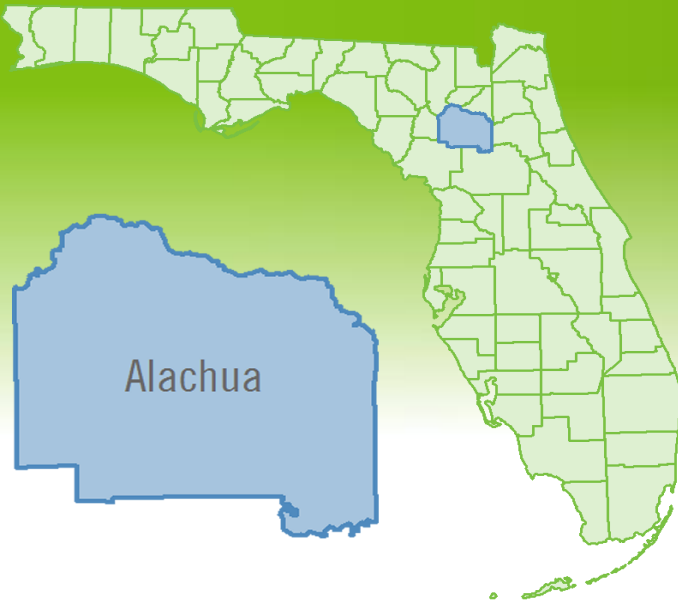


Monthly Market Detail - July 2019

Single Family Homes

Alachua County



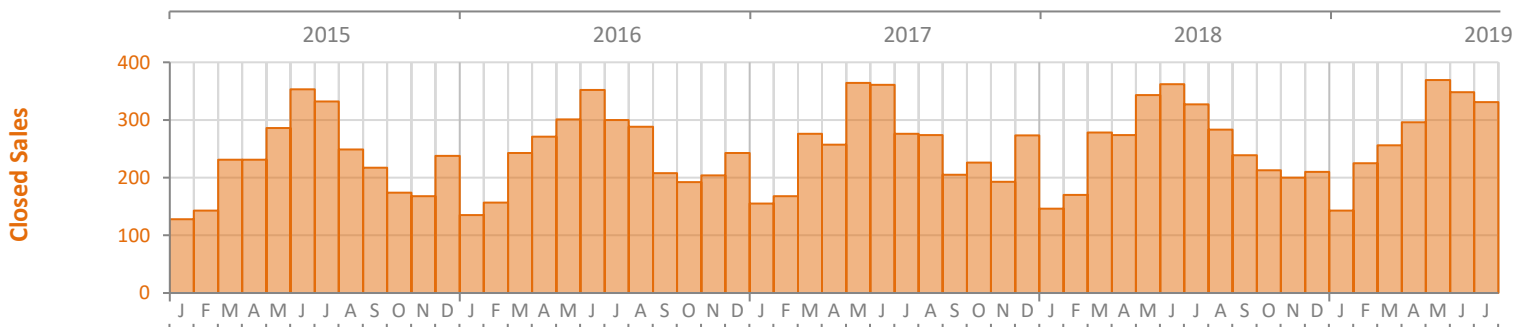
Summary Statistics	July 2019	July 2018	Percent Change Year-over-Year
Closed Sales	331	327	1.2%
Paid in Cash	51	53	-3.8%
Median Sale Price	\$245,000	\$235,500	4.0%
Average Sale Price	\$279,094	\$273,144	2.2%
Dollar Volume	\$92.4 Million	\$89.3 Million	3.4%
Median Percent of Original List Price Received	98.4%	98.2%	0.2%
Median Time to Contract	24 Days	37 Days	-35.1%
Median Time to Sale	69 Days	75 Days	-8.0%
New Pending Sales	289	304	-4.9%
New Listings	312	323	-3.4%
Pending Inventory	464	413	12.3%
Inventory (Active Listings)	859	949	-9.5%
Months Supply of Inventory	3.3	3.7	-10.8%

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	1,968	3.6%
July 2019	331	1.2%
June 2019	348	-3.9%
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%

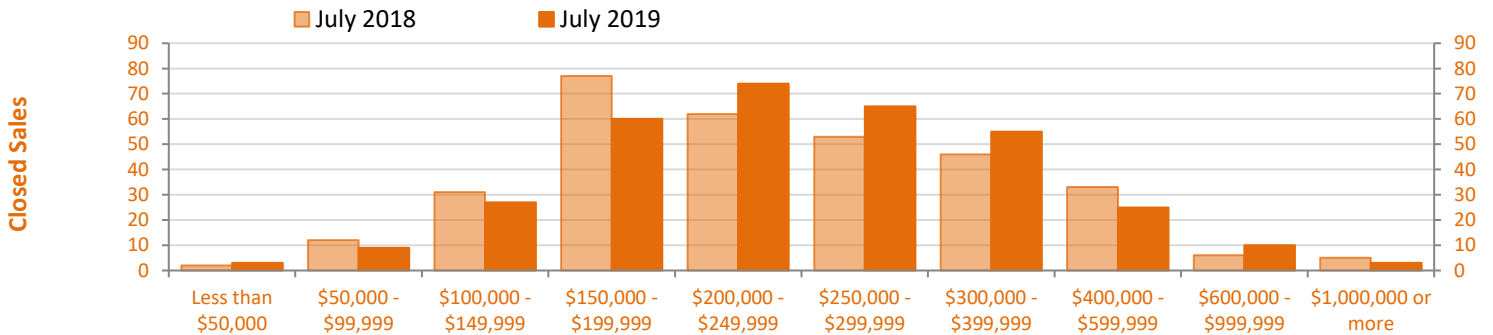


Closed Sales by Sale Price

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	9	-25.0%
\$100,000 - \$149,999	27	-12.9%
\$150,000 - \$199,999	60	-22.1%
\$200,000 - \$249,999	74	19.4%
\$250,000 - \$299,999	65	22.6%
\$300,000 - \$399,999	55	19.6%
\$400,000 - \$599,999	25	-24.2%
\$600,000 - \$999,999	10	66.7%
\$1,000,000 or more	3	-40.0%

