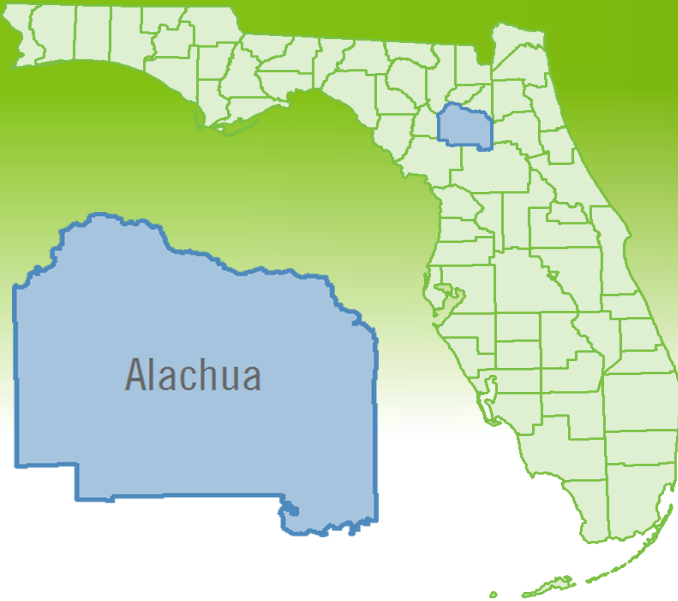


# Quarterly Market Detail - Q2 2020

## Single Family Homes

### Alachua County



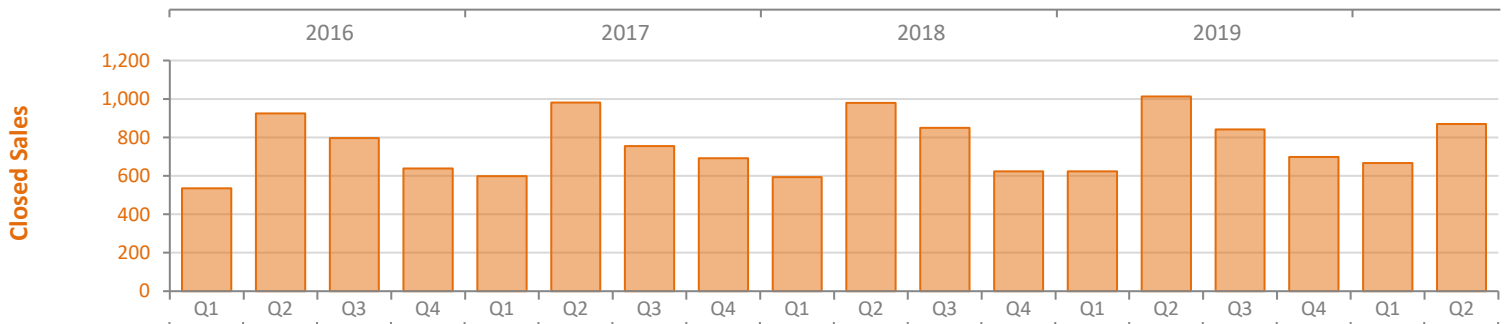
Summary Statistics	Q2 2020	Q2 2019	Percent Change Year-over-Year
Closed Sales	869	1,013	-14.2%
Paid in Cash	147	199	-26.1%
Median Sale Price	\$253,500	\$245,000	3.5%
Average Sale Price	\$285,660	\$272,941	4.7%
Dollar Volume	\$248.2 Million	\$276.5 Million	-10.2%
Median Percent of Original List Price Received	98.1%	98.2%	-0.1%
Median Time to Contract	24 Days	31 Days	-22.6%
Median Time to Sale	73 Days	67 Days	9.0%
New Pending Sales	1,029	1,135	-9.3%
New Listings	945	1,163	-18.7%
Pending Inventory	564	536	5.2%
Inventory (Active Listings)	576	849	-32.2%
Months Supply of Inventory	2.2	3.3	-33.3%

## 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	1,535	-6.2%
<b>Q2 2020</b>	<b>869</b>	<b>-14.2%</b>
Q1 2020	666	6.7%
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%

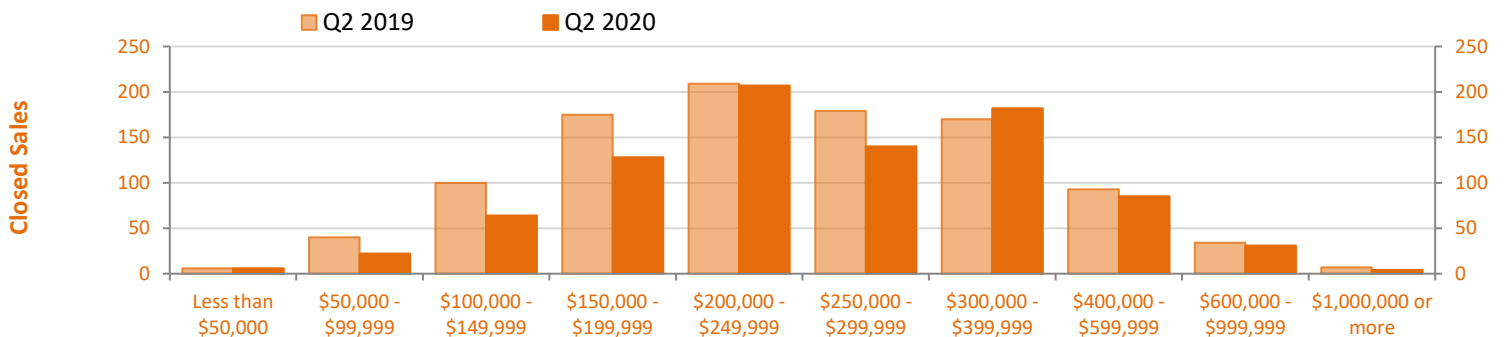


## Closed Sales by Sale Price

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	6	0.0%
\$50,000 - \$99,999	22	-45.0%
\$100,000 - \$149,999	64	-36.0%
\$150,000 - \$199,999	128	-26.9%
\$200,000 - \$249,999	207	-1.0%
\$250,000 - \$299,999	140	-21.8%
\$300,000 - \$399,999	182	7.1%
\$400,000 - \$599,999	85	-8.6%
\$600,000 - \$999,999	31	-8.8%
\$1,000,000 or more	4	-42.9%

