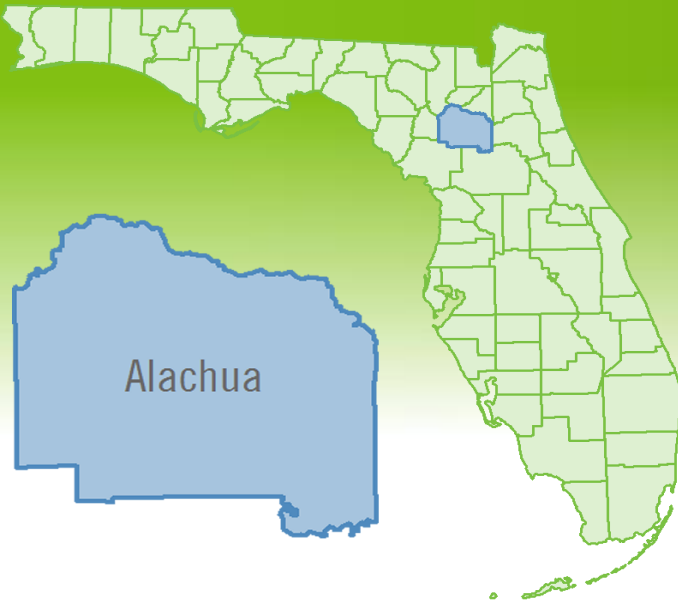


Quarterly Market Detail - Q1 2020

Single Family Homes

Alachua County



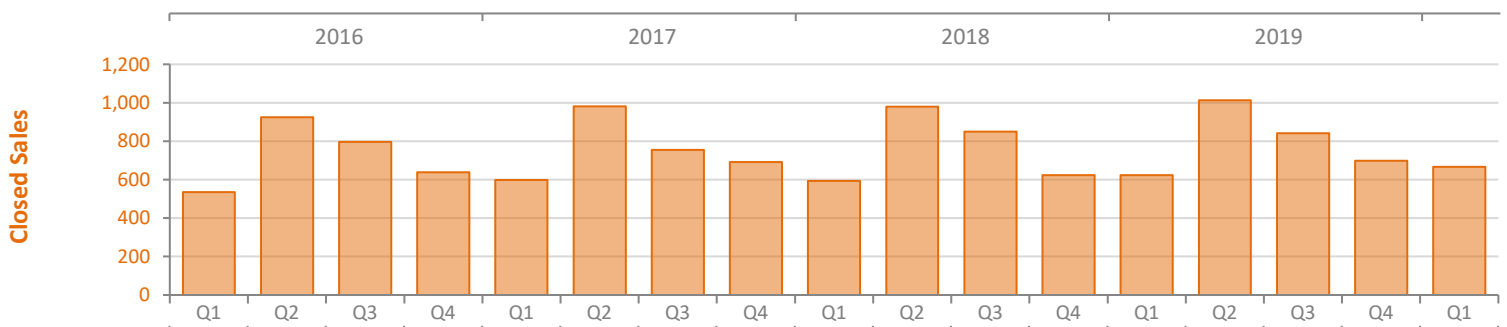
Summary Statistics	Q1 2020	Q1 2019	Percent Change Year-over-Year
Closed Sales	666	624	6.7%
Paid in Cash	152	154	-1.3%
Median Sale Price	\$246,310	\$230,000	7.1%
Average Sale Price	\$273,543	\$279,231	-2.0%
Dollar Volume	\$182.2 Million	\$174.2 Million	4.6%
Median Percent of Original List Price Received	97.6%	97.1%	0.5%
Median Time to Contract	32 Days	49 Days	-34.7%
Median Time to Sale	83 Days	95 Days	-12.6%
New Pending Sales	848	991	-14.4%
New Listings	1,052	1,044	0.8%
Pending Inventory	461	557	-17.2%
Inventory (Active Listings)	797	811	-1.7%
Months Supply of Inventory	3.0	3.2	-6.3%

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	666	6.7%
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%
Q1 2017	599	12.0%

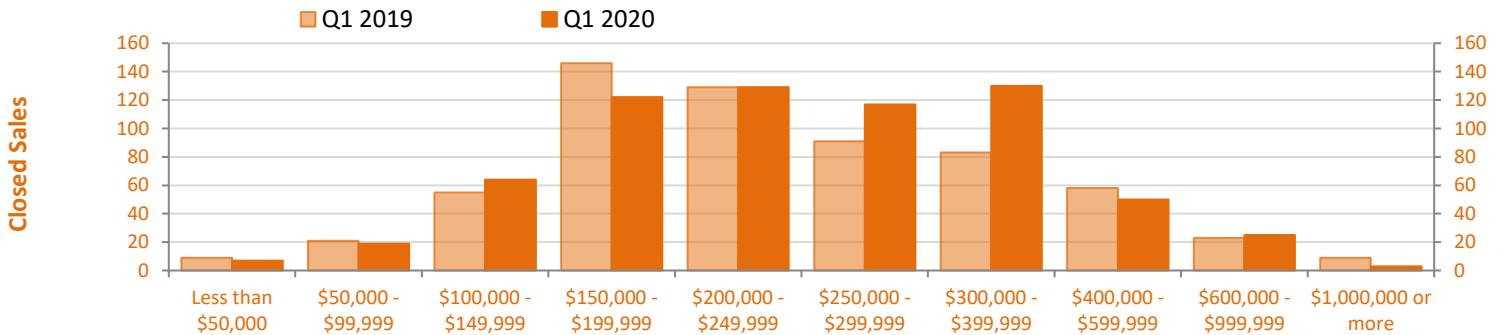


Closed Sales by Sale Price

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	7	-22.2%
\$50,000 - \$99,999	19	-9.5%
\$100,000 - \$149,999	64	16.4%
\$150,000 - \$199,999	122	-16.4%
\$200,000 - \$249,999	129	0.0%
\$250,000 - \$299,999	117	28.6%
\$300,000 - \$399,999	130	56.6%
\$400,000 - \$599,999	50	-13.8%
\$600,000 - \$999,999	25	8.7%
\$1,000,000 or more	3	-66.7%

