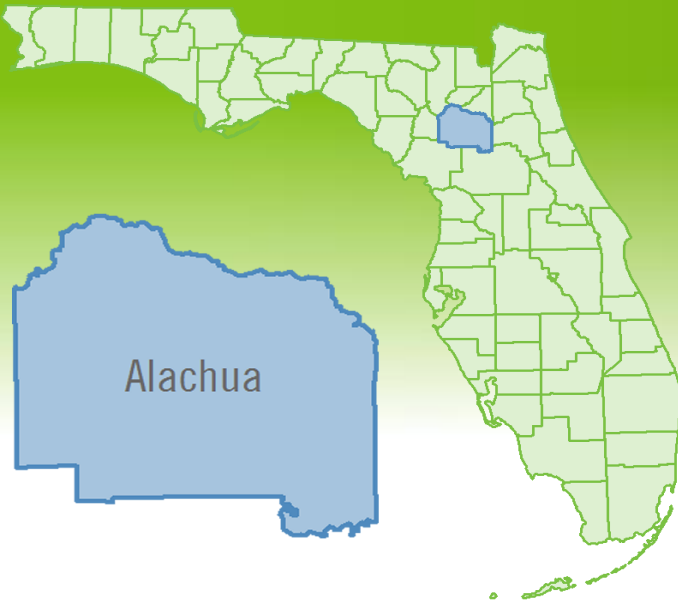


# Monthly Market Detail - February 2020

## Single Family Homes

### Alachua County



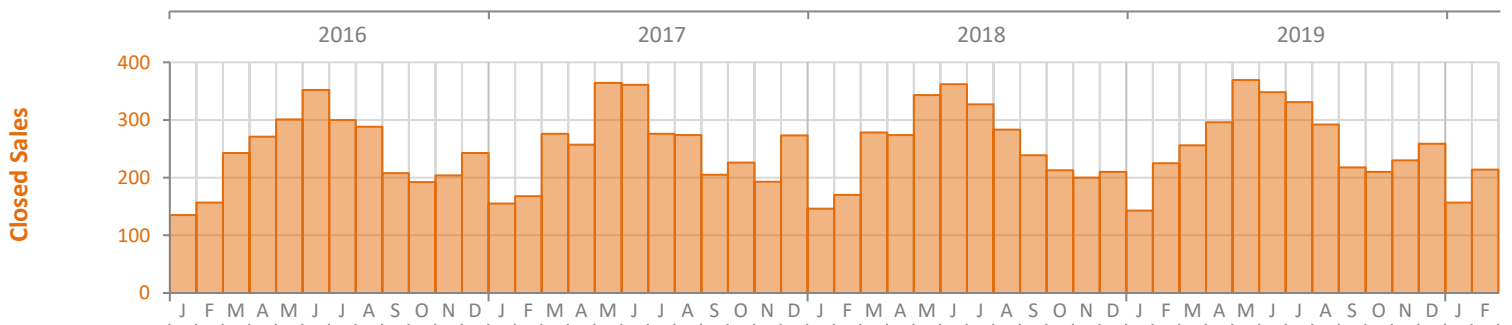
Summary Statistics	February 2020	February 2019	Percent Change Year-over-Year
Closed Sales	214	225	-4.9%
Paid in Cash	54	65	-16.9%
Median Sale Price	\$240,000	\$230,000	4.3%
Average Sale Price	\$268,577	\$286,474	-6.2%
Dollar Volume	\$57.5 Million	\$64.5 Million	-10.8%
Median Percent of Original List Price Received	97.7%	96.7%	1.0%
Median Time to Contract	34 Days	41 Days	-17.1%
Median Time to Sale	91 Days	96 Days	-5.2%
New Pending Sales	330	305	8.2%
New Listings	358	317	12.9%
Pending Inventory	514	468	9.8%
Inventory (Active Listings)	680	784	-13.3%
Months Supply of Inventory	2.6	3.0	-13.3%

## 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	371	0.8%
<b>February 2020</b>	<b>214</b>	<b>-4.9%</b>
January 2020	157	9.8%
December 2019	259	23.3%
November 2019	230	15.0%
October 2019	210	-1.4%
September 2019	218	-8.8%
August 2019	292	3.2%
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%

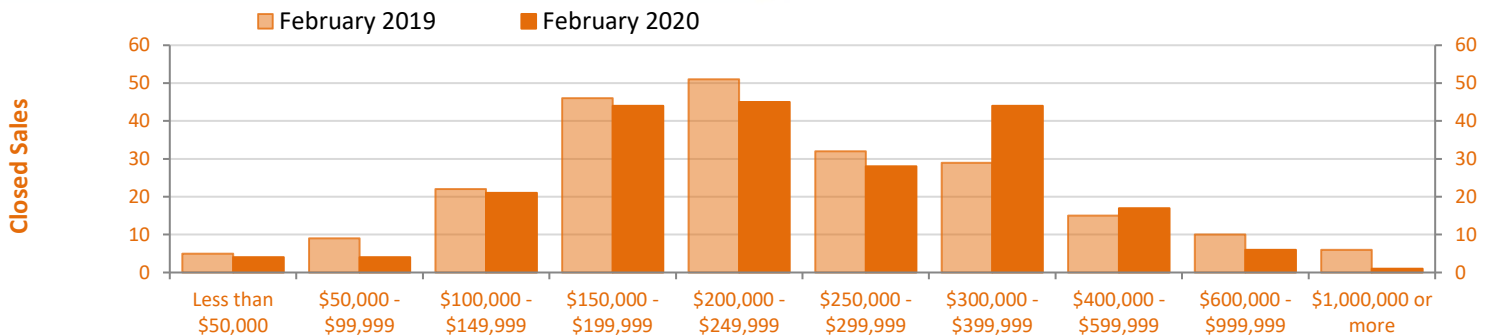


## Closed Sales by Sale Price

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	4	-20.0%
\$50,000 - \$99,999	4	-55.6%
\$100,000 - \$149,999	21	-4.5%
\$150,000 - \$199,999	44	-4.3%
\$200,000 - \$249,999	45	-11.8%
\$250,000 - \$299,999	28	-12.5%
\$300,000 - \$399,999	44	51.7%
\$400,000 - \$599,999	17	13.3%
\$600,000 - \$999,999	6	-40.0%
\$1,000,000 or more	1	-83.3%