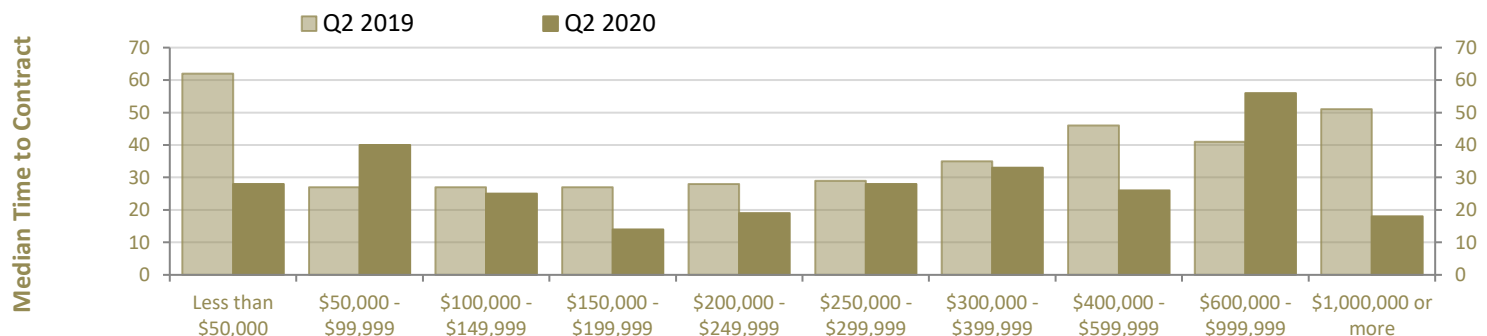


## Median Time to Contract by Sale Price

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	28 Days	-54.8%
\$50,000 - \$99,999	40 Days	48.1%
\$100,000 - \$149,999	25 Days	-7.4%
\$150,000 - \$199,999	14 Days	-48.1%
\$200,000 - \$249,999	19 Days	-32.1%
\$250,000 - \$299,999	28 Days	-3.4%
\$300,000 - \$399,999	33 Days	-5.7%
\$400,000 - \$599,999	26 Days	-43.5%
\$600,000 - \$999,999	56 Days	36.6%
\$1,000,000 or more	18 Days	-64.7%

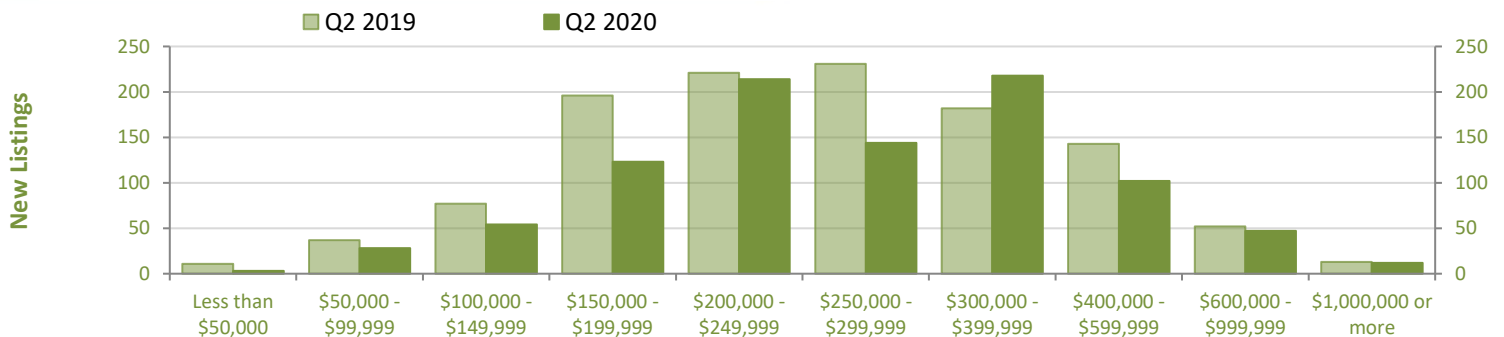


## New Listings by Initial Listing Price

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	3	-72.7%
\$50,000 - \$99,999	28	-24.3%
\$100,000 - \$149,999	54	-29.9%
\$150,000 - \$199,999	123	-37.2%
\$200,000 - \$249,999	214	-3.2%
\$250,000 - \$299,999	144	-37.7%
\$300,000 - \$399,999	218	19.8%
\$400,000 - \$599,999	102	-28.7%
\$600,000 - \$999,999	47	-9.6%
\$1,000,000 or more	12	-7.7%

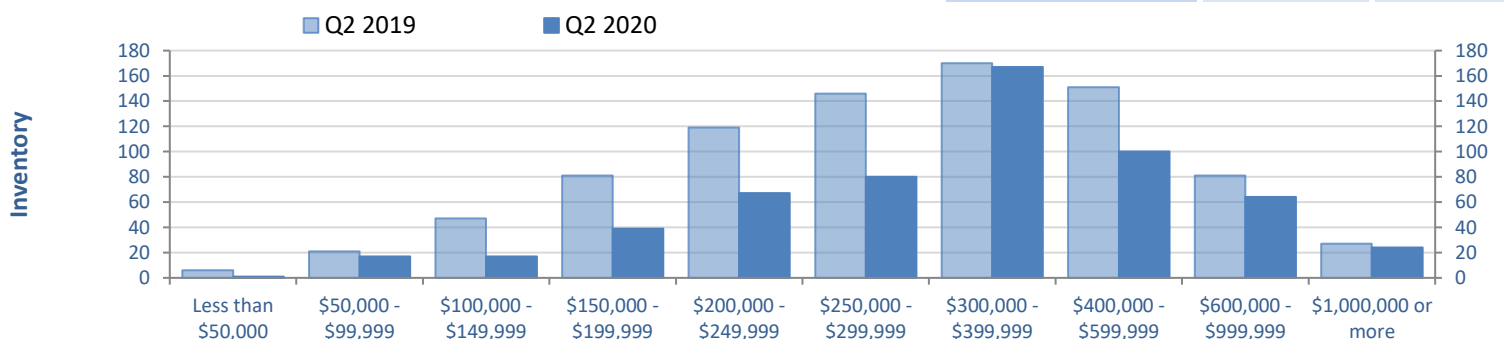


## Inventory by Current Listing Price

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.

