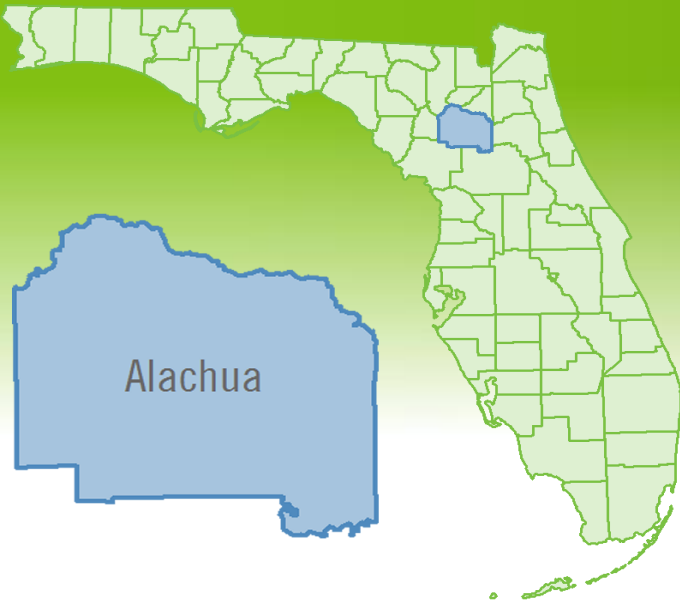


Monthly Market Detail - March 2019

Single Family Homes

Alachua County



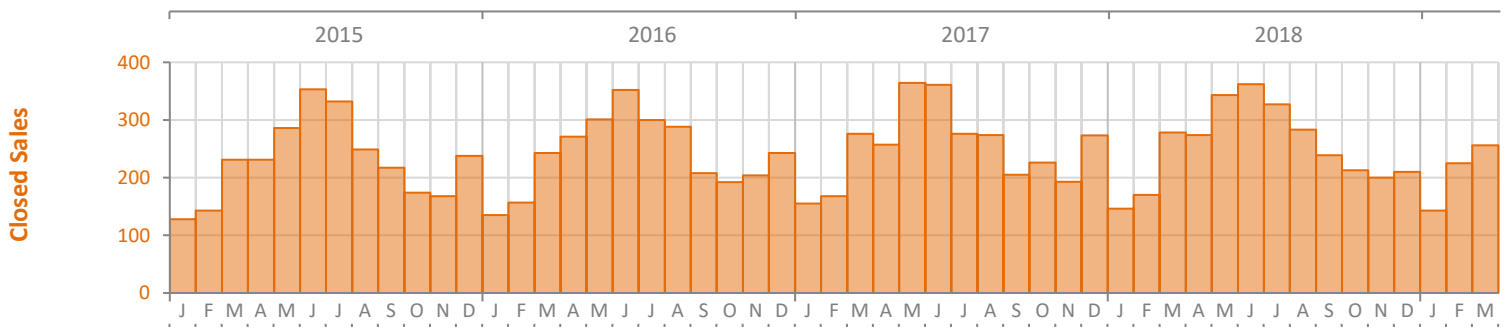
Summary Statistics	March 2019	March 2018	Percent Change Year-over-Year
Closed Sales	256	278	-7.9%
Paid in Cash	45	66	-31.8%
Median Sale Price	\$232,000	\$225,000	3.1%
Average Sale Price	\$277,659	\$274,340	1.2%
Dollar Volume	\$71.1 Million	\$76.3 Million	-6.8%
Median Percent of Original List Price Received	97.8%	98.2%	-0.4%
Median Time to Contract	43 Days	36 Days	19.4%
Median Time to Sale	88 Days	71 Days	23.9%
New Pending Sales	404	398	1.5%
New Listings	425	411	3.4%
Pending Inventory	557	503	10.7%
Inventory (Active Listings)	811	835	-2.9%
Months Supply of Inventory	3.2	3.3	-3.0%

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	624	5.1%
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%
June 2018	362	0.3%
May 2018	343	-5.8%
April 2018	274	6.6%
March 2018	278	0.7%

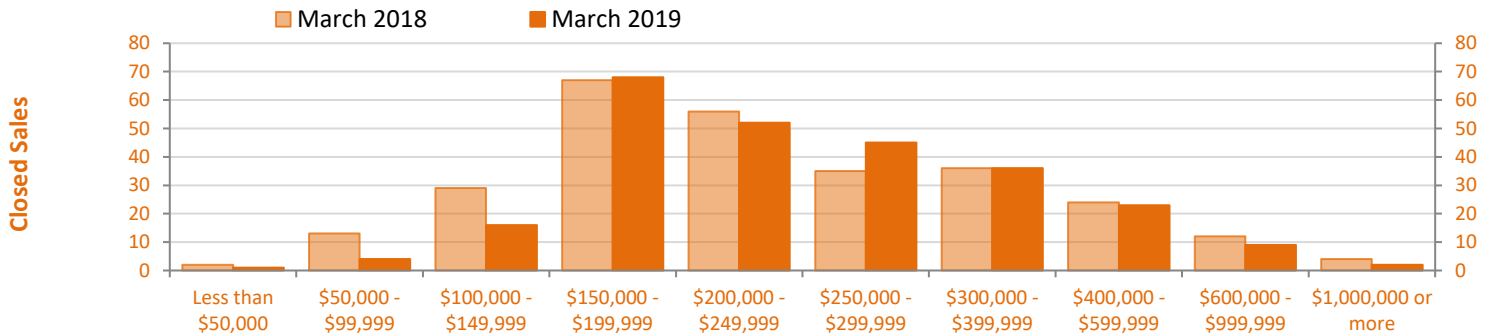


Closed Sales by Sale Price

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	-50.0%
\$50,000 - \$99,999	4	-69.2%
\$100,000 - \$149,999	16	-44.8%
\$150,000 - \$199,999	68	1.5%
\$200,000 - \$249,999	52	-7.1%
\$250,000 - \$299,999	45	28.6%
\$300,000 - \$399,999	36	0.0%
\$400,000 - \$599,999	23	-4.2%
\$600,000 - \$999,999	9	-25.0%
\$1,000,000 or more	2	-50.0%

