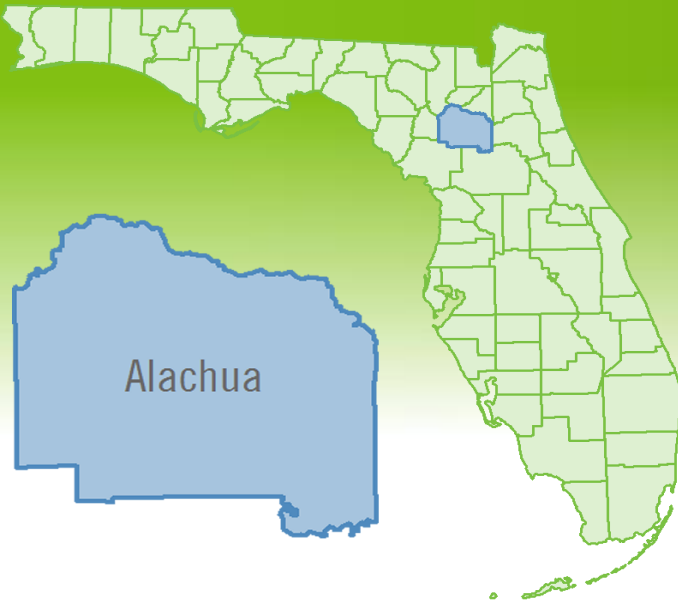


Monthly Market Detail - May 2019

Single Family Homes

Alachua County



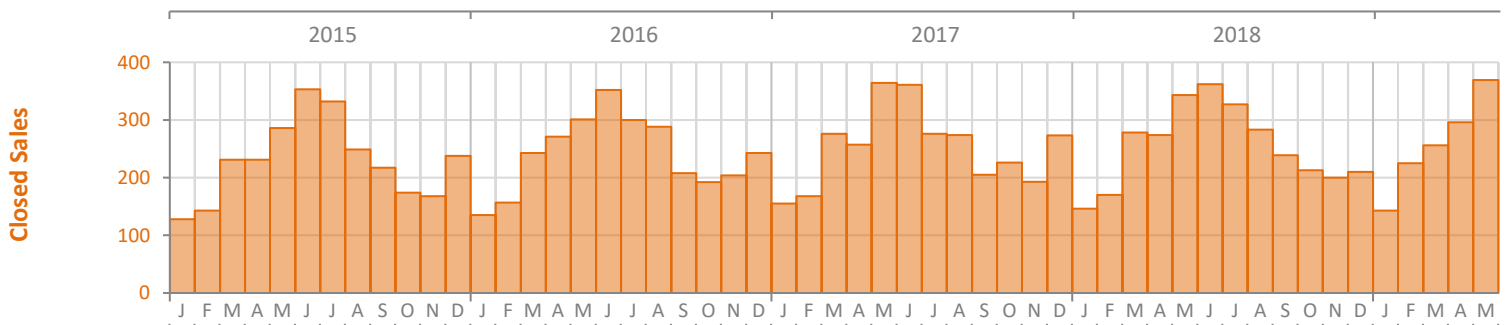
Summary Statistics	May 2019	May 2018	Percent Change Year-over-Year
Closed Sales	369	343	7.6%
Paid in Cash	57	69	-17.4%
Median Sale Price	\$239,000	\$241,000	-0.8%
Average Sale Price	\$273,180	\$273,820	-0.2%
Dollar Volume	\$100.8 Million	\$93.9 Million	7.3%
Median Percent of Original List Price Received	98.1%	98.0%	0.1%
Median Time to Contract	32 Days	34 Days	-5.9%
Median Time to Sale	70 Days	69 Days	1.4%
New Pending Sales	409	364	12.4%
New Listings	422	442	-4.5%
Pending Inventory	572	558	2.5%
Inventory (Active Listings)	871	945	-7.8%
Months Supply of Inventory	3.3	3.8	-13.2%

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	1,289	6.4%
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%
August 2018	283	3.3%
July 2018	327	18.5%
June 2018	362	0.3%
May 2018	343	-5.8%

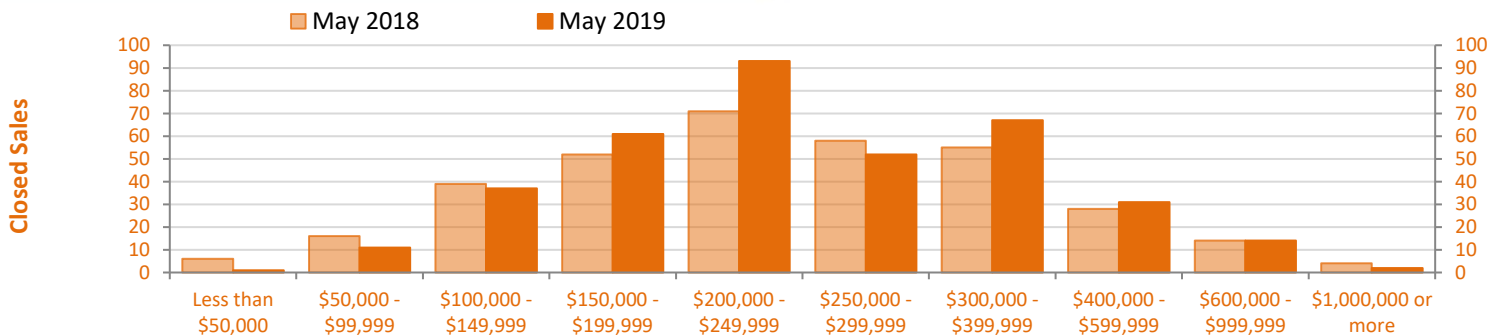


Closed Sales by Sale Price

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	-83.3%
\$50,000 - \$99,999	11	-31.3%
\$100,000 - \$149,999	37	-5.1%
\$150,000 - \$199,999	61	17.3%
\$200,000 - \$249,999	93	31.0%
\$250,000 - \$299,999	52	-10.3%
\$300,000 - \$399,999	67	21.8%
\$400,000 - \$599,999	31	10.7%
\$600,000 - \$999,999	14	0.0%
\$1,000,000 or more	2	-50.0%