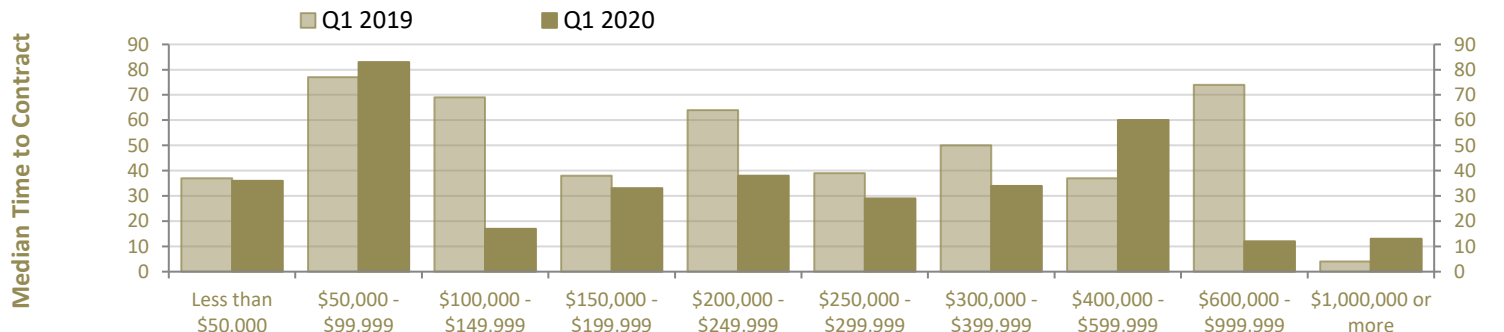


Median Time to Contract by Sale Price

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	36 Days	-2.7%
\$50,000 - \$99,999	83 Days	7.8%
\$100,000 - \$149,999	17 Days	-75.4%
\$150,000 - \$199,999	33 Days	-13.2%
\$200,000 - \$249,999	38 Days	-40.6%
\$250,000 - \$299,999	29 Days	-25.6%
\$300,000 - \$399,999	34 Days	-32.0%
\$400,000 - \$599,999	60 Days	62.2%
\$600,000 - \$999,999	12 Days	-83.8%
\$1,000,000 or more	13 Days	225.0%

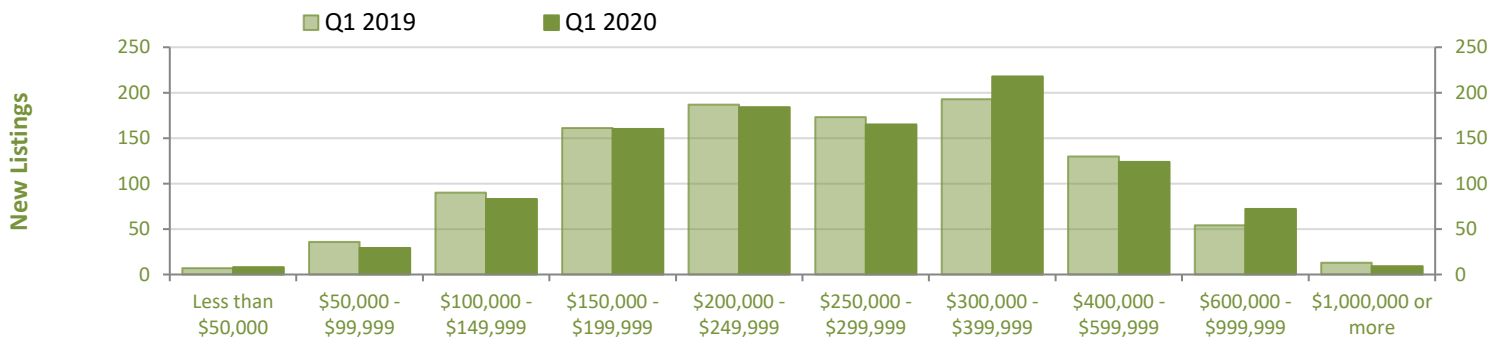


New Listings by Initial Listing Price

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	8	14.3%
\$50,000 - \$99,999	29	-19.4%
\$100,000 - \$149,999	83	-7.8%
\$150,000 - \$199,999	160	-0.6%
\$200,000 - \$249,999	184	-1.6%
\$250,000 - \$299,999	165	-4.6%
\$300,000 - \$399,999	218	13.0%
\$400,000 - \$599,999	124	-4.6%
\$600,000 - \$999,999	72	33.3%
\$1,000,000 or more	9	-30.8%

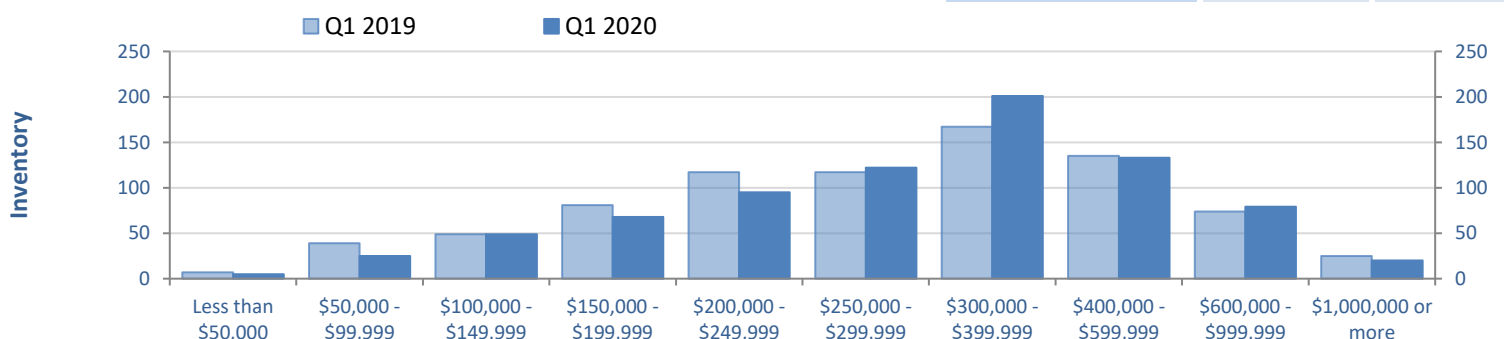


Inventory by Current Listing Price

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	5	-28.6%
\$50,000 - \$99,999	25	-35.9%
\$100,000 - \$149,999	49	0.0%
\$150,000 - \$199,999	68	-16.0%
\$200,000 - \$249,999	95	-18.8%
\$250,000 - \$299,999	122	4.3%
\$300,000 - \$399,999	201	20.4%
\$400,000 - \$599,999	133	-1.5%
\$600,000 - \$999,999	79	6.8%
\$1,000,000 or more	20	-20.0%



