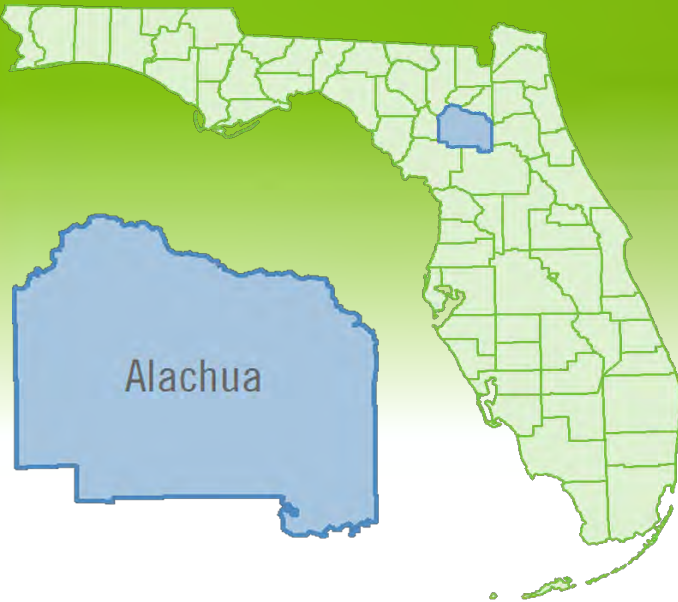


Monthly Market Detail - September 2018

Single Family Homes

Alachua County



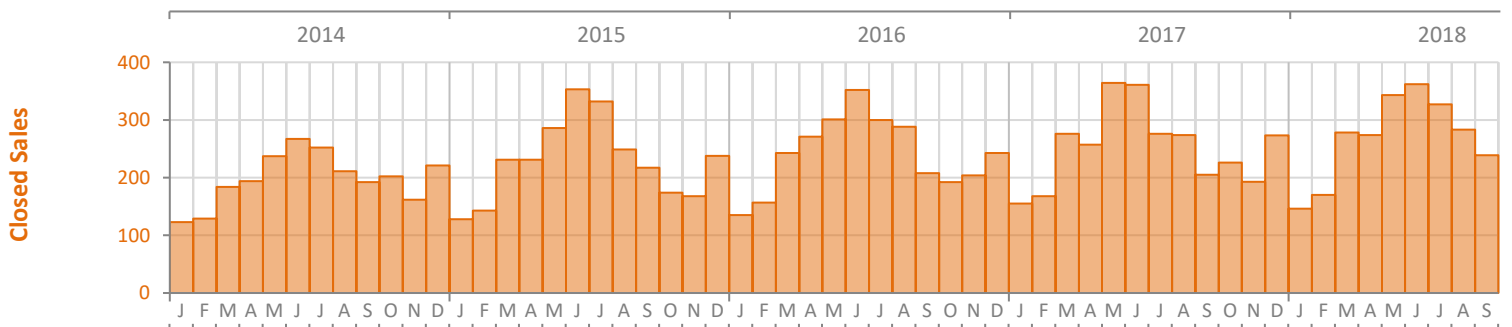
Summary Statistics	September 2018	September 2017	Percent Change Year-over-Year
Closed Sales	239	205	16.6%
Paid in Cash	65	52	25.0%
Median Sale Price	\$225,000	\$208,000	8.2%
Average Sale Price	\$248,451	\$240,214	3.4%
Dollar Volume	\$59.4 Million	\$49.2 Million	20.6%
Median Percent of Original List Price Received	96.6%	97.4%	-0.8%
Median Time to Contract	37 Days	37 Days	0.0%
Median Time to Sale	74 Days	80 Days	-7.5%
New Pending Sales	244	192	27.1%
New Listings	208	166	25.3%
Pending Inventory	349	341	2.3%
Inventory (Active Listings)	894	901	-0.8%
Months Supply of Inventory	3.4	3.6	-5.6%

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	2,422	3.7%
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%
December 2017	273	12.3%
November 2017	193	-5.4%
October 2017	226	17.7%
September 2017	205	-1.4%

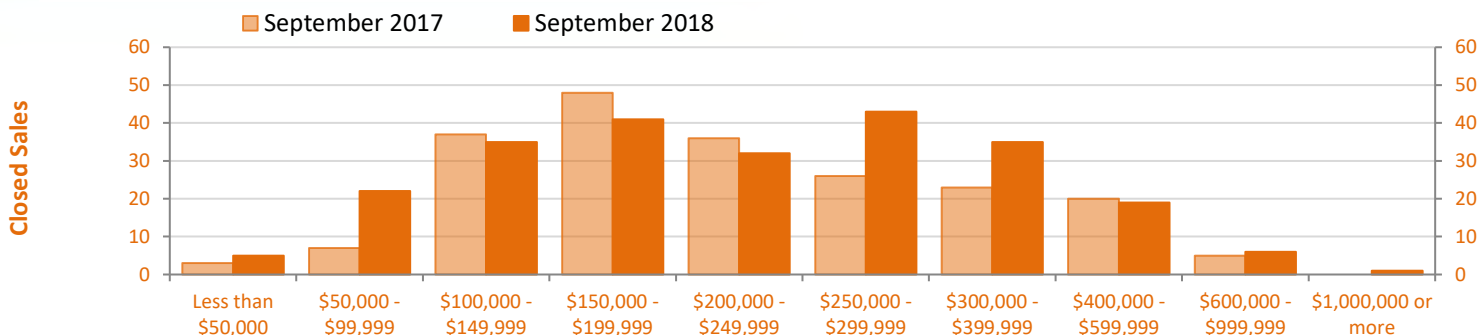


Closed Sales by Sale Price

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	66.7%
\$50,000 - \$99,999	22	214.3%
\$100,000 - \$149,999	35	-5.4%
\$150,000 - \$199,999	41	-14.6%
\$200,000 - \$249,999	32	-11.1%
\$250,000 - \$299,999	43	65.4%
\$300,000 - \$399,999	35	52.2%
\$400,000 - \$599,999	19	-5.0%
\$600,000 - \$999,999	6	20.0%
\$1,000,000 or more	1	N/A