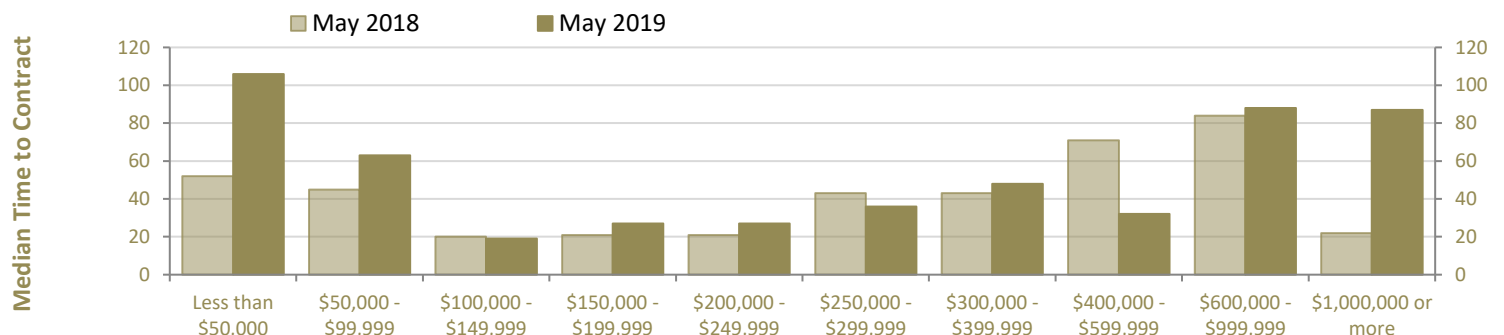


Median Time to Contract by Sale Price

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	106 Days	103.8%
\$50,000 - \$99,999	63 Days	40.0%
\$100,000 - \$149,999	19 Days	-5.0%
\$150,000 - \$199,999	27 Days	28.6%
\$200,000 - \$249,999	27 Days	28.6%
\$250,000 - \$299,999	36 Days	-16.3%
\$300,000 - \$399,999	48 Days	11.6%
\$400,000 - \$599,999	32 Days	-54.9%
\$600,000 - \$999,999	88 Days	4.8%
\$1,000,000 or more	87 Days	295.5%

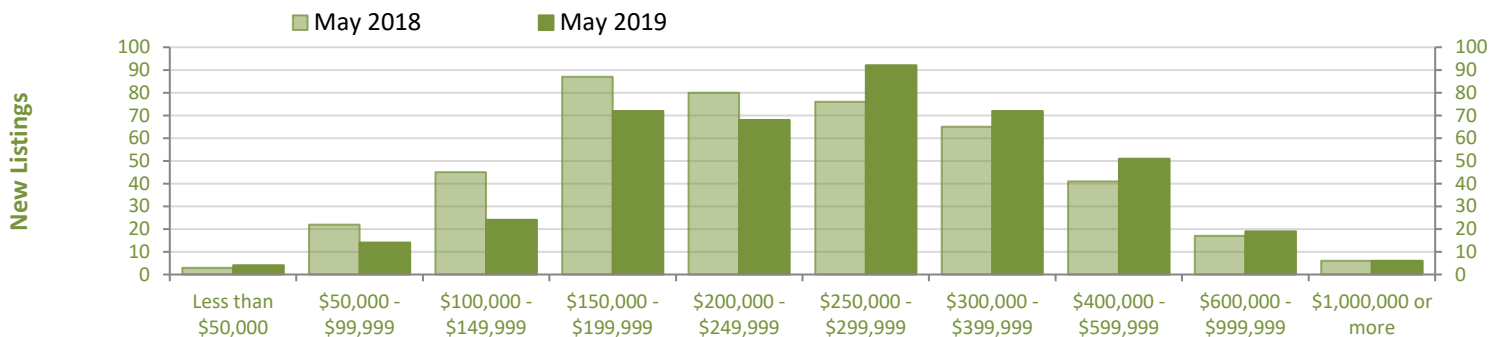


New Listings by Initial Listing Price

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	4	33.3%
\$50,000 - \$99,999	14	-36.4%
\$100,000 - \$149,999	24	-46.7%
\$150,000 - \$199,999	72	-17.2%
\$200,000 - \$249,999	68	-15.0%
\$250,000 - \$299,999	92	21.1%
\$300,000 - \$399,999	72	10.8%
\$400,000 - \$599,999	51	24.4%
\$600,000 - \$999,999	19	11.8%
\$1,000,000 or more	6	0.0%

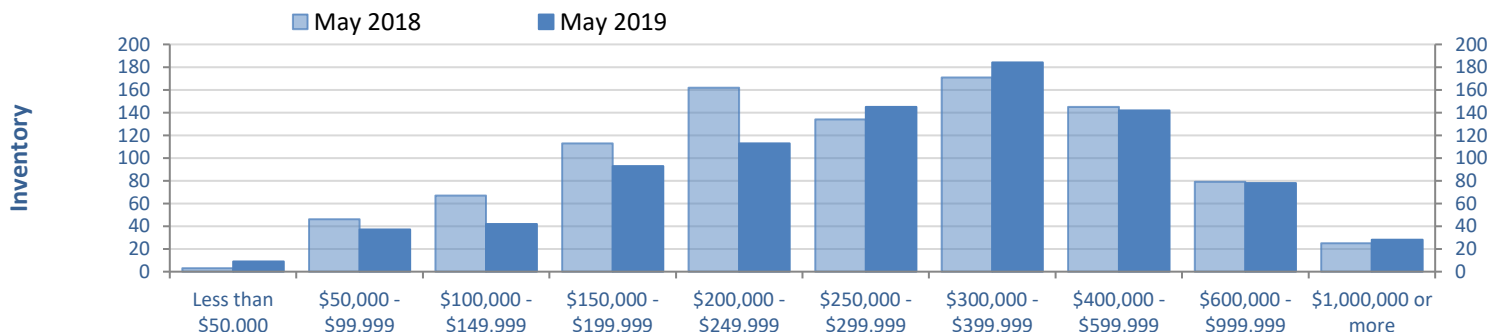


Inventory by Current Listing Price

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.