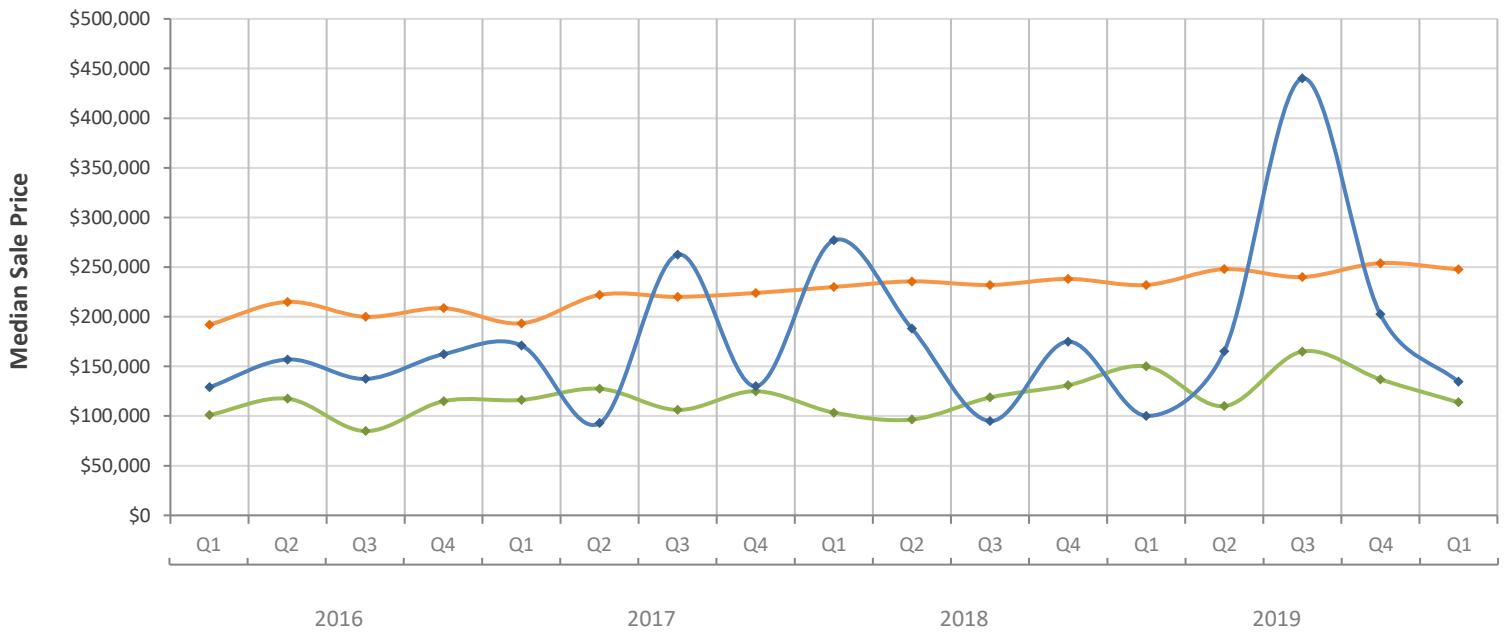
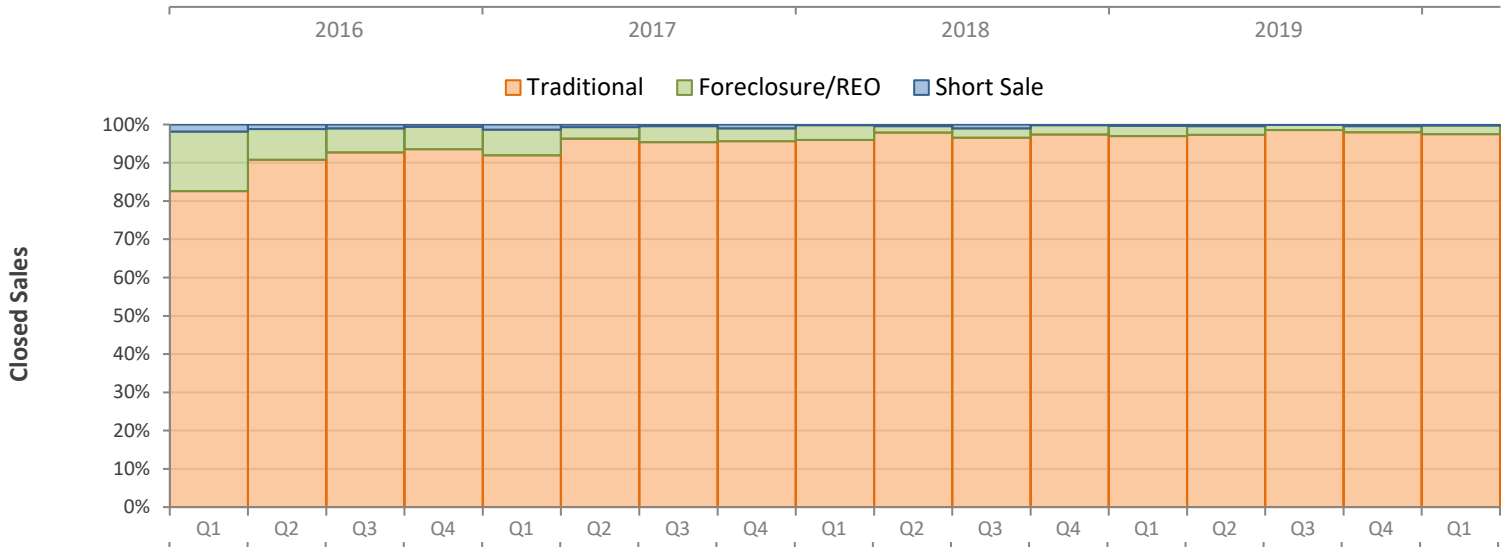
Quarterly Distressed Market - Q1 2020