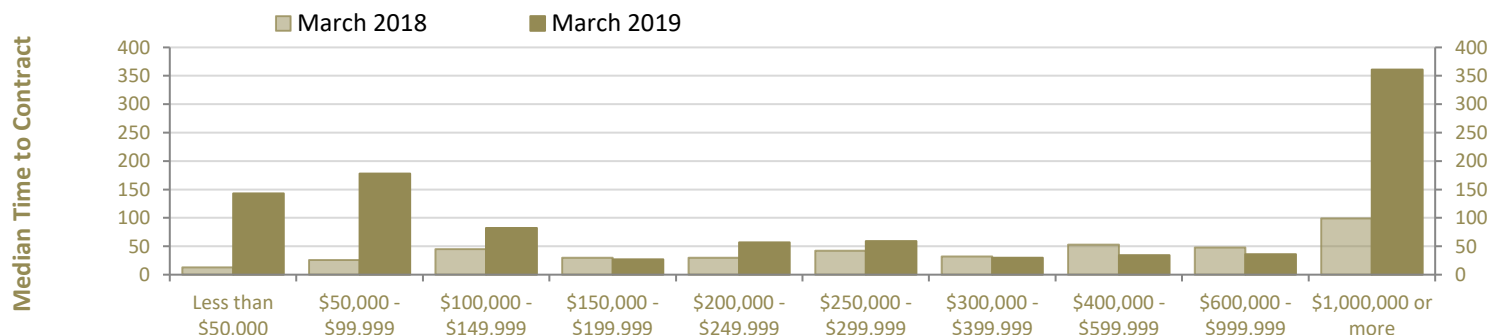


Median Time to Contract by Sale Price

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	143 Days	1000.0%
\$50,000 - \$99,999	178 Days	584.6%
\$100,000 - \$149,999	82 Days	82.2%
\$150,000 - \$199,999	27 Days	-10.0%
\$200,000 - \$249,999	57 Days	90.0%
\$250,000 - \$299,999	59 Days	40.5%
\$300,000 - \$399,999	30 Days	-6.3%
\$400,000 - \$599,999	34 Days	-35.8%
\$600,000 - \$999,999	36 Days	-25.0%
\$1,000,000 or more	361 Days	264.6%

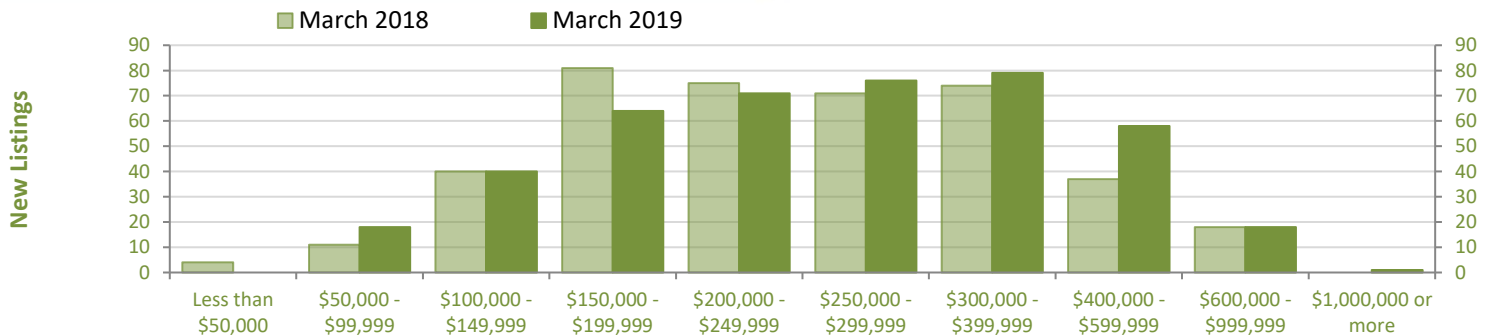


New Listings by Initial Listing Price

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	18	63.6%
\$100,000 - \$149,999	40	0.0%
\$150,000 - \$199,999	64	-21.0%
\$200,000 - \$249,999	71	-5.3%
\$250,000 - \$299,999	76	7.0%
\$300,000 - \$399,999	79	6.8%
\$400,000 - \$599,999	58	56.8%
\$600,000 - \$999,999	18	0.0%
\$1,000,000 or more	1	N/A

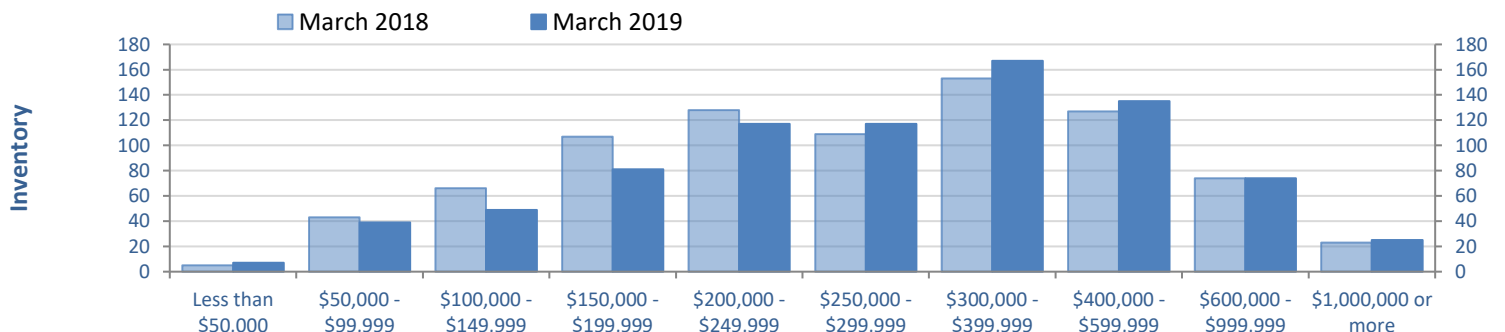


Inventory by Current Listing Price

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	7	40.0%
\$50,000 - \$99,999	39	-9.3%
\$100,000 - \$149,999	49	-25.8%
\$150,000 - \$199,999	81	-24.3%
\$200,000 - \$249,999	117	-8.6%
\$250,000 - \$299,999	117	7.3%
\$300,000 - \$399,999	167	9.2%
\$400,000 - \$599,999	135	6.3%
\$600,000 - \$999,999	74	0.0%
\$1,000,000 or more	25	8.7%



