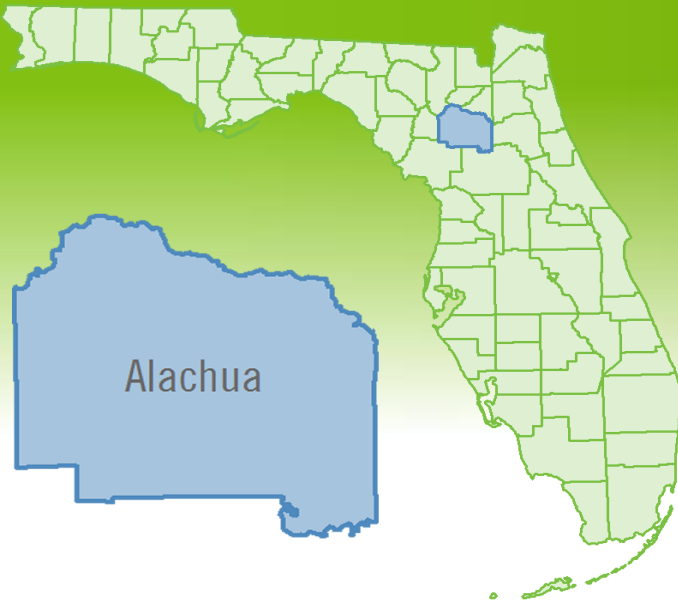


Monthly Market Detail - January 2019

Single Family Homes

Alachua County



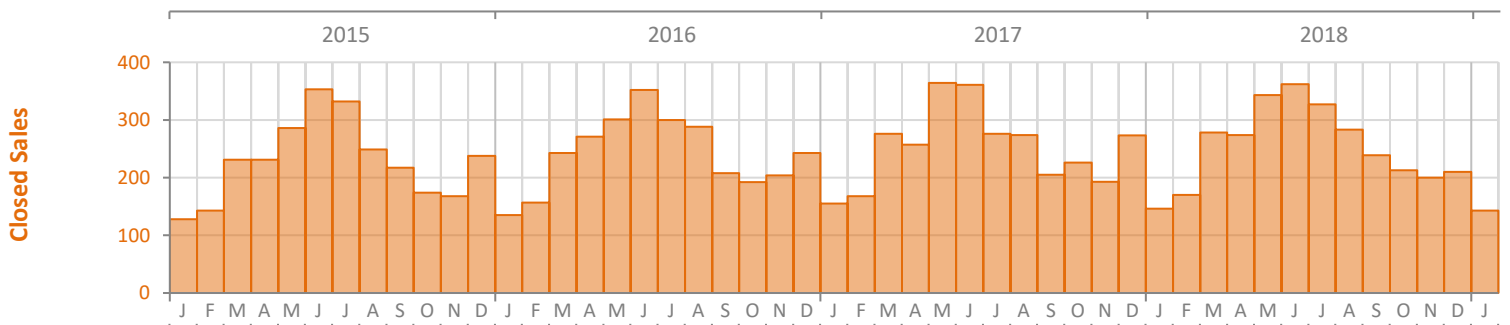
Summary Statistics	January 2019	January 2018	Percent Change Year-over-Year
Closed Sales	143	146	-2.1%
Paid in Cash	44	37	18.9%
Median Sale Price	\$225,000	\$232,250	-3.1%
Average Sale Price	\$270,647	\$255,718	5.8%
Dollar Volume	\$38.7 Million	\$37.3 Million	3.7%
Median Percent of Original List Price Received	96.0%	96.5%	-0.5%
Median Time to Contract	71 Days	68 Days	4.4%
Median Time to Sale	110 Days	98 Days	12.2%
New Pending Sales	282	254	11.0%
New Listings	302	273	10.6%
Pending Inventory	411	352	16.8%
Inventory (Active Listings)	782	750	4.3%
Months Supply of Inventory	3.1	3.0	3.3%

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	143	-2.1%
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%
March 2018	278	0.7%
February 2018	170	1.2%
January 2018	146	-5.8%

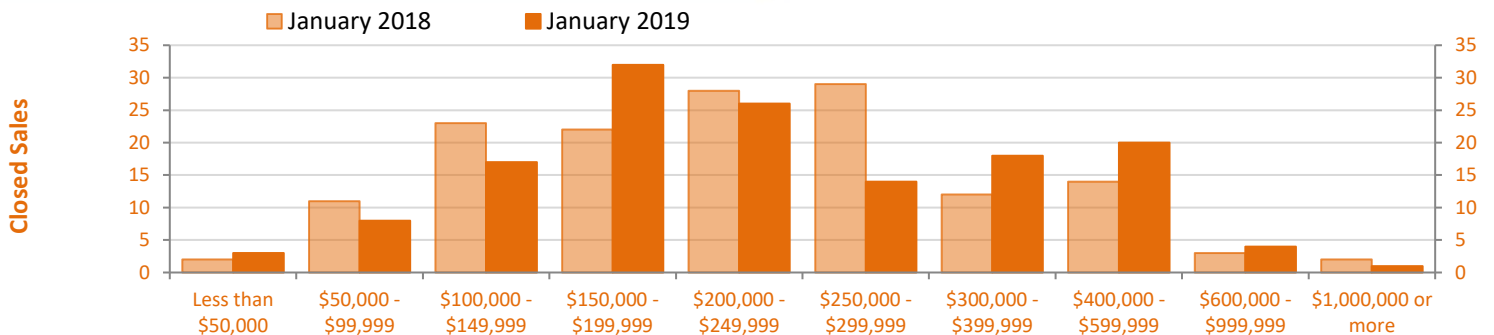


Closed Sales by Sale Price

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	3	50.0%
\$50,000 - \$99,999	8	-27.3%
\$100,000 - \$149,999	17	-26.1%
\$150,000 - \$199,999	32	45.5%
\$200,000 - \$249,999	26	-7.1%
\$250,000 - \$299,999	14	-51.7%
\$300,000 - \$399,999	18	50.0%
\$400,000 - \$599,999	20	42.9%
\$600,000 - \$999,999	4	33.3%
\$1,000,000 or more	1	-50.0%

