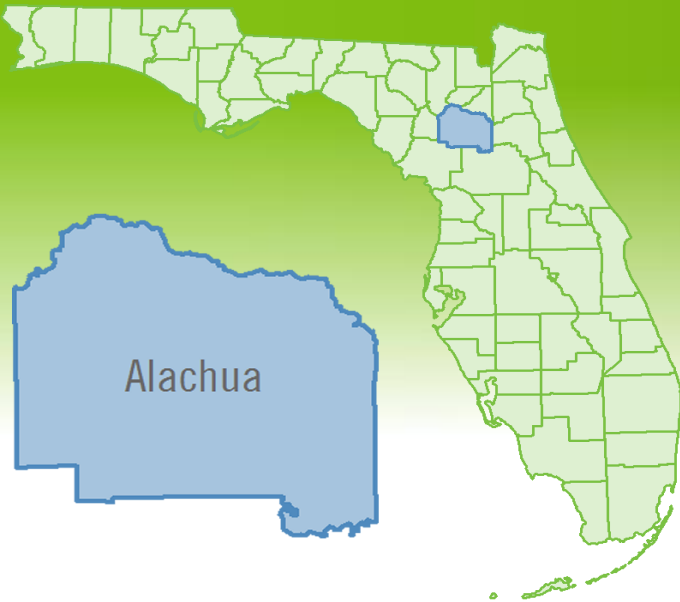


Quarterly Market Detail - Q4 2019

Single Family Homes

Alachua County



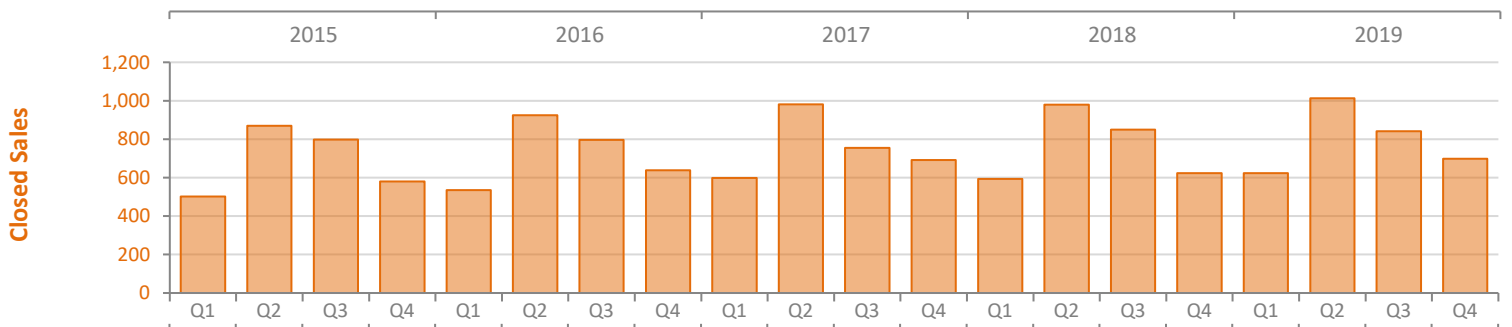
Summary Statistics	Q4 2019	Q4 2018	Percent Change Year-over-Year
Closed Sales	699	623	12.2%
Paid in Cash	140	169	-17.2%
Median Sale Price	\$250,000	\$234,841	6.5%
Average Sale Price	\$278,617	\$266,352	4.6%
Dollar Volume	\$194.8 Million	\$165.9 Million	17.4%
Median Percent of Original List Price Received	97.4%	96.6%	0.8%
Median Time to Contract	34 Days	47 Days	-27.7%
Median Time to Sale	84 Days	88 Days	-4.5%
New Pending Sales	644	652	-1.2%
New Listings	662	634	4.4%
Pending Inventory	325	300	8.3%
Inventory (Active Listings)	682	774	-11.9%
Months Supply of Inventory	2.6	3.1	-16.1%

Closed Sales

The number of sales transactions which closed during the quarter

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 quarter's sales to the amount of sales in the same quarter in the previous year), rather than changes from one quarter to the next.

Quarter	Closed Sales	Percent Change Year-over-Year
Year-to-Date	3,177	4.3%
Q4 2019	699	12.2%
Q3 2019	841	-0.9%
Q2 2019	1,013	3.5%
Q1 2019	624	5.1%
Q4 2018	623	-10.0%
Q3 2018	849	12.5%
Q2 2018	979	-0.3%
Q1 2018	594	-0.8%
Q4 2017	692	8.3%
Q3 2017	755	-5.2%
Q2 2017	982	6.3%
Q1 2017	599	12.0%
Q4 2016	639	10.2%

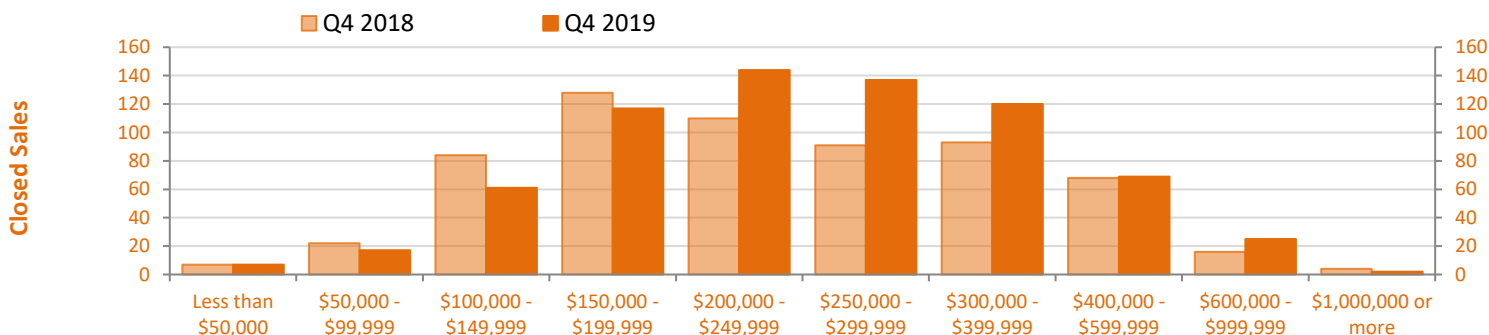


Closed Sales by Sale Price

The number of sales transactions which closed during the quarter

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 quarter's sales to the amount of sales in the same quarter in the previous year), rather than changes from one quarter to the next.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	7	0.0%
\$50,000 - \$99,999	17	-22.7%
\$100,000 - \$149,999	61	-27.4%
\$150,000 - \$199,999	117	-8.6%
\$200,000 - \$249,999	144	30.9%
\$250,000 - \$299,999	137	50.5%
\$300,000 - \$399,999	120	29.0%
\$400,000 - \$599,999	69	1.5%
\$600,000 - \$999,999	25	56.3%
\$1,000,000 or more	2	-50.0%