Single Family Homes

Alachua County



		Q1 2020	Q1 2019	Percent Change Year-over-Year
Traditional	Closed Sales	649	605	7.3%
	Median Sale Price	\$247,625	\$232,000	6.7%
Foreclosure/REO	Closed Sales	15	17	-11.8%
	Median Sale Price	\$113,850	\$150,000	-24.1%
Short Sale	Closed Sales	2	2	0.0%
	Median Sale Price	\$134,500	\$100,250	34.2%



Quarterly Market Detail - Q1 2020

Townhouses and Condos

Alachua County



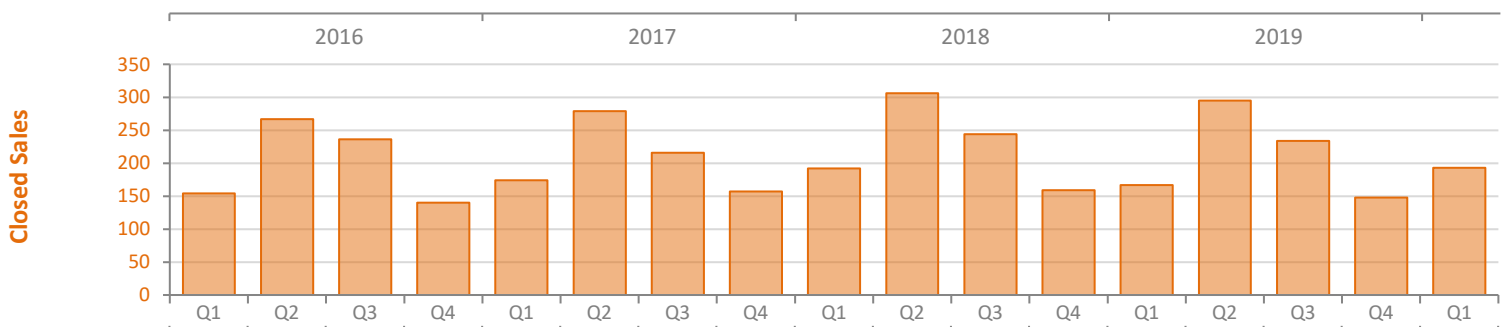
Summary Statistics	Q1 2020	Q1 2019	Percent Change Year-over-Year
Closed Sales	193	167	15.6%
Paid in Cash	113	101	11.9%
Median Sale Price	\$125,000	\$123,700	1.1%
Average Sale Price	\$137,221	\$123,235	11.3%
Dollar Volume	\$26.5 Million	\$20.6 Million	28.7%
Median Percent of Original List Price Received	97.4%	96.7%	0.7%
Median Time to Contract	15 Days	16 Days	-6.3%
Median Time to Sale	53 Days	50 Days	6.0%
New Pending Sales	236	256	-7.8%
New Listings	302	296	2.0%
Pending Inventory	87	127	-31.5%
Inventory (Active Listings)	156	164	-4.9%
Months Supply of Inventory	2.2	2.2	0.0%

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	193	15.6%
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%
Q1 2017	174	13.0%

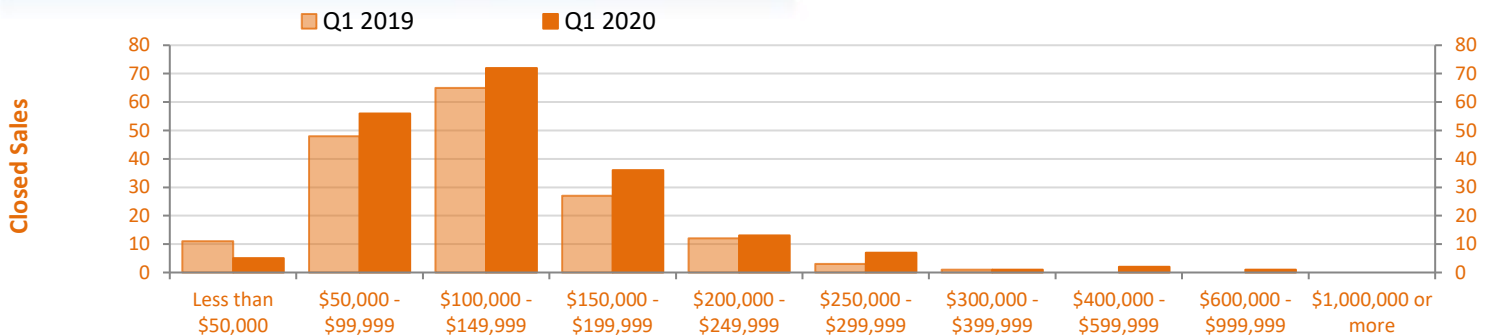


Closed Sales by Sale Price

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	5	-54.5%
\$50,000 - \$99,999	56	16.7%
\$100,000 - \$149,999	72	10.8%
\$150,000 - \$199,999	36	33.3%
\$200,000 - \$249,999	13	8.3%
\$250,000 - \$299,999	7	133.3%
\$300,000 - \$399,999	1	0.0%
\$400,000 - \$599,999	2	N/A
\$600,000 - \$999,999	1	N/A
\$1,000,000 or more	0	N/A

