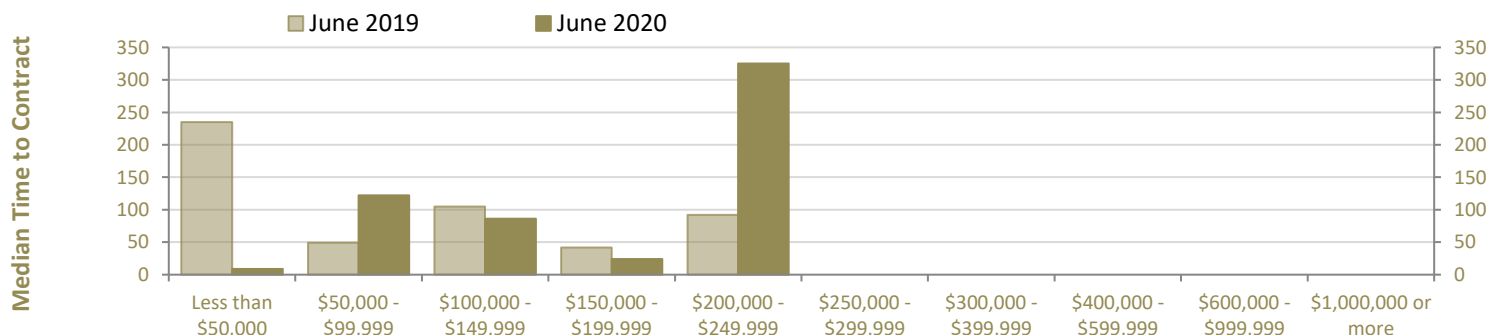


Median Time to Contract by Sale Price

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	9 Days	-96.2%
\$50,000 - \$99,999	122 Days	149.0%
\$100,000 - \$149,999	86 Days	-18.1%
\$150,000 - \$199,999	24 Days	-42.9%
\$200,000 - \$249,999	325 Days	253.3%
\$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

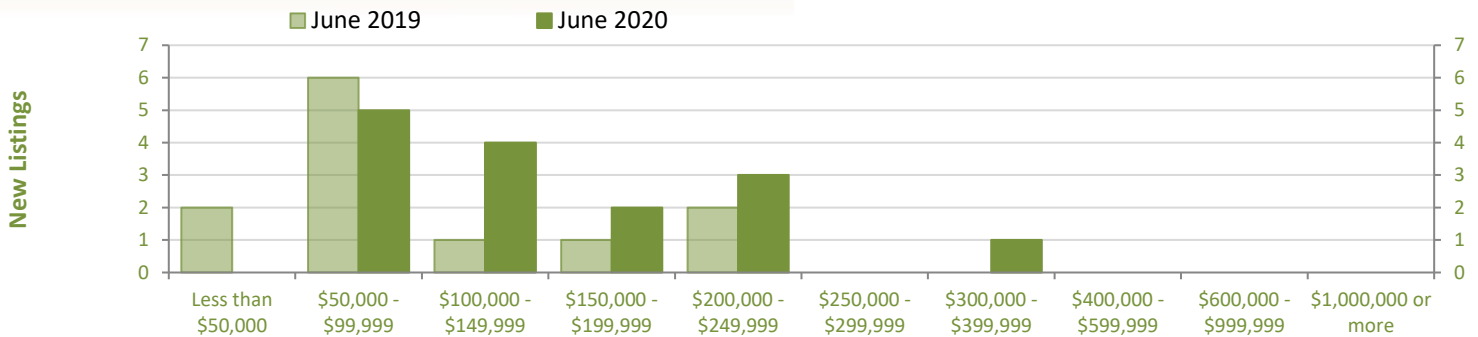


New Listings by Initial Listing Price

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	5	-16.7%
\$100,000 - \$149,999	4	300.0%
\$150,000 - \$199,999	2	100.0%
\$200,000 - \$249,999	3	50.0%
\$250,000 - \$299,999	0	N/A
\$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

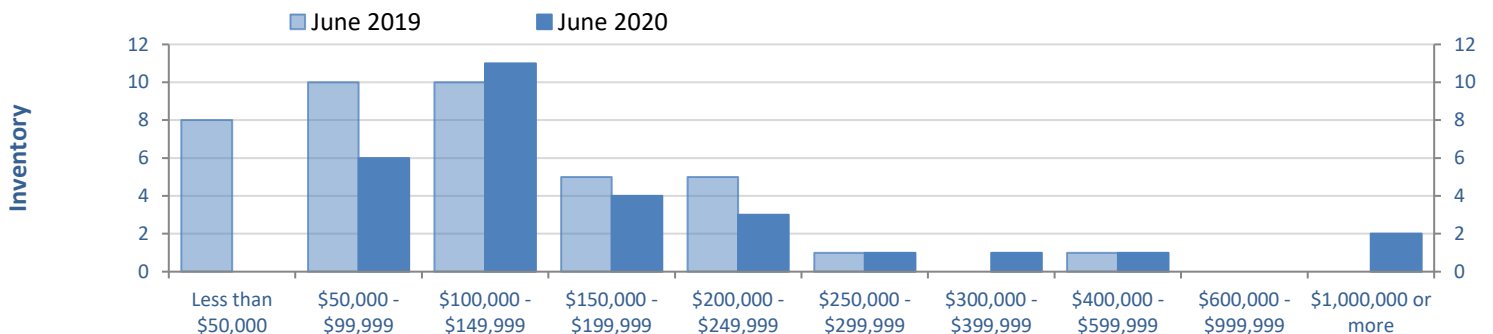


Inventory by Current Listing Price

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.

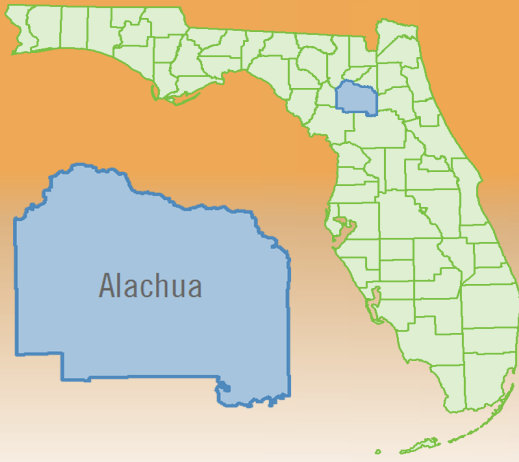
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	-100.0%
\$50,000 - \$99,999	6	-40.0%
\$100,000 - \$149,999	11	10.0%
\$150,000 - \$199,999	4	-20.0%
\$200,000 - \$249,999	3	-40.0%
\$250,000 - \$299,999	1	0.0%
\$300,000 - \$399,999	1	N/A
\$400,000 - \$599,999	1	0.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	2	N/A



Monthly Distressed Market - June 2020

Manufactured Homes

Alachua County



		June 2020	June 2019	Percent Change Year-over-Year
Traditional	Closed Sales	17	13	30.8%
	Median Sale Price	\$132,500	\$79,000	67.7%
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