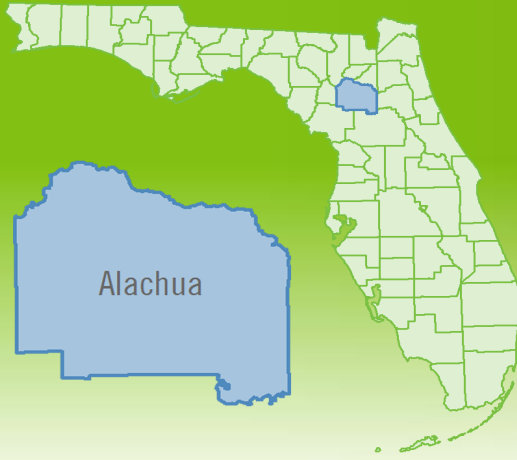
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	9	200.0%
\$50,000 - \$99,999	37	-19.6%
\$100,000 - \$149,999	42	-37.3%
\$150,000 - \$199,999	93	-17.7%
\$200,000 - \$249,999	113	-30.2%
\$250,000 - \$299,999	145	8.2%
\$300,000 - \$399,999	184	7.6%
\$400,000 - \$599,999	142	-2.1%
\$600,000 - \$999,999	78	-1.3%
\$1,000,000 or more	28	12.0%



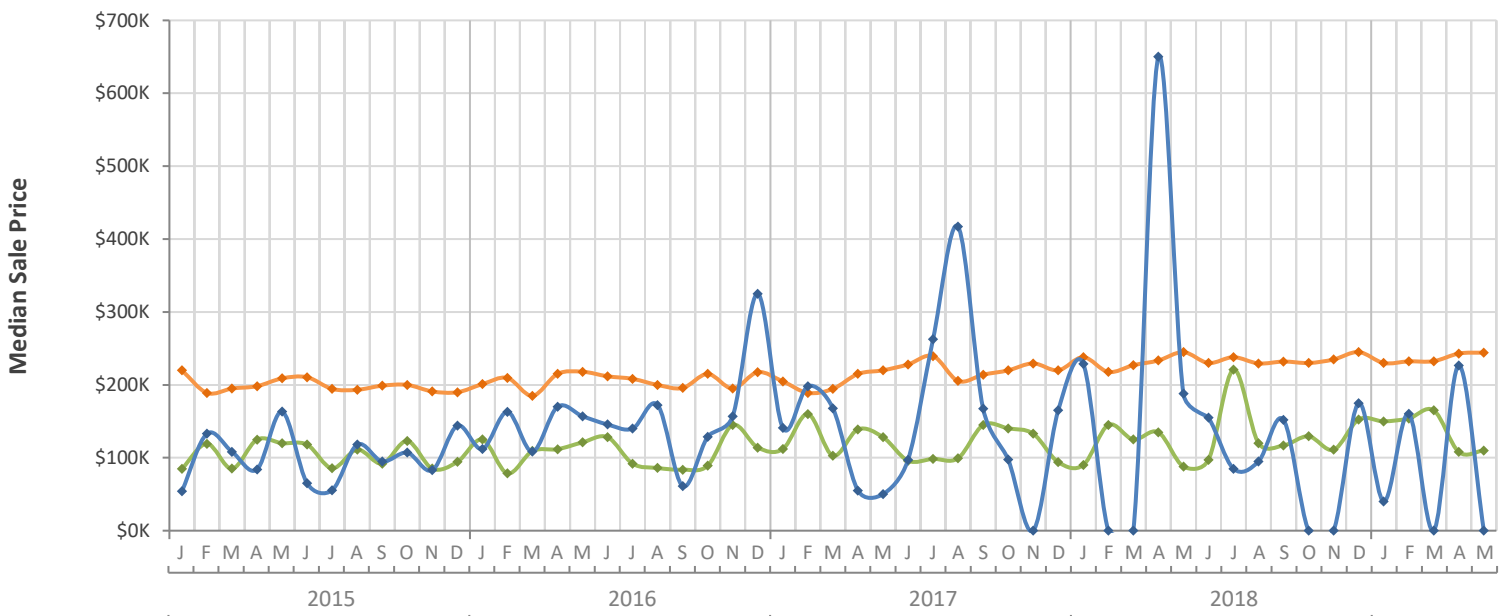
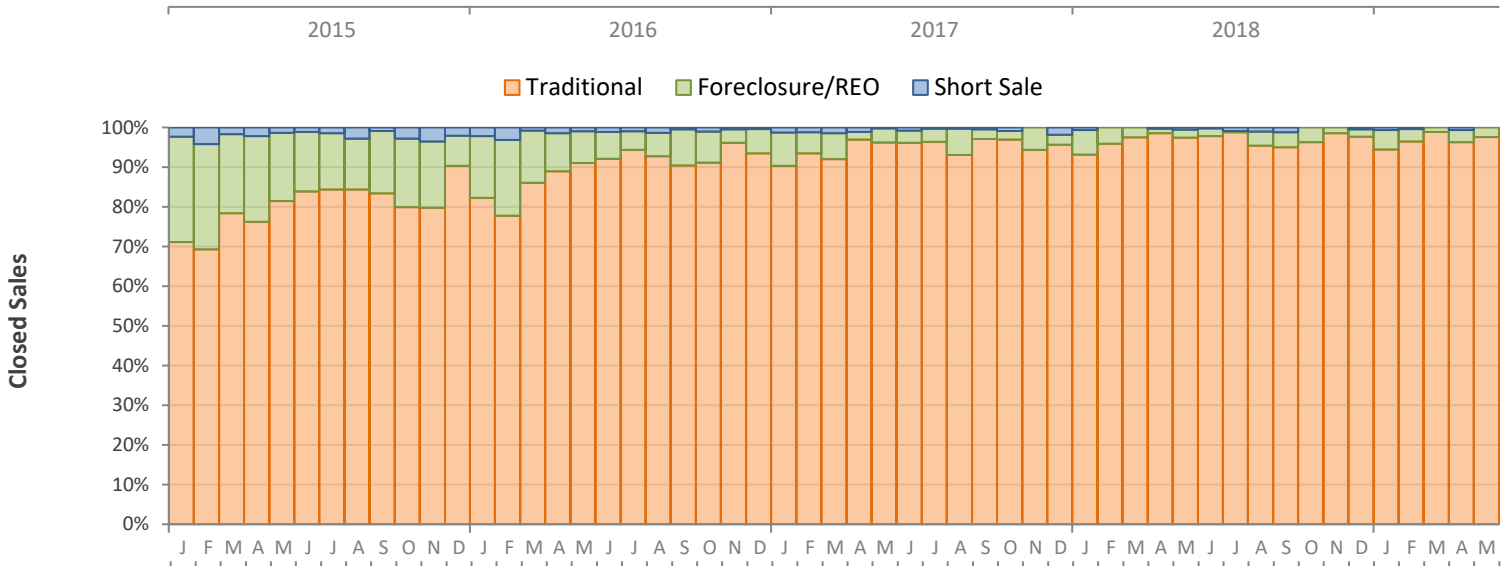
Monthly Distressed Market - May 2019