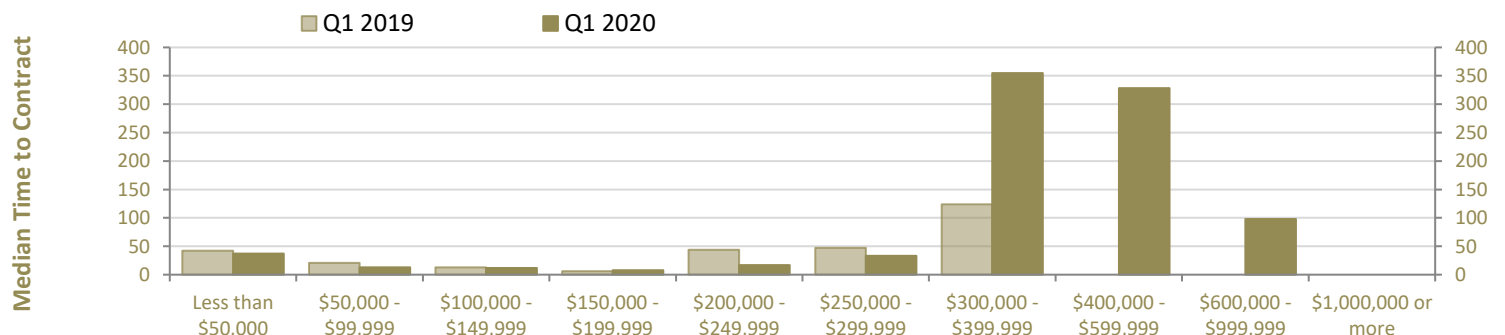


Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the 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	37 Days	-11.9%
\$50,000 - \$99,999	13 Days	-38.1%
\$100,000 - \$149,999	12 Days	-7.7%
\$150,000 - \$199,999	8 Days	33.3%
\$200,000 - \$249,999	17 Days	-61.4%
\$250,000 - \$299,999	33 Days	-29.8%
\$300,000 - \$399,999	355 Days	186.3%
\$400,000 - \$599,999	328 Days	N/A
\$600,000 - \$999,999	98 Days	N/A
\$1,000,000 or more	(No Sales)	N/A

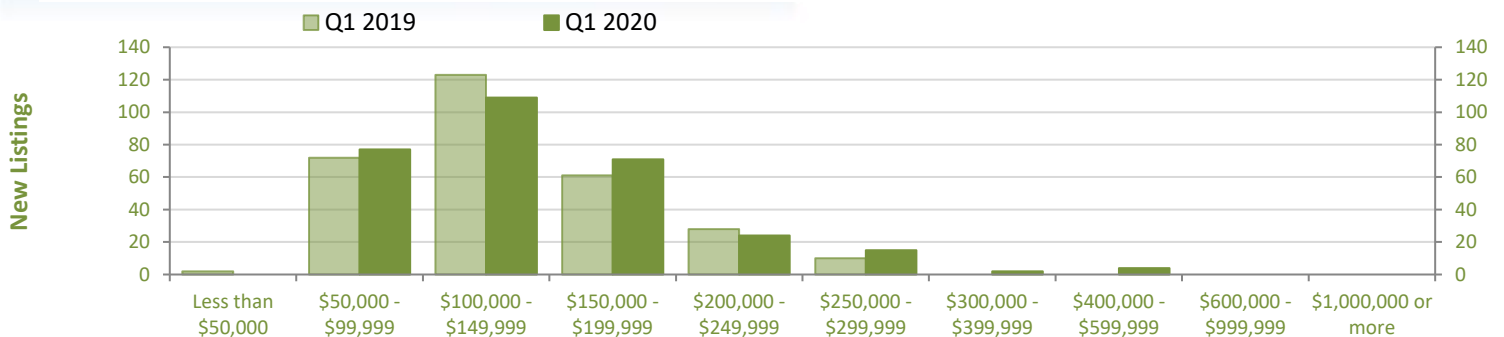


New Listings by Initial Listing Price

The number of properties put onto the market during the 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	0	-100.0%
\$50,000 - \$99,999	77	6.9%
\$100,000 - \$149,999	109	-11.4%
\$150,000 - \$199,999	71	16.4%
\$200,000 - \$249,999	24	-14.3%
\$250,000 - \$299,999	15	50.0%
\$300,000 - \$399,999	2	N/A
\$400,000 - \$599,999	4	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

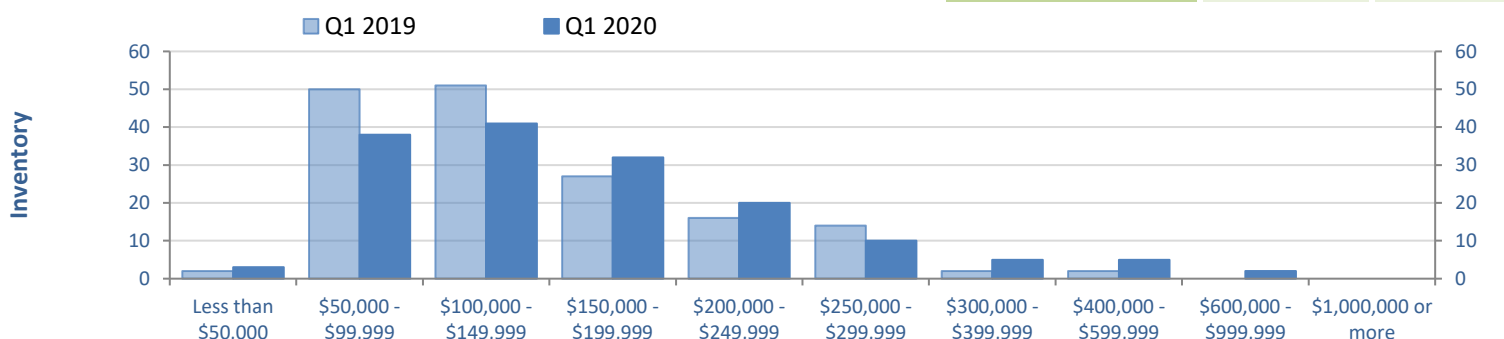


Inventory by Current Listing Price

The number of property listings active at the end of the 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	3	50.0%
\$50,000 - \$99,999	38	-24.0%
\$100,000 - \$149,999	41	-19.6%
\$150,000 - \$199,999	32	18.5%
\$200,000 - \$249,999	20	25.0%
\$250,000 - \$299,999	10	-28.6%
\$300,000 - \$399,999	5	150.0%
\$400,000 - \$599,999	5	150.0%
\$600,000 - \$999,999	2	N/A
\$1,000,000 or more	0	N/A