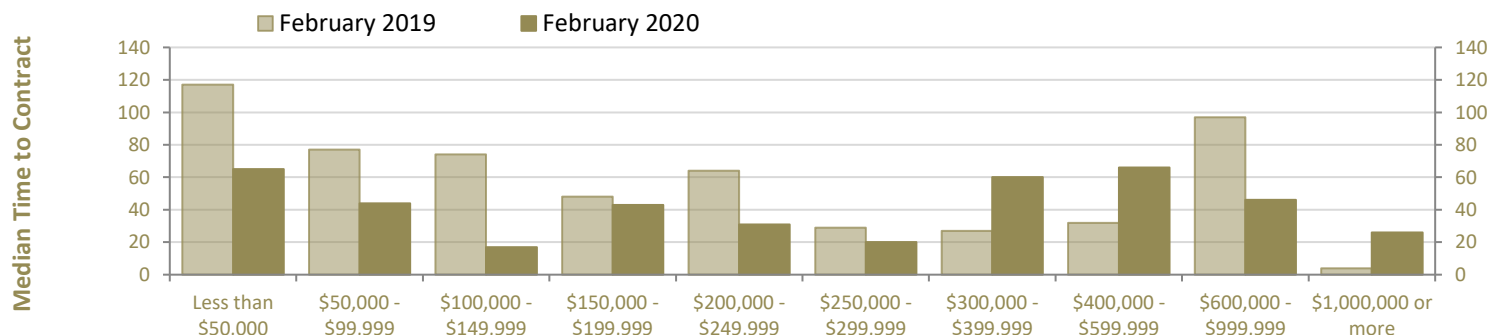


## Median Time to Contract by Sale Price

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	65 Days	-44.4%
\$50,000 - \$99,999	44 Days	-42.9%
\$100,000 - \$149,999	17 Days	-77.0%
\$150,000 - \$199,999	43 Days	-10.4%
\$200,000 - \$249,999	31 Days	-51.6%
\$250,000 - \$299,999	20 Days	-31.0%
\$300,000 - \$399,999	60 Days	122.2%
\$400,000 - \$599,999	66 Days	106.3%
\$600,000 - \$999,999	46 Days	-52.6%
\$1,000,000 or more	26 Days	550.0%

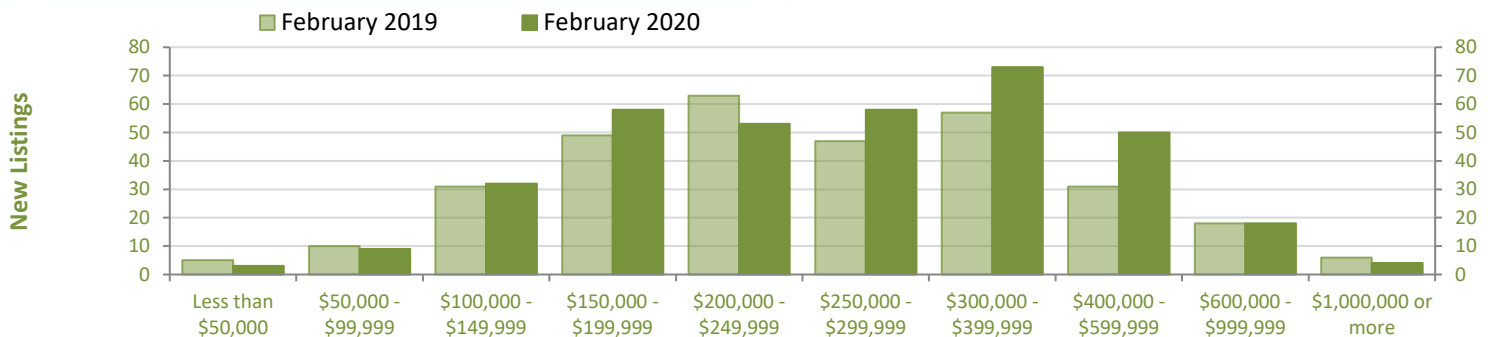


## New Listings by Initial Listing Price

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	-40.0%
\$50,000 - \$99,999	9	-10.0%
\$100,000 - \$149,999	32	3.2%
\$150,000 - \$199,999	58	18.4%
\$200,000 - \$249,999	53	-15.9%
\$250,000 - \$299,999	58	23.4%
\$300,000 - \$399,999	73	28.1%
\$400,000 - \$599,999	50	61.3%
\$600,000 - \$999,999	18	0.0%
\$1,000,000 or more	4	-33.3%

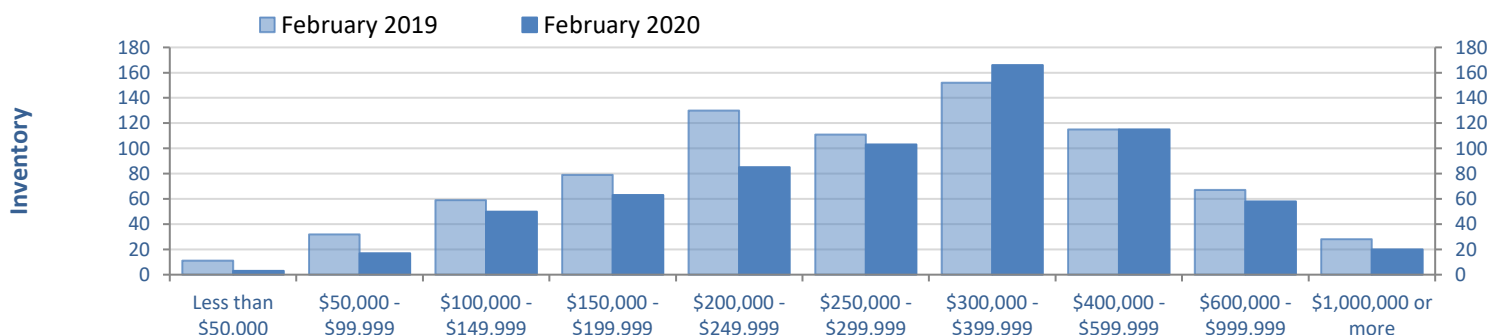


## Inventory by Current Listing Price

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	-72.7%
\$50,000 - \$99,999	17	-46.9%
\$100,000 - \$149,999	50	-15.3%
\$150,000 - \$199,999	63	-20.3%
\$200,000 - \$249,999	85	-34.6%
\$250,000 - \$299,999	103	-7.2%
\$300,000 - \$399,999	166	9.2%
\$400,000 - \$599,999	115	0.0%
\$600,000 - \$999,999	58	-13.4%
\$1,000,000 or more	20	-28.6%