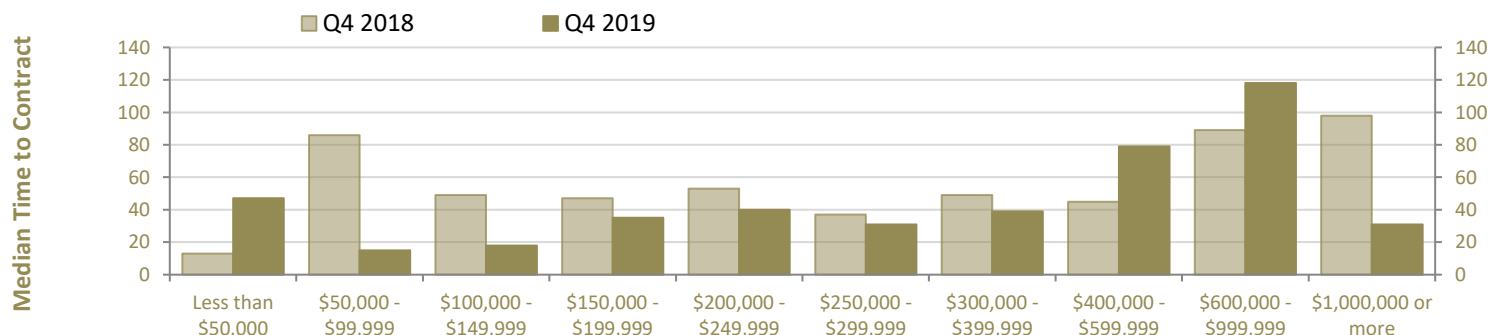


Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the quarter

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 quarter. 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	47 Days	261.5%
\$50,000 - \$99,999	15 Days	-82.6%
\$100,000 - \$149,999	18 Days	-63.3%
\$150,000 - \$199,999	35 Days	-25.5%
\$200,000 - \$249,999	40 Days	-24.5%
\$250,000 - \$299,999	31 Days	-16.2%
\$300,000 - \$399,999	39 Days	-20.4%
\$400,000 - \$599,999	79 Days	75.6%
\$600,000 - \$999,999	118 Days	32.6%
\$1,000,000 or more	31 Days	-68.4%

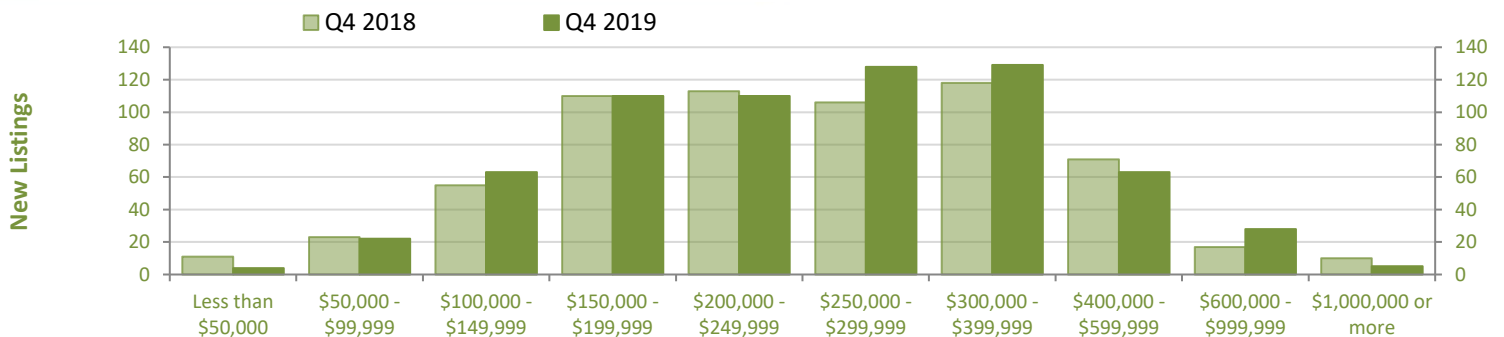


New Listings by Initial Listing Price

The number of properties put onto the market during the quarter

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	-63.6%
\$50,000 - \$99,999	22	-4.3%
\$100,000 - \$149,999	63	14.5%
\$150,000 - \$199,999	110	0.0%
\$200,000 - \$249,999	110	-2.7%
\$250,000 - \$299,999	128	20.8%
\$300,000 - \$399,999	129	9.3%
\$400,000 - \$599,999	63	-11.3%
\$600,000 - \$999,999	28	64.7%
\$1,000,000 or more	5	-50.0%

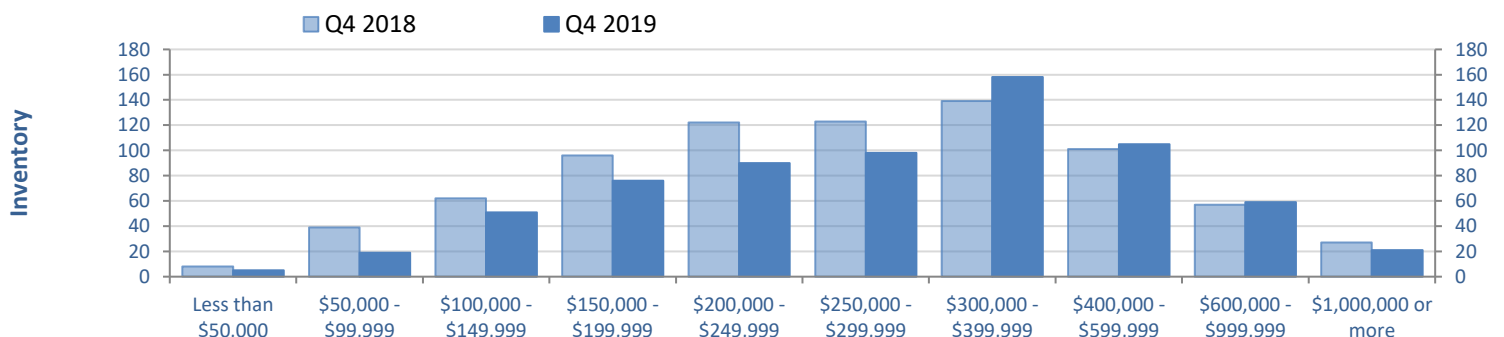


Inventory by Current Listing Price

The number of property listings active at the end of the quarter

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 quarter, and hold this number to compare with the same quarter 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	5	-37.5%
\$50,000 - \$99,999	19	-51.3%
\$100,000 - \$149,999	51	-17.7%
\$150,000 - \$199,999	76	-20.8%
\$200,000 - \$249,999	90	-26.2%
\$250,000 - \$299,999	98	-20.3%
\$300,000 - \$399,999	158	13.7%
\$400,000 - \$599,999	105	4.0%
\$600,000 - \$999,999	59	3.5%
\$1,000,000 or more	21	-22.2%