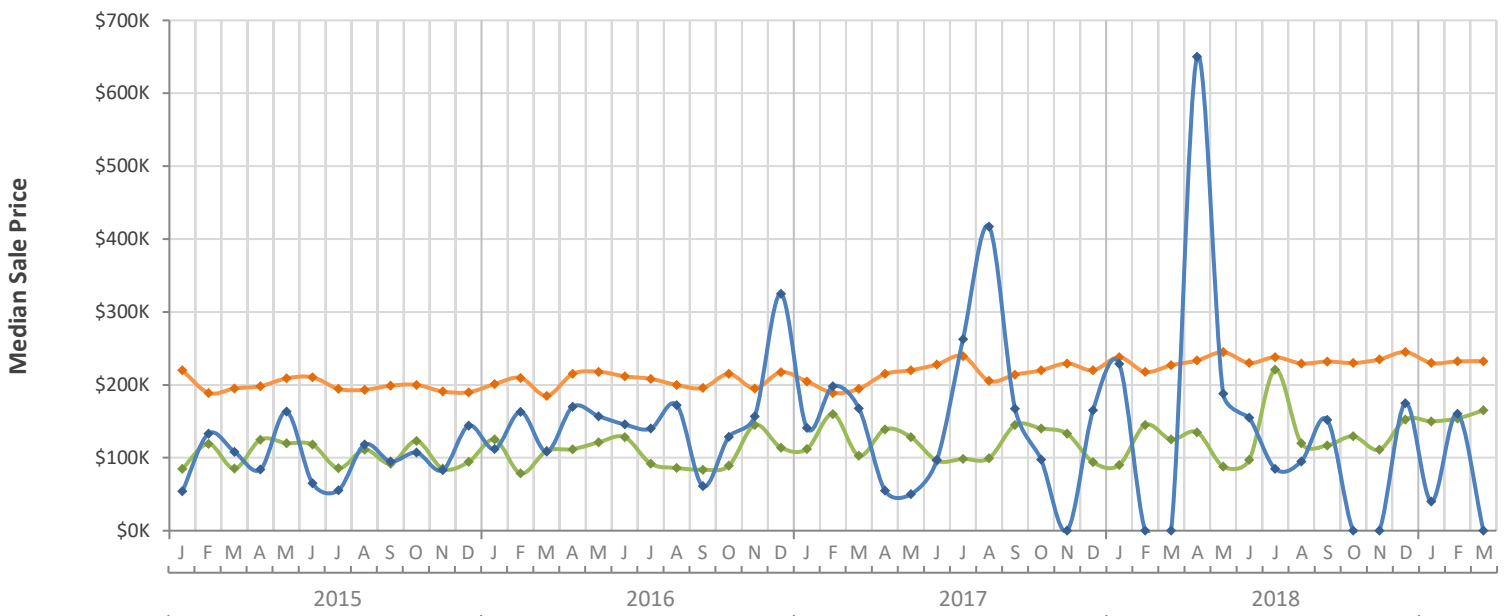
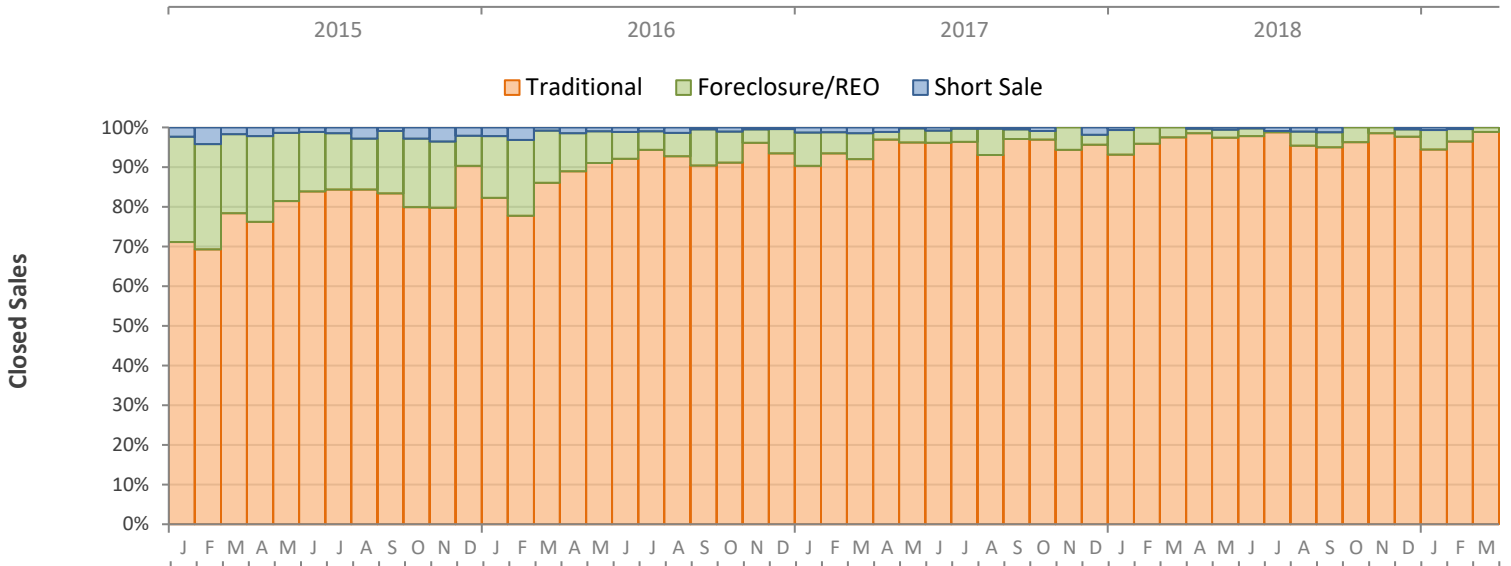
Monthly Distressed Market - March 2019