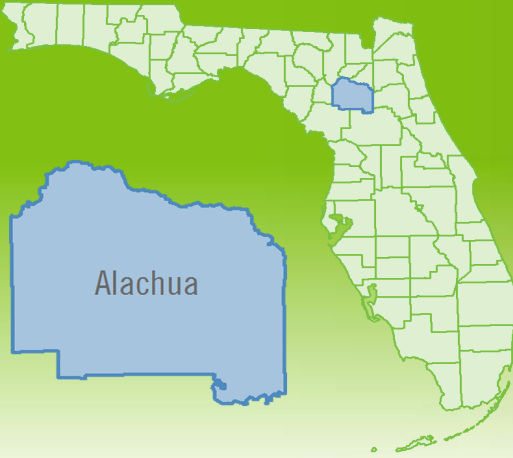
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	1	-83.3%
\$50,000 - \$99,999	17	-19.0%
\$100,000 - \$149,999	17	-63.8%
\$150,000 - \$199,999	39	-51.9%
\$200,000 - \$249,999	67	-43.7%
\$250,000 - \$299,999	80	-45.2%
\$300,000 - \$399,999	167	-1.8%
\$400,000 - \$599,999	100	-33.8%
\$600,000 - \$999,999	64	-21.0%
\$1,000,000 or more	24	-11.1%



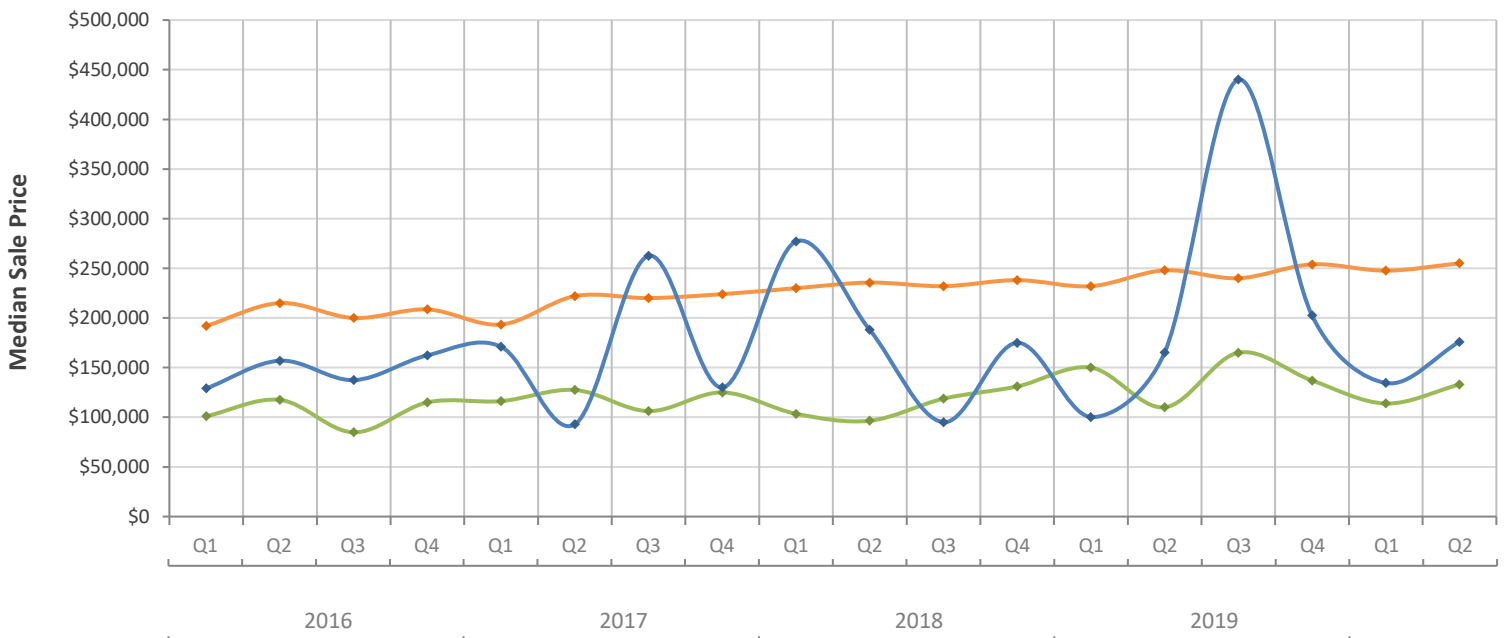
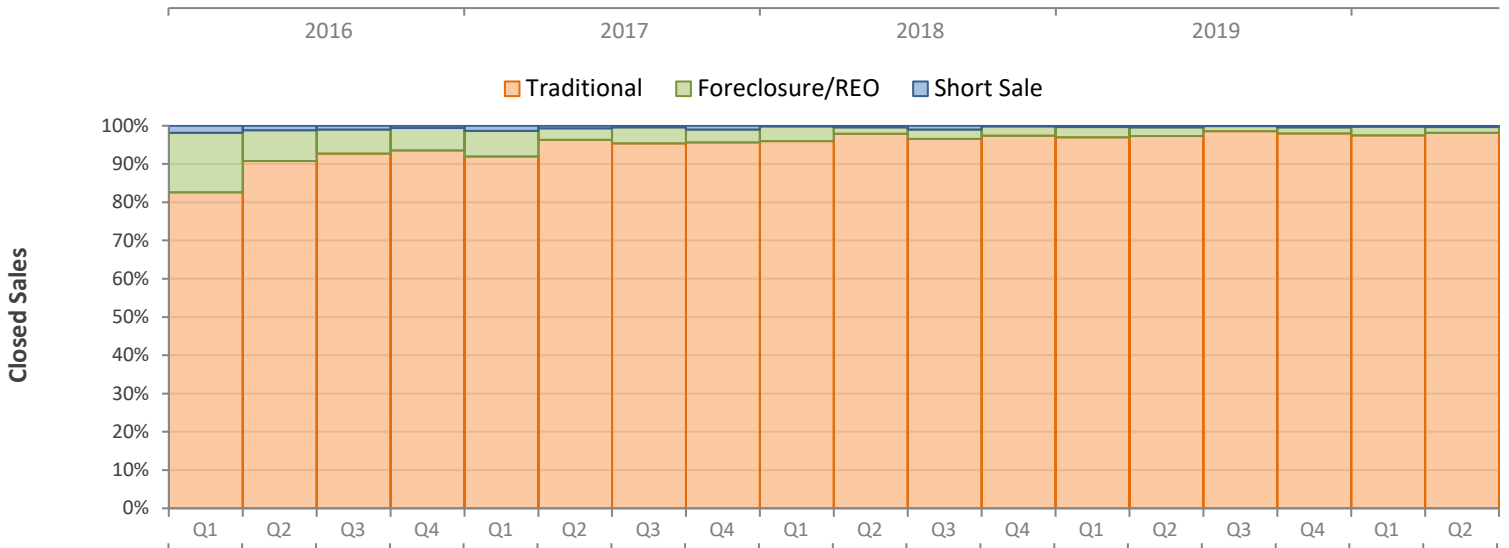
# Quarterly Distressed Market - Q2 2020