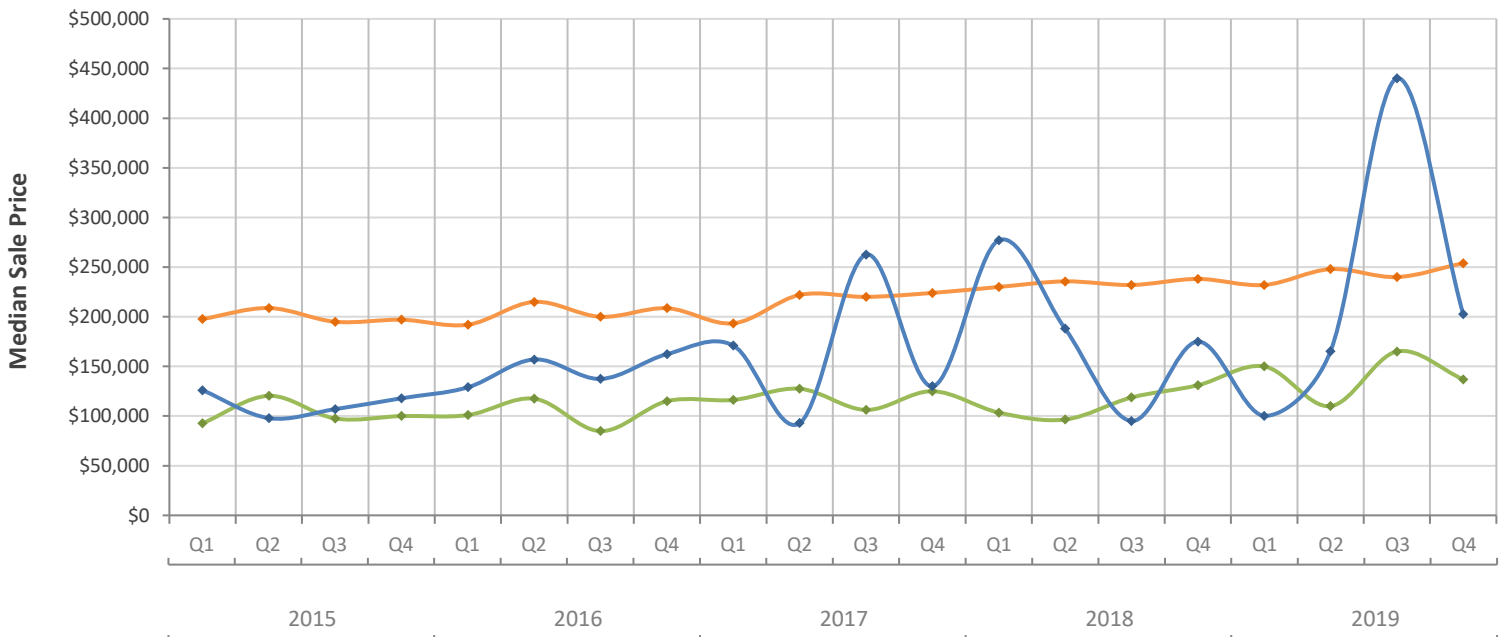
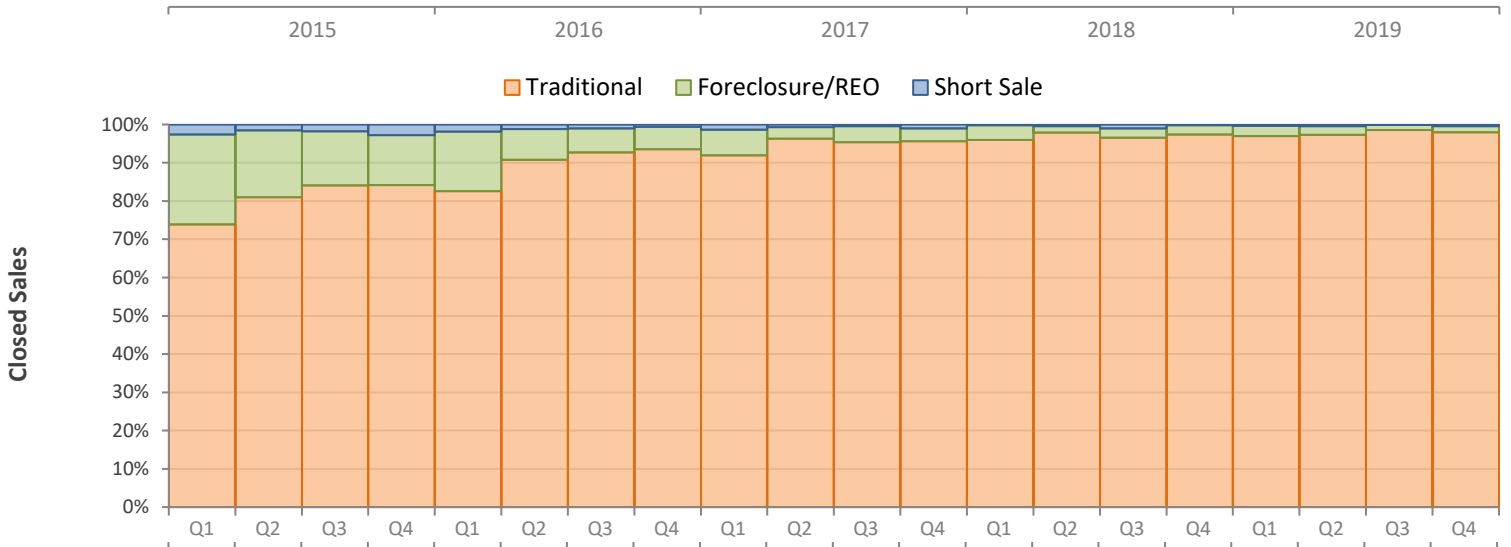
Quarterly Distressed Market - Q4 2019