Single Family Homes

Alachua County



		March 2019	March 2018	Percent Change Year-over-Year
Traditional	Closed Sales	253	271	-6.6%
	Median Sale Price	\$232,500	\$227,000	2.4%
Foreclosure/REO	Closed Sales	3	7	-57.1%
	Median Sale Price	\$165,000	\$125,000	32.0%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



Monthly Market Detail - March 2019

Townhouses and Condos

Alachua County



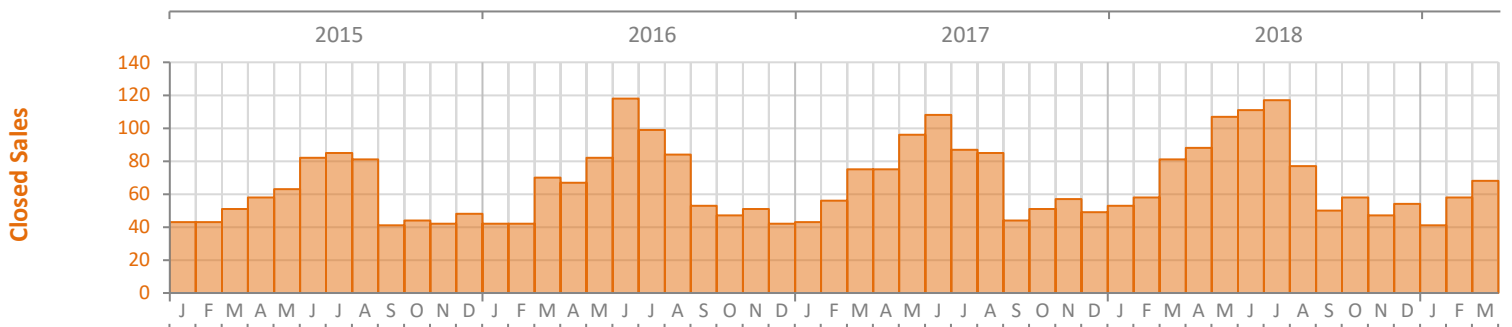
Summary Statistics	March 2019	March 2018	Percent Change Year-over-Year
Closed Sales	68	81	-16.0%
Paid in Cash	44	39	12.8%
Median Sale Price	\$125,000	\$126,000	-0.8%
Average Sale Price	\$130,041	\$130,702	-0.5%
Dollar Volume	\$8.8 Million	\$10.6 Million	-16.5%
Median Percent of Original List Price Received	97.5%	96.5%	1.0%
Median Time to Contract	13 Days	25 Days	-48.0%
Median Time to Sale	43 Days	56 Days	-23.2%
New Pending Sales	111	121	-8.3%
New Listings	116	132	-12.1%
Pending Inventory	127	124	2.4%
Inventory (Active Listings)	164	153	7.2%
Months Supply of Inventory	2.2	2.2	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	167	-13.0%
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%
June 2018	111	2.8%
May 2018	107	11.5%
April 2018	88	17.3%
March 2018	81	8.0%

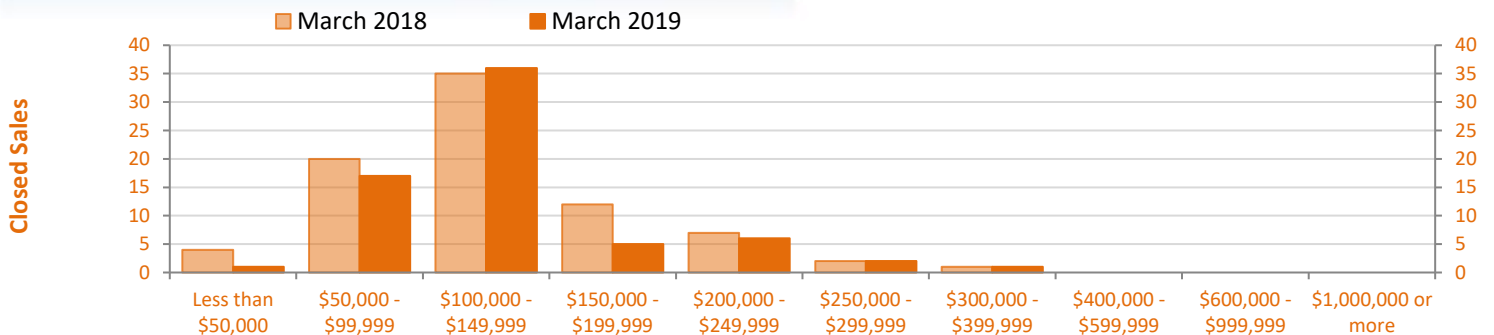


Closed Sales by Sale Price

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	-75.0%
\$50,000 - \$99,999	17	-15.0%
\$100,000 - \$149,999	36	2.9%
\$150,000 - \$199,999	5	-58.3%
\$200,000 - \$249,999	6	-14.3%
\$250,000 - \$299,999	2	0.0%
\$300,000 - \$399,999	1	0.0%
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