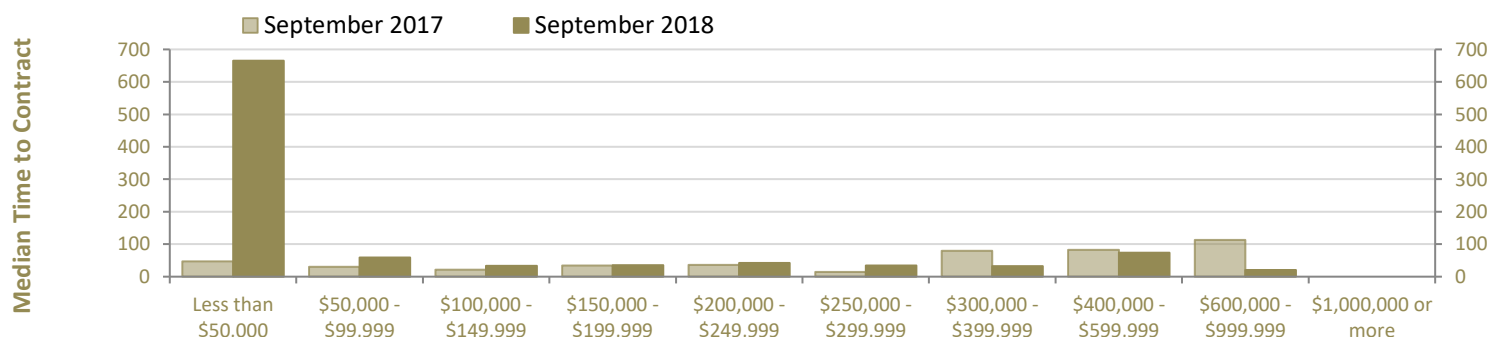


Median Time to Contract by Sale Price

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	665 Days	1314.9%
\$50,000 - \$99,999	59 Days	96.7%
\$100,000 - \$149,999	33 Days	50.0%
\$150,000 - \$199,999	35 Days	2.9%
\$200,000 - \$249,999	42 Days	16.7%
\$250,000 - \$299,999	34 Days	126.7%
\$300,000 - \$399,999	32 Days	-60.0%
\$400,000 - \$599,999	74 Days	-10.8%
\$600,000 - \$999,999	21 Days	-81.4%
\$1,000,000 or more	0 Days	N/A

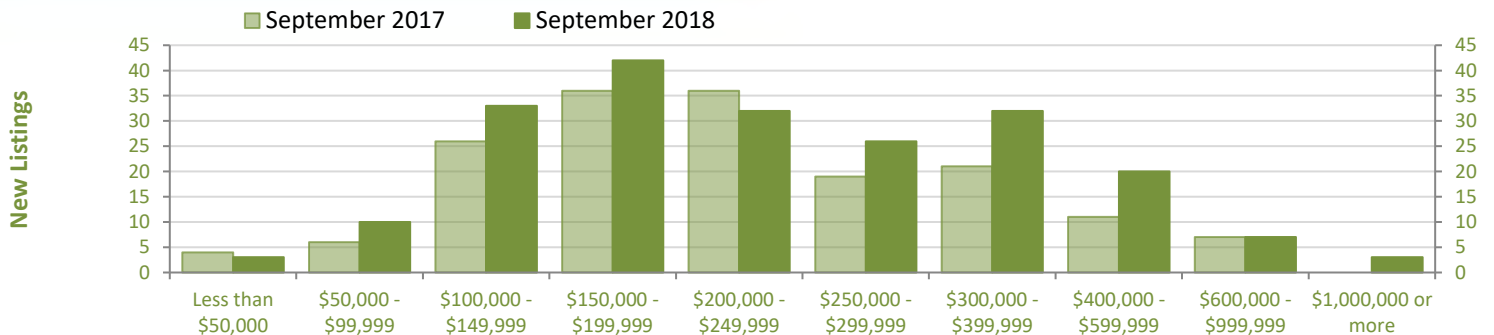


New Listings by Initial Listing Price

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	3	-25.0%
\$50,000 - \$99,999	10	66.7%
\$100,000 - \$149,999	33	26.9%
\$150,000 - \$199,999	42	16.7%
\$200,000 - \$249,999	32	-11.1%
\$250,000 - \$299,999	26	36.8%
\$300,000 - \$399,999	32	52.4%
\$400,000 - \$599,999	20	81.8%
\$600,000 - \$999,999	7	0.0%
\$1,000,000 or more	3	N/A

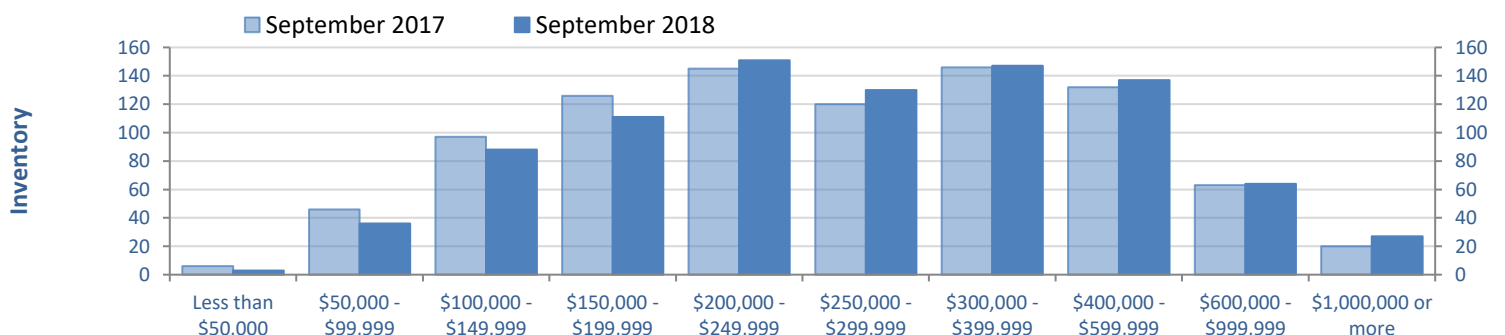


Inventory by Current Listing Price

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	-50.0%
\$50,000 - \$99,999	36	-21.7%
\$100,000 - \$149,999	88	-9.3%
\$150,000 - \$199,999	111	-11.9%
\$200,000 - \$249,999	151	4.1%
\$250,000 - \$299,999	130	8.3%
\$300,000 - \$399,999	147	0.7%
\$400,000 - \$599,999	137	3.8%
\$600,000 - \$999,999	64	1.6%
\$1,000,000 or more	27	35.0%