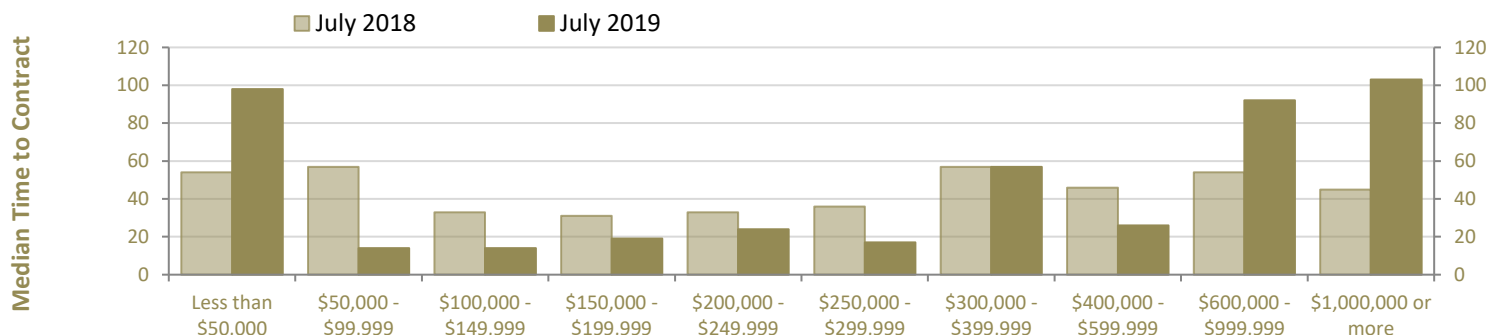


Median Time to Contract by Sale Price

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	98 Days	81.5%
\$50,000 - \$99,999	14 Days	-75.4%
\$100,000 - \$149,999	14 Days	-57.6%
\$150,000 - \$199,999	19 Days	-38.7%
\$200,000 - \$249,999	24 Days	-27.3%
\$250,000 - \$299,999	17 Days	-52.8%
\$300,000 - \$399,999	57 Days	0.0%
\$400,000 - \$599,999	26 Days	-43.5%
\$600,000 - \$999,999	92 Days	70.4%
\$1,000,000 or more	103 Days	128.9%

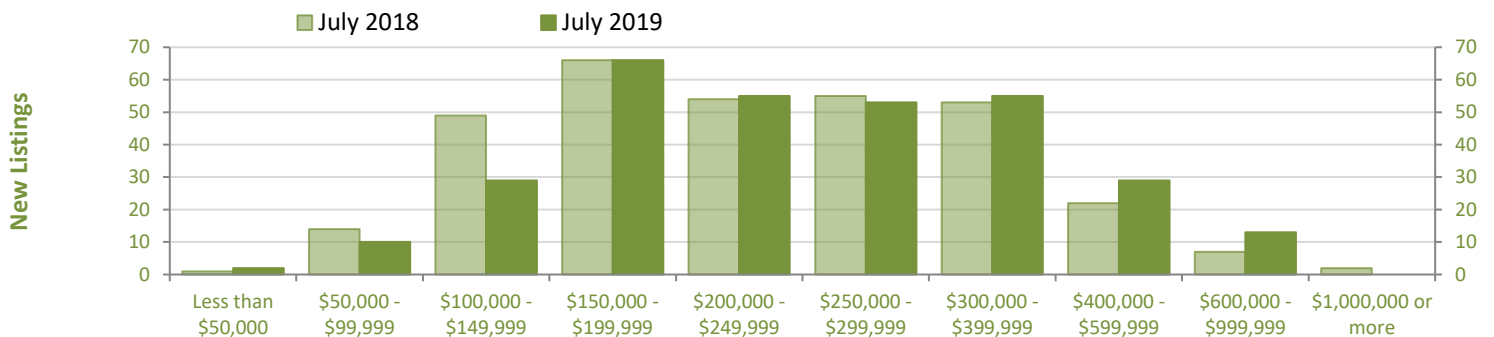


New Listings by Initial Listing Price

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	2	100.0%
\$50,000 - \$99,999	10	-28.6%
\$100,000 - \$149,999	29	-40.8%
\$150,000 - \$199,999	66	0.0%
\$200,000 - \$249,999	55	1.9%
\$250,000 - \$299,999	53	-3.6%
\$300,000 - \$399,999	55	3.8%
\$400,000 - \$599,999	29	31.8%
\$600,000 - \$999,999	13	85.7%
\$1,000,000 or more	0	-100.0%