Single Family Homes

Alachua County



		May 2019	May 2018	Percent Change Year-over-Year
Traditional	Closed Sales	360	334	7.8%
	Median Sale Price	\$244,258	\$244,888	-0.3%
Foreclosure/REO	Closed Sales	9	7	28.6%
	Median Sale Price	\$110,000	\$88,000	25.0%
Short Sale	Closed Sales	0	2	-100.0%
	Median Sale Price	(No Sales)	\$188,000	N/A



Monthly Market Detail - May 2019

Townhouses and Condos

Alachua County



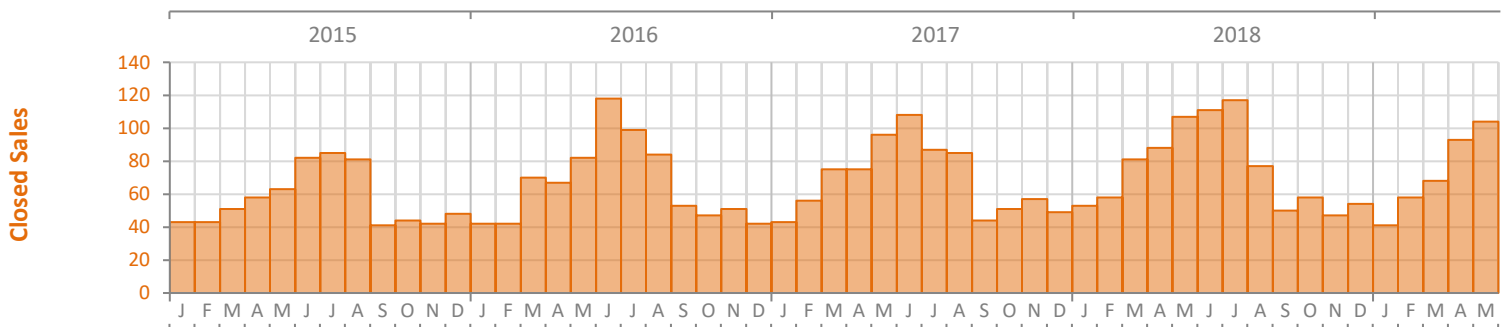
Summary Statistics	May 2019	May 2018	Percent Change Year-over-Year
Closed Sales	104	107	-2.8%
Paid in Cash	54	60	-10.0%
Median Sale Price	\$128,750	\$115,400	11.6%
Average Sale Price	\$130,202	\$123,665	5.3%
Dollar Volume	\$13.5 Million	\$13.2 Million	2.3%
Median Percent of Original List Price Received	98.0%	96.9%	1.1%
Median Time to Contract	21 Days	18 Days	16.7%
Median Time to Sale	56 Days	54 Days	3.7%
New Pending Sales	108	133	-18.8%
New Listings	106	124	-14.5%
Pending Inventory	129	140	-7.9%
Inventory (Active Listings)	144	151	-4.6%
Months Supply of Inventory	2.0	2.1	-4.8%

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	Percent Change Year-over-Year
Year-to-Date	364	-5.9%
May 2019	104	-2.8%
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%

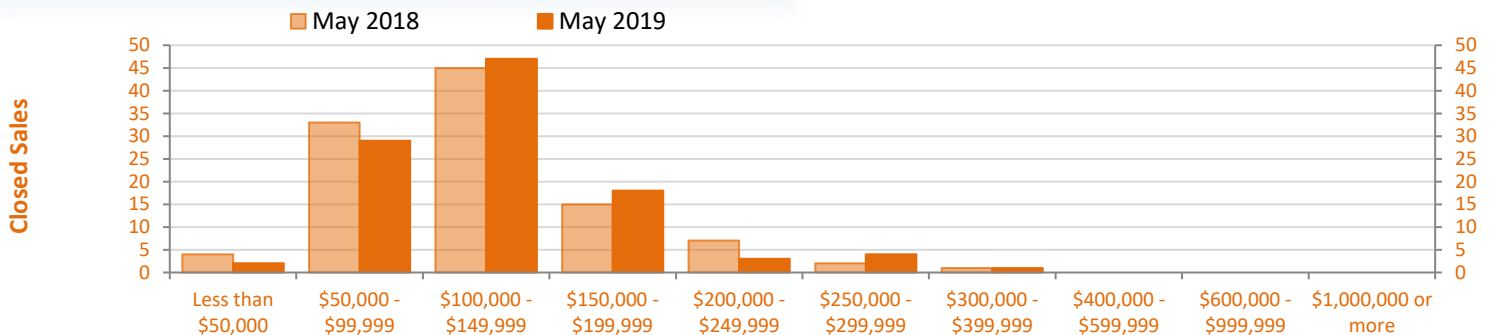


Closed Sales by Sale Price

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	29	-12.1%
\$100,000 - \$149,999	47	4.4%
\$150,000 - \$199,999	18	20.0%
\$200,000 - \$249,999	3	-57.1%
\$250,000 - \$299,999	4	100.0%
\$300,000 - \$399,999	1	0.0%
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