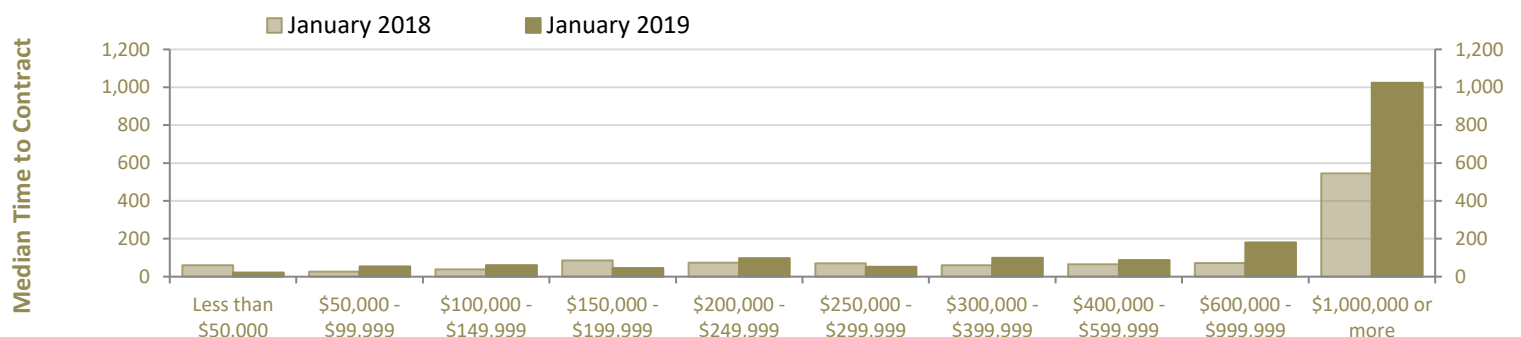


Median Time to Contract by Sale Price

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	21 Days	-65.0%
\$50,000 - \$99,999	54 Days	107.7%
\$100,000 - \$149,999	61 Days	56.4%
\$150,000 - \$199,999	45 Days	-47.7%
\$200,000 - \$249,999	97 Days	31.1%
\$250,000 - \$299,999	52 Days	-26.8%
\$300,000 - \$399,999	99 Days	65.0%
\$400,000 - \$599,999	87 Days	33.8%
\$600,000 - \$999,999	180 Days	146.6%
\$1,000,000 or more	1023 Days	87.7%

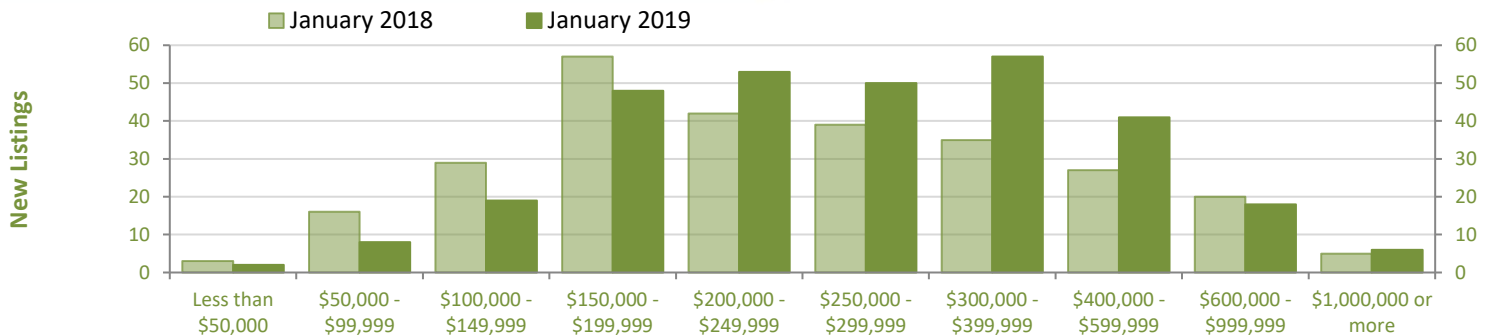


New Listings by Initial Listing Price

The number of properties put onto the market during the month

Economists' note: New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$50,000	2	-33.3%
\$50,000 - \$99,999	8	-50.0%
\$100,000 - \$149,999	19	-34.5%
\$150,000 - \$199,999	48	-15.8%
\$200,000 - \$249,999	53	26.2%
\$250,000 - \$299,999	50	28.2%
\$300,000 - \$399,999	57	62.9%
\$400,000 - \$599,999	41	51.9%
\$600,000 - \$999,999	18	-10.0%
\$1,000,000 or more	6	20.0%

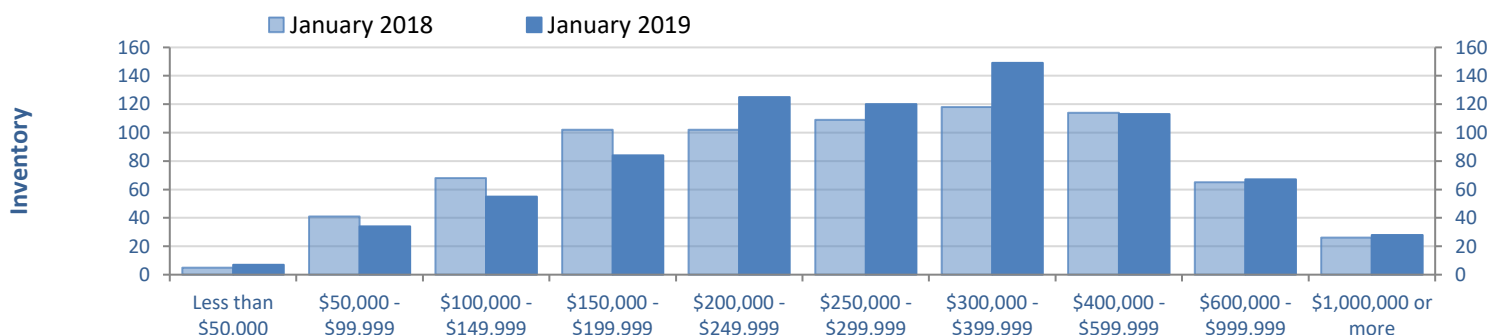


Inventory by Current Listing Price

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.