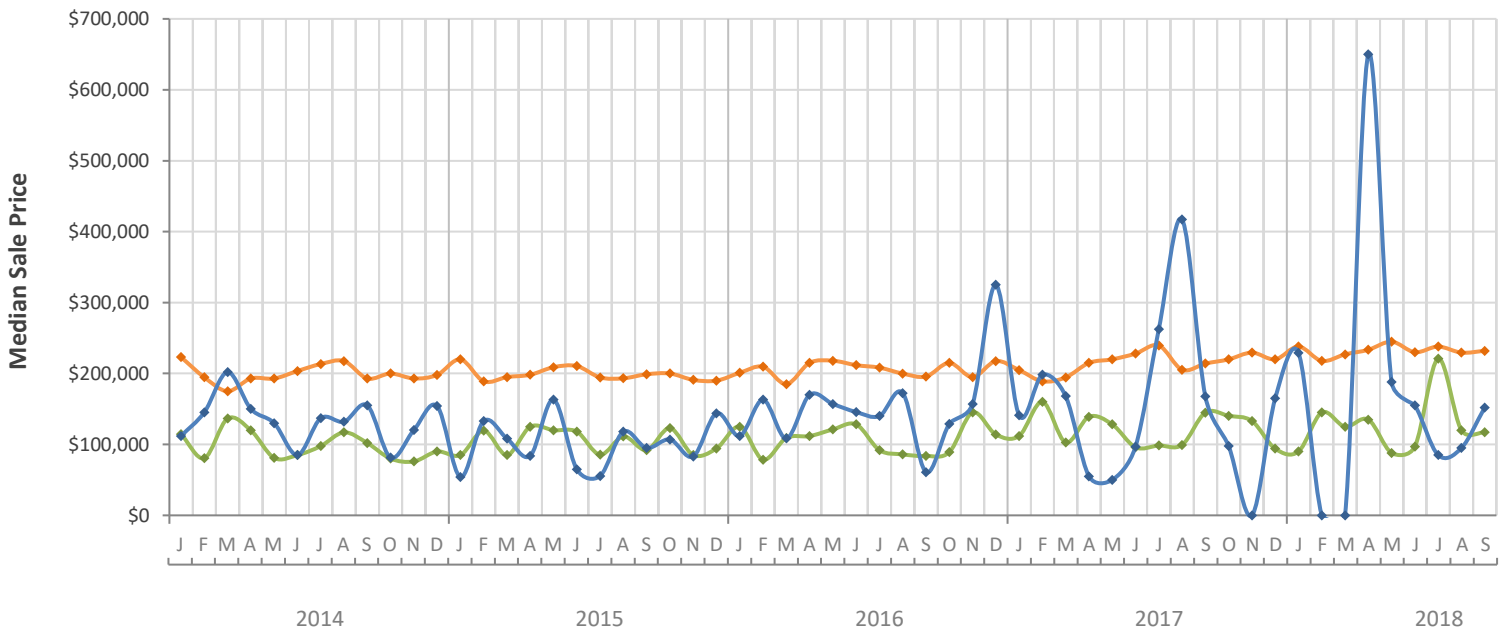
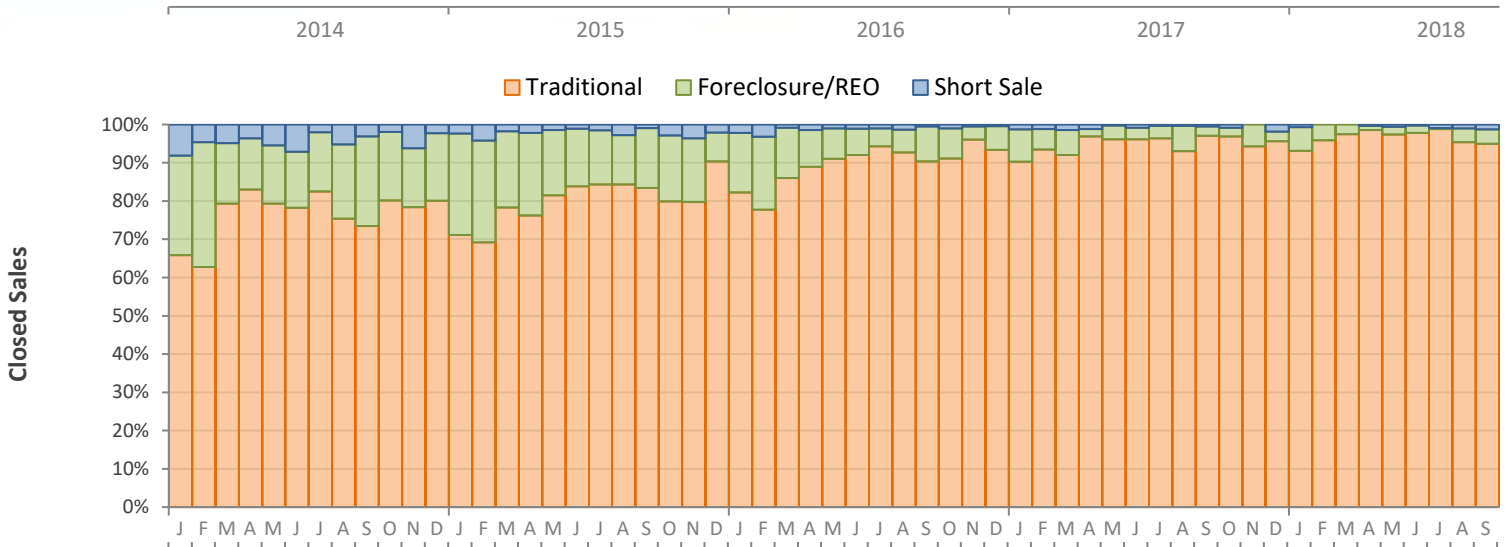
Monthly Distressed Market - September 2018