Single Family Homes

Alachua County



		Q4 2019	Q4 2018	Percent Change Year-over-Year
Traditional	Closed Sales	685	607	12.9%
	Median Sale Price	\$254,000	\$238,109	6.7%
Foreclosure/REO	Closed Sales	11	15	-26.7%
	Median Sale Price	\$137,000	\$131,000	4.6%
Short Sale	Closed Sales	3	1	200.0%
	Median Sale Price	\$202,500	\$175,000	15.7%



Quarterly Market Detail - Q4 2019

Townhouses and Condos

Alachua County



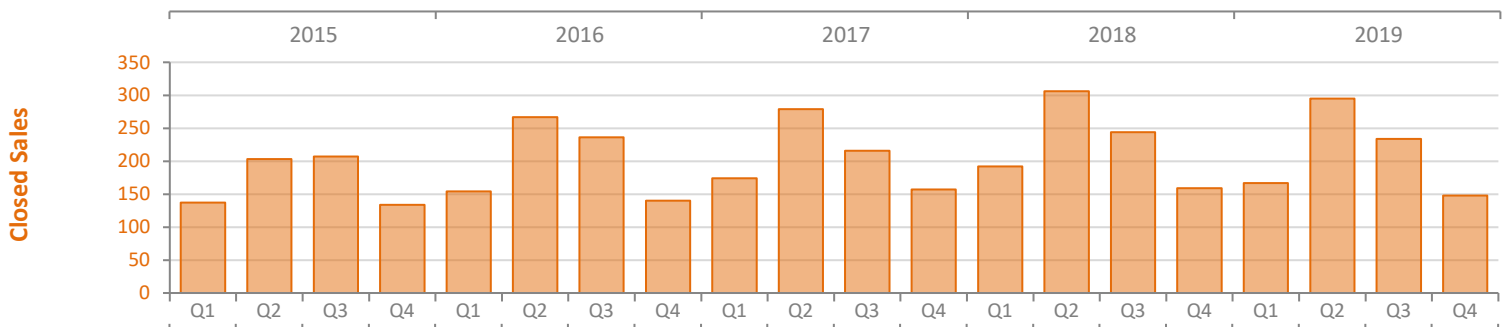
Summary Statistics	Q4 2019	Q4 2018	Percent Change Year-over-Year
Closed Sales	148	159	-6.9%
Paid in Cash	75	90	-16.7%
Median Sale Price	\$130,000	\$122,000	6.6%
Average Sale Price	\$136,487	\$121,210	12.6%
Dollar Volume	\$20.2 Million	\$19.3 Million	4.8%
Median Percent of Original List Price Received	97.1%	95.8%	1.4%
Median Time to Contract	17 Days	41 Days	-58.5%
Median Time to Sale	58 Days	63 Days	-7.9%
New Pending Sales	154	178	-13.5%
New Listings	159	178	-10.7%
Pending Inventory	62	56	10.7%
Inventory (Active Listings)	111	131	-15.3%
Months Supply of Inventory	1.6	1.7	-5.9%

Closed Sales

The number of sales transactions which closed during the quarter

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 quarter's sales to the amount of sales in the same quarter in the previous year), rather than changes from one quarter to the next.

Quarter	Closed Sales	Percent Change Year-over-Year
Year-to-Date	844	-6.3%
Q4 2019	148	-6.9%
Q3 2019	234	-4.1%
Q2 2019	295	-3.6%
Q1 2019	167	-13.0%
Q4 2018	159	1.3%
Q3 2018	244	13.0%
Q2 2018	306	9.7%
Q1 2018	192	10.3%
Q4 2017	157	12.1%
Q3 2017	216	-8.5%
Q2 2017	279	4.5%
Q1 2017	174	13.0%
Q4 2016	140	4.5%

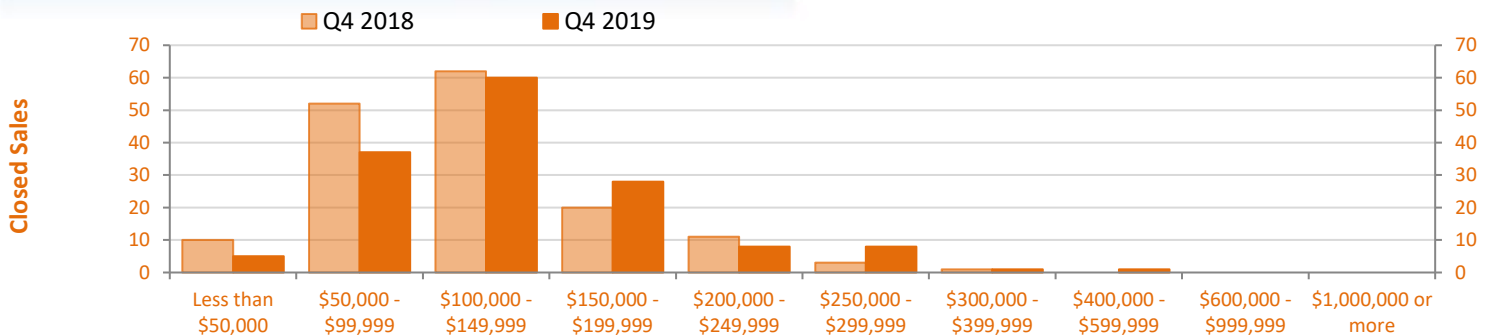


Closed Sales by Sale Price

The number of sales transactions which closed during the quarter

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 quarter's sales to the amount of sales in the same quarter in the previous year), rather than changes from one quarter to the next.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	5	-50.0%
\$50,000 - \$99,999	37	-28.8%
\$100,000 - \$149,999	60	-3.2%
\$150,000 - \$199,999	28	40.0%
\$200,000 - \$249,999	8	-27.3%
\$250,000 - \$299,999	8	166.7%
\$300,000 - \$399,999	1	0.0%
\$400,000 - \$599,999	1	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