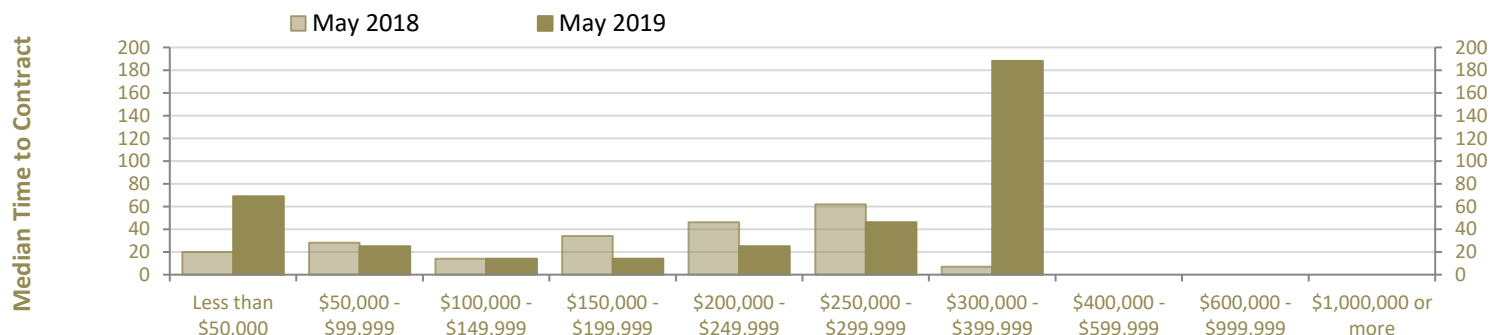


Median Time to Contract by Sale Price

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	69 Days	245.0%
\$50,000 - \$99,999	25 Days	-10.7%
\$100,000 - \$149,999	14 Days	0.0%
\$150,000 - \$199,999	14 Days	-58.8%
\$200,000 - \$249,999	25 Days	-45.7%
\$250,000 - \$299,999	46 Days	-25.8%
\$300,000 - \$399,999	188 Days	2585.7%
\$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

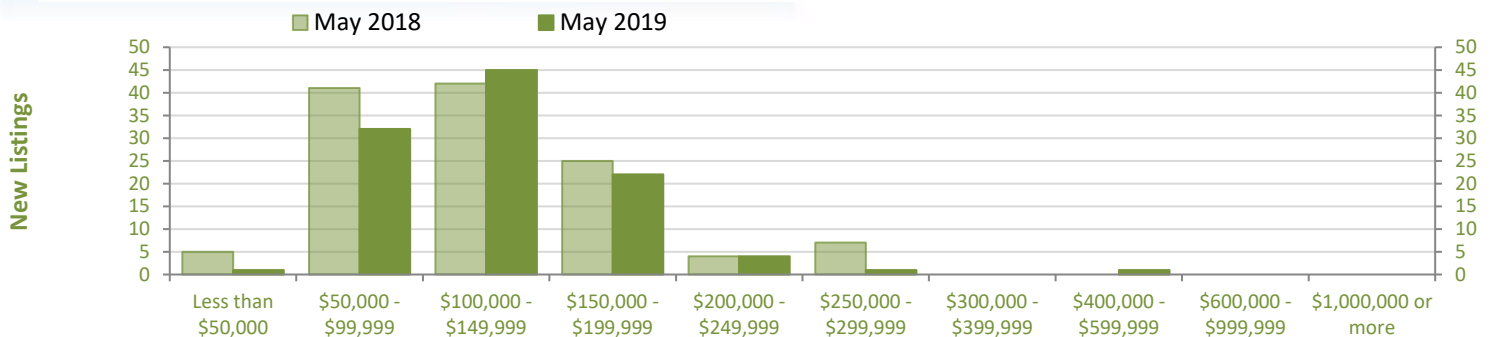


New Listings by Initial Listing Price

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	-80.0%
\$50,000 - \$99,999	32	-22.0%
\$100,000 - \$149,999	45	7.1%
\$150,000 - \$199,999	22	-12.0%
\$200,000 - \$249,999	4	0.0%
\$250,000 - \$299,999	1	-85.7%
\$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

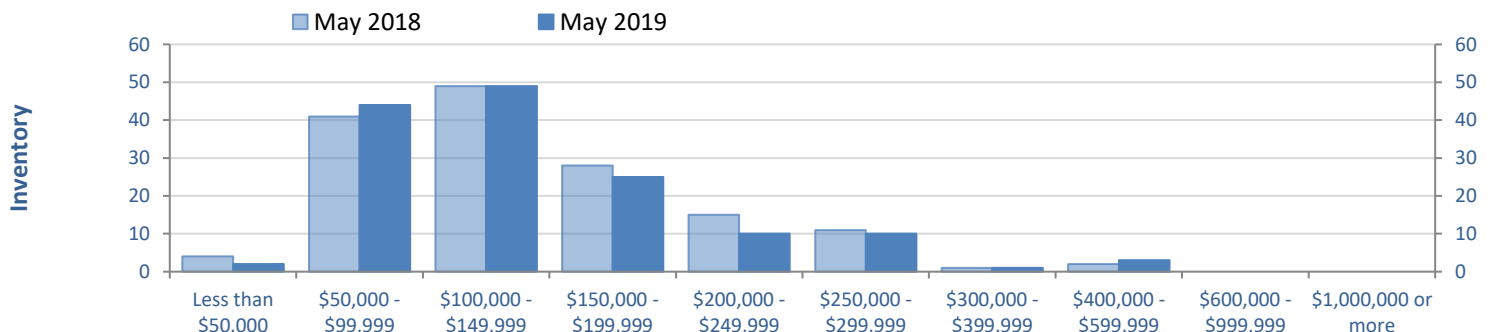


Inventory by Current Listing Price

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	2	-50.0%
\$50,000 - \$99,999	44	7.3%
\$100,000 - \$149,999	49	0.0%
\$150,000 - \$199,999	25	-10.7%
\$200,000 - \$249,999	10	-33.3%
\$250,000 - \$299,999	10	-9.1%
\$300,000 - \$399,999	1	0.0%
\$400,000 - \$599,999	3	50.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A