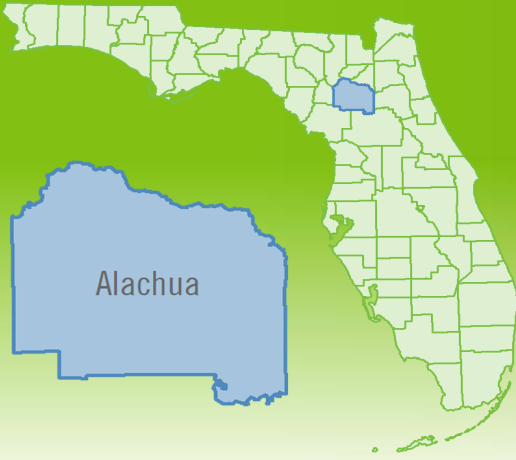
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	7	40.0%
\$50,000 - \$99,999	34	-17.1%
\$100,000 - \$149,999	55	-19.1%
\$150,000 - \$199,999	84	-17.6%
\$200,000 - \$249,999	125	22.5%
\$250,000 - \$299,999	120	10.1%
\$300,000 - \$399,999	149	26.3%
\$400,000 - \$599,999	113	-0.9%
\$600,000 - \$999,999	67	3.1%
\$1,000,000 or more	28	7.7%



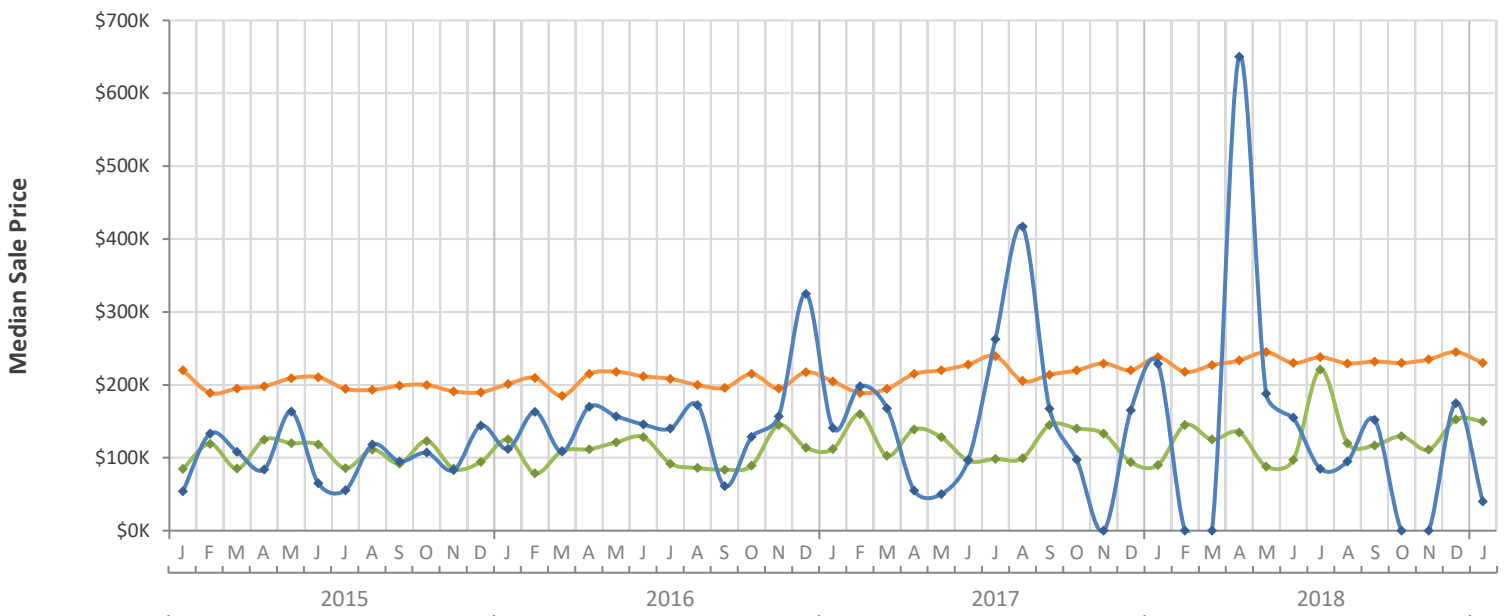
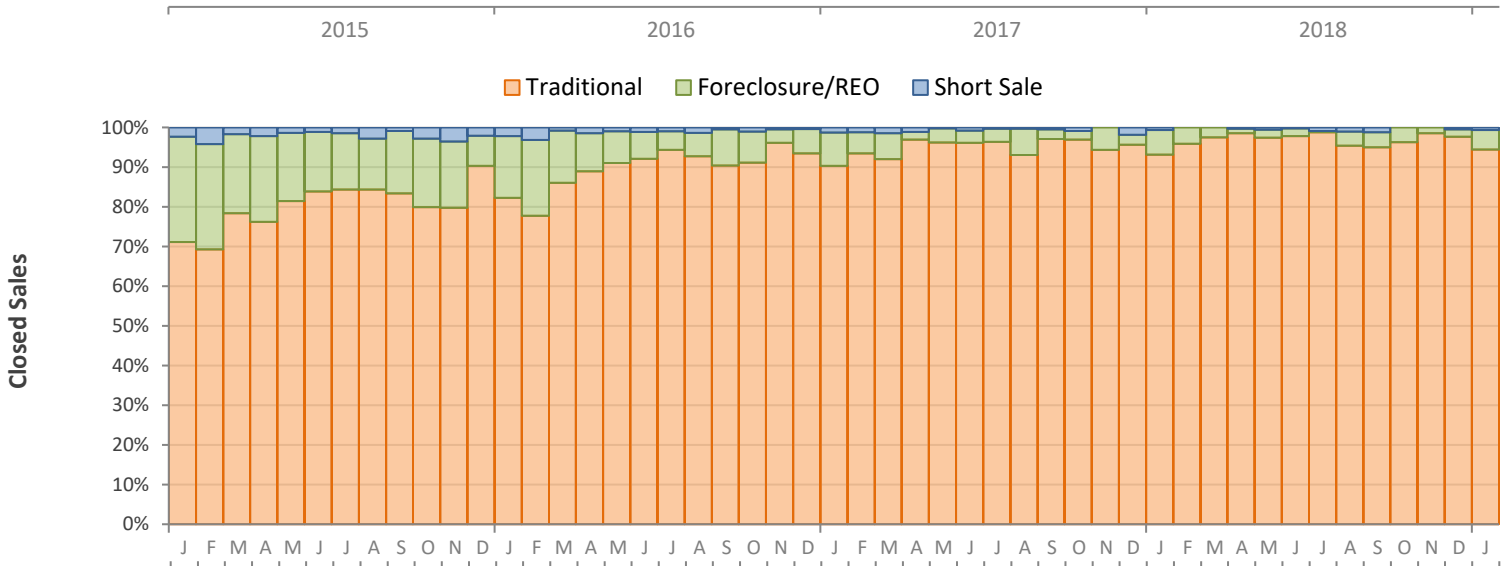
Monthly Distressed Market - January 2019