Single Family Homes

Alachua County



		September 2018	September 2017	Percent Change Year-over-Year
Traditional	Closed Sales	227	199	14.1%
	Median Sale Price	\$232,000	\$214,000	8.4%
Foreclosure/REO	Closed Sales	9	5	80.0%
	Median Sale Price	\$117,000	\$144,900	-19.3%
Short Sale	Closed Sales	3	1	200.0%
	Median Sale Price	\$152,000	\$167,500	-9.3%



Monthly Market Detail - September 2018

Townhouses and Condos

Alachua County



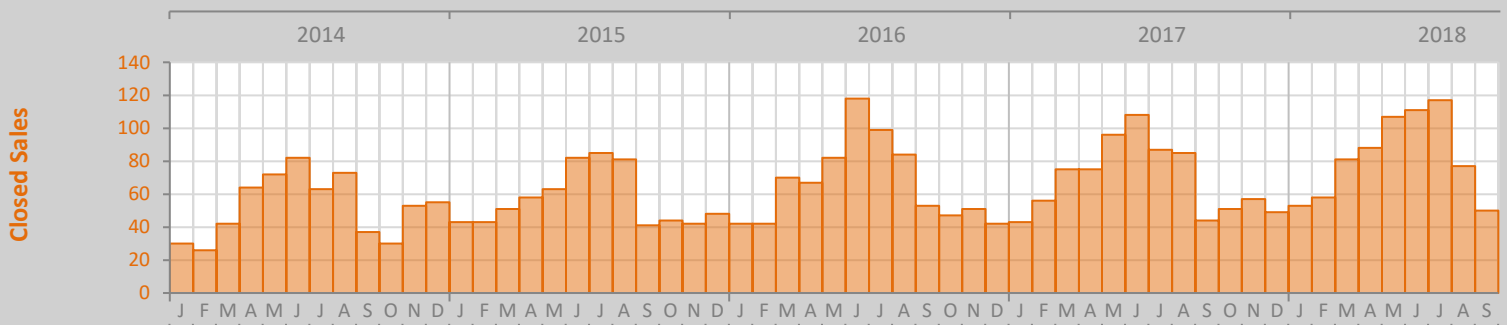
Summary Statistics	September 2018	September 2017	Percent Change Year-over-Year
Closed Sales	50	44	13.6%
Paid in Cash	25	30	-16.7%
Median Sale Price	\$114,250	\$105,000	8.8%
Average Sale Price	\$129,122	\$102,149	26.4%
Dollar Volume	\$6.5 Million	\$4.5 Million	43.6%
Median Percent of Original List Price Received	97.2%	94.3%	3.1%
Median Time to Contract	20 Days	48 Days	-58.3%
Median Time to Sale	50 Days	80 Days	-37.5%
New Pending Sales	68	53	28.3%
New Listings	59	49	20.4%
Pending Inventory	63	62	1.6%
Inventory (Active Listings)	134	151	-11.3%
Months Supply of Inventory	1.8	2.2	-18.2%

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	742	10.9%
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%
December 2017	49	16.7%
November 2017	57	11.8%
October 2017	51	8.5%
September 2017	44	-17.0%

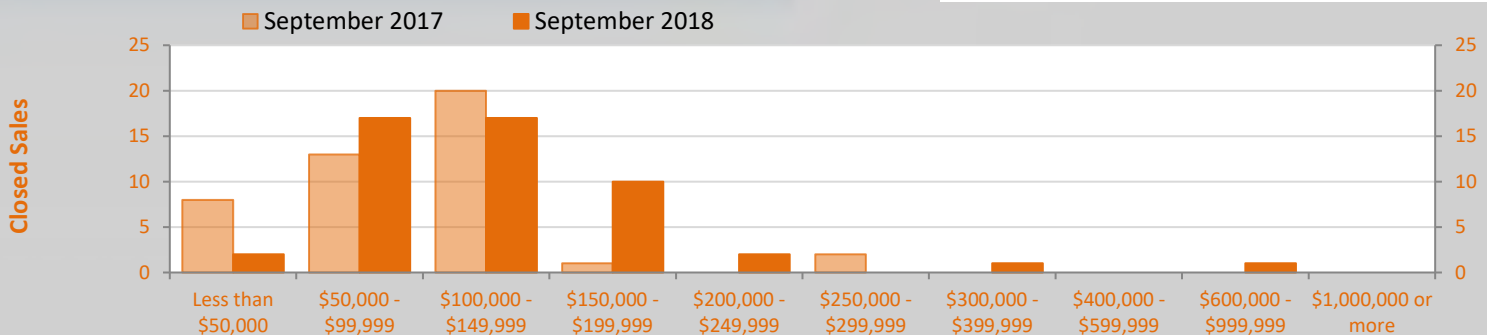


Closed Sales by Sale Price

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	-75.0%
\$50,000 - \$99,999	17	30.8%
\$100,000 - \$149,999	17	-15.0%
\$150,000 - \$199,999	10	900.0%
\$200,000 - \$249,999	2	N/A
\$250,000 - \$299,999	0	-100.0%
\$300,000 - \$399,999	1	N/A
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	1	N/A
\$1,000,000 or more	0	N/A