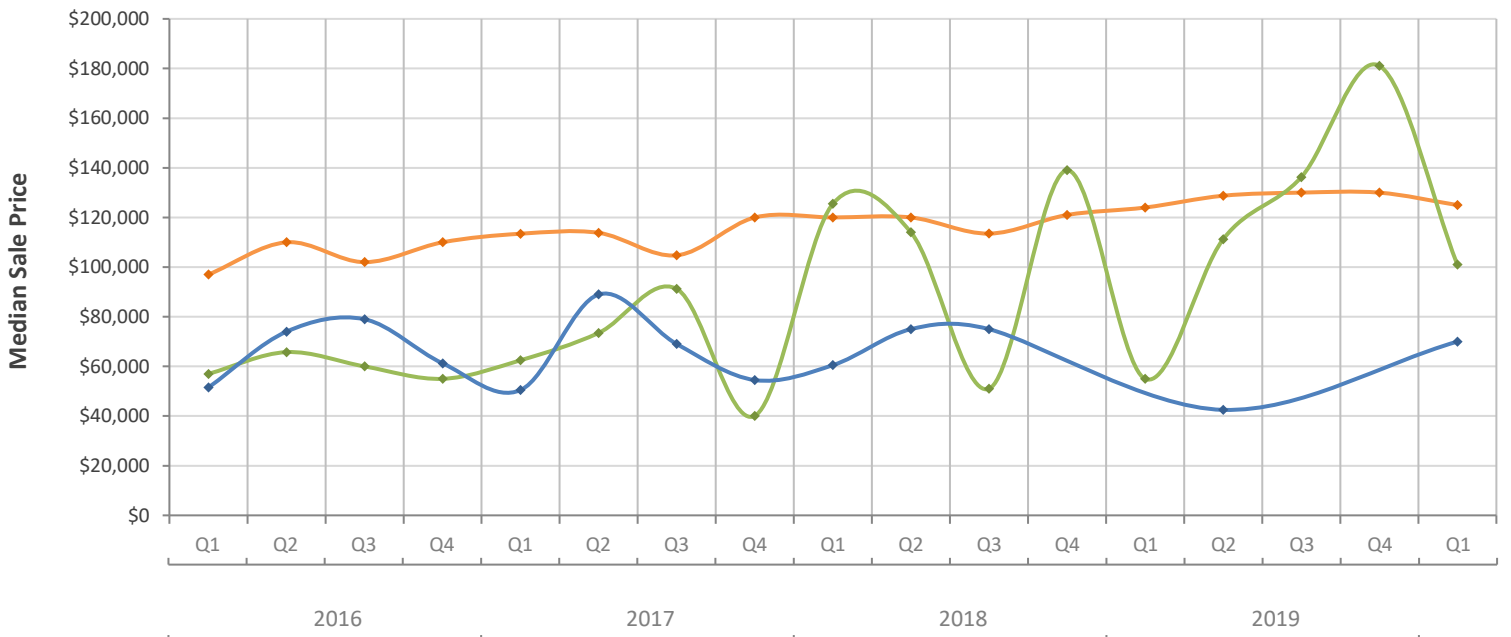
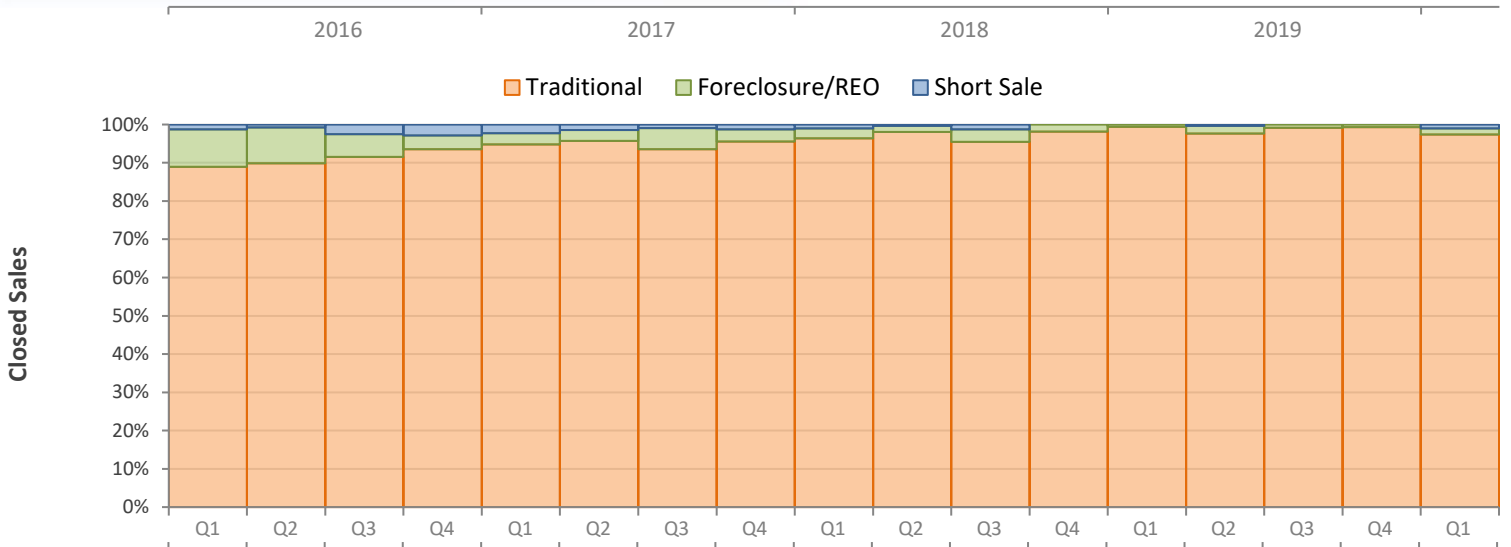
Quarterly Distressed Market - Q1 2020