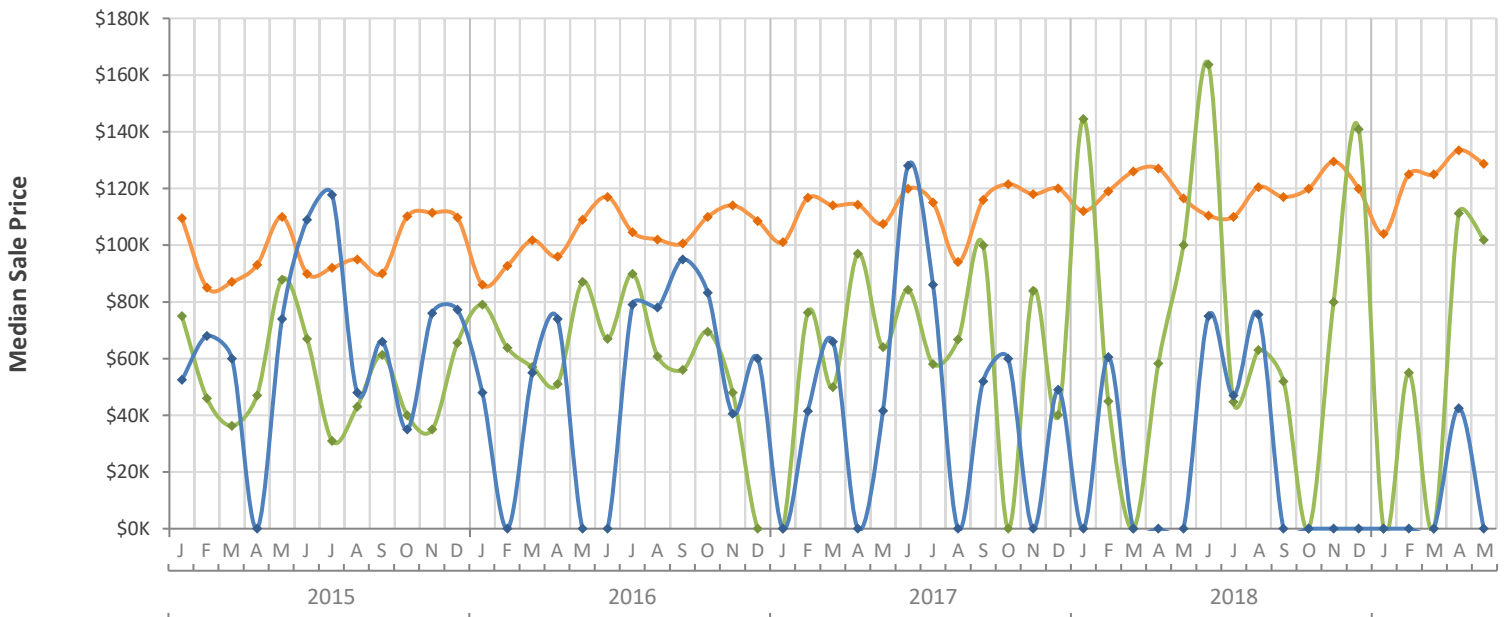
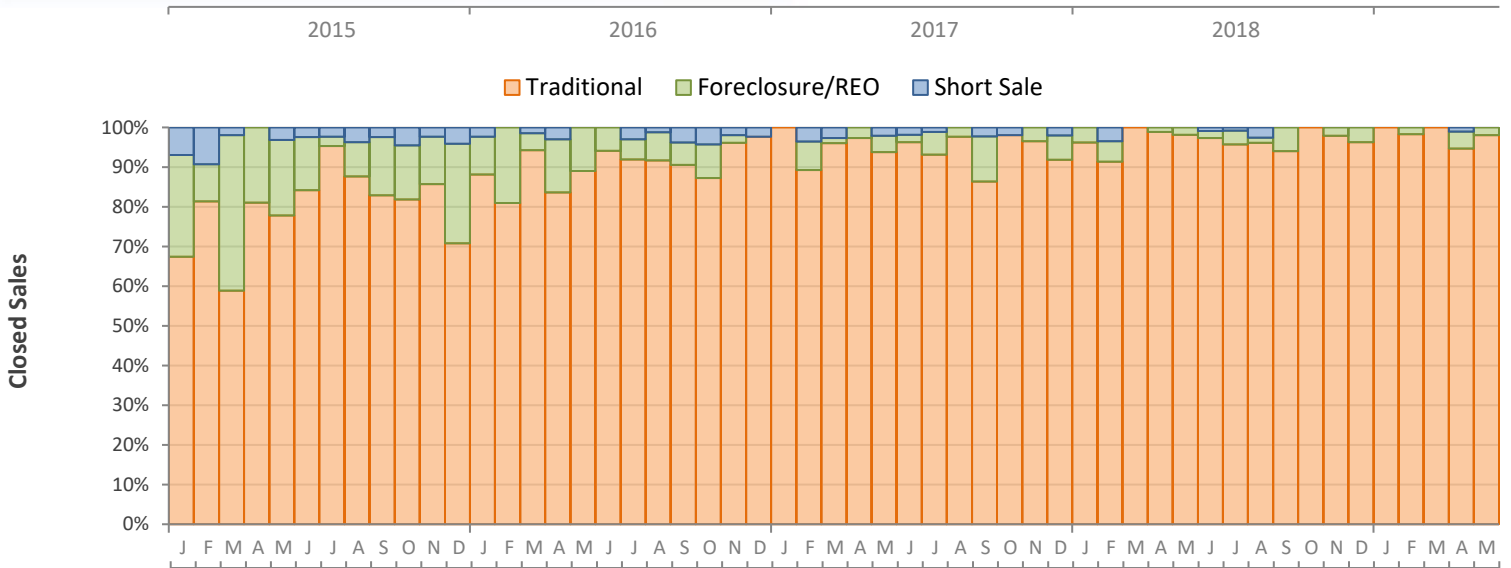
Monthly Distressed Market - May 2019