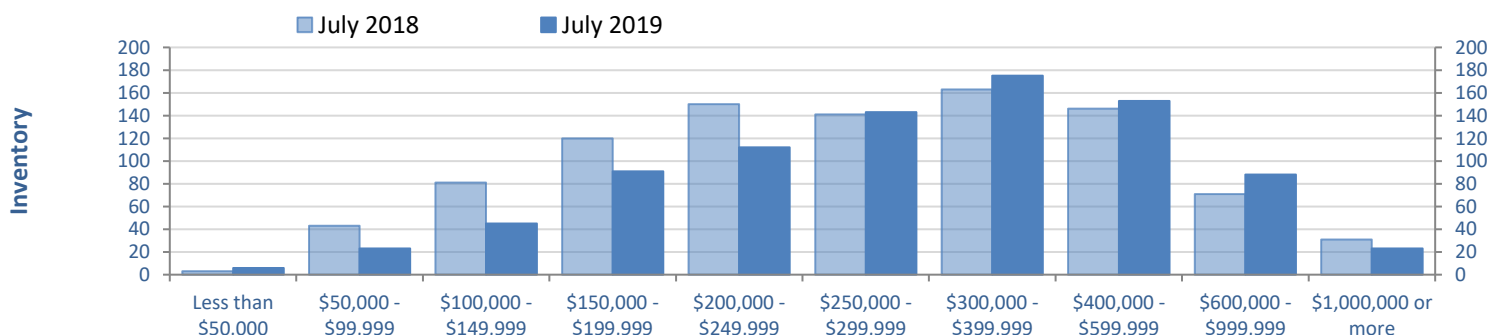


Inventory by Current Listing Price

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	6	100.0%
\$50,000 - \$99,999	23	-46.5%
\$100,000 - \$149,999	45	-44.4%
\$150,000 - \$199,999	91	-24.2%
\$200,000 - \$249,999	112	-25.3%
\$250,000 - \$299,999	143	1.4%
\$300,000 - \$399,999	175	7.4%
\$400,000 - \$599,999	153	4.8%
\$600,000 - \$999,999	88	23.9%
\$1,000,000 or more	23	-25.8%



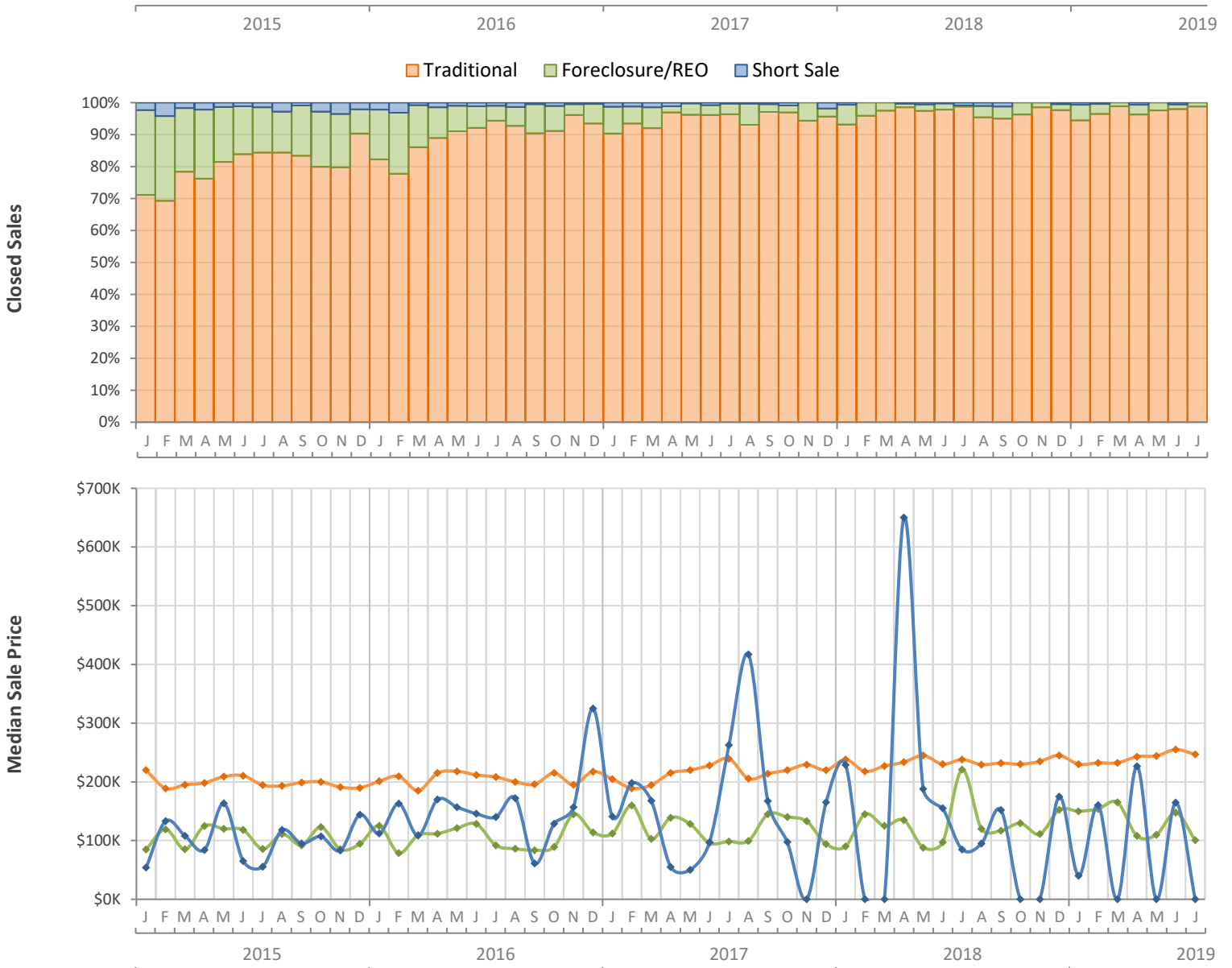
Monthly Distressed Market - July 2019

Single Family Homes

Alachua County



		July 2019	July 2018	Percent Change Year-over-Year
Traditional	Closed Sales	327	323	1.2%
	Median Sale Price	\$247,000	\$238,000	3.8%
Foreclosure/REO	Closed Sales	4	1	300.0%
	Median Sale Price	\$100,600	\$220,915	-54.5%
Short Sale	Closed Sales	0	3	-100.0%
	Median Sale Price	(No Sales)	\$85,000	N/A