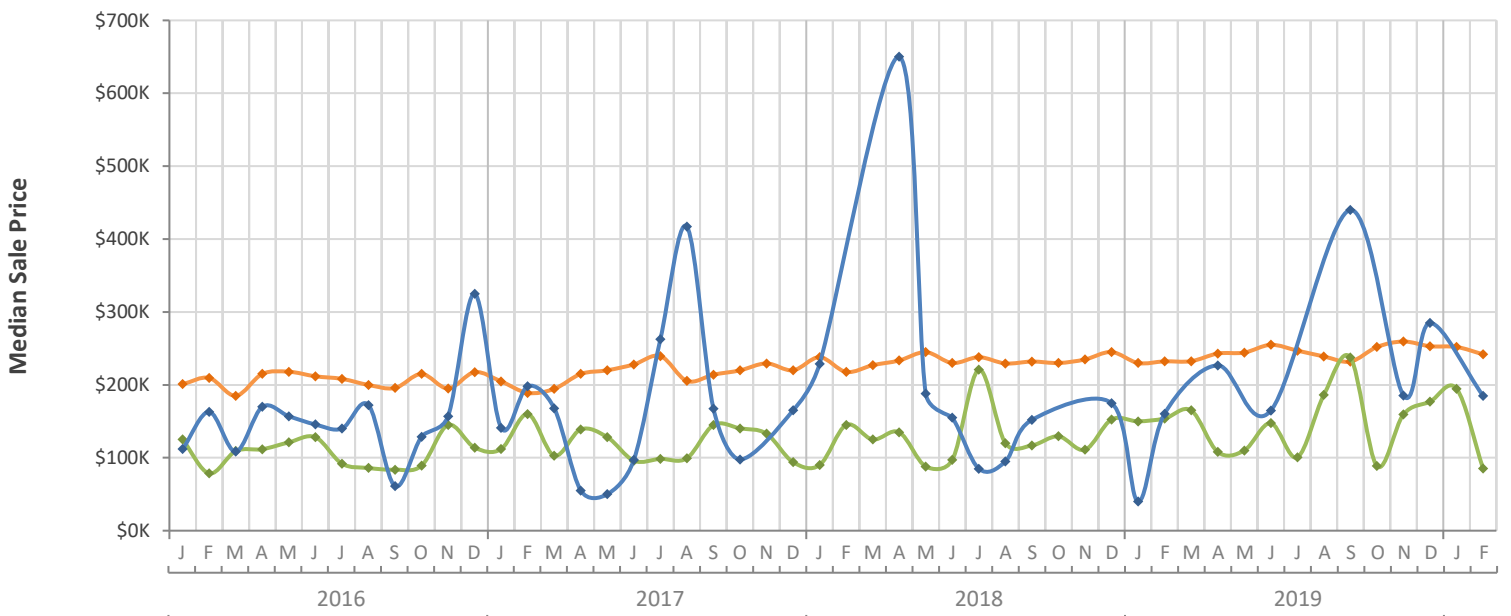
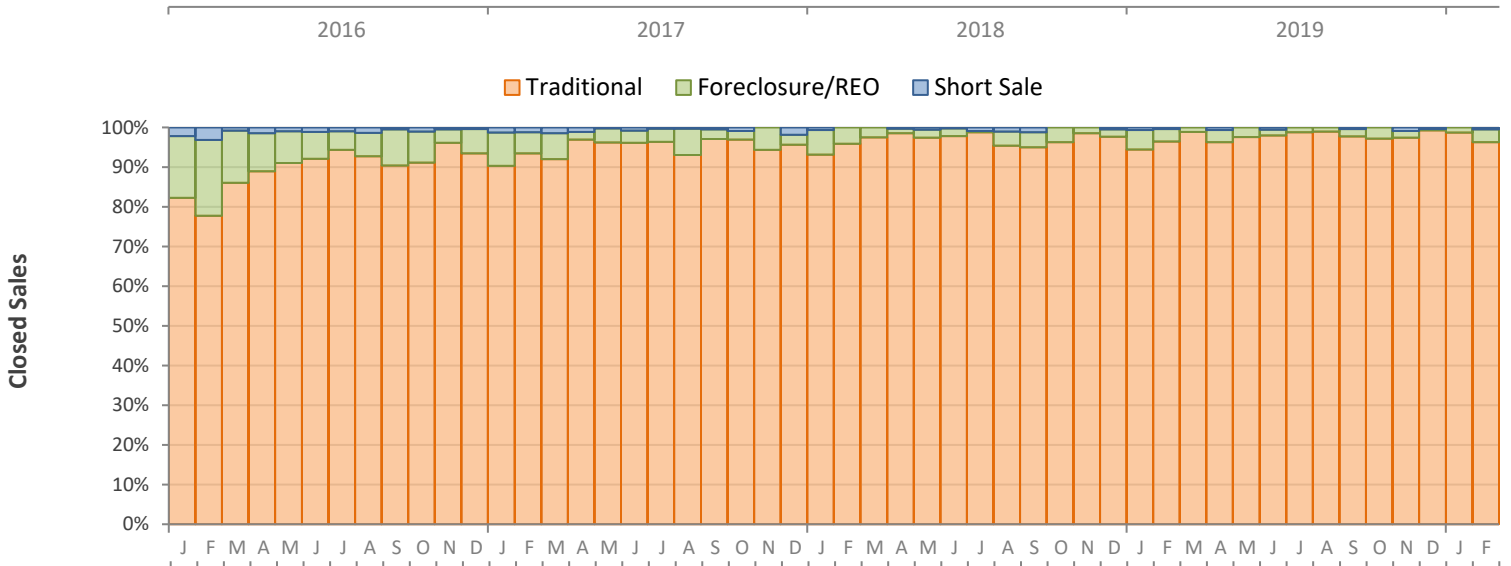
# Monthly Distressed Market - February 2020