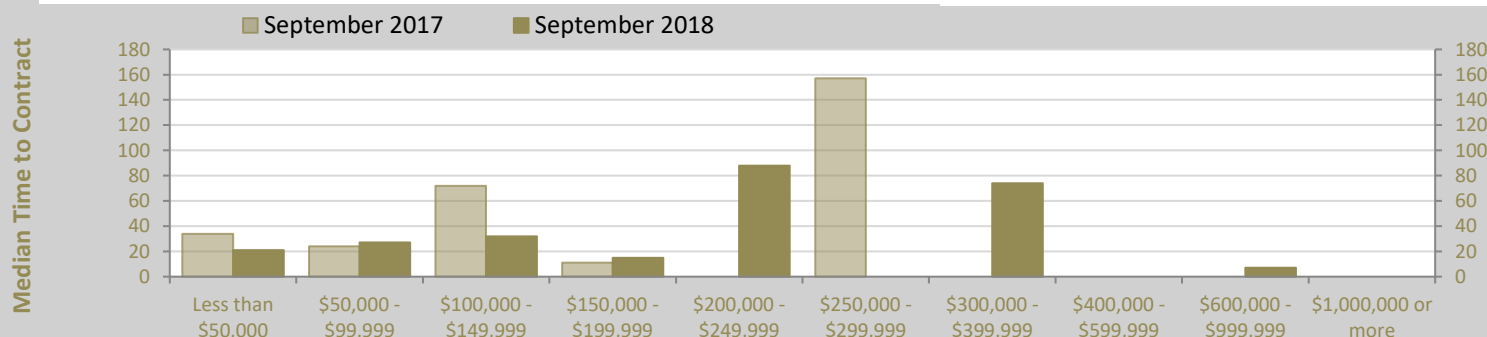


Median Time to Contract by Sale Price

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	21 Days	-38.2%
\$50,000 - \$99,999	27 Days	12.5%
\$100,000 - \$149,999	32 Days	-55.6%
\$150,000 - \$199,999	15 Days	36.4%
\$200,000 - \$249,999	88 Days	N/A
\$250,000 - \$299,999	(No Sales)	N/A
\$300,000 - \$399,999	74 Days	N/A
\$400,000 - \$599,999	(No Sales)	N/A
\$600,000 - \$999,999	7 Days	N/A
\$1,000,000 or more	(No Sales)	N/A

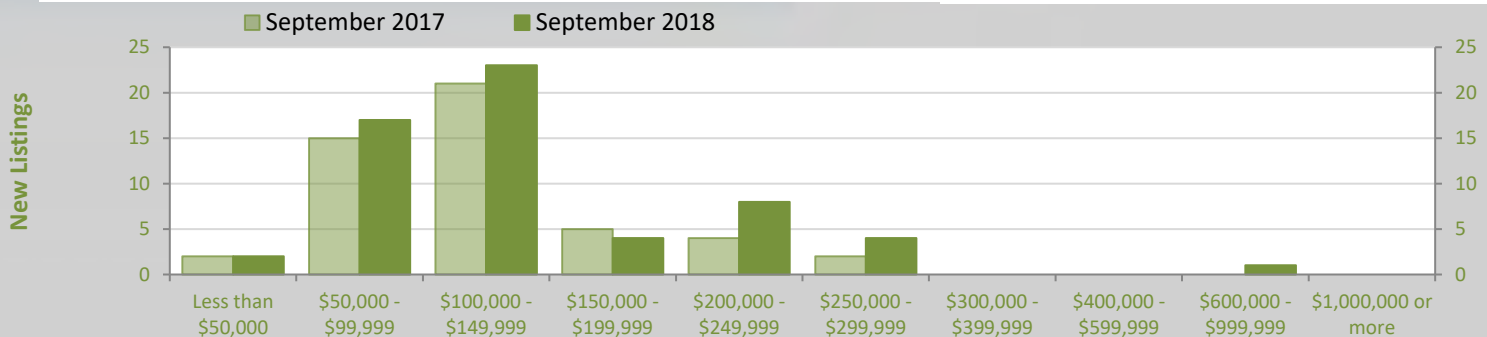


New Listings by Initial Listing Price

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	17	13.3%
\$100,000 - \$149,999	23	9.5%
\$150,000 - \$199,999	4	-20.0%
\$200,000 - \$249,999	8	100.0%
\$250,000 - \$299,999	4	100.0%
\$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

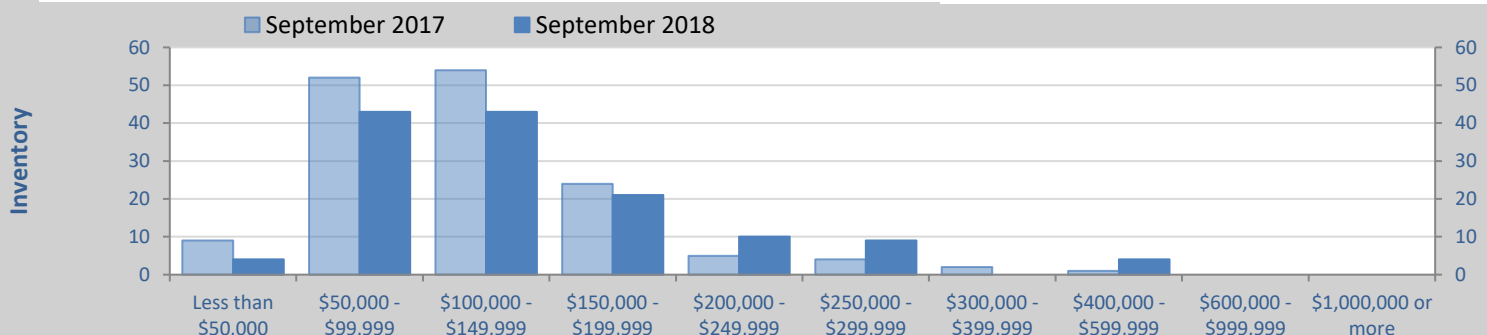


Inventory by Current Listing Price

The number of property listings active at the end of the 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	4	-55.6%
\$50,000 - \$99,999	43	-17.3%
\$100,000 - \$149,999	43	-20.4%
\$150,000 - \$199,999	21	-12.5%
\$200,000 - \$249,999	10	100.0%
\$250,000 - \$299,999	9	125.0%
\$300,000 - \$399,999	0	-100.0%
\$400,000 - \$599,999	4	300.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A