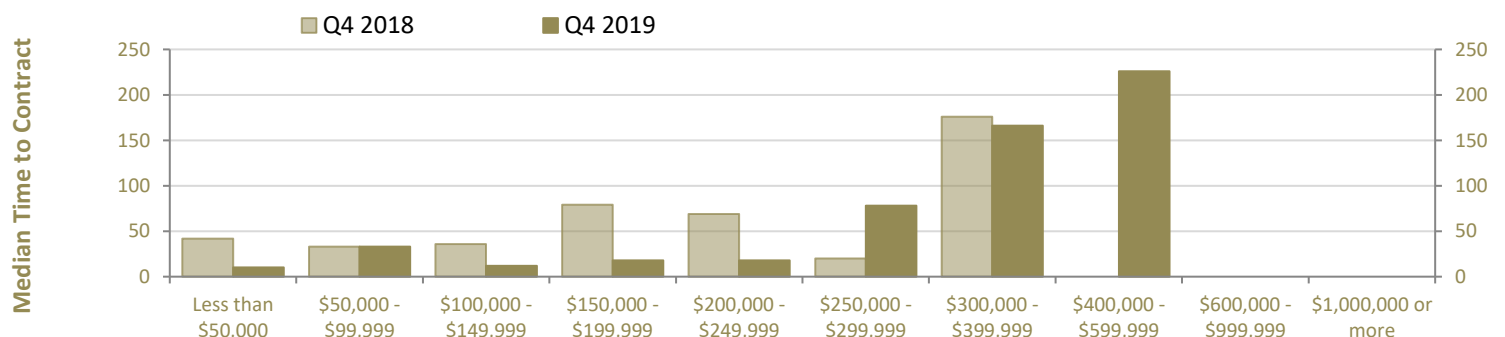


Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the quarter

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 quarter. 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	10 Days	-76.2%
\$50,000 - \$99,999	33 Days	0.0%
\$100,000 - \$149,999	12 Days	-66.7%
\$150,000 - \$199,999	18 Days	-77.2%
\$200,000 - \$249,999	18 Days	-73.9%
\$250,000 - \$299,999	78 Days	290.0%
\$300,000 - \$399,999	166 Days	-5.7%
\$400,000 - \$599,999	226 Days	N/A
\$600,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	(No Sales)	N/A

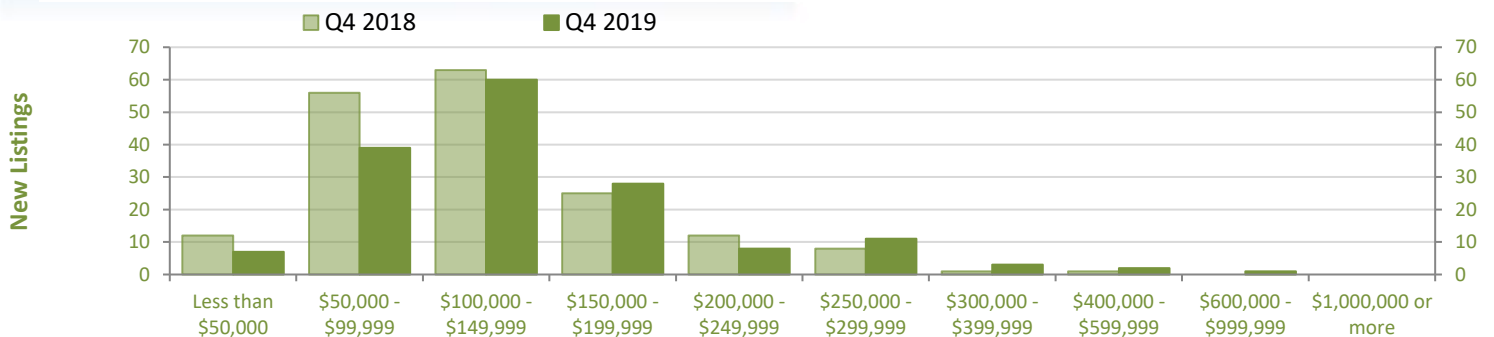


New Listings by Initial Listing Price

The number of properties put onto the market during the quarter

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	7	-41.7%
\$50,000 - \$99,999	39	-30.4%
\$100,000 - \$149,999	60	-4.8%
\$150,000 - \$199,999	28	12.0%
\$200,000 - \$249,999	8	-33.3%
\$250,000 - \$299,999	11	37.5%
\$300,000 - \$399,999	3	200.0%
\$400,000 - \$599,999	2	100.0%
\$600,000 - \$999,999	1	N/A
\$1,000,000 or more	0	N/A

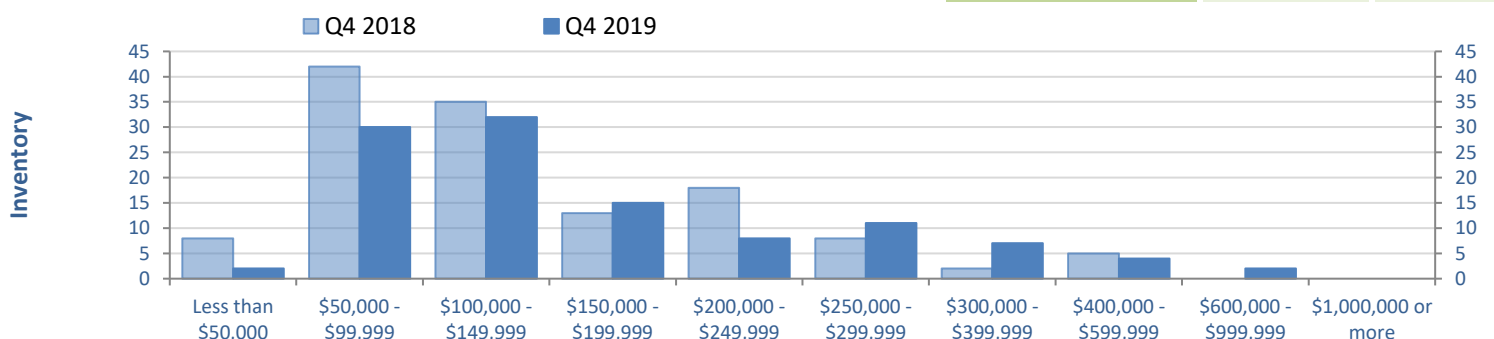


Inventory by Current Listing Price

The number of property listings active at the end of the quarter

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 quarter, and hold this number to compare with the same quarter 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	-75.0%
\$50,000 - \$99,999	30	-28.6%
\$100,000 - \$149,999	32	-8.6%
\$150,000 - \$199,999	15	15.4%
\$200,000 - \$249,999	8	-55.6%
\$250,000 - \$299,999	11	37.5%
\$300,000 - \$399,999	7	250.0%
\$400,000 - \$599,999	4	-20.0%
\$600,000 - \$999,999	2	N/A
\$1,000,000 or more	0	N/A