## Single Family Homes

### Alachua County



		February 2020	February 2019	Percent Change Year-over-Year
Traditional	Closed Sales	206	217	-5.1%
	Median Sale Price	\$241,899	\$232,250	4.2%
Foreclosure/REO	Closed Sales	7	7	0.0%
	Median Sale Price	\$85,100	\$153,900	-44.7%
Short Sale	Closed Sales	1	1	0.0%
	Median Sale Price	\$185,000	\$160,500	15.3%



# Monthly Market Detail - February 2020

## Townhouses and Condos

### Alachua County



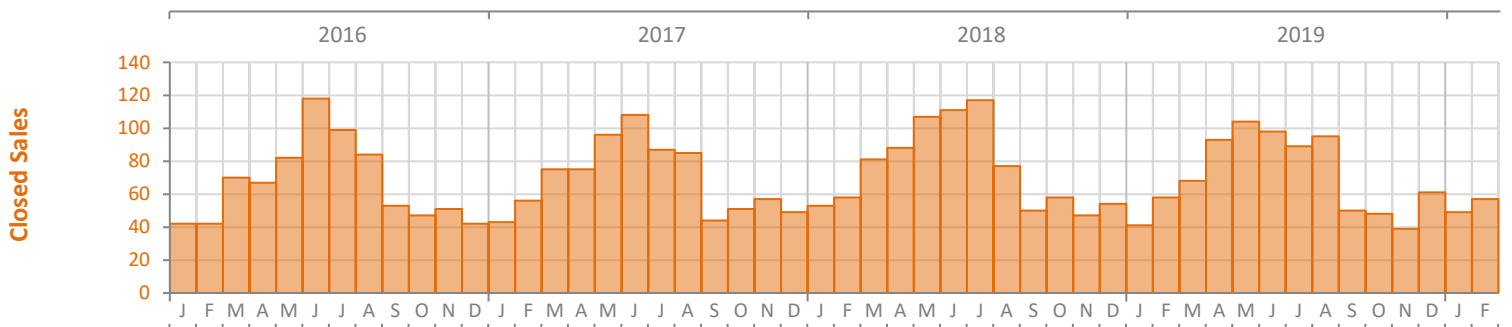
Summary Statistics	February 2020	February 2019	Percent Change Year-over-Year
Closed Sales	57	58	-1.7%
Paid in Cash	36	34	5.9%
Median Sale Price	\$118,000	\$124,500	-5.2%
Average Sale Price	\$129,998	\$121,412	7.1%
Dollar Volume	\$7.4 Million	\$7.0 Million	5.2%
Median Percent of Original List Price Received	97.3%	96.7%	0.6%
Median Time to Contract	14 Days	13 Days	7.7%
Median Time to Sale	48 Days	47 Days	2.1%
New Pending Sales	96	77	24.7%
New Listings	125	93	34.4%
Pending Inventory	114	90	26.7%
Inventory (Active Listings)	147	159	-7.5%
Months Supply of Inventory	2.1	2.1	0.0%

## 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	106	7.1%
<b>February 2020</b>	<b>57</b>	<b>-1.7%</b>
January 2020	49	19.5%
December 2019	61	13.0%
November 2019	39	-17.0%
October 2019	48	-17.2%
September 2019	50	0.0%
August 2019	95	23.4%
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%

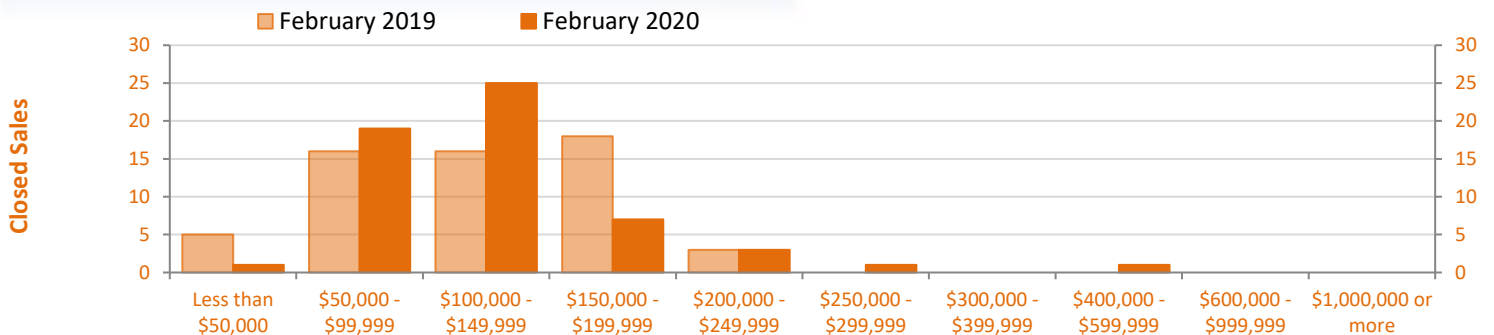


## Closed Sales by Sale Price

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	-80.0%
\$50,000 - \$99,999	19	18.8%
\$100,000 - \$149,999	25	56.3%
\$150,000 - \$199,999	7	-61.1%
\$200,000 - \$249,999	3	0.0%
\$250,000 - \$299,999	1	N/A
\$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