Monthly Market Detail - July 2019

Townhouses and Condos

Alachua County



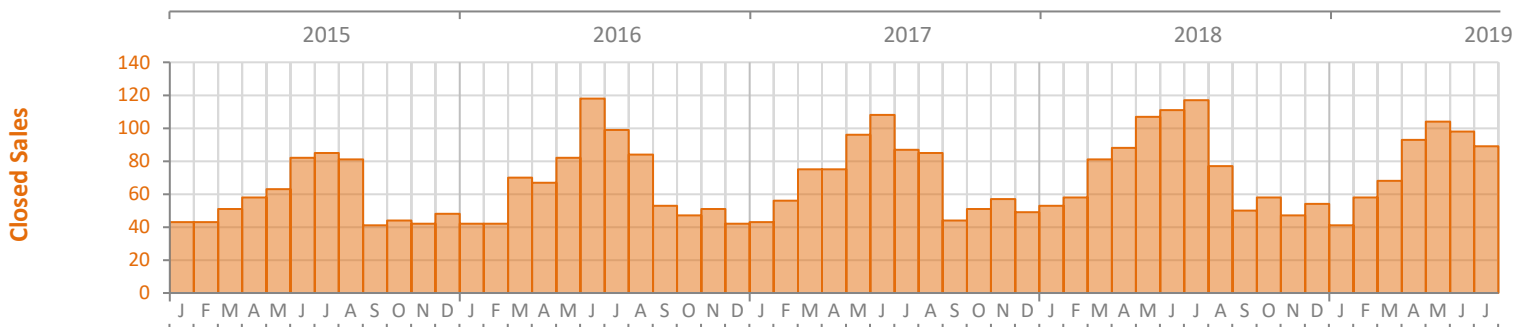
Summary Statistics	July 2019	July 2018	Percent Change Year-over-Year
Closed Sales	89	117	-23.9%
Paid in Cash	46	68	-32.4%
Median Sale Price	\$132,000	\$106,500	23.9%
Average Sale Price	\$132,591	\$114,606	15.7%
Dollar Volume	\$11.8 Million	\$13.4 Million	-12.0%
Median Percent of Original List Price Received	97.3%	97.5%	-0.2%
Median Time to Contract	11 Days	19 Days	-42.1%
Median Time to Sale	53 Days	55 Days	-3.6%
New Pending Sales	83	93	-10.8%
New Listings	64	76	-15.8%
Pending Inventory	105	68	54.4%
Inventory (Active Listings)	108	151	-28.5%
Months Supply of Inventory	1.5	2.0	-25.0%

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	551	-10.4%
July 2019	89	-23.9%
June 2019	98	-11.7%
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%

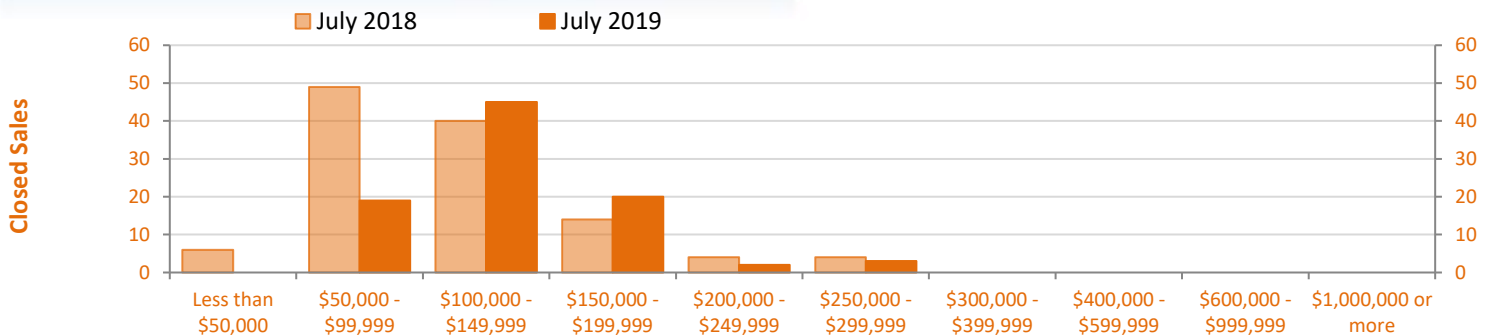


Closed Sales by Sale Price

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	19	-61.2%
\$100,000 - \$149,999	45	12.5%
\$150,000 - \$199,999	20	42.9%
\$200,000 - \$249,999	2	-50.0%
\$250,000 - \$299,999	3	-25.0%
\$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