Townhouses and Condos

Alachua County



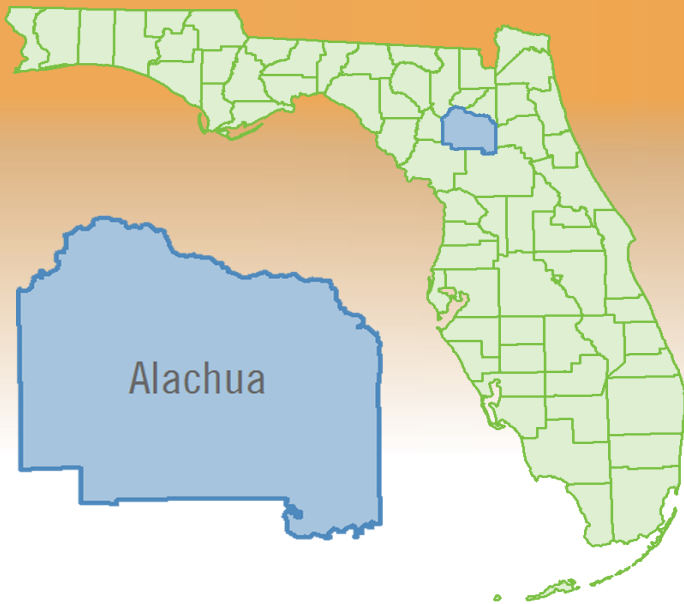
		Q1 2020	Q1 2019	Percent Change Year-over-Year
Traditional	Closed Sales	188	166	13.3%
	Median Sale Price	\$125,000	\$124,000	0.8%
Foreclosure/REO	Closed Sales	3	1	200.0%
	Median Sale Price	\$101,000	\$55,000	83.6%
Short Sale	Closed Sales	2	0	N/A
	Median Sale Price	\$70,000	(No Sales)	N/A



Quarterly Market Detail - Q1 2020

Manufactured Homes

Alachua County



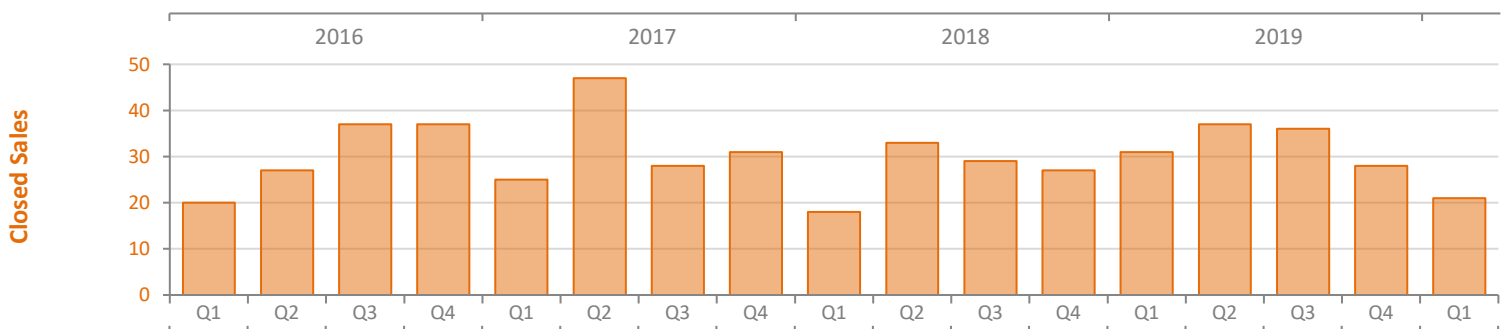
Summary Statistics	Q1 2020	Q1 2019	Percent Change Year-over-Year
Closed Sales	21	31	-32.3%
Paid in Cash	10	16	-37.5%
Median Sale Price	\$90,000	\$84,500	6.5%
Average Sale Price	\$114,789	\$96,997	18.3%
Dollar Volume	\$2.4 Million	\$3.0 Million	-19.8%
Median Percent of Original List Price Received	89.3%	95.5%	-6.5%
Median Time to Contract	37 Days	37 Days	0.0%
Median Time to Sale	67 Days	83 Days	-19.3%
New Pending Sales	34	49	-30.6%
New Listings	47	55	-14.5%
Pending Inventory	30	29	3.4%
Inventory (Active Listings)	51	56	-8.9%
Months Supply of Inventory	5.0	5.6	-10.7%

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	21	-32.3%
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%
Q1 2017	25	25.0%

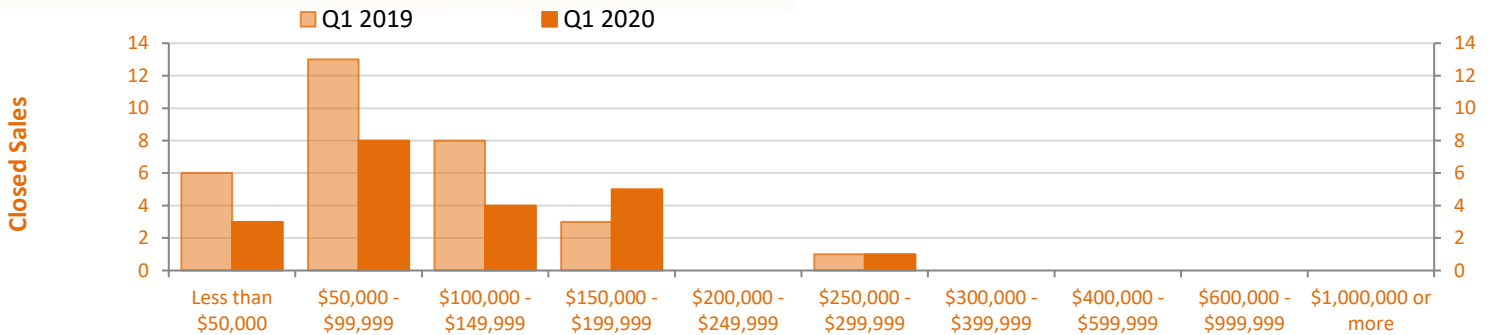


Closed Sales by Sale Price

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	-50.0%
\$50,000 - \$99,999	8	-38.5%
\$100,000 - \$149,999	4	-50.0%
\$150,000 - \$199,999	5	66.7%
\$200,000 - \$249,999	0	N/A
\$250,000 - \$299,999	1	0.0%
\$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