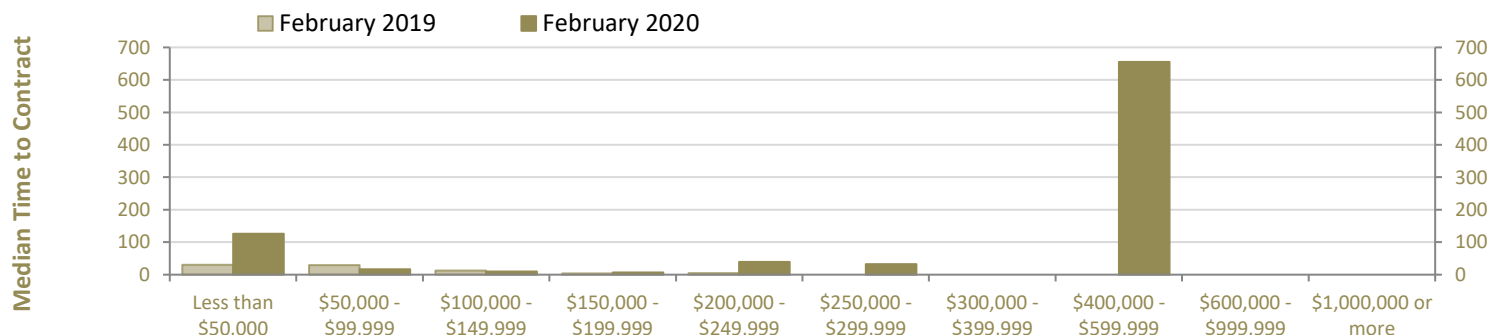


## Median Time to Contract by Sale Price

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	126 Days	320.0%
\$50,000 - \$99,999	17 Days	-41.4%
\$100,000 - \$149,999	10 Days	-23.1%
\$150,000 - \$199,999	7 Days	75.0%
\$200,000 - \$249,999	39 Days	680.0%
\$250,000 - \$299,999	32 Days	N/A
\$300,000 - \$399,999	(No Sales)	N/A
\$400,000 - \$599,999	655 Days	N/A
\$600,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	(No Sales)	N/A



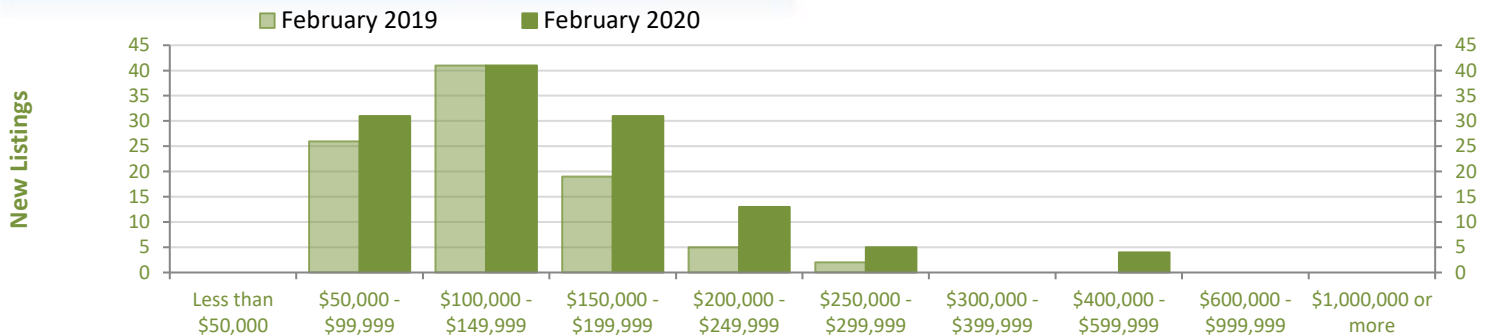


## New Listings by Initial Listing Price

The number of properties put onto the market during the 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	0	N/A
\$50,000 - \$99,999	31	19.2%
\$100,000 - \$149,999	41	0.0%
\$150,000 - \$199,999	31	63.2%
\$200,000 - \$249,999	13	160.0%
\$250,000 - \$299,999	5	150.0%
\$300,000 - \$399,999	0	N/A
\$400,000 - \$599,999	4	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

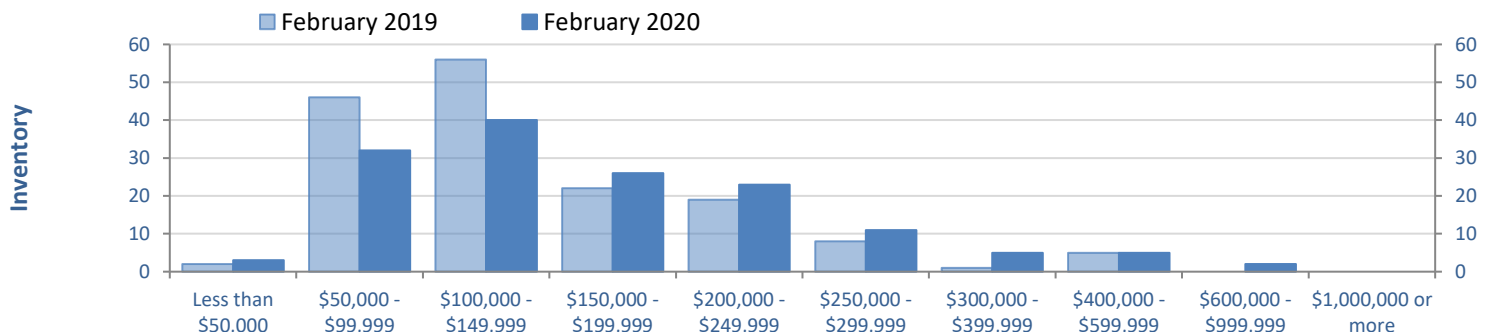


## Inventory by Current Listing Price

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	50.0%
\$50,000 - \$99,999	32	-30.4%
\$100,000 - \$149,999	40	-28.6%
\$150,000 - \$199,999	26	18.2%
\$200,000 - \$249,999	23	21.1%
\$250,000 - \$299,999	11	37.5%
\$300,000 - \$399,999	5	400.0%
\$400,000 - \$599,999	5	0.0%
\$600,000 - \$999,999	2	N/A
\$1,000,000 or more	0	N/A