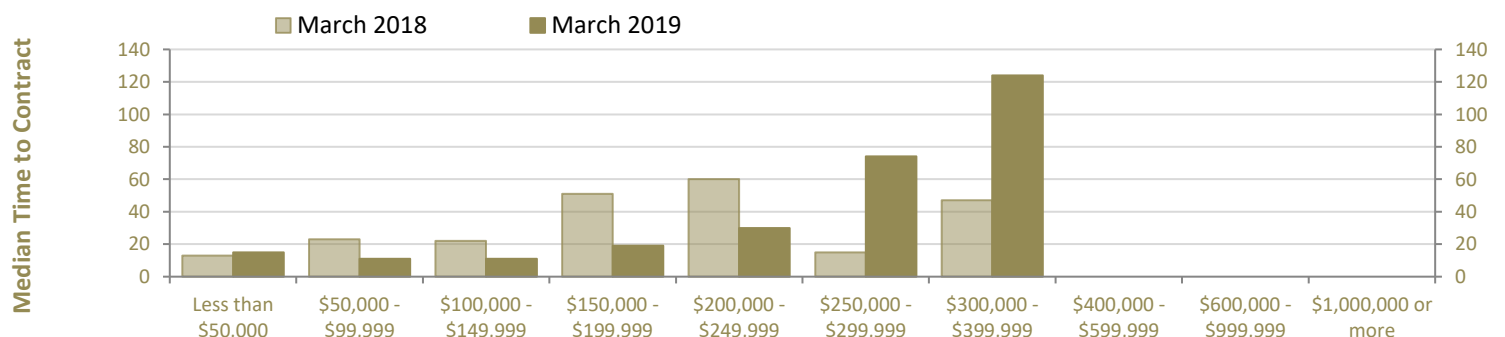


Median Time to Contract by Sale Price

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	15 Days	15.4%
\$50,000 - \$99,999	11 Days	-52.2%
\$100,000 - \$149,999	11 Days	-50.0%
\$150,000 - \$199,999	19 Days	-62.7%
\$200,000 - \$249,999	30 Days	-50.0%
\$250,000 - \$299,999	74 Days	393.3%
\$300,000 - \$399,999	124 Days	163.8%
\$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

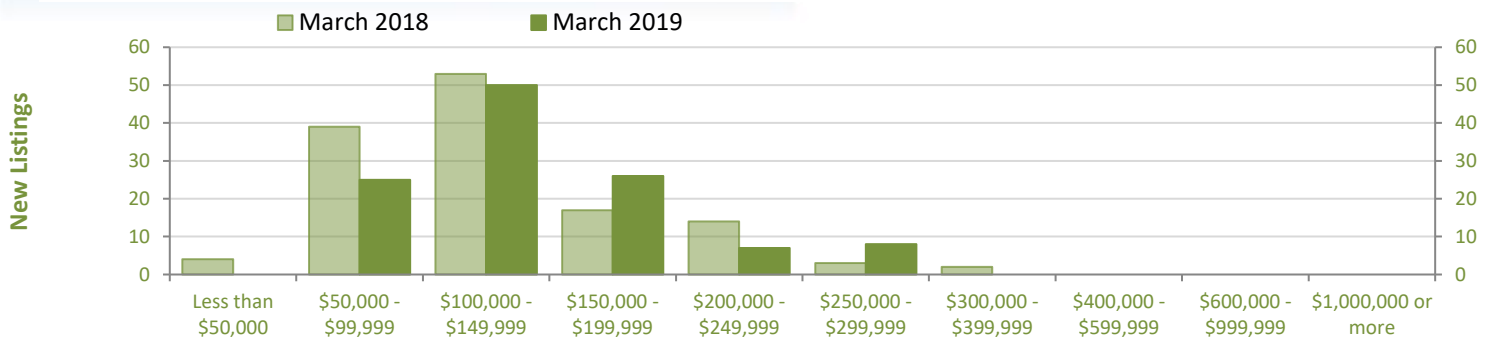


New Listings by Initial Listing Price

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	25	-35.9%
\$100,000 - \$149,999	50	-5.7%
\$150,000 - \$199,999	26	52.9%
\$200,000 - \$249,999	7	-50.0%
\$250,000 - \$299,999	8	166.7%
\$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

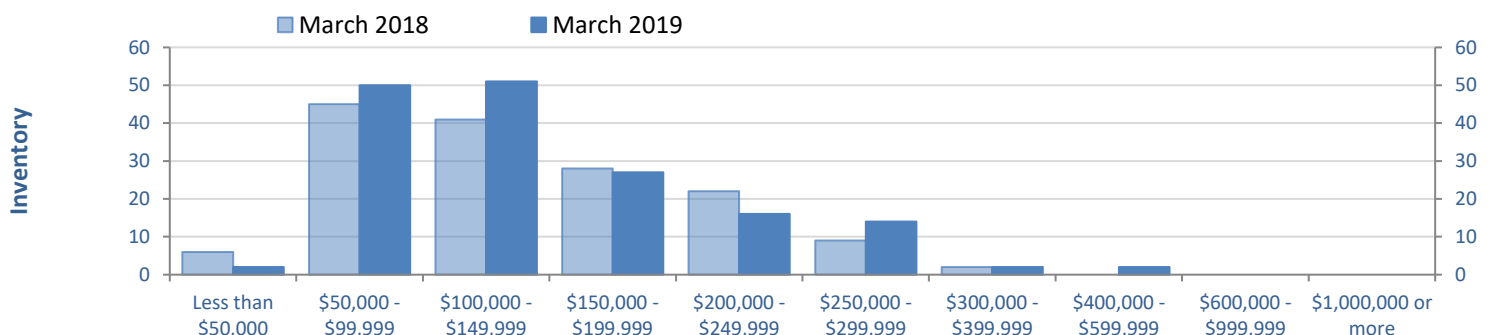


Inventory by Current Listing Price

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	2	-66.7%
\$50,000 - \$99,999	50	11.1%
\$100,000 - \$149,999	51	24.4%
\$150,000 - \$199,999	27	-3.6%
\$200,000 - \$249,999	16	-27.3%
\$250,000 - \$299,999	14	55.6%
\$300,000 - \$399,999	2	0.0%
\$400,000 - \$599,999	2	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A