Single Family Homes

Alachua County



		January 2019	January 2018	Percent Change Year-over-Year
Traditional	Closed Sales	135	136	-0.7%
	Median Sale Price	\$230,000	\$238,000	-3.4%
Foreclosure/REO	Closed Sales	7	9	-22.2%
	Median Sale Price	\$150,000	\$90,000	66.7%
Short Sale	Closed Sales	1	1	0.0%
	Median Sale Price	\$40,000	\$229,000	-82.5%



Monthly Market Detail - January 2019

Townhouses and Condos

Alachua County



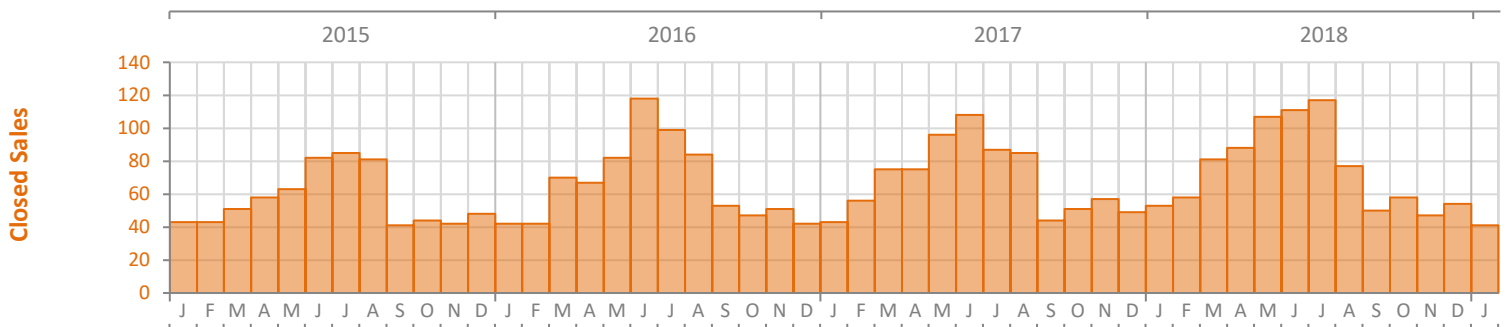
Summary Statistics	January 2019	January 2018	Percent Change Year-over-Year
Closed Sales	41	53	-22.6%
Paid in Cash	23	35	-34.3%
Median Sale Price	\$104,000	\$115,000	-9.6%
Average Sale Price	\$114,526	\$118,932	-3.7%
Dollar Volume	\$4.7 Million	\$6.3 Million	-25.5%
Median Percent of Original List Price Received	94.6%	94.5%	0.1%
Median Time to Contract	45 Days	57 Days	-21.1%
Median Time to Sale	89 Days	91 Days	-2.2%
New Pending Sales	68	75	-9.3%
New Listings	87	91	-4.4%
Pending Inventory	76	78	-2.6%
Inventory (Active Listings)	141	119	18.5%
Months Supply of Inventory	1.9	1.7	11.8%

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	41	-22.6%
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%
March 2018	81	8.0%
February 2018	58	3.6%
January 2018	53	23.3%

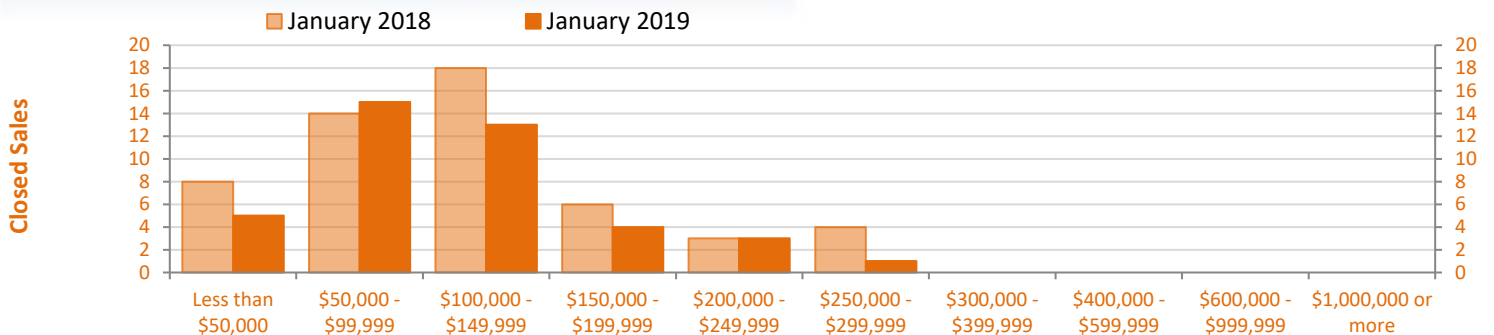


Closed Sales by Sale Price

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	5	-37.5%
\$50,000 - \$99,999	15	7.1%
\$100,000 - \$149,999	13	-27.8%
\$150,000 - \$199,999	4	-33.3%
\$200,000 - \$249,999	3	0.0%
\$250,000 - \$299,999	1	-75.0%
\$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