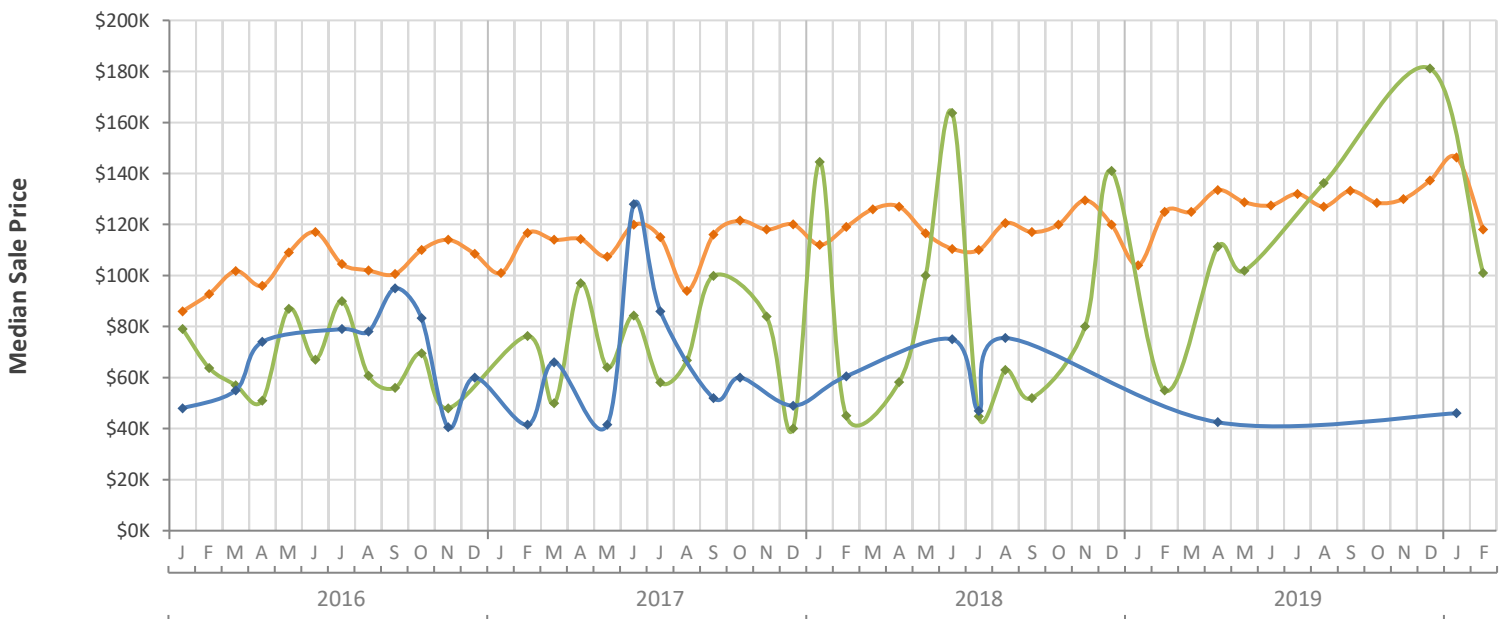
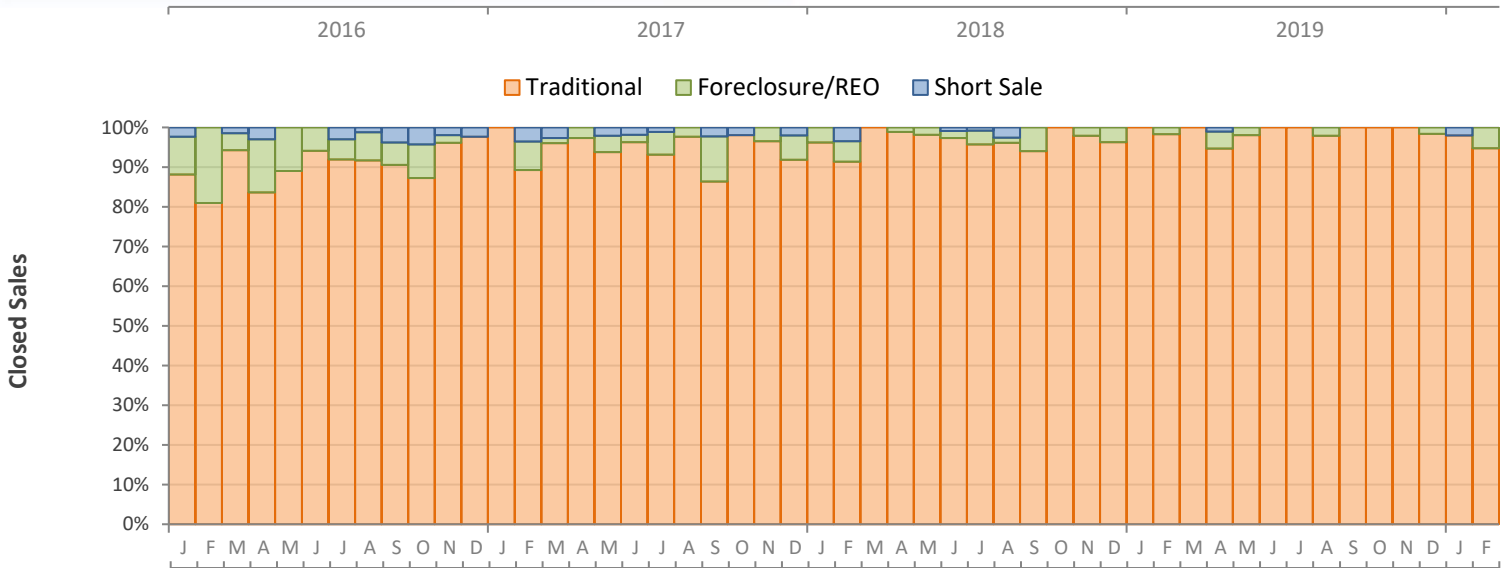
# Monthly Distressed Market - February 2020

## Townhouses and Condos

### Alachua County



		February 2020	February 2019	Percent Change Year-over-Year
Traditional	Closed Sales	54	57	-5.3%
	Median Sale Price	\$118,000	\$125,000	-5.6%
Foreclosure/REO	Closed Sales	3	1	200.0%
	Median Sale Price	\$101,000	\$55,000	83.6%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