Townhouses and Condos

Alachua County



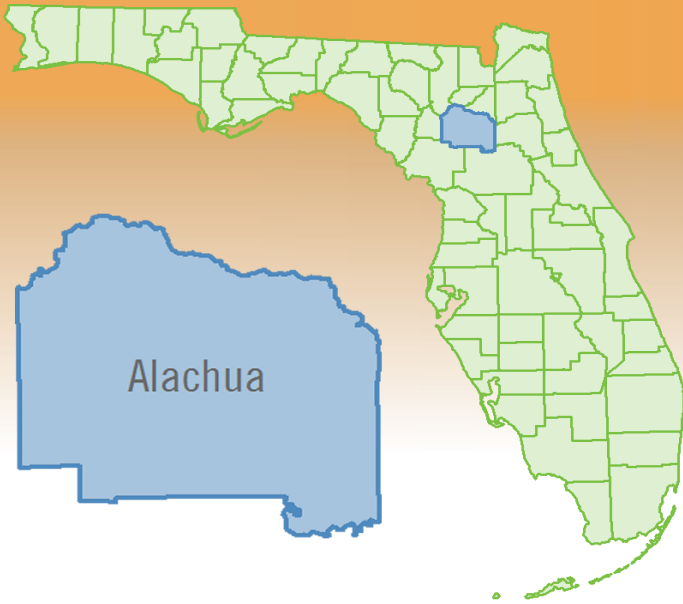
		May 2019	May 2018	Percent Change Year-over-Year
Traditional	Closed Sales	102	105	-2.9%
	Median Sale Price	\$128,750	\$116,500	10.5%
Foreclosure/REO	Closed Sales	2	2	0.0%
	Median Sale Price	\$101,851	\$100,000	1.9%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



Monthly Market Detail - May 2019

Manufactured Homes

Alachua County



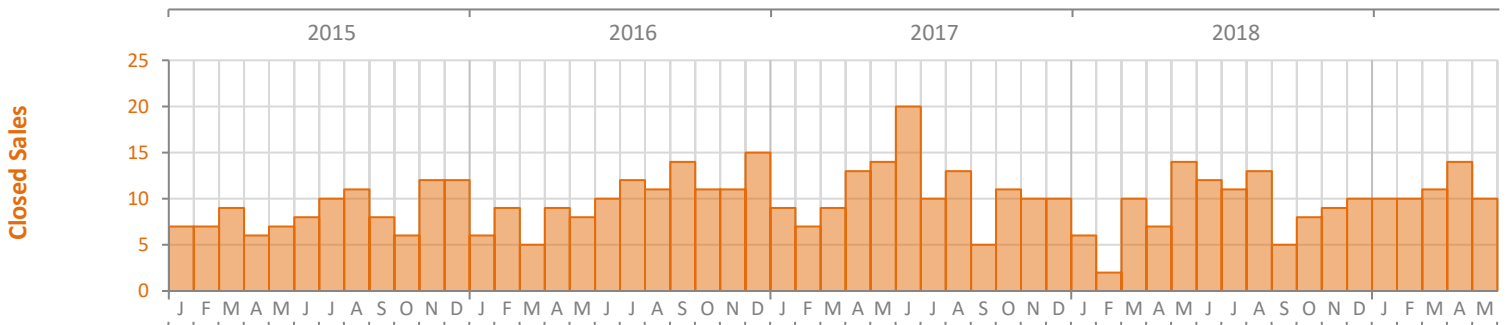
Summary Statistics	May 2019	May 2018	Percent Change Year-over-Year
Closed Sales	10	14	-28.6%
Paid in Cash	4	6	-33.3%
Median Sale Price	\$118,250	\$89,500	32.1%
Average Sale Price	\$114,750	\$87,382	31.3%
Dollar Volume	\$1.1 Million	\$1.2 Million	-6.2%
Median Percent of Original List Price Received	94.8%	96.6%	-1.9%
Median Time to Contract	46 Days	21 Days	119.0%
Median Time to Sale	78 Days	87 Days	-10.3%
New Pending Sales	14	14	0.0%
New Listings	11	11	0.0%
Pending Inventory	26	25	4.0%
Inventory (Active Listings)	46	42	9.5%
Months Supply of Inventory	4.5	4.3	4.7%

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.

Month	Closed Sales	Percent Change Year-over-Year
Year-to-Date	55	41.0%
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%
August 2018	13	0.0%
July 2018	11	10.0%
June 2018	12	-40.0%
May 2018	14	0.0%

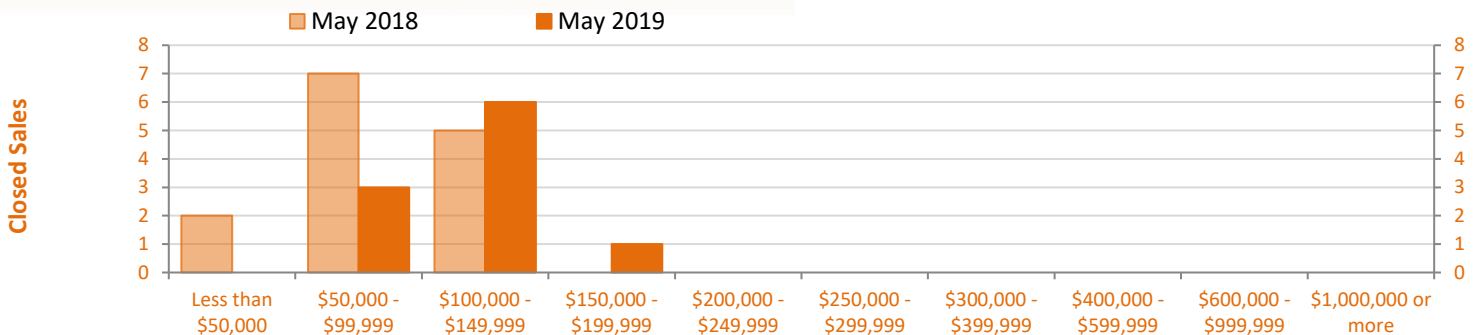


Closed Sales by Sale Price

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	3	-57.1%
\$100,000 - \$149,999	6	20.0%
\$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