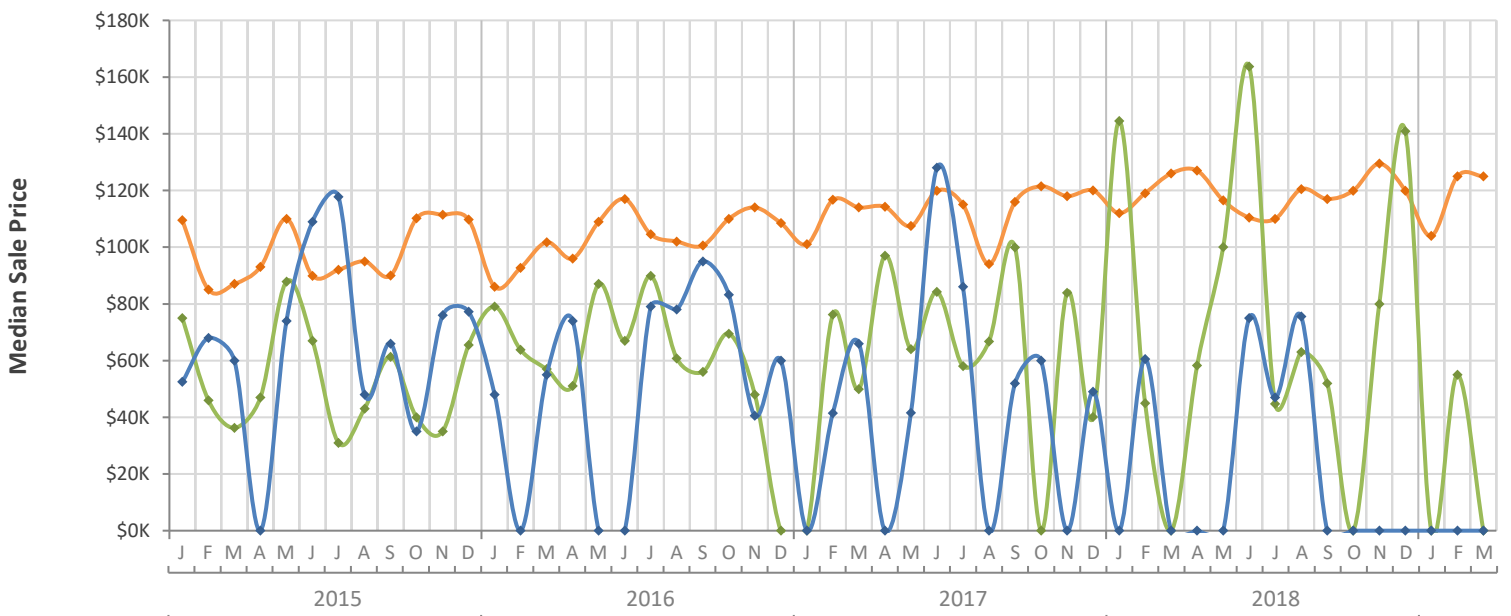
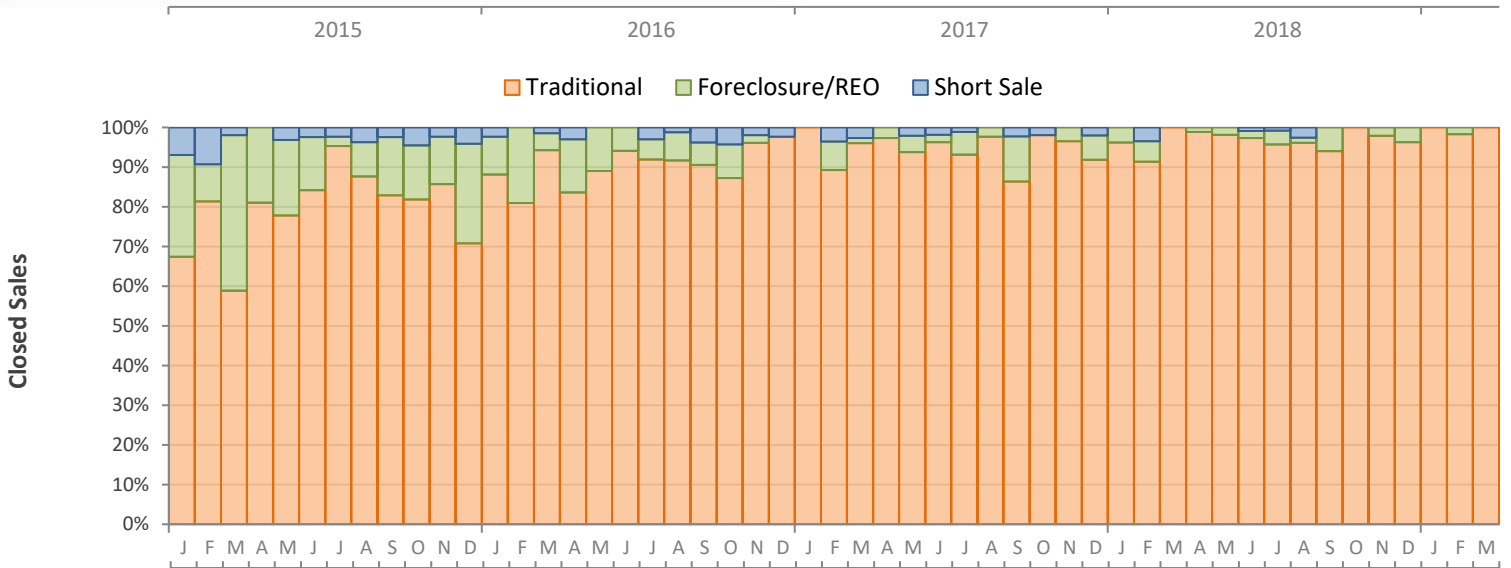
Monthly Distressed Market - March 2019

Townhouses and Condos

Alachua County



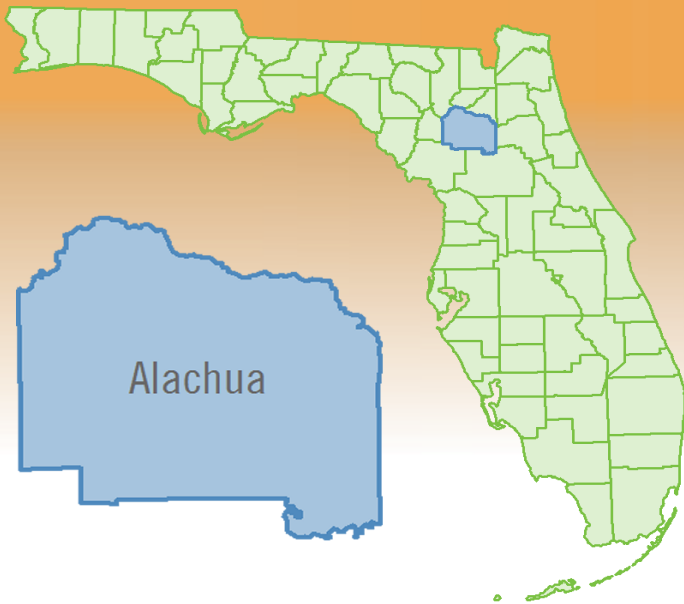
		March 2019	March 2018	Percent Change Year-over-Year
Traditional	Closed Sales	68	81	-16.0%
	Median Sale Price	\$125,000	\$126,000	-0.8%
Foreclosure/REO	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