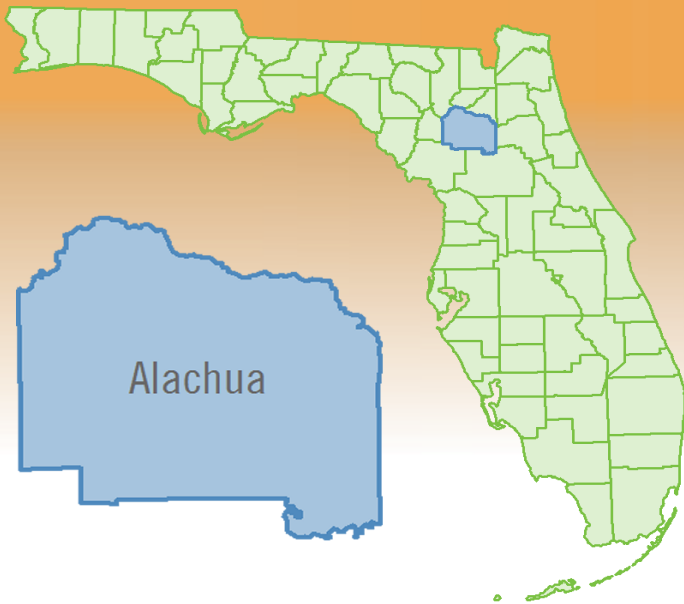




# Monthly Market Detail - February 2020

## Manufactured Homes

### Alachua County



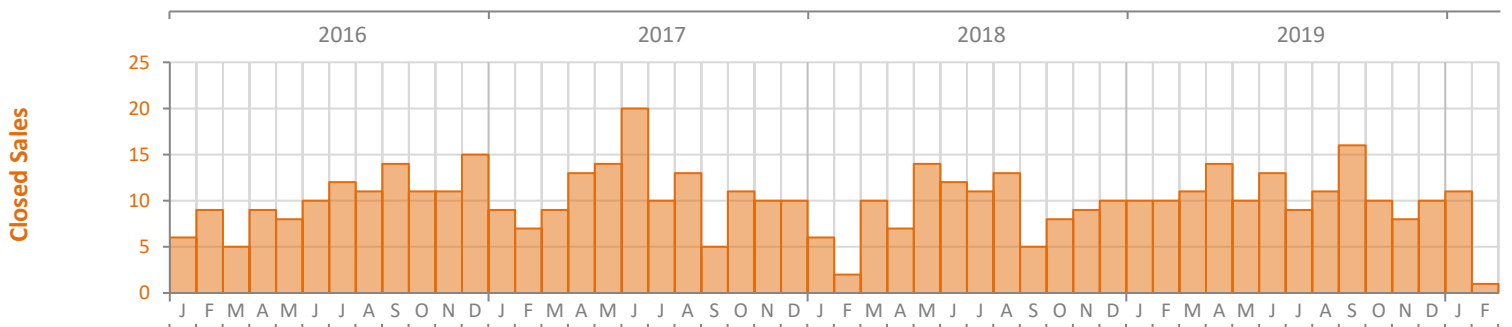
Summary Statistics	February 2020	February 2019	Percent Change Year-over-Year
Closed Sales	1	10	-90.0%
Paid in Cash	1	6	-83.3%
Median Sale Price	\$55,000	\$92,500	-40.5%
Average Sale Price	\$55,000	\$98,178	-44.0%
Dollar Volume	\$55,000	\$981,780	-94.4%
Median Percent of Original List Price Received	100.0%	96.8%	3.3%
Median Time to Contract	7 Days	30 Days	-76.7%
Median Time to Sale	35 Days	95 Days	-63.2%
New Pending Sales	17	16	6.3%
New Listings	17	17	0.0%
Pending Inventory	27	26	3.8%
Inventory (Active Listings)	54	53	1.9%
Months Supply of Inventory	5.2	5.3	-1.9%

## 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	12	-40.0%
<b>February 2020</b>	<b>1</b>	<b>-90.0%</b>
January 2020	11	10.0%
December 2019	10	0.0%
November 2019	8	-11.1%
October 2019	10	25.0%
September 2019	16	220.0%
August 2019	11	-15.4%
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%

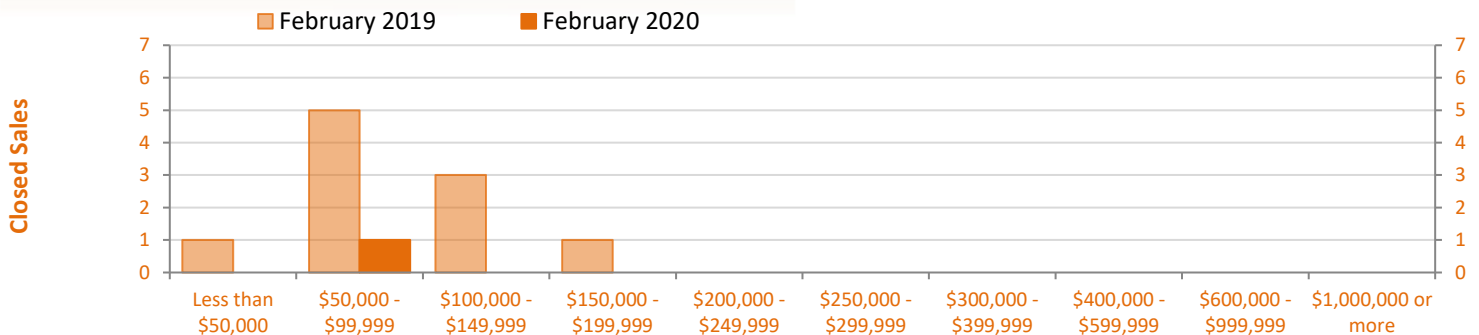


## Closed Sales by Sale Price

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	1	-80.0%
\$100,000 - \$149,999	0	-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

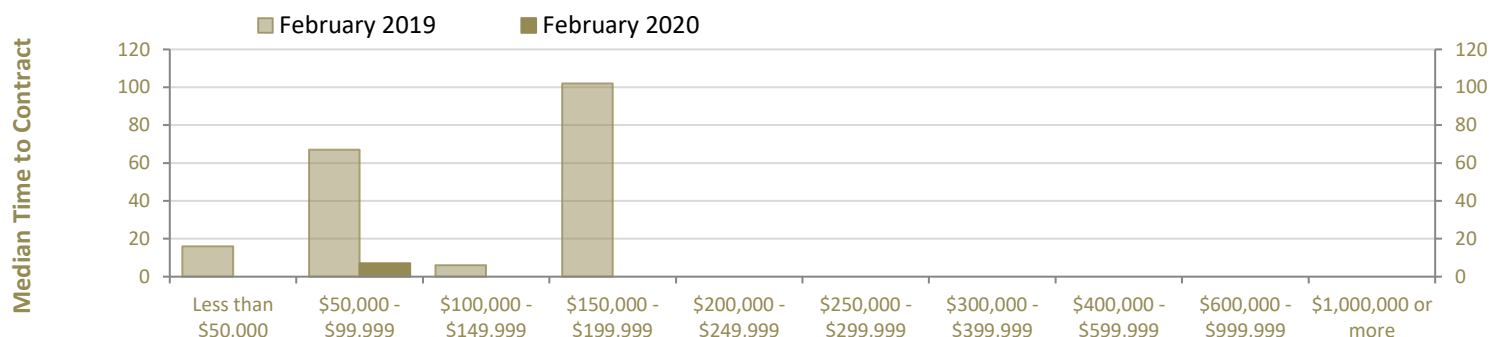


## Median Time to Contract by Sale Price

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	7 Days	-89.6%
\$100,000 - \$149,999	(No Sales)	N/A
\$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