## Single Family Homes

### Alachua County



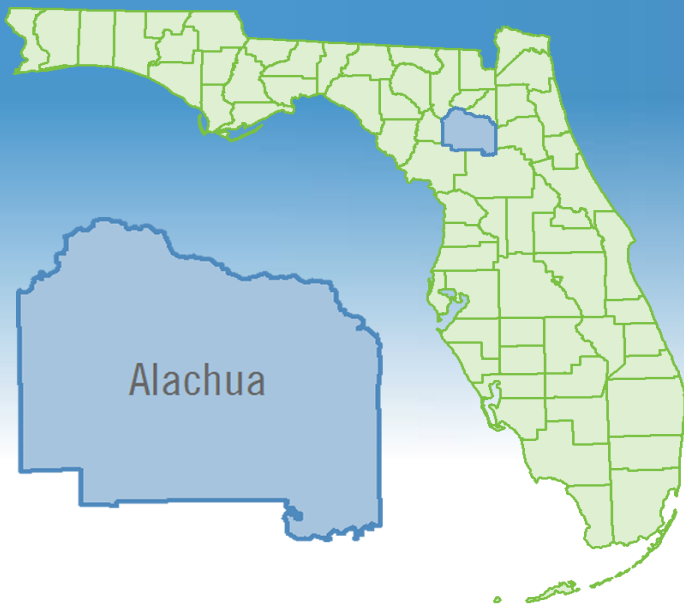
		Q2 2020	Q2 2019	Percent Change Year-over-Year
Traditional	Closed Sales	853	986	-13.5%
	Median Sale Price	\$255,000	\$247,950	2.8%
Foreclosure/REO	Closed Sales	13	23	-43.5%
	Median Sale Price	\$133,000	\$110,000	20.9%
Short Sale	Closed Sales	3	4	-25.0%
	Median Sale Price	\$176,000	\$165,150	6.6%



# Quarterly Market Detail - Q2 2020

## Townhouses and Condos

### Alachua County



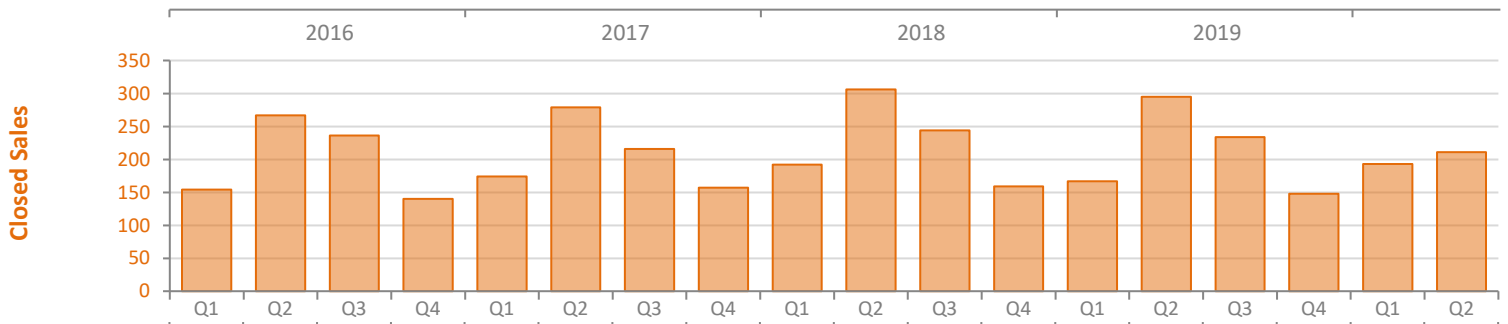
Summary Statistics	Q2 2020	Q2 2019	Percent Change Year-over-Year
Closed Sales	211	295	-28.5%
Paid in Cash	96	144	-33.3%
Median Sale Price	\$138,500	\$128,500	7.8%
Average Sale Price	\$142,959	\$135,159	5.8%
Dollar Volume	\$30.2 Million	\$39.9 Million	-24.3%
Median Percent of Original List Price Received	97.1%	97.4%	-0.3%
Median Time to Contract	14 Days	21 Days	-33.3%
Median Time to Sale	58 Days	54 Days	7.4%
New Pending Sales	260	344	-24.4%
New Listings	251	280	-10.4%
Pending Inventory	117	126	-7.1%
Inventory (Active Listings)	143	122	17.2%
Months Supply of Inventory	2.2	1.7	29.4%

## 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	404	-12.6%
<b>Q2 2020</b>	<b>211</b>	<b>-28.5%</b>
Q1 2020	193	15.6%
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%

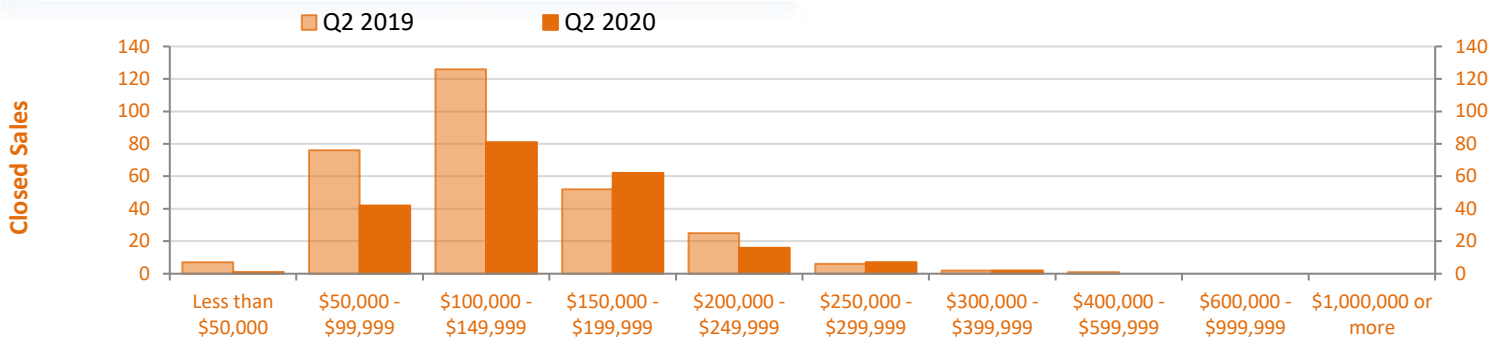


## Closed Sales by Sale Price

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	1	-85.7%
\$50,000 - \$99,999	42	-44.7%
\$100,000 - \$149,999	81	-35.7%
\$150,000 - \$199,999	62	19.2%
\$200,000 - \$249,999	16	-36.0%
\$250,000 - \$299,999	7	16.7%
\$300,000 - \$399,999	2	0.0%
\$400,000 - \$599,999	0	-100.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