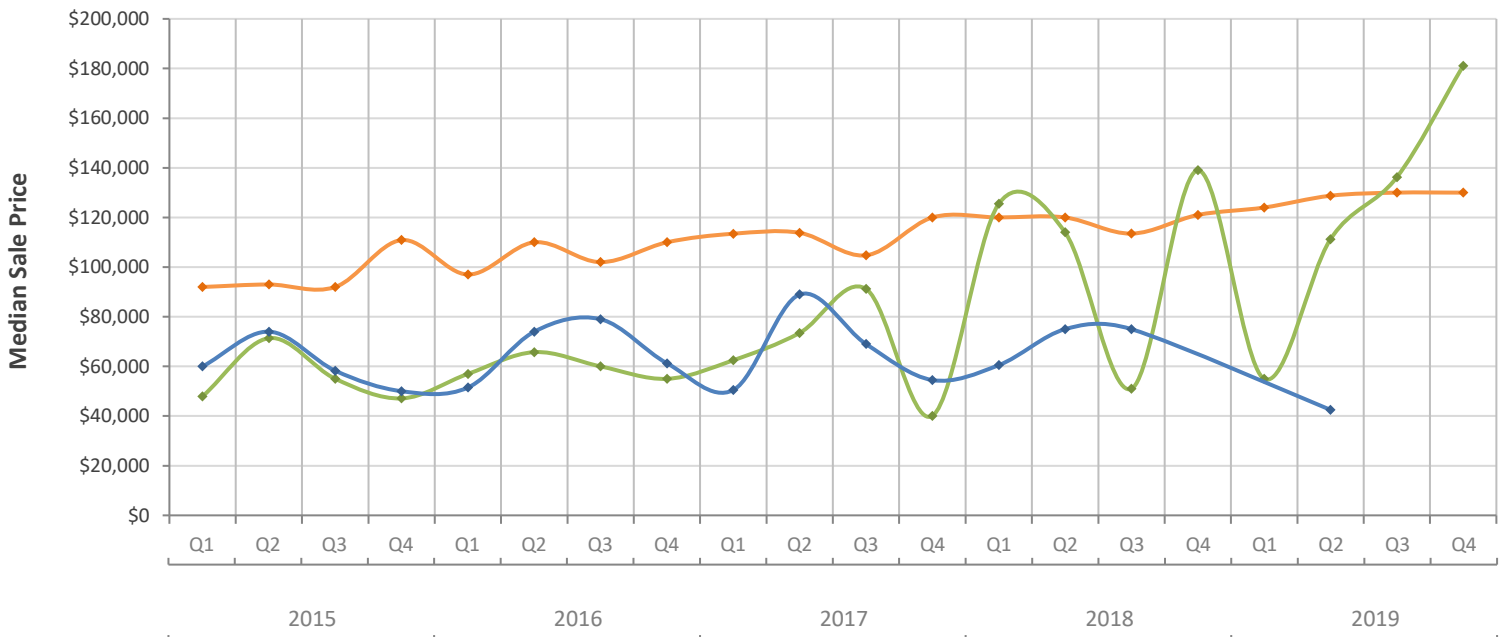
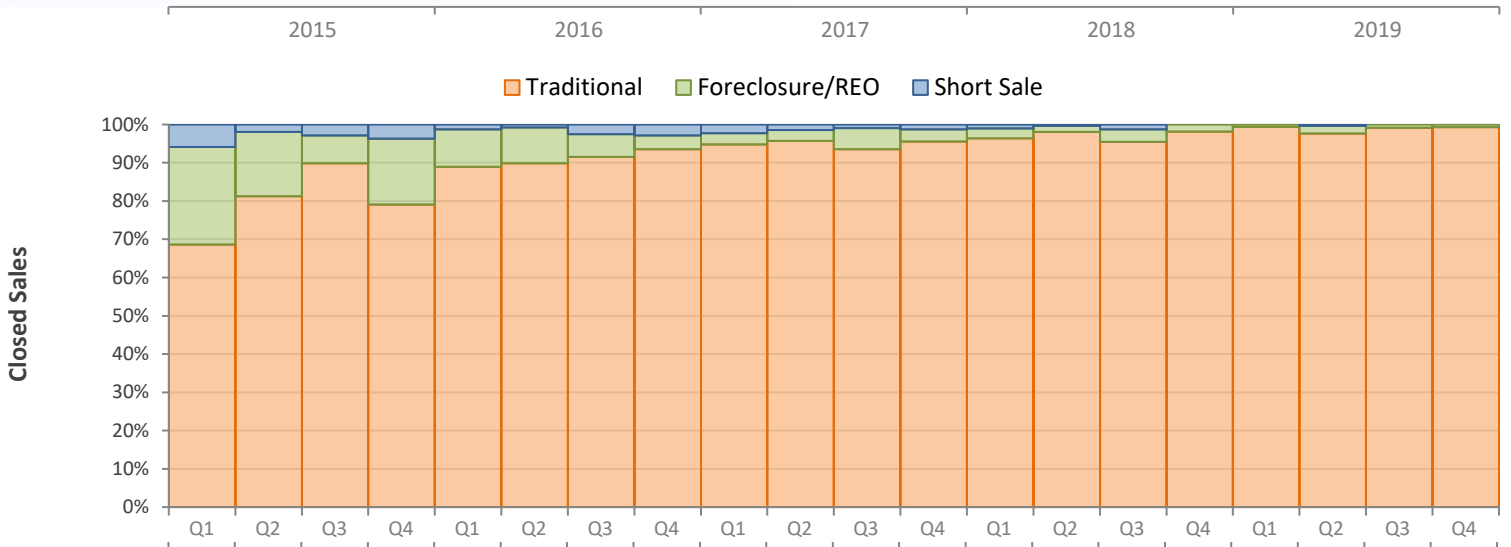
Quarterly Distressed Market - Q4 2019

Townhouses and Condos

Alachua County



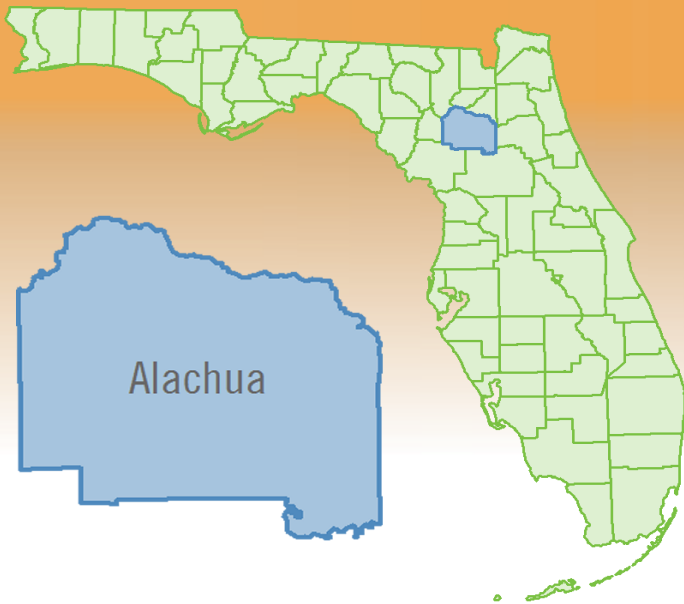
		Q4 2019	Q4 2018	Percent Change Year-over-Year
Traditional	Closed Sales	147	156	-5.8%
	Median Sale Price	\$130,000	\$121,000	7.4%
Foreclosure/REO	Closed Sales	1	3	-66.7%
	Median Sale Price	\$181,103	\$139,000	30.3%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