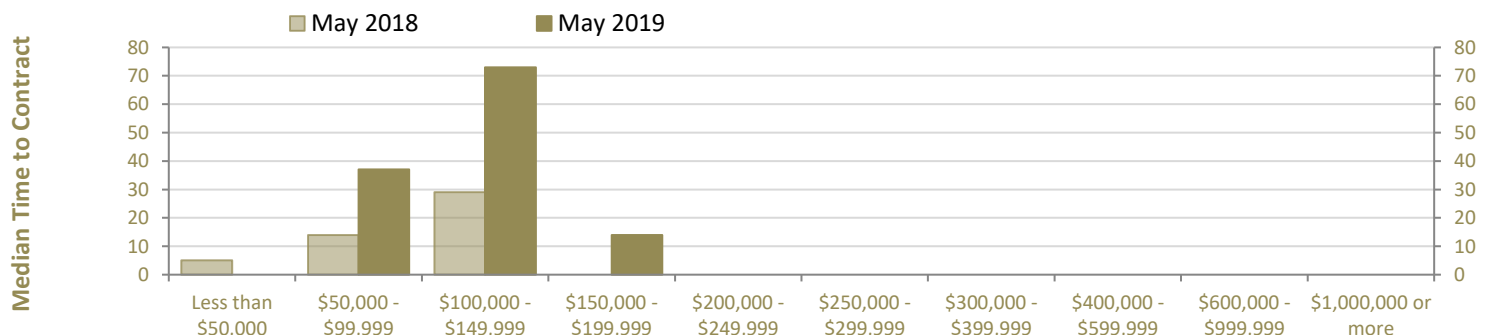


Median Time to Contract by Sale Price

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	(No Sales)	N/A
\$50,000 - \$99,999	37 Days	164.3%
\$100,000 - \$149,999	73 Days	151.7%
\$150,000 - \$199,999	14 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

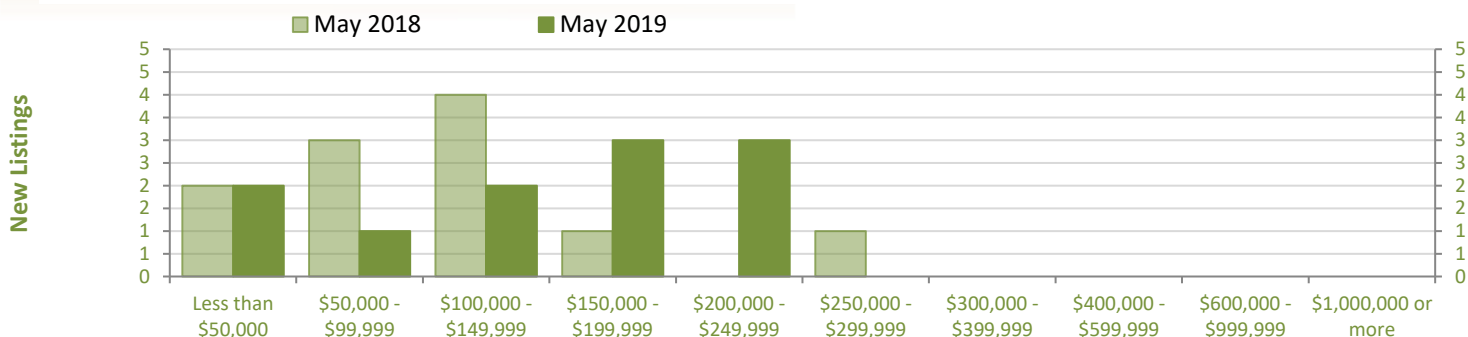


New Listings by Initial Listing Price

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	2	0.0%
\$50,000 - \$99,999	1	-66.7%
\$100,000 - \$149,999	2	-50.0%
\$150,000 - \$199,999	3	200.0%
\$200,000 - \$249,999	3	N/A
\$250,000 - \$299,999	0	-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

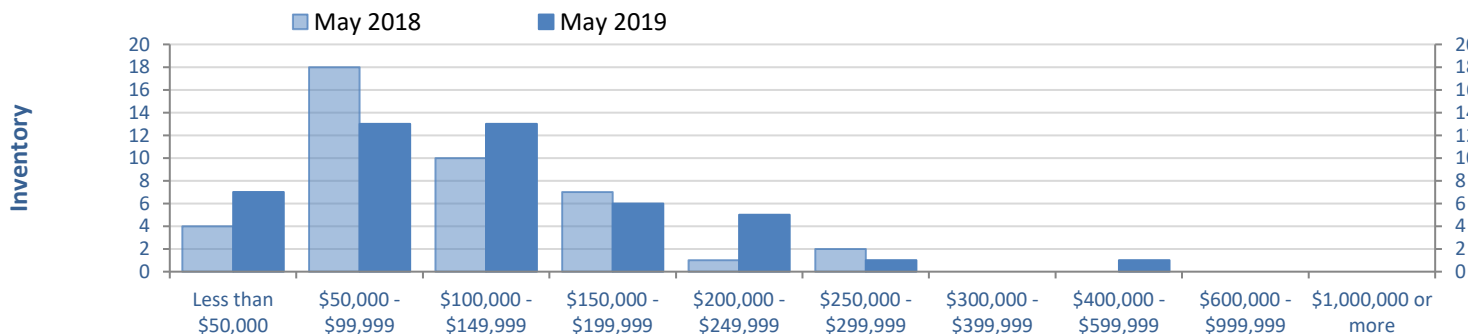


Inventory by Current Listing Price

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.

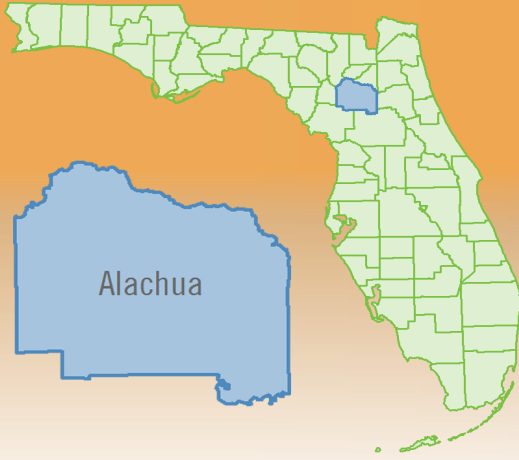
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	7	75.0%
\$50,000 - \$99,999	13	-27.8%
\$100,000 - \$149,999	13	30.0%
\$150,000 - \$199,999	6	-14.3%
\$200,000 - \$249,999	5	400.0%
\$250,000 - \$299,999	1	-50.0%
\$300,000 - \$399,999	0	N/A
\$400,000 - \$599,999	1	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A



Monthly Distressed Market - May 2019

Manufactured Homes

Alachua County



		May 2019	May 2018	Percent Change Year-over-Year
Traditional	Closed Sales	10	12	-16.7%
	Median Sale Price	\$118,250	\$93,250	26.8%
Foreclosure/REO	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$35,001	N/A
Short Sale	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$70,000	N/A