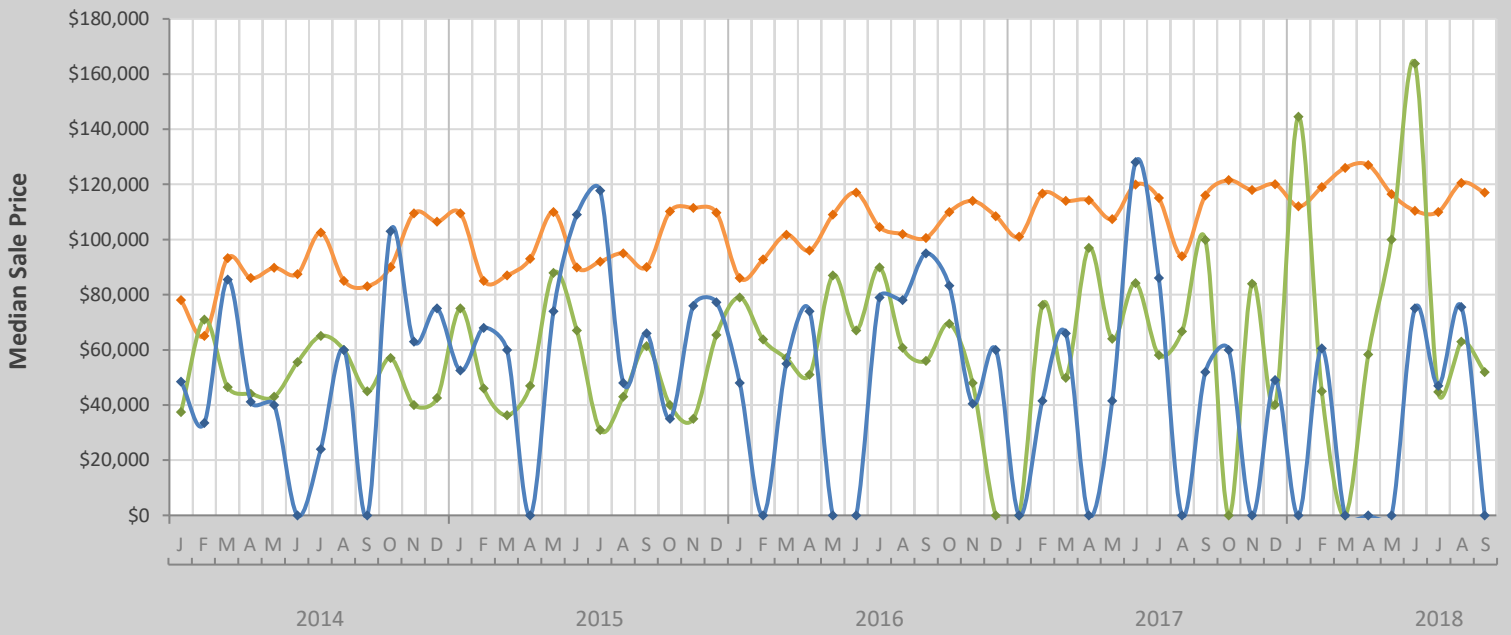
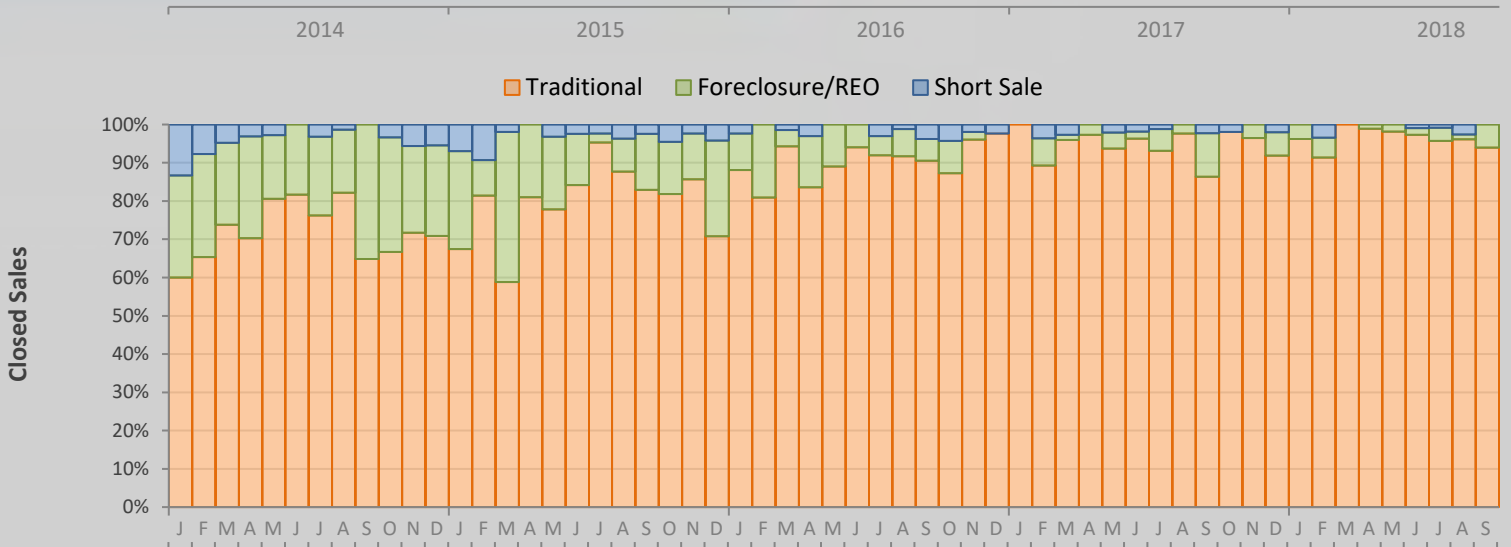
Monthly Distressed Market - September 2018

Townhouses and Condos

Alachua County



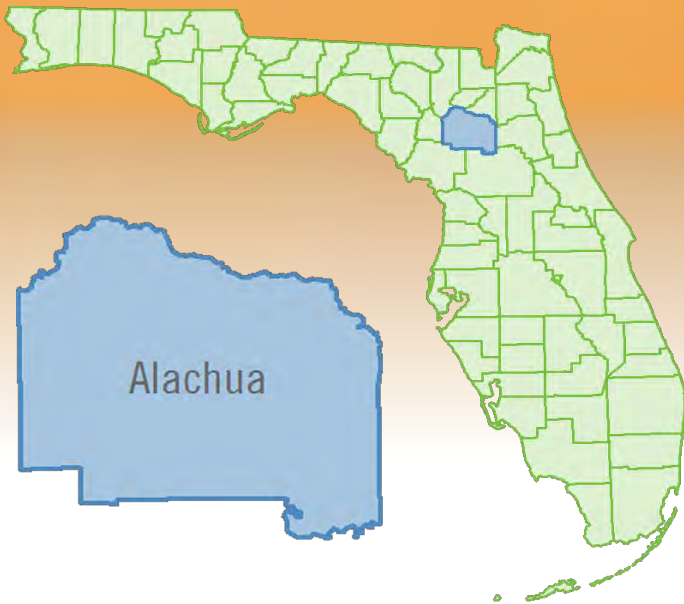
		September 2018	September 2017	Percent Change Year-over-Year
Traditional	Closed Sales	47	38	23.7%
	Median Sale Price	\$117,000	\$116,000	0.9%
Foreclosure/REO	Closed Sales	3	5	-40.0%
	Median Sale Price	\$52,000	\$99,900	-47.9%
Short Sale	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$52,000	N/A