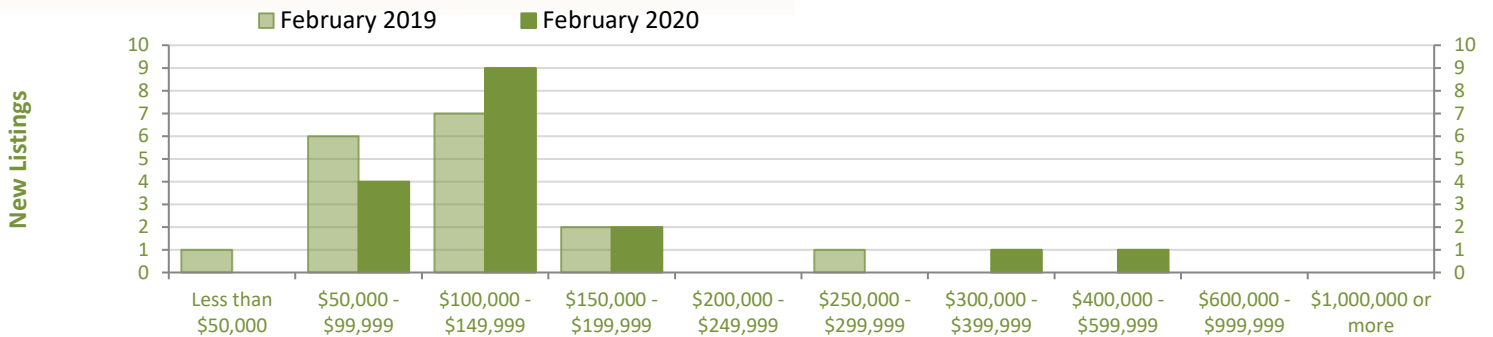


## New Listings by Initial Listing Price

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	0	-100.0%
\$50,000 - \$99,999	4	-33.3%
\$100,000 - \$149,999	9	28.6%
\$150,000 - \$199,999	2	0.0%
\$200,000 - \$249,999	0	N/A
\$250,000 - \$299,999	0	-100.0%
\$300,000 - \$399,999	1	N/A
\$400,000 - \$599,999	1	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

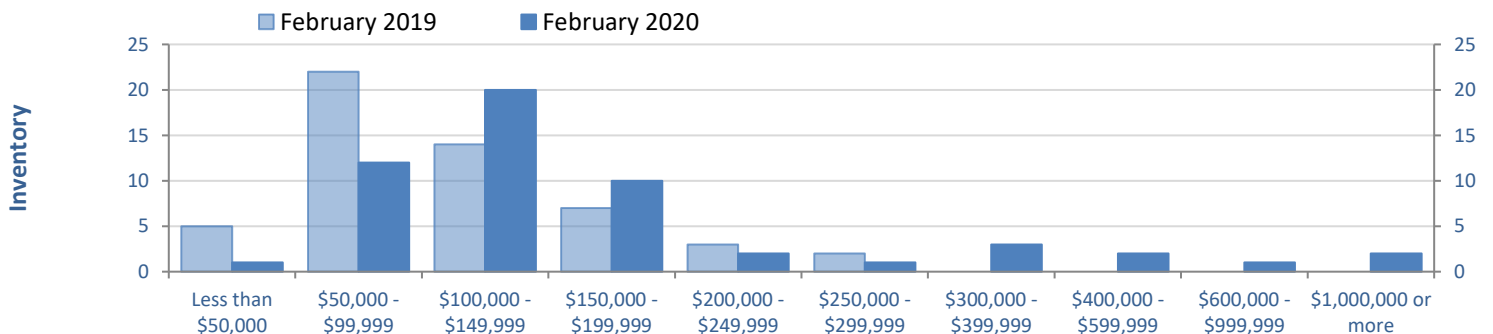


## Inventory by Current Listing Price

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.

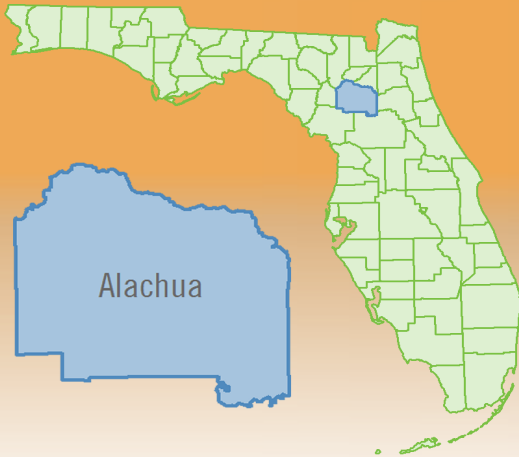
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	1	-80.0%
\$50,000 - \$99,999	12	-45.5%
\$100,000 - \$149,999	20	42.9%
\$150,000 - \$199,999	10	42.9%
\$200,000 - \$249,999	2	-33.3%
\$250,000 - \$299,999	1	-50.0%
\$300,000 - \$399,999	3	N/A
\$400,000 - \$599,999	2	N/A
\$600,000 - \$999,999	1	N/A
\$1,000,000 or more	2	N/A



# Monthly Distressed Market - February 2020

## Manufactured Homes

### Alachua County



		February 2020	February 2019	Percent Change Year-over-Year
Traditional	Closed Sales	1	9	-88.9%
	Median Sale Price	\$55,000	\$90,000	-38.9%
Foreclosure/REO	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$119,900	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