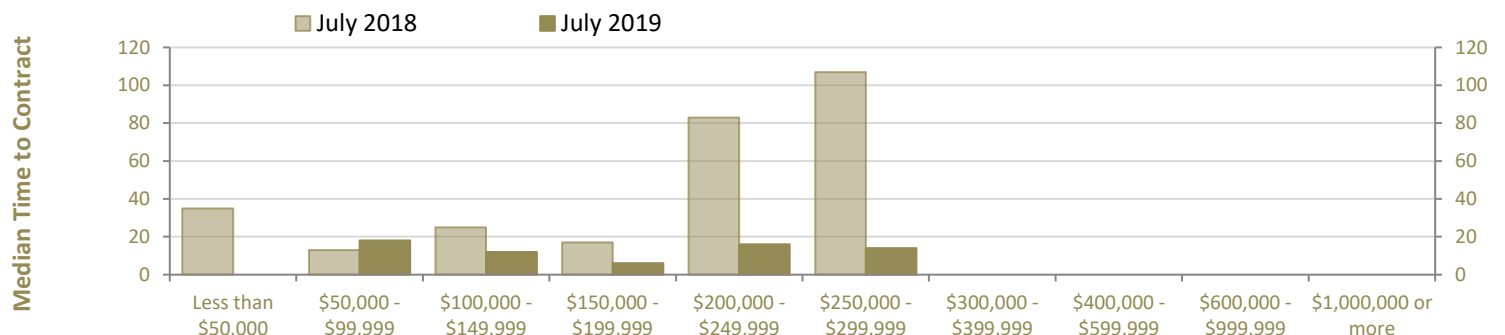


Median Time to Contract by Sale Price

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	(No Sales)	N/A
\$50,000 - \$99,999	18 Days	38.5%
\$100,000 - \$149,999	12 Days	-52.0%
\$150,000 - \$199,999	6 Days	-64.7%
\$200,000 - \$249,999	16 Days	-80.7%
\$250,000 - \$299,999	14 Days	-86.9%
\$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

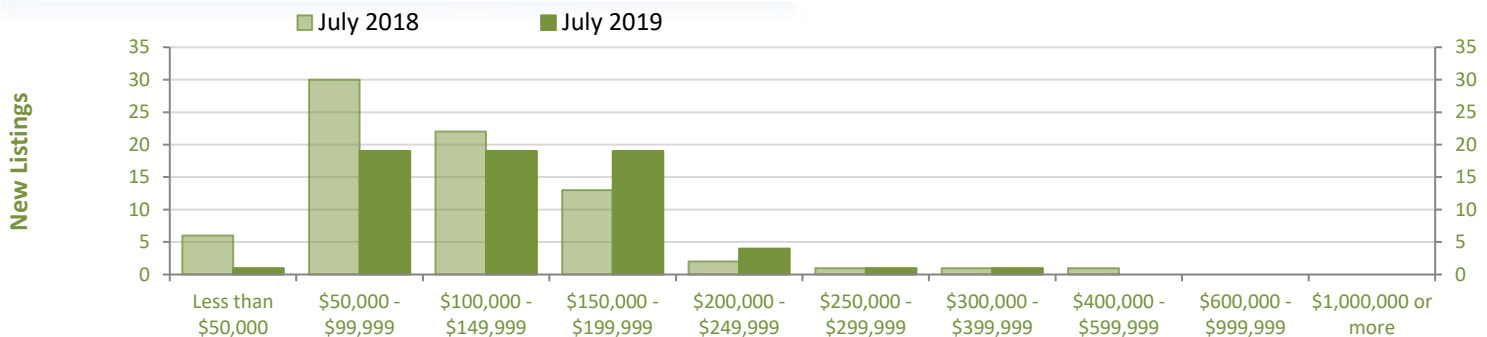


New Listings by Initial Listing Price

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	-83.3%
\$50,000 - \$99,999	19	-36.7%
\$100,000 - \$149,999	19	-13.6%
\$150,000 - \$199,999	19	46.2%
\$200,000 - \$249,999	4	100.0%
\$250,000 - \$299,999	1	0.0%
\$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

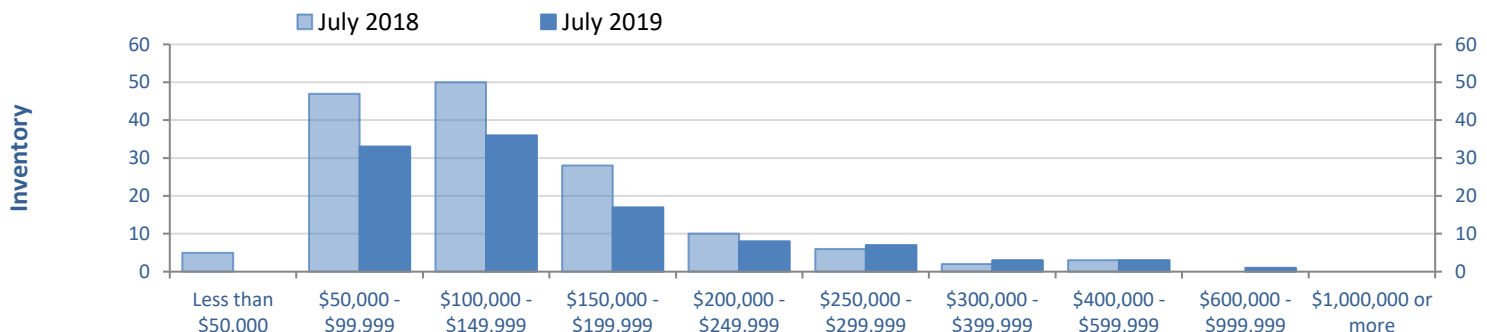


Inventory by Current Listing Price

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	33	-29.8%
\$100,000 - \$149,999	36	-28.0%
\$150,000 - \$199,999	17	-39.3%
\$200,000 - \$249,999	8	-20.0%
\$250,000 - \$299,999	7	16.7%
\$300,000 - \$399,999	3	50.0%
\$400,000 - \$599,999	3	0.0%
\$600,000 - \$999,999	1	N/A
\$1,000,000 or more	0	N/A