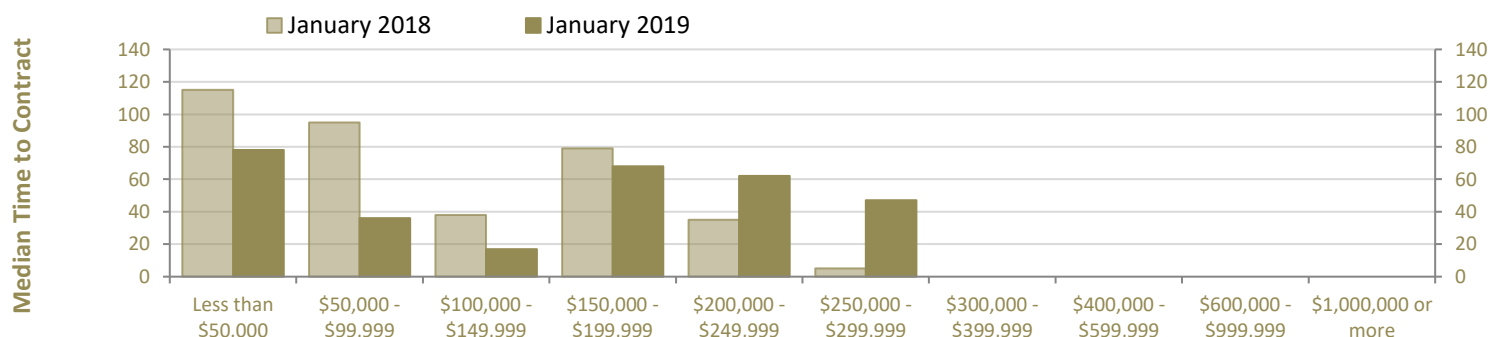


Median Time to Contract by Sale Price

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	78 Days	-32.2%
\$50,000 - \$99,999	36 Days	-62.1%
\$100,000 - \$149,999	17 Days	-55.3%
\$150,000 - \$199,999	68 Days	-13.9%
\$200,000 - \$249,999	62 Days	77.1%
\$250,000 - \$299,999	47 Days	840.0%
\$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

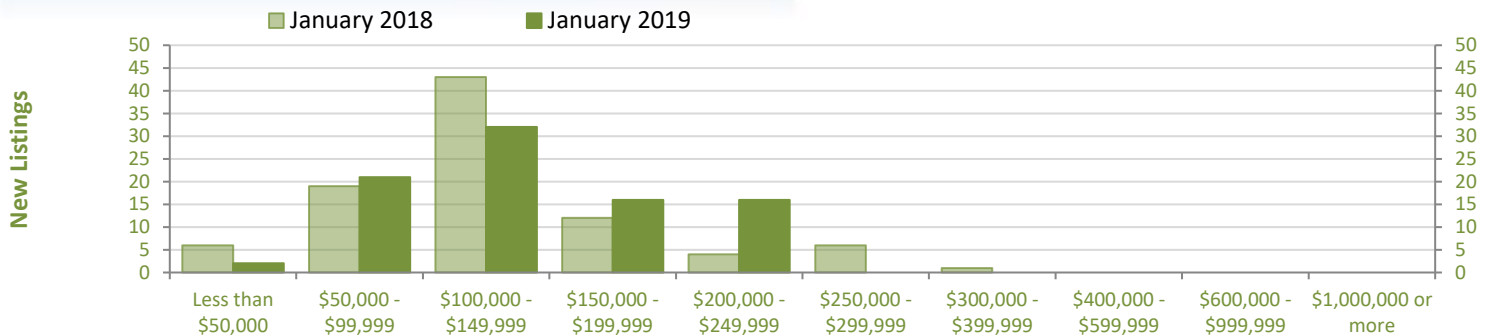


New Listings by Initial Listing Price

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	-66.7%
\$50,000 - \$99,999	21	10.5%
\$100,000 - \$149,999	32	-25.6%
\$150,000 - \$199,999	16	33.3%
\$200,000 - \$249,999	16	300.0%
\$250,000 - \$299,999	0	-100.0%
\$300,000 - \$399,999	0	-100.0%
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

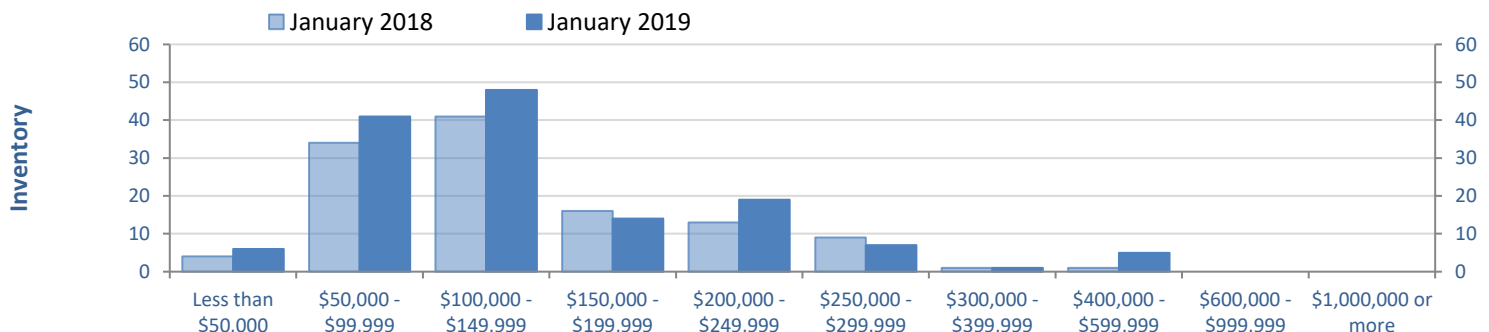


Inventory by Current Listing Price

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	6	50.0%
\$50,000 - \$99,999	41	20.6%
\$100,000 - \$149,999	48	17.1%
\$150,000 - \$199,999	14	-12.5%
\$200,000 - \$249,999	19	46.2%
\$250,000 - \$299,999	7	-22.2%
\$300,000 - \$399,999	1	0.0%
\$400,000 - \$599,999	5	400.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A