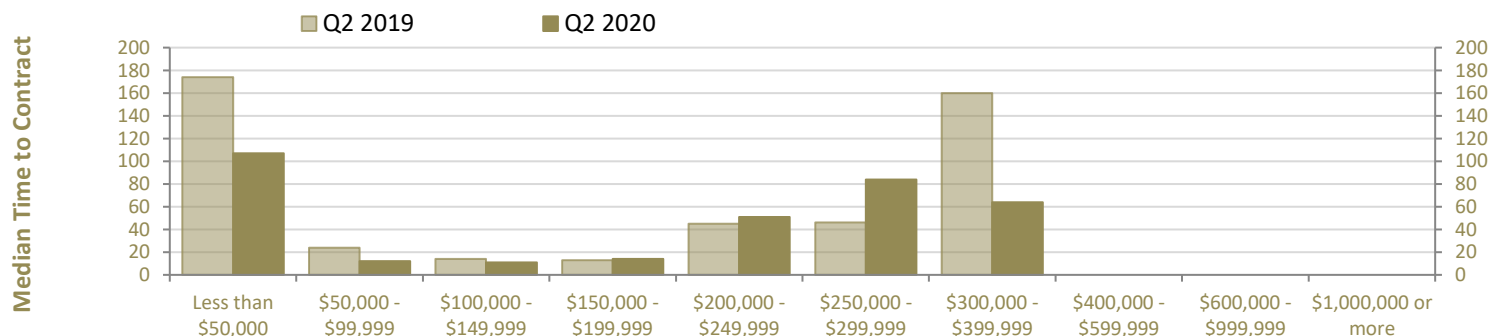


## Median Time to Contract by Sale Price

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	107 Days	-38.5%
\$50,000 - \$99,999	12 Days	-50.0%
\$100,000 - \$149,999	11 Days	-21.4%
\$150,000 - \$199,999	14 Days	7.7%
\$200,000 - \$249,999	51 Days	13.3%
\$250,000 - \$299,999	84 Days	82.6%
\$300,000 - \$399,999	64 Days	-60.0%
\$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



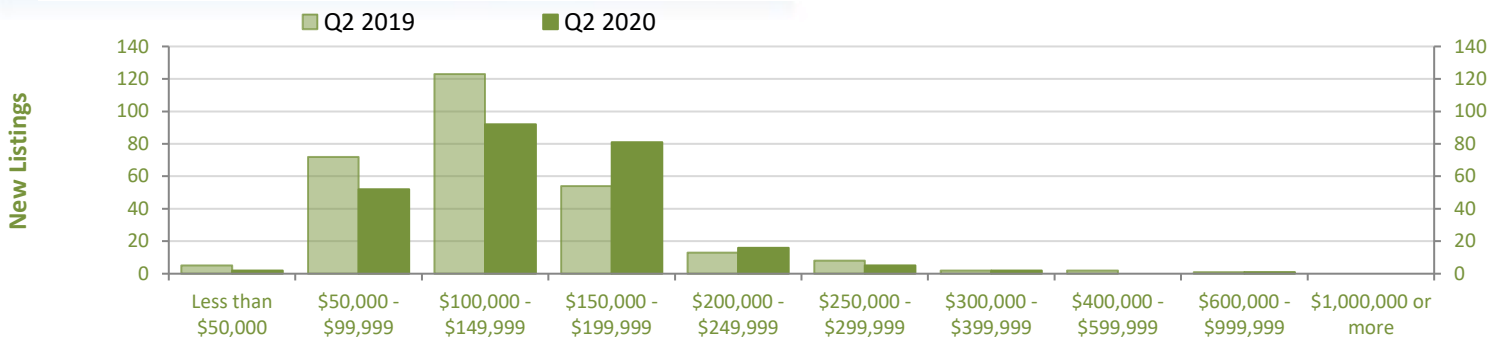


## New Listings by Initial Listing Price

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	2	-60.0%
\$50,000 - \$99,999	52	-27.8%
\$100,000 - \$149,999	92	-25.2%
\$150,000 - \$199,999	81	50.0%
\$200,000 - \$249,999	16	23.1%
\$250,000 - \$299,999	5	-37.5%
\$300,000 - \$399,999	2	0.0%
\$400,000 - \$599,999	0	-100.0%
\$600,000 - \$999,999	1	0.0%
\$1,000,000 or more	0	N/A

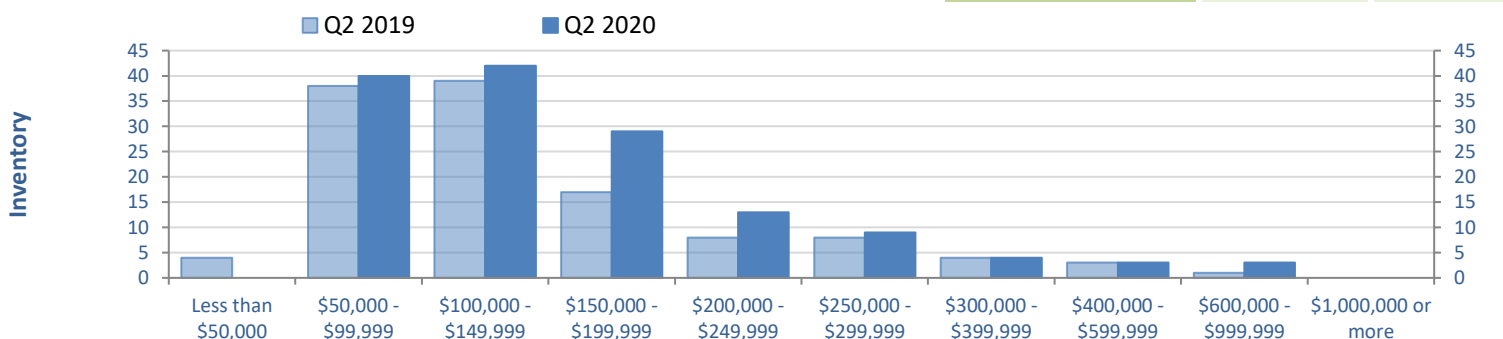


## Inventory by Current Listing Price

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	0	-100.0%
\$50,000 - \$99,999	40	5.3%
\$100,000 - \$149,999	42	7.7%
\$150,000 - \$199,999	29	70.6%
\$200,000 - \$249,999	13	62.5%
\$250,000 - \$299,999	9	12.5%
\$300,000 - \$399,999	4	0.0%
\$400,000 - \$599,999	3	0.0%
\$600,000 - \$999,999	3	200.0%
\$1,000,000 or more	0	N/A