Monthly Market Detail - September 2018

Manufactured Homes

Alachua County



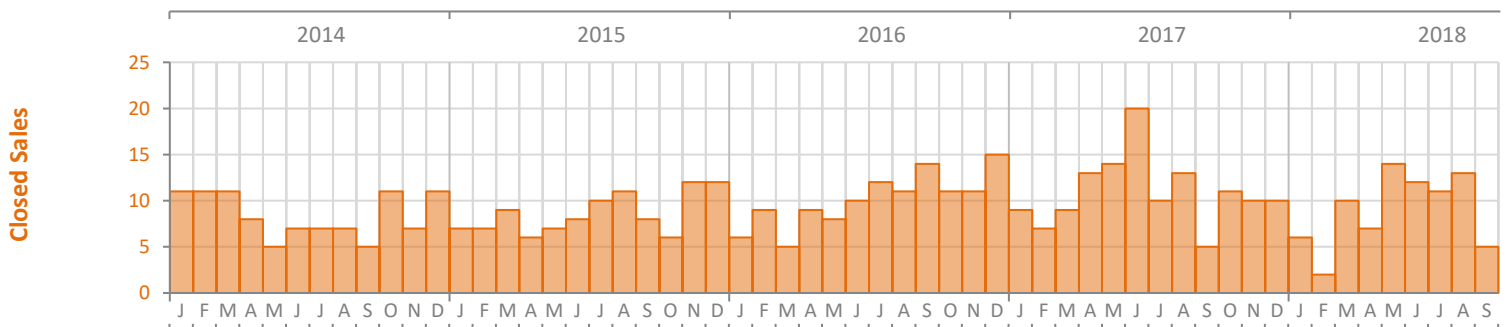
Summary Statistics	September 2018	September 2017	Percent Change Year-over-Year
Closed Sales	5	5	0.0%
Paid in Cash	4	3	33.3%
Median Sale Price	\$64,000	\$71,000	-9.9%
Average Sale Price	\$91,480	\$102,230	-10.5%
Dollar Volume	\$457,400	\$511,150	-10.5%
Median Percent of Original List Price Received	75.7%	100.0%	-24.3%
Median Time to Contract	128 Days	45 Days	184.4%
Median Time to Sale	203 Days	58 Days	250.0%
New Pending Sales	12	4	200.0%
New Listings	12	4	200.0%
Pending Inventory	20	18	11.1%
Inventory (Active Listings)	39	25	56.0%
Months Supply of Inventory	4.2	2.2	90.9%

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	80	-20.0%
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%
December 2017	10	-33.3%
November 2017	10	-9.1%
October 2017	11	0.0%
September 2017	5	-64.3%

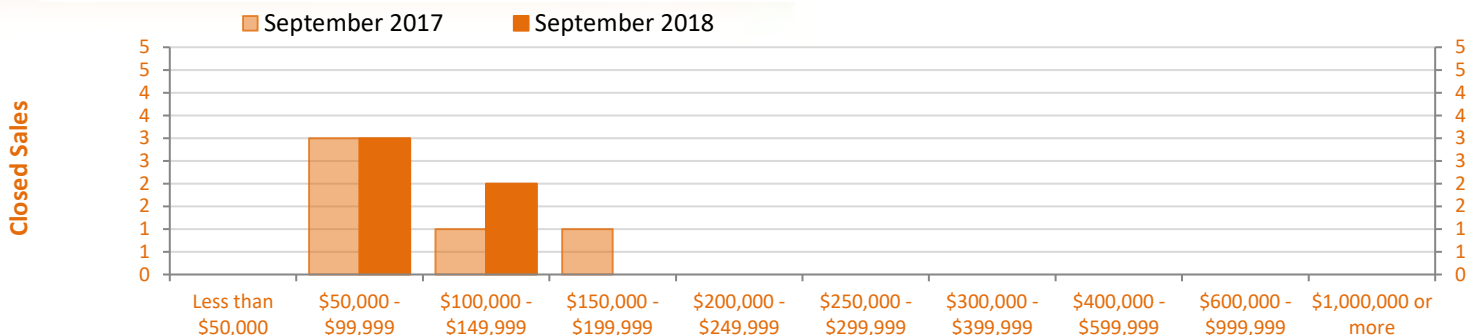


Closed Sales by Sale Price

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	0	N/A
\$50,000 - \$99,999	3	0.0%
\$100,000 - \$149,999	2	100.0%
\$150,000 - \$199,999	0	-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