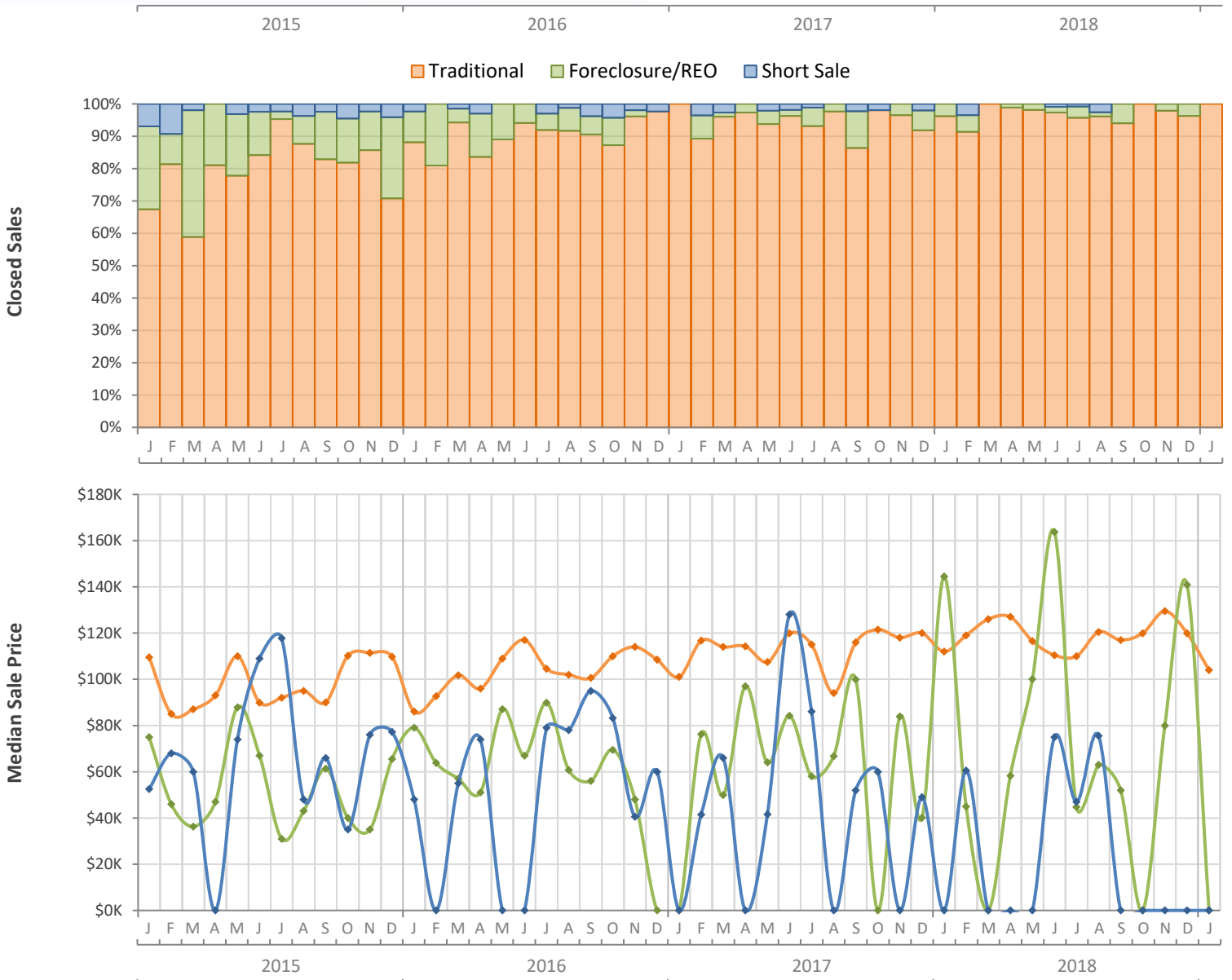
Monthly Distressed Market - January 2019

Townhouses and Condos

Alachua County



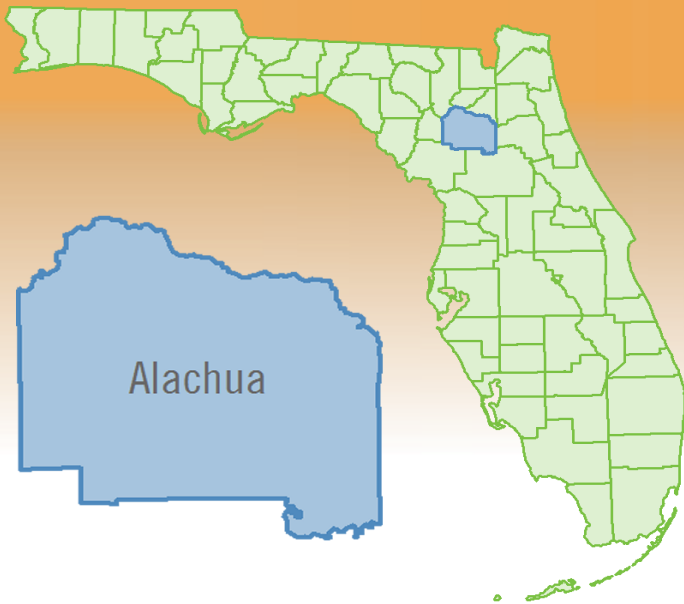
		January 2019	January 2018	Percent Change Year-over-Year
Traditional	Closed Sales	41	51	-19.6%
	Median Sale Price	\$104,000	\$112,000	-7.1%
Foreclosure/REO	Closed Sales	0	2	-100.0%
	Median Sale Price	(No Sales)	\$144,500	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