Quarterly Market Detail - Q4 2019

Manufactured Homes

Alachua County



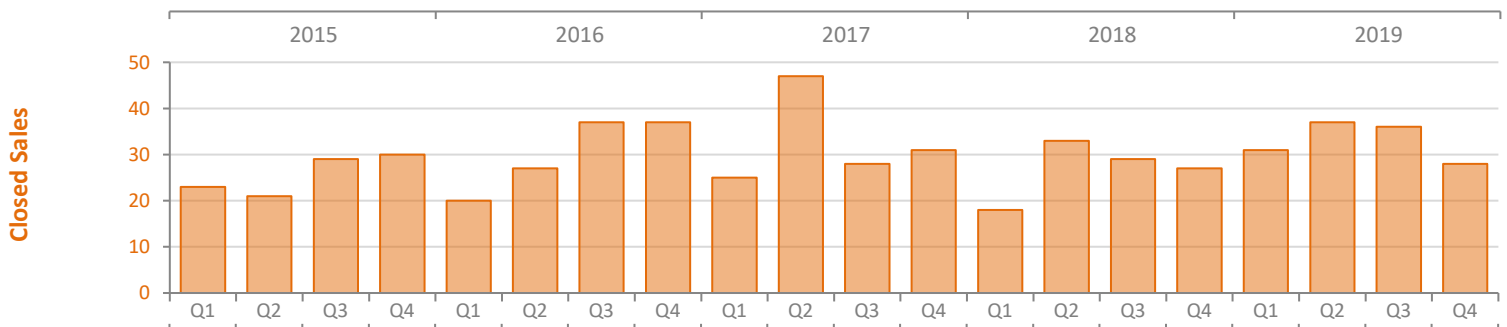
Summary Statistics	Q4 2019	Q4 2018	Percent Change Year-over-Year
Closed Sales	28	27	3.7%
Paid in Cash	15	14	7.1%
Median Sale Price	\$109,854	\$87,500	25.5%
Average Sale Price	\$114,707	\$101,709	12.8%
Dollar Volume	\$3.2 Million	\$2.7 Million	17.0%
Median Percent of Original List Price Received	87.5%	94.4%	-7.3%
Median Time to Contract	65 Days	29 Days	124.1%
Median Time to Sale	107 Days	81 Days	32.1%
New Pending Sales	30	29	3.4%
New Listings	34	46	-26.1%
Pending Inventory	22	16	37.5%
Inventory (Active Listings)	44	54	-18.5%
Months Supply of Inventory	4.0	6.1	-34.4%

Closed Sales

The number of sales transactions which closed during the quarter

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 quarter's sales to the amount of sales in the same quarter in the previous year), rather than changes from one quarter to the next.

Quarter	Closed Sales	Percent Change Year-over-Year
Year-to-Date	132	23.4%
Q4 2019	28	3.7%
Q3 2019	36	24.1%
Q2 2019	37	12.1%
Q1 2019	31	72.2%
Q4 2018	27	-12.9%
Q3 2018	29	3.6%
Q2 2018	33	-29.8%
Q1 2018	18	-28.0%
Q4 2017	31	-16.2%
Q3 2017	28	-24.3%
Q2 2017	47	74.1%
Q1 2017	25	25.0%
Q4 2016	37	23.3%

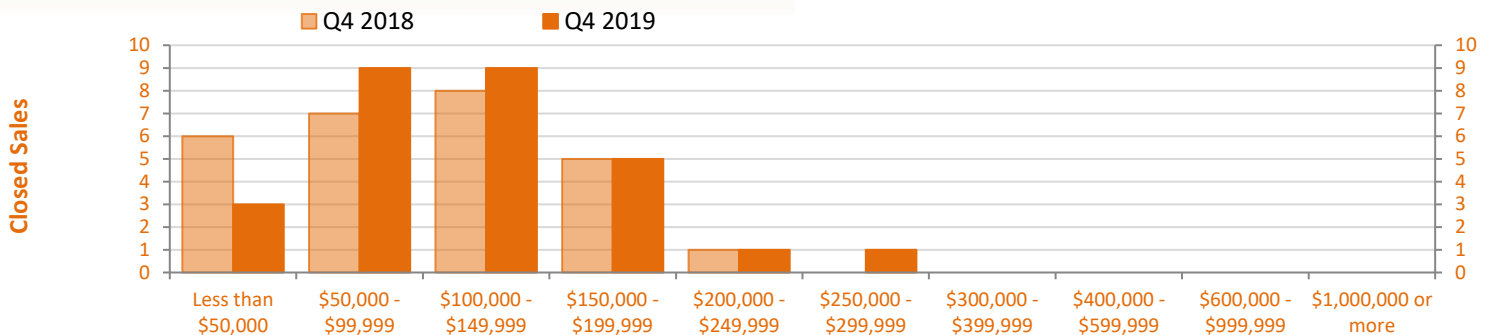


Closed Sales by Sale Price

The number of sales transactions which closed during the quarter

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 quarter's sales to the amount of sales in the same quarter in the previous year), rather than changes from one quarter to the next.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	3	-50.0%
\$50,000 - \$99,999	9	28.6%
\$100,000 - \$149,999	9	12.5%
\$150,000 - \$199,999	5	0.0%
\$200,000 - \$249,999	1	0.0%
\$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