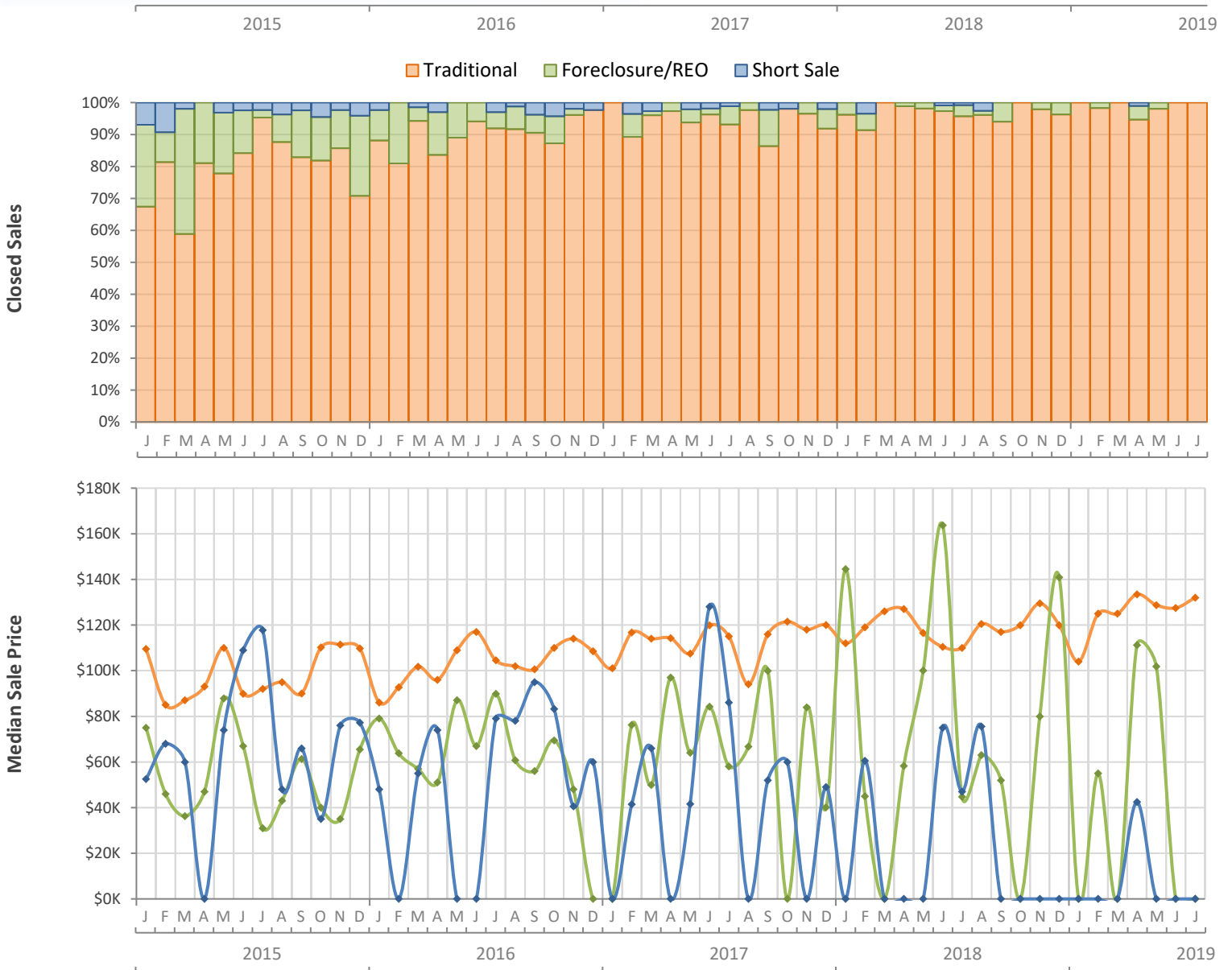
Monthly Distressed Market - July 2019

Townhouses and Condos

Alachua County



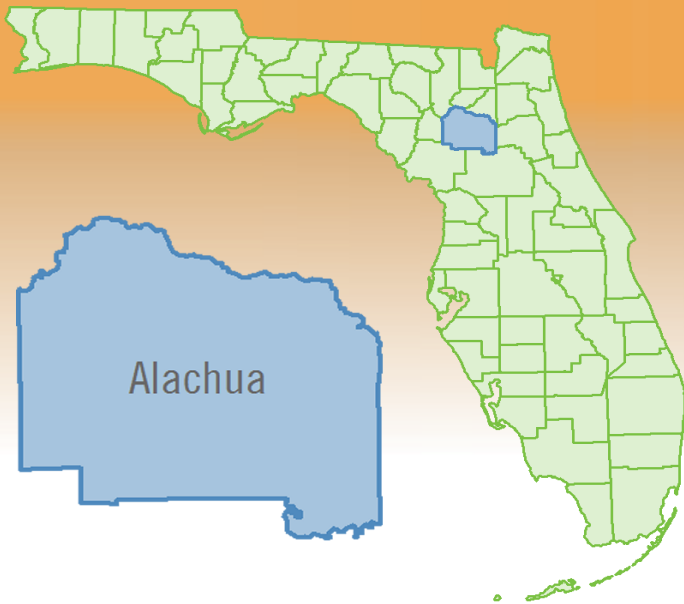
		July 2019	July 2018	Percent Change Year-over-Year
Traditional	Closed Sales	89	112	-20.5%
	Median Sale Price	\$132,000	\$110,000	20.0%
Foreclosure/REO	Closed Sales	0	4	-100.0%
	Median Sale Price	(No Sales)	\$44,750	N/A
Short Sale	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$47,000	N/A