Monthly Market Detail - January 2019

Manufactured Homes

Alachua County



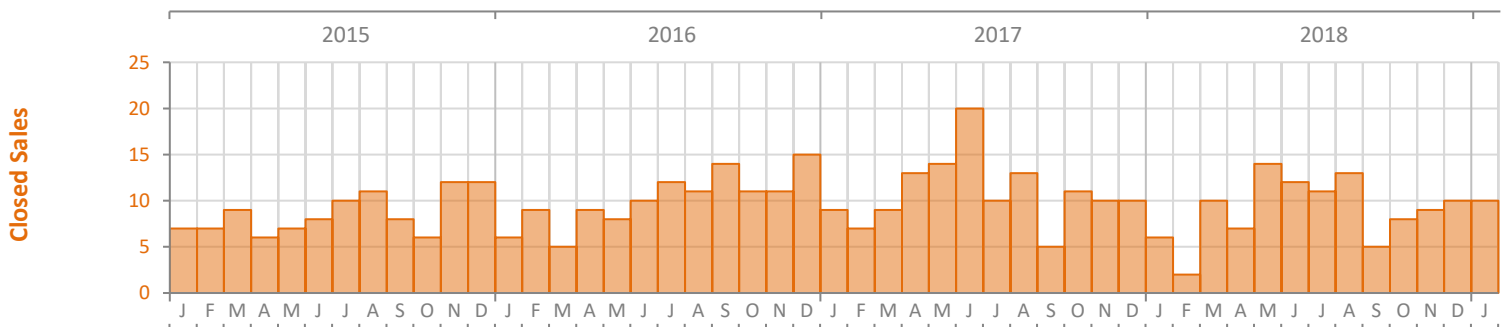
Summary Statistics	January 2019	January 2018	Percent Change Year-over-Year
Closed Sales	10	6	66.7%
Paid in Cash	6	3	100.0%
Median Sale Price	\$70,000	\$73,200	-4.4%
Average Sale Price	\$85,370	\$78,900	8.2%
Dollar Volume	\$853,700	\$473,400	80.3%
Median Percent of Original List Price Received	85.8%	90.1%	-4.8%
Median Time to Contract	126 Days	49 Days	157.1%
Median Time to Sale	147 Days	79 Days	86.1%
New Pending Sales	18	6	200.0%
New Listings	19	10	90.0%
Pending Inventory	20	11	81.8%
Inventory (Active Listings)	54	39	38.5%
Months Supply of Inventory	5.8	3.7	56.8%

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	10	66.7%
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%
March 2018	10	11.1%
February 2018	2	-71.4%
January 2018	6	-33.3%

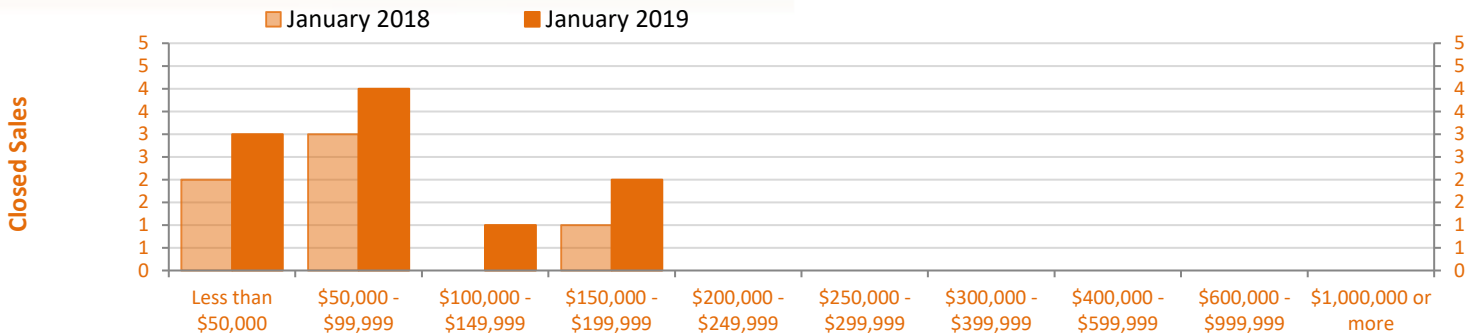


Closed Sales by Sale Price

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	3	50.0%
\$50,000 - \$99,999	4	33.3%
\$100,000 - \$149,999	1	N/A
\$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