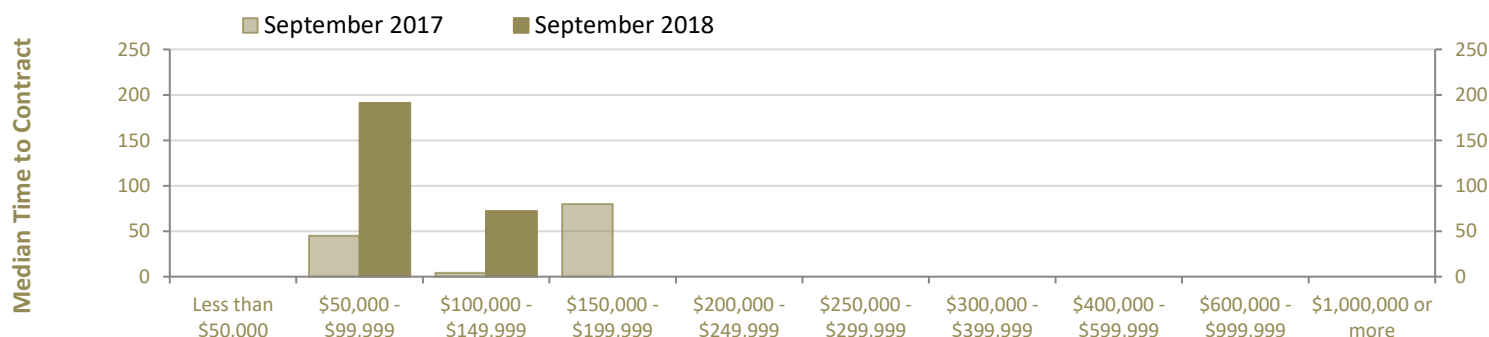


Median Time to Contract by Sale Price

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	(No Sales)	N/A
\$50,000 - \$99,999	191 Days	324.4%
\$100,000 - \$149,999	72 Days	1700.0%
\$150,000 - \$199,999	(No Sales)	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

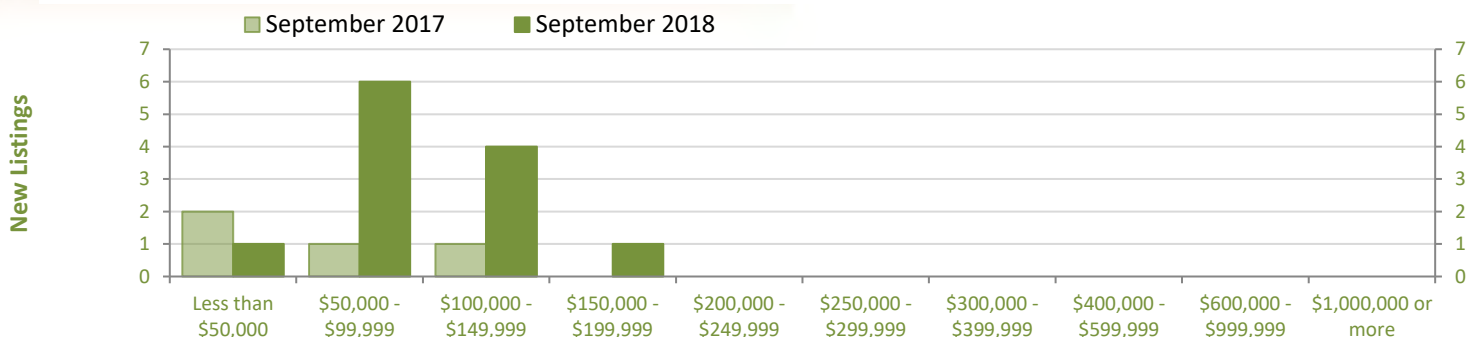


New Listings by Initial Listing Price

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	1	-50.0%
\$50,000 - \$99,999	6	500.0%
\$100,000 - \$149,999	4	300.0%
\$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

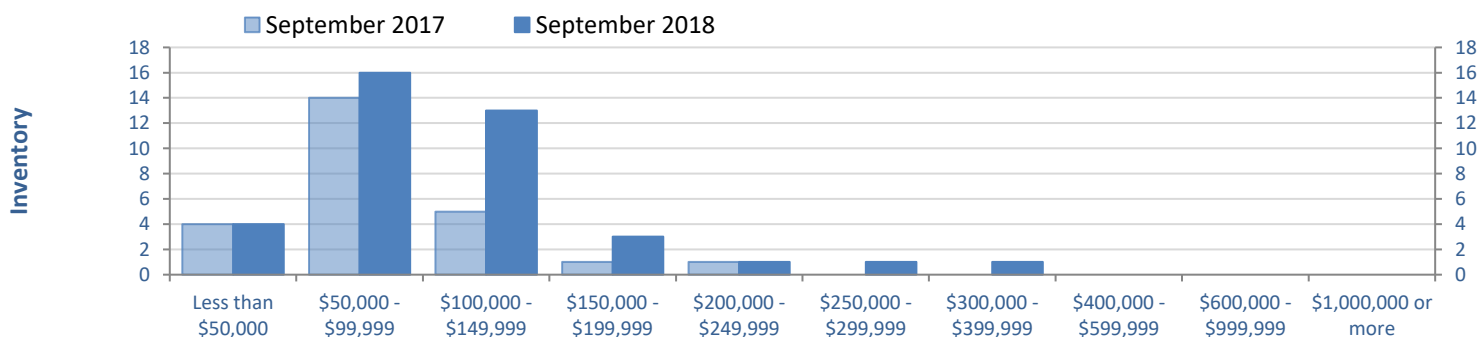


Inventory by Current Listing Price

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.

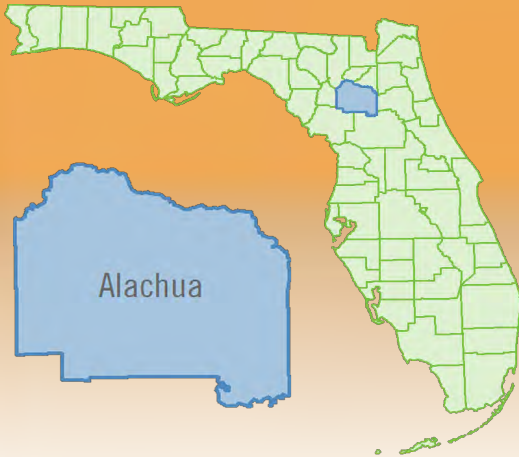
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	4	0.0%
\$50,000 - \$99,999	16	14.3%
\$100,000 - \$149,999	13	160.0%
\$150,000 - \$199,999	3	200.0%
\$200,000 - \$249,999	1	0.0%
\$250,000 - \$299,999	1	N/A
\$300,000 - \$399,999	1	N/A
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A



Monthly Distressed Market - September 2018

Manufactured Homes

Alachua County



		September 2018	September 2017	Percent Change Year-over-Year
Traditional	Closed Sales	5	4	25.0%
	Median Sale Price	\$64,000	\$91,500	-30.1%
Foreclosure/REO	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$65,250	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