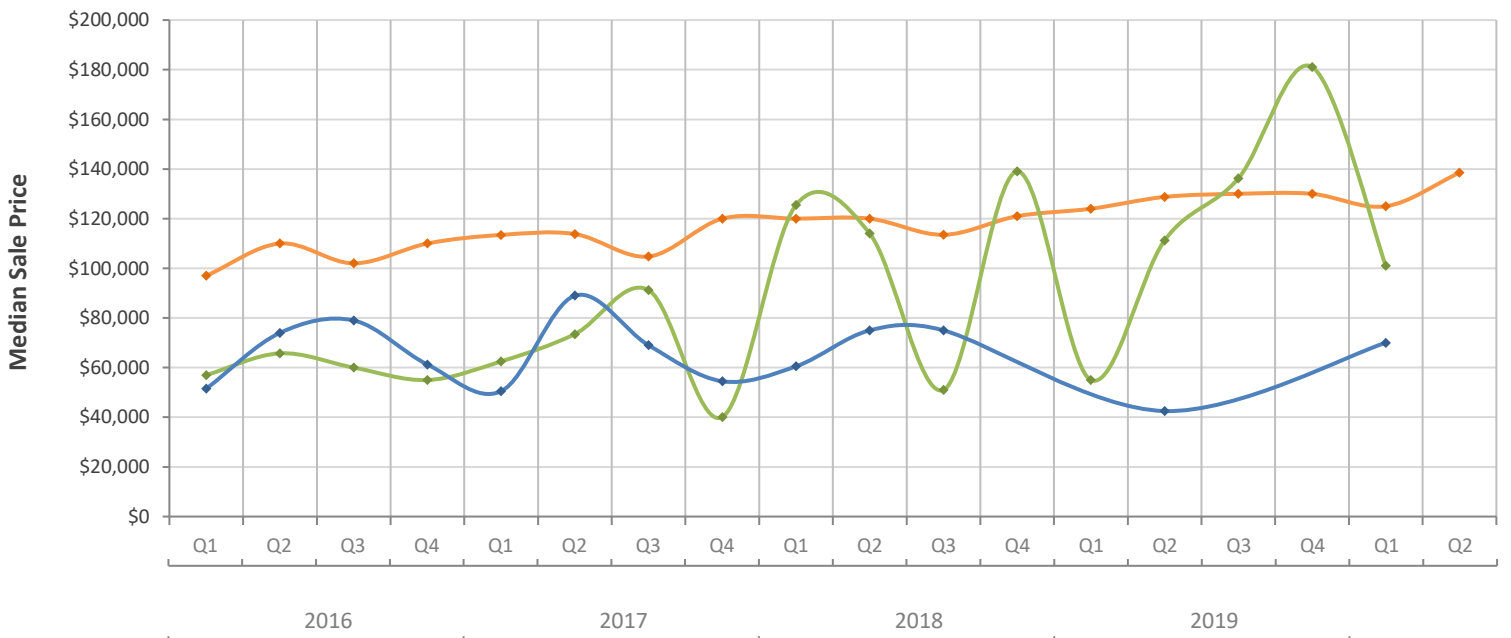
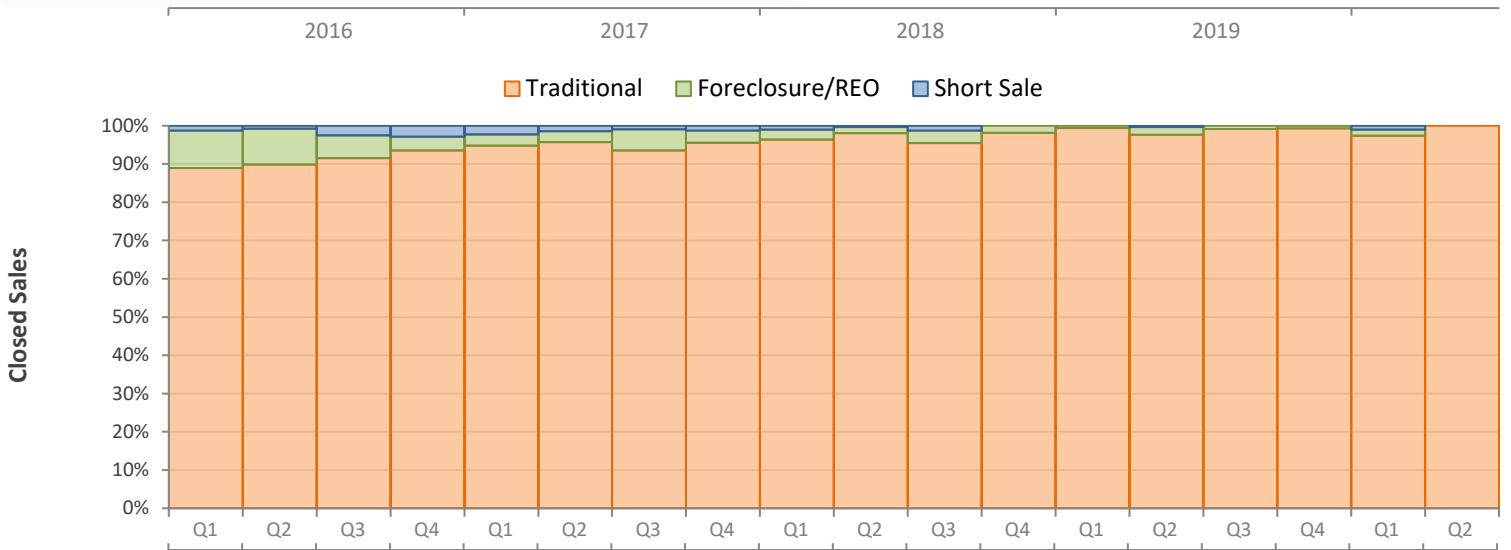
# Quarterly Distressed Market - Q2 2020

## Townhouses and Condos

### Alachua County



		Q2 2020	Q2 2019	Percent Change Year-over-Year
Traditional	Closed Sales	211	288	-26.7%
	Median Sale Price	\$138,500	\$128,750	7.6%
Foreclosure/REO	Closed Sales	0	6	-100.0%
	Median Sale Price	(No Sales)	\$111,250	N/A
Short Sale	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$42,500	N/A