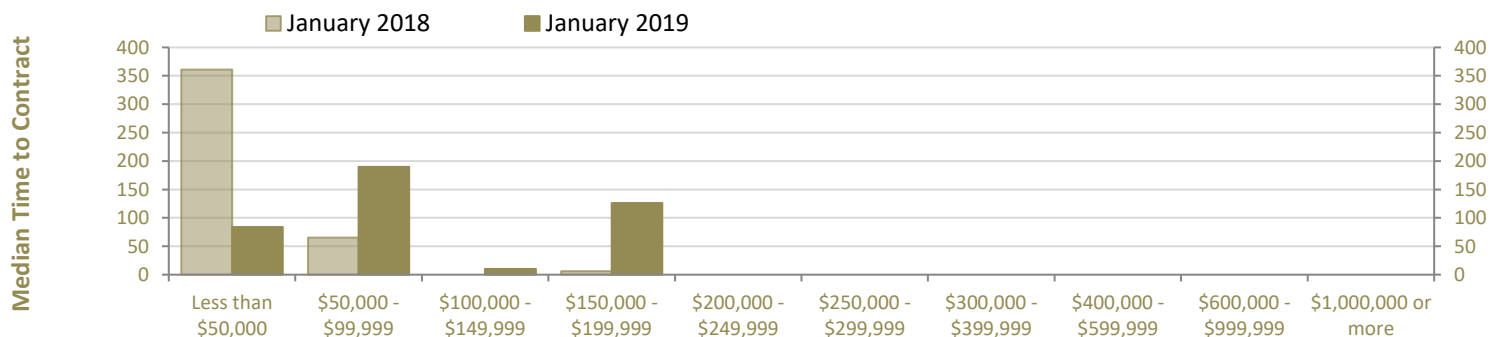


Median Time to Contract by Sale Price

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	84 Days	-76.7%
\$50,000 - \$99,999	190 Days	192.3%
\$100,000 - \$149,999	10 Days	N/A
\$150,000 - \$199,999	126 Days	2000.0%
\$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

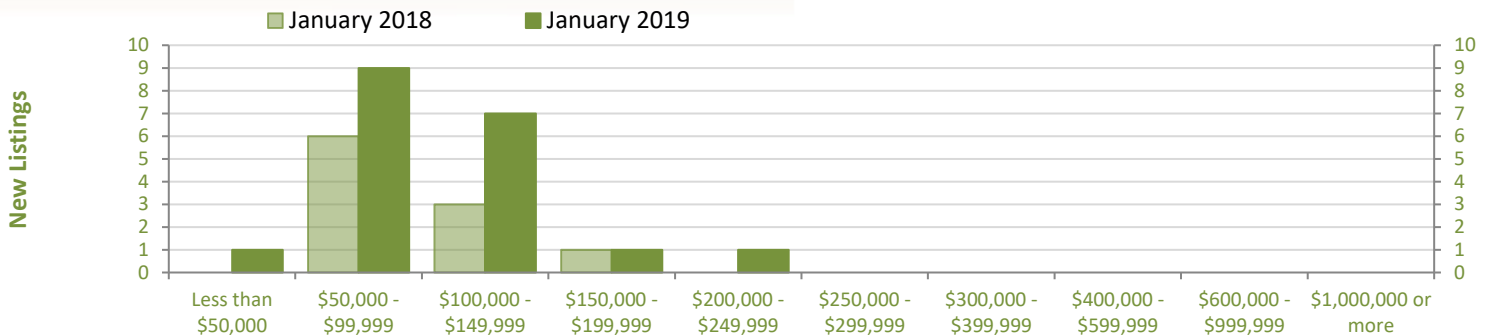


New Listings by Initial Listing Price

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	1	N/A
\$50,000 - \$99,999	9	50.0%
\$100,000 - \$149,999	7	133.3%
\$150,000 - \$199,999	1	0.0%
\$200,000 - \$249,999	1	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

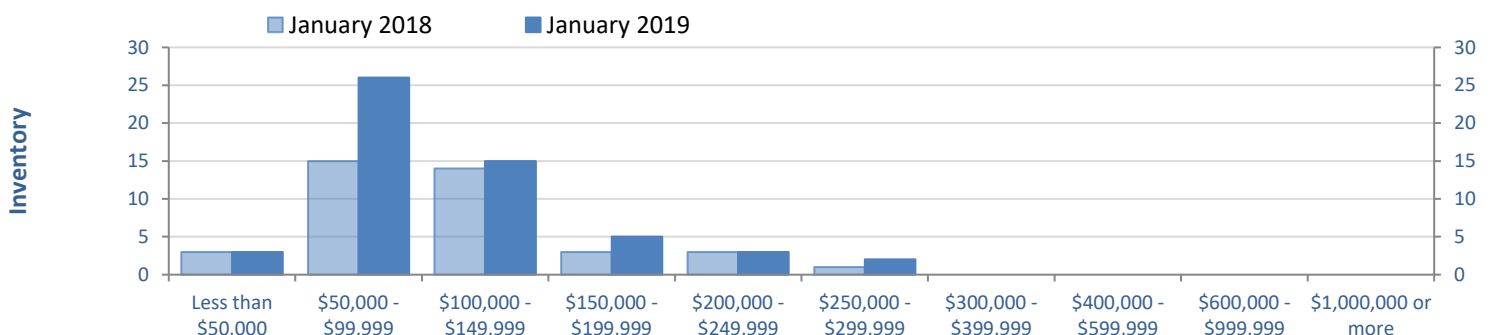


Inventory by Current Listing Price

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.

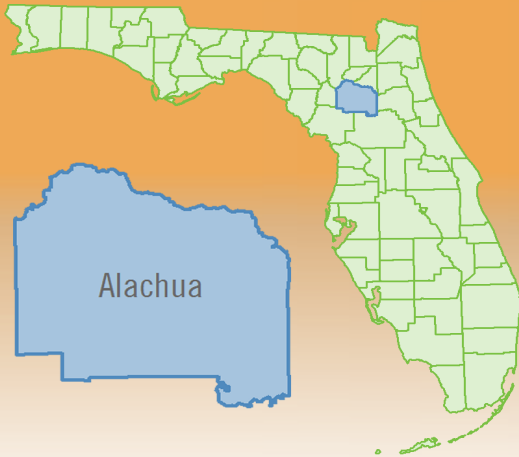
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	3	0.0%
\$50,000 - \$99,999	26	73.3%
\$100,000 - \$149,999	15	7.1%
\$150,000 - \$199,999	5	66.7%
\$200,000 - \$249,999	3	0.0%
\$250,000 - \$299,999	2	100.0%
\$300,000 - \$399,999	0	N/A
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A



Monthly Distressed Market - January 2019

Manufactured Homes

Alachua County



		January 2019	January 2018	Percent Change Year-over-Year
Traditional	Closed Sales	9	6	50.0%
	Median Sale Price	\$70,000	\$73,200	-4.4%
Foreclosure/REO	Closed Sales	1	0	N/A
	Median Sale Price	\$42,200	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