Monthly Market Detail - March 2019

Manufactured Homes

Alachua County



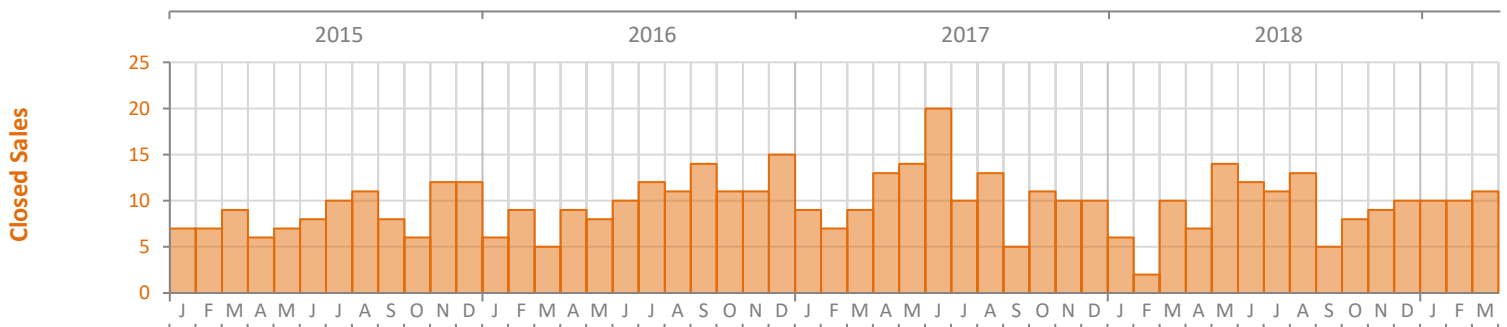
Summary Statistics	March 2019	March 2018	Percent Change Year-over-Year
Closed Sales	11	10	10.0%
Paid in Cash	4	6	-33.3%
Median Sale Price	\$99,000	\$72,000	37.5%
Average Sale Price	\$106,494	\$86,690	22.8%
Dollar Volume	\$1.2 Million	\$866,900	35.1%
Median Percent of Original List Price Received	97.8%	89.0%	9.9%
Median Time to Contract	14 Days	26 Days	-46.2%
Median Time to Sale	59 Days	103 Days	-42.7%
New Pending Sales	15	10	50.0%
New Listings	19	12	58.3%
Pending Inventory	29	16	81.3%
Inventory (Active Listings)	56	55	1.8%
Months Supply of Inventory	5.6	5.3	5.7%

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	31	72.2%
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%
June 2018	12	-40.0%
May 2018	14	0.0%
April 2018	7	-46.2%
March 2018	10	11.1%

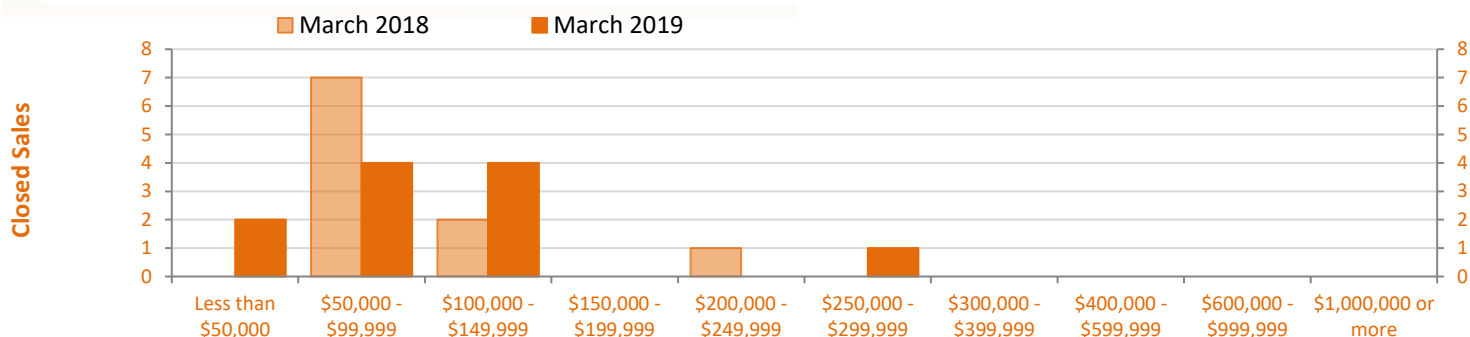


Closed Sales by Sale Price

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	N/A
\$50,000 - \$99,999	4	-42.9%
\$100,000 - \$149,999	4	100.0%
\$150,000 - \$199,999	0	N/A
\$200,000 - \$249,999	0	-100.0%
\$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

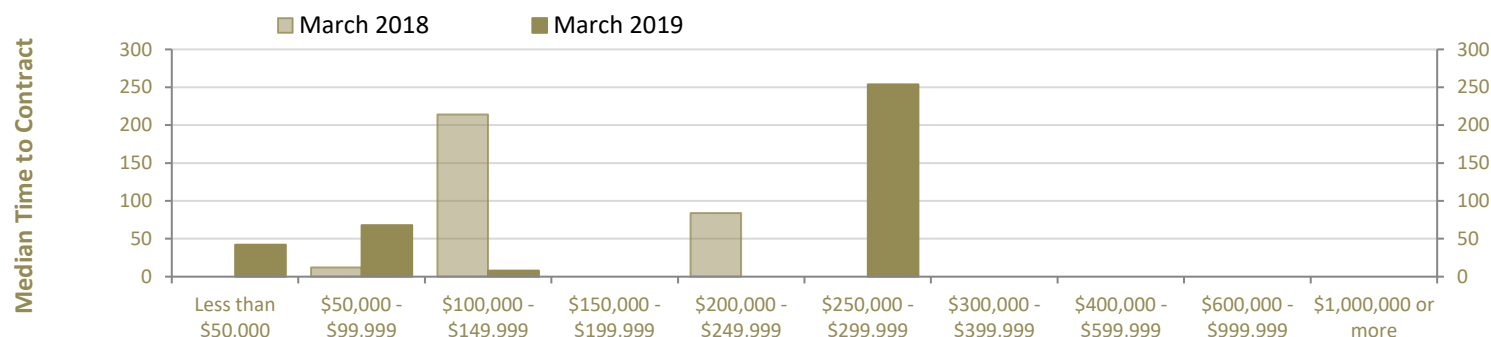


Median Time to Contract by Sale Price

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	42 Days	N/A
\$50,000 - \$99,999	68 Days	466.7%
\$100,000 - \$149,999	8 Days	-96.3%
\$150,000 - \$199,999	(No Sales)	N/A
\$200,000 - \$249,999	(No Sales)	N/A
\$250,000 - \$299,999	254 Days	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