Monthly Market Detail - July 2019

Manufactured Homes

Alachua County



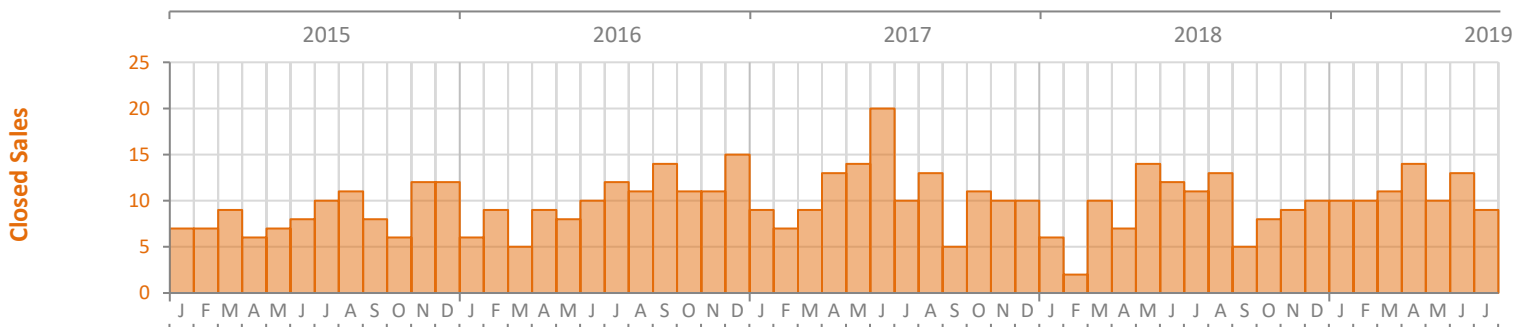
Summary Statistics	July 2019	July 2018	Percent Change Year-over-Year
Closed Sales	9	11	-18.2%
Paid in Cash	3	3	0.0%
Median Sale Price	\$110,000	\$112,500	-2.2%
Average Sale Price	\$102,522	\$110,818	-7.5%
Dollar Volume	\$922,698	\$1.2 Million	-24.3%
Median Percent of Original List Price Received	88.0%	100.0%	-12.0%
Median Time to Contract	52 Days	57 Days	-8.8%
Median Time to Sale	112 Days	90 Days	24.4%
New Pending Sales	13	10	30.0%
New Listings	19	11	72.7%
Pending Inventory	26	22	18.2%
Inventory (Active Listings)	50	38	31.6%
Months Supply of Inventory	4.9	4.1	19.5%

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	77	24.2%
July 2019	9	-18.2%
June 2019	13	8.3%
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%

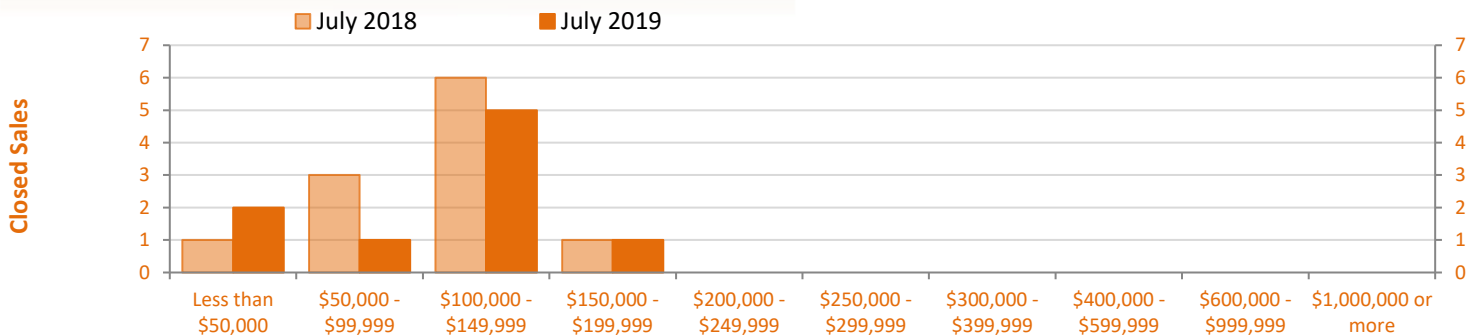


Closed Sales by Sale Price

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	100.0%
\$50,000 - \$99,999	1	-66.7%
\$100,000 - \$149,999	5	-16.7%
\$150,000 - \$199,999	1	0.0%
\$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

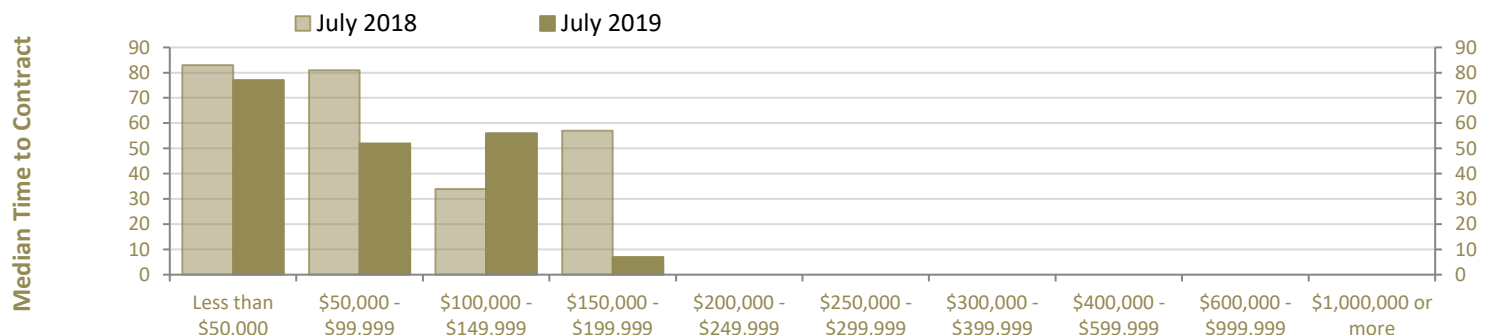


Median Time to Contract by Sale Price

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	77 Days	-7.2%
\$50,000 - \$99,999	52 Days	-35.8%
\$100,000 - \$149,999	56 Days	64.7%
\$150,000 - \$199,999	7 Days	-87.7%
\$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