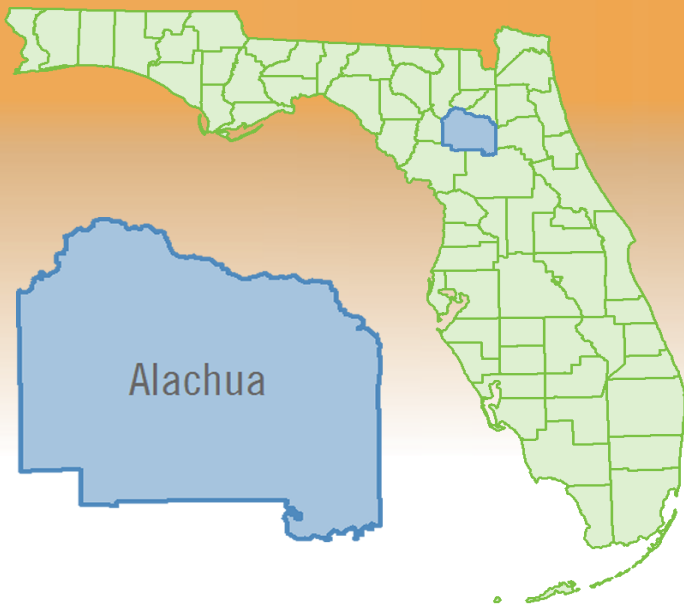




# Quarterly Market Detail - Q2 2020

## Manufactured Homes

### Alachua County



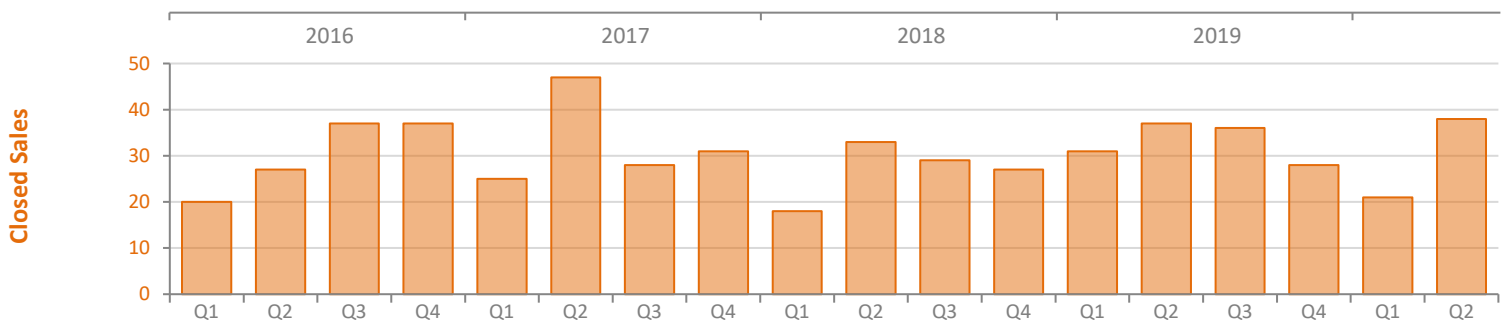
Summary Statistics	Q2 2020	Q2 2019	Percent Change Year-over-Year
Closed Sales	38	37	2.7%
Paid in Cash	20	20	0.0%
Median Sale Price	\$140,250	\$85,000	65.0%
Average Sale Price	\$131,345	\$101,318	29.6%
Dollar Volume	\$5.0 Million	\$3.7 Million	33.1%
Median Percent of Original List Price Received	94.6%	93.9%	0.7%
Median Time to Contract	53 Days	69 Days	-23.2%
Median Time to Sale	103 Days	95 Days	8.4%
New Pending Sales	51	49	4.1%
New Listings	40	33	21.2%
Pending Inventory	39	26	50.0%
Inventory (Active Listings)	29	40	-27.5%
Months Supply of Inventory	2.8	3.9	-28.2%

## Closed Sales

The number of sales transactions which closed during the quarter

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Quarter	Closed Sales	Percent Change Year-over-Year
Year-to-Date	59	-13.2%
<b>Q2 2020</b>	<b>38</b>	<b>2.7%</b>
Q1 2020	21	-32.3%
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%

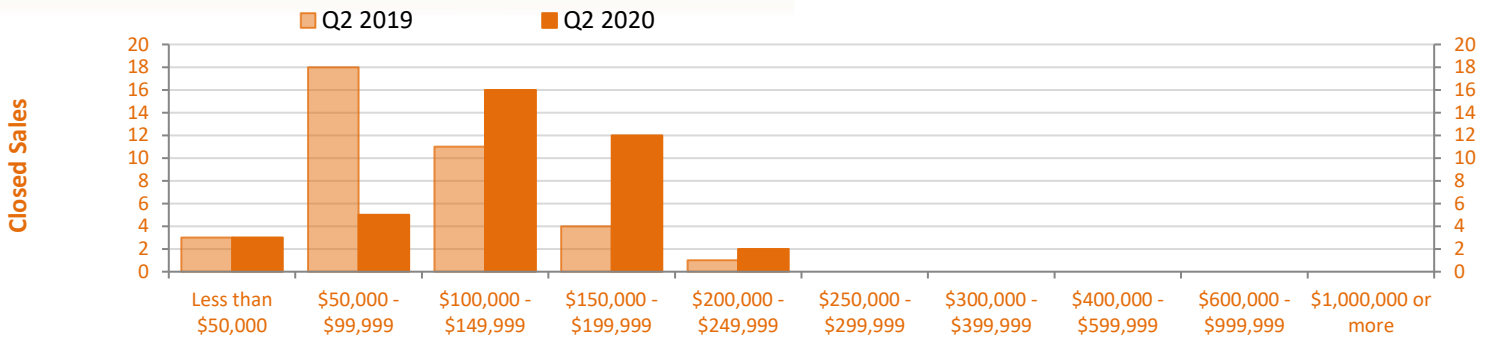


## Closed Sales by Sale Price

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	0.0%
\$50,000 - \$99,999	5	-72.2%
\$100,000 - \$149,999	16	45.5%
\$150,000 - \$199,999	12	200.0%
\$200,000 - \$249,999	2	100.0%
\$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