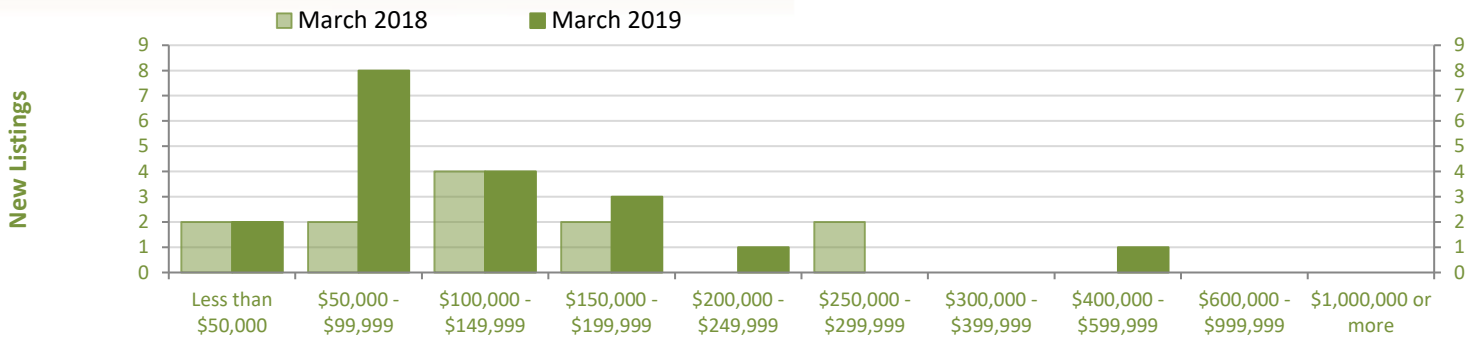


New Listings by Initial Listing Price

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	2	0.0%
\$50,000 - \$99,999	8	300.0%
\$100,000 - \$149,999	4	0.0%
\$150,000 - \$199,999	3	50.0%
\$200,000 - \$249,999	1	N/A
\$250,000 - \$299,999	0	-100.0%
\$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

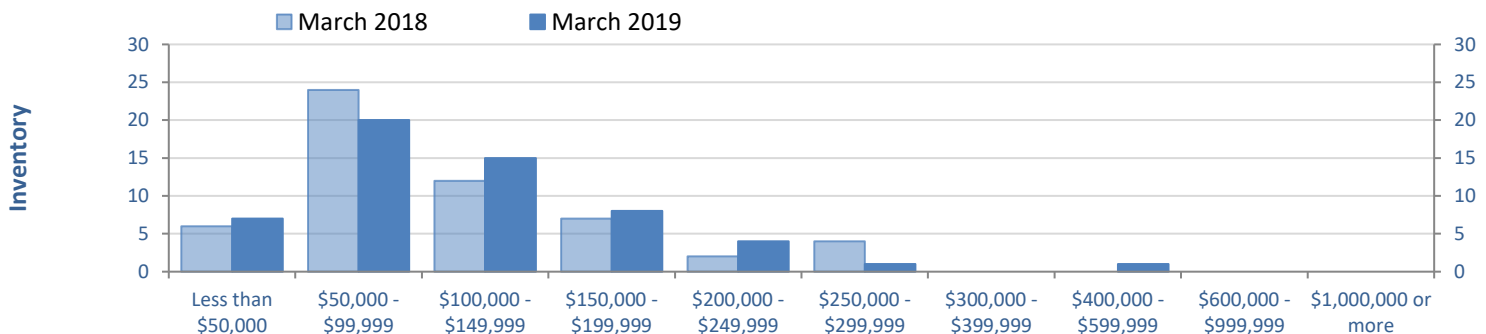


Inventory by Current Listing Price

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.

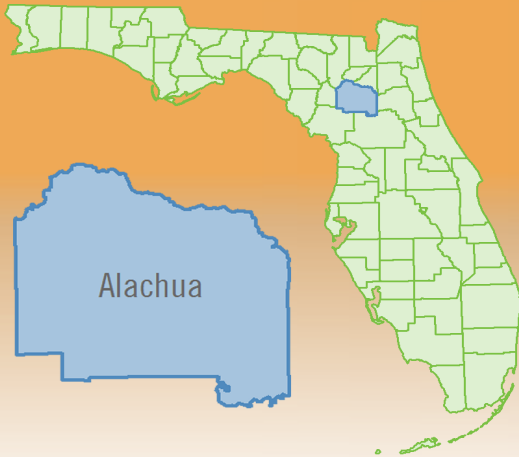
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	7	16.7%
\$50,000 - \$99,999	20	-16.7%
\$100,000 - \$149,999	15	25.0%
\$150,000 - \$199,999	8	14.3%
\$200,000 - \$249,999	4	100.0%
\$250,000 - \$299,999	1	-75.0%
\$300,000 - \$399,999	0	N/A
\$400,000 - \$599,999	1	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A



Monthly Distressed Market - March 2019

Manufactured Homes

Alachua County



		March 2019	March 2018	Percent Change Year-over-Year
Traditional	Closed Sales	10	9	11.1%
	Median Sale Price	\$109,500	\$72,500	51.0%
Foreclosure/REO	Closed Sales	1	1	0.0%
	Median Sale Price	\$56,500	\$57,500	-1.7%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