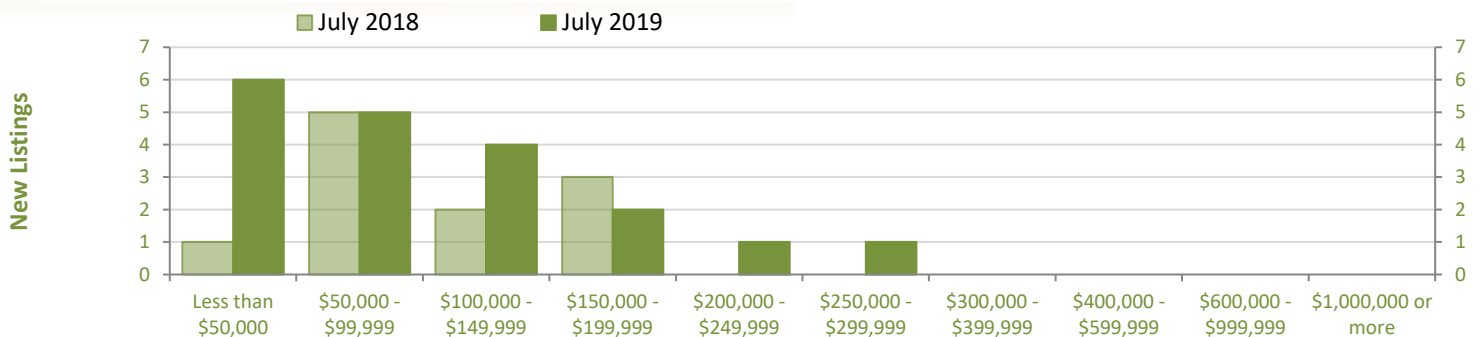


New Listings by Initial Listing Price

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	6	500.0%
\$50,000 - \$99,999	5	0.0%
\$100,000 - \$149,999	4	100.0%
\$150,000 - \$199,999	2	-33.3%
\$200,000 - \$249,999	1	N/A
\$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

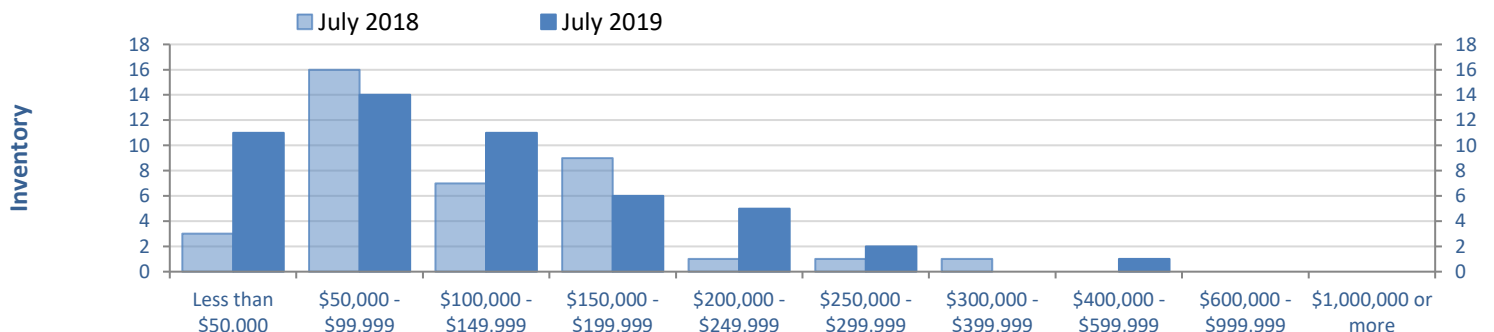


Inventory by Current Listing Price

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.

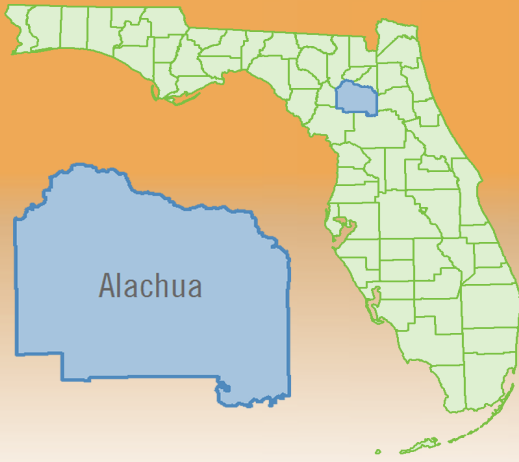
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	11	266.7%
\$50,000 - \$99,999	14	-12.5%
\$100,000 - \$149,999	11	57.1%
\$150,000 - \$199,999	6	-33.3%
\$200,000 - \$249,999	5	400.0%
\$250,000 - \$299,999	2	100.0%
\$300,000 - \$399,999	0	-100.0%
\$400,000 - \$599,999	1	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A



Monthly Distressed Market - July 2019

Manufactured Homes

Alachua County



		July 2019	July 2018	Percent Change Year-over-Year
Traditional	Closed Sales	8	11	-27.3%
	Median Sale Price	\$108,000	\$112,500	-4.0%
Foreclosure/REO	Closed Sales	1	0	N/A
	Median Sale Price	\$155,700	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