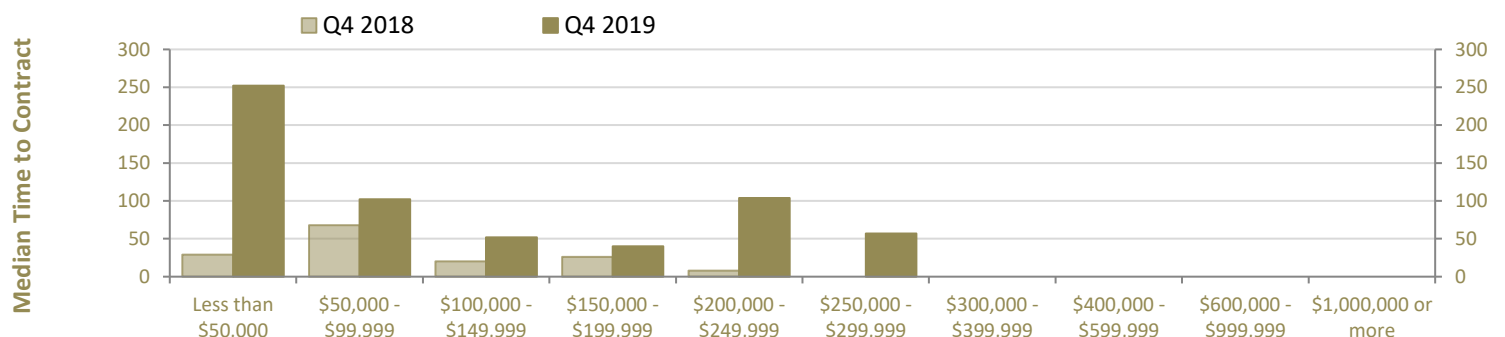


Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the quarter

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 quarter. 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	252 Days	769.0%
\$50,000 - \$99,999	102 Days	50.0%
\$100,000 - \$149,999	52 Days	160.0%
\$150,000 - \$199,999	40 Days	53.8%
\$200,000 - \$249,999	104 Days	1200.0%
\$250,000 - \$299,999	57 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

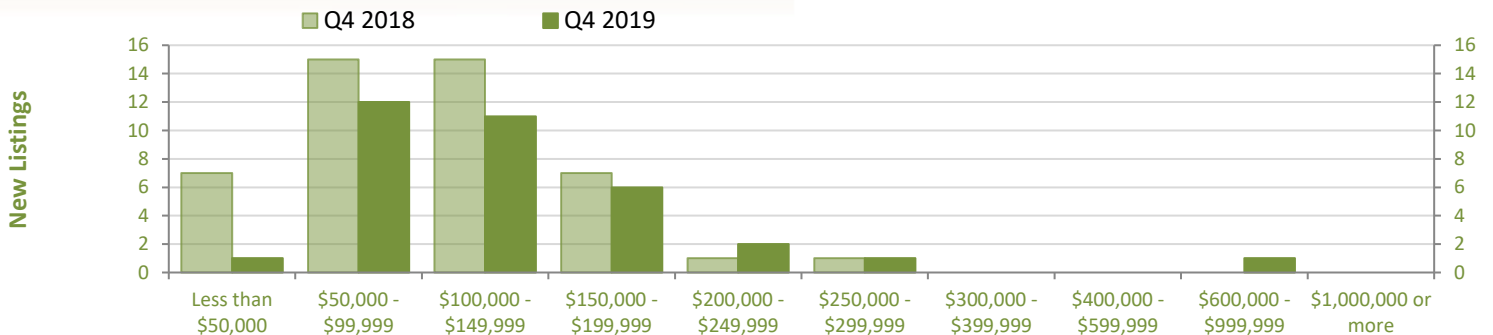


New Listings by Initial Listing Price

The number of properties put onto the market during the quarter

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	-85.7%
\$50,000 - \$99,999	12	-20.0%
\$100,000 - \$149,999	11	-26.7%
\$150,000 - \$199,999	6	-14.3%
\$200,000 - \$249,999	2	100.0%
\$250,000 - \$299,999	1	0.0%
\$300,000 - \$399,999	0	N/A
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	1	N/A
\$1,000,000 or more	0	N/A

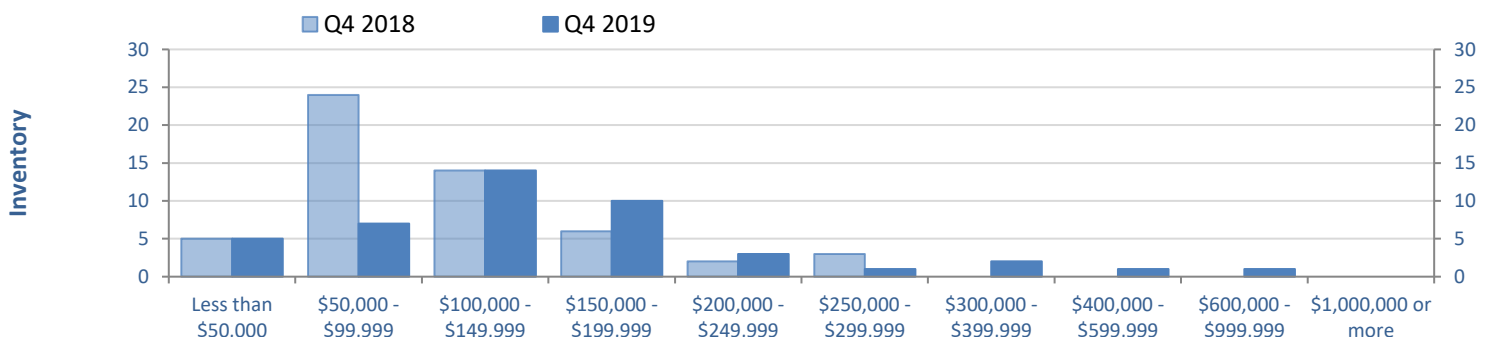


Inventory by Current Listing Price

The number of property listings active at the end of the quarter

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 quarter, and hold this number to compare with the same quarter 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.

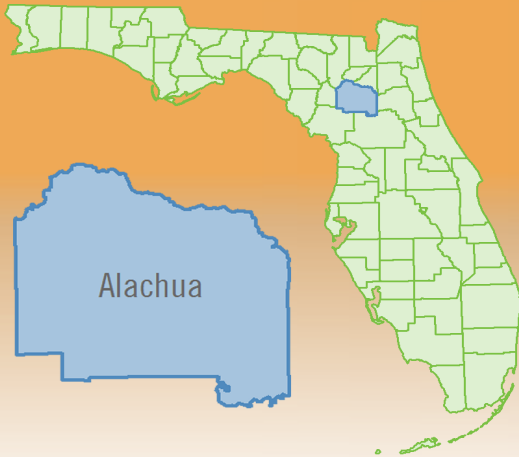
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	5	0.0%
\$50,000 - \$99,999	7	-70.8%
\$100,000 - \$149,999	14	0.0%
\$150,000 - \$199,999	10	66.7%
\$200,000 - \$249,999	3	50.0%
\$250,000 - \$299,999	1	-66.7%
\$300,000 - \$399,999	2	N/A
\$400,000 - \$599,999	1	N/A
\$600,000 - \$999,999	1	N/A
\$1,000,000 or more	0	N/A



Quarterly Distressed Market - Q4 2019

Manufactured Homes

Alachua County



		Q4 2019	Q4 2018	Percent Change Year-over-Year
Traditional	Closed Sales	28	26	7.7%
	Median Sale Price	\$109,854	\$96,250	14.1%
Foreclosure/REO	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$83,000	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