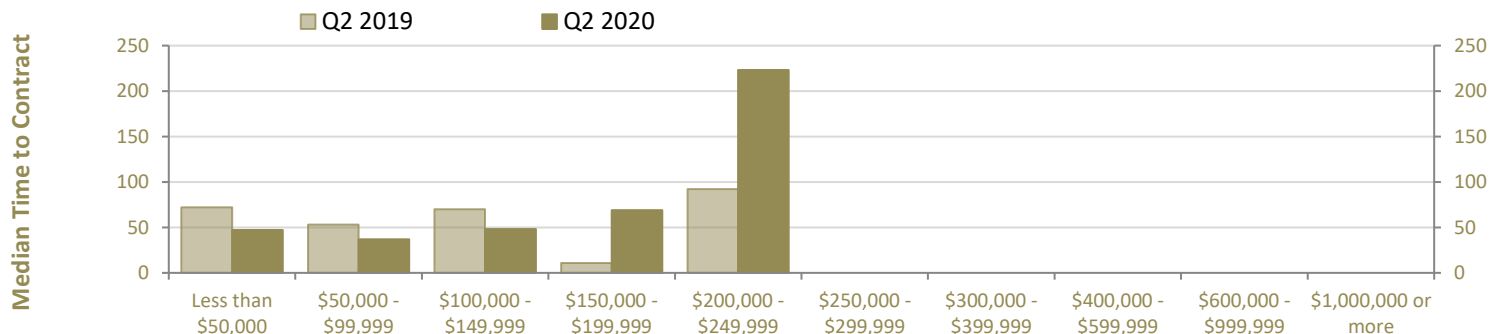


## Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the 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	-34.7%
\$50,000 - \$99,999	37 Days	-30.2%
\$100,000 - \$149,999	48 Days	-31.4%
\$150,000 - \$199,999	69 Days	527.3%
\$200,000 - \$249,999	223 Days	142.4%
\$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

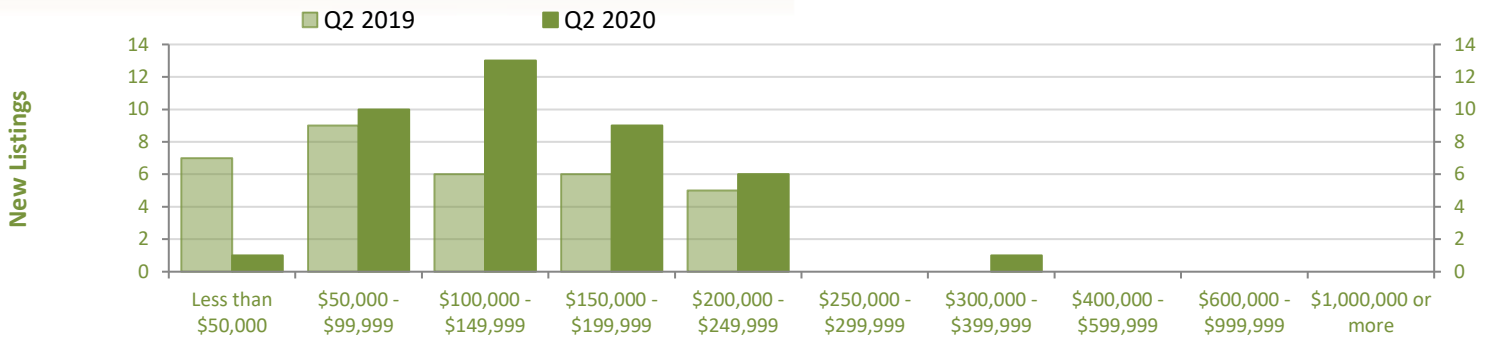


## New Listings by Initial Listing Price

The number of properties put onto the market during the 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	10	11.1%
\$100,000 - \$149,999	13	116.7%
\$150,000 - \$199,999	9	50.0%
\$200,000 - \$249,999	6	20.0%
\$250,000 - \$299,999	0	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

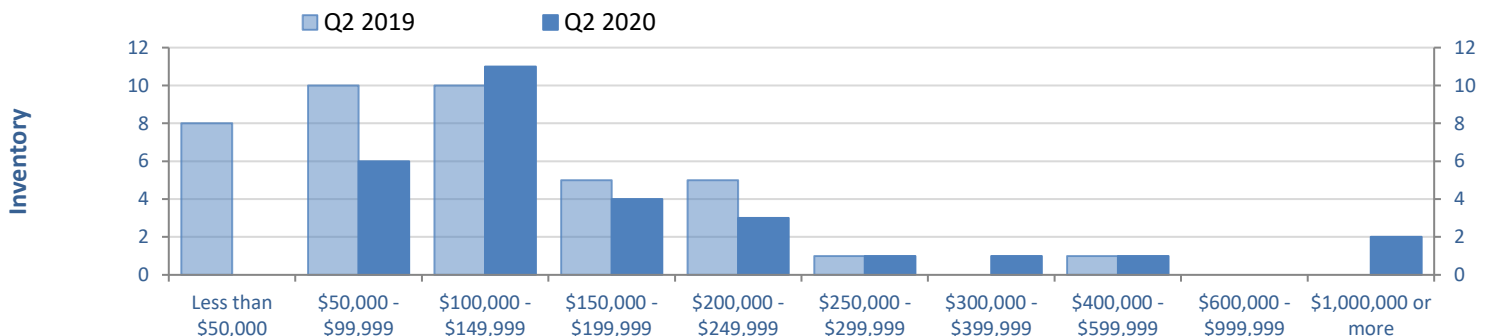


## Inventory by Current Listing Price

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.

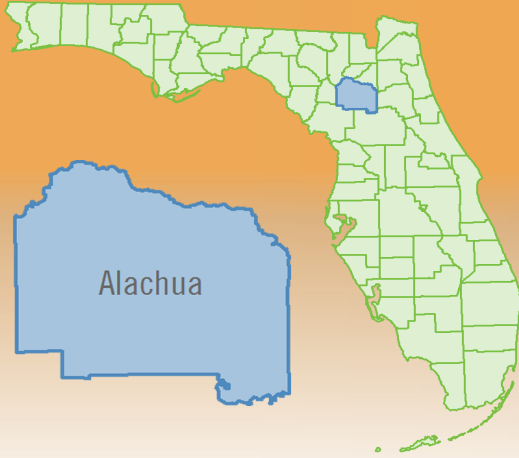
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	-100.0%
\$50,000 - \$99,999	6	-40.0%
\$100,000 - \$149,999	11	10.0%
\$150,000 - \$199,999	4	-20.0%
\$200,000 - \$249,999	3	-40.0%
\$250,000 - \$299,999	1	0.0%
\$300,000 - \$399,999	1	N/A
\$400,000 - \$599,999	1	0.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	2	N/A



# Quarterly Distressed Market - Q2 2020

## Manufactured Homes

### Alachua County



		Q2 2020	Q2 2019	Percent Change Year-over-Year
Traditional	Closed Sales	37	37	0.0%
	Median Sale Price	\$141,500	\$85,000	66.5%
Foreclosure/REO	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A
Short Sale	Closed Sales	1	0	N/A
	Median Sale Price	\$48,000	(No Sales)	N/A