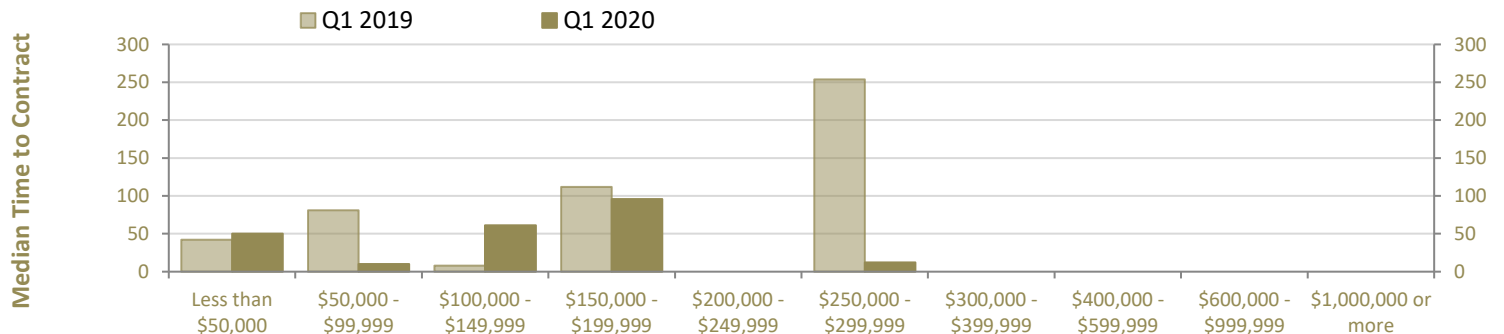


Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the 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	50 Days	19.0%
\$50,000 - \$99,999	10 Days	-87.7%
\$100,000 - \$149,999	61 Days	662.5%
\$150,000 - \$199,999	96 Days	-14.3%
\$200,000 - \$249,999	(No Sales)	N/A
\$250,000 - \$299,999	12 Days	-95.3%
\$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

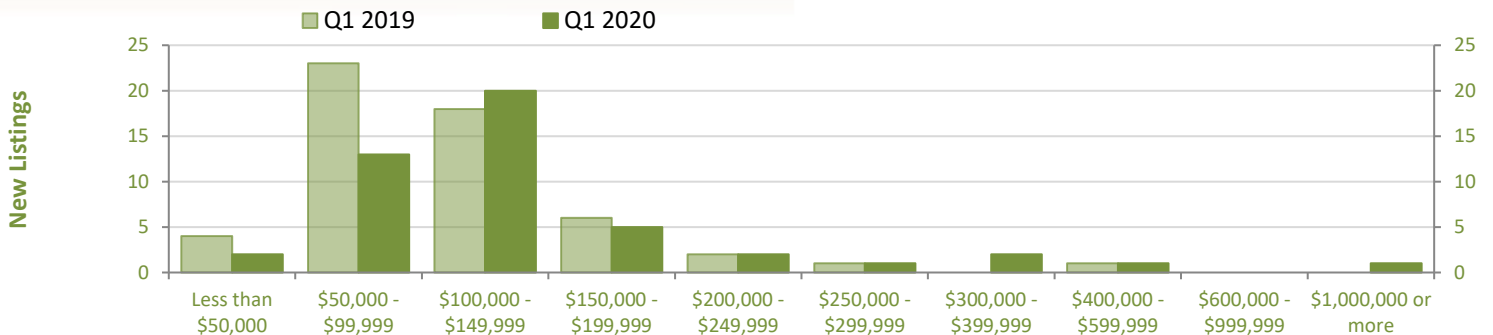


New Listings by Initial Listing Price

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	2	-50.0%
\$50,000 - \$99,999	13	-43.5%
\$100,000 - \$149,999	20	11.1%
\$150,000 - \$199,999	5	-16.7%
\$200,000 - \$249,999	2	0.0%
\$250,000 - \$299,999	1	0.0%
\$300,000 - \$399,999	2	N/A
\$400,000 - \$599,999	1	0.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	1	N/A

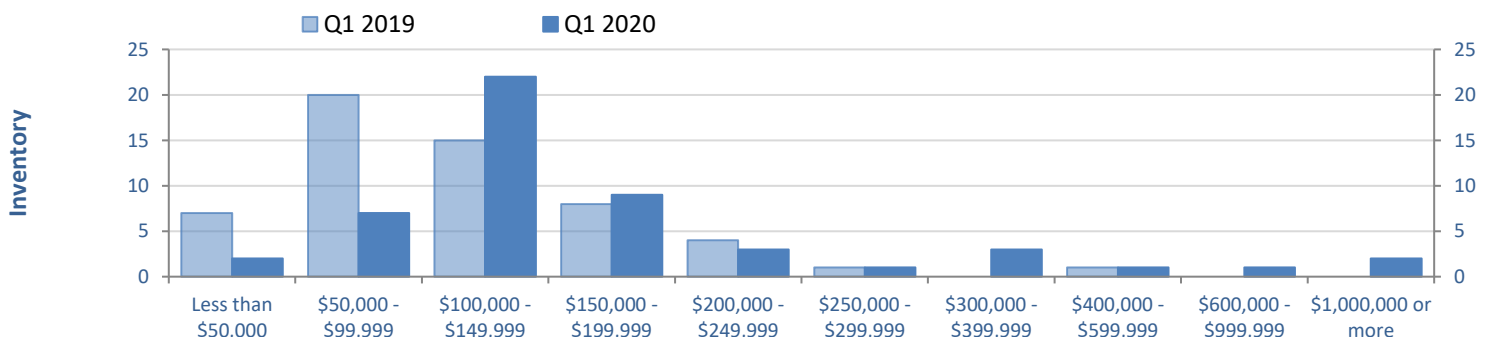


Inventory by Current Listing Price

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.

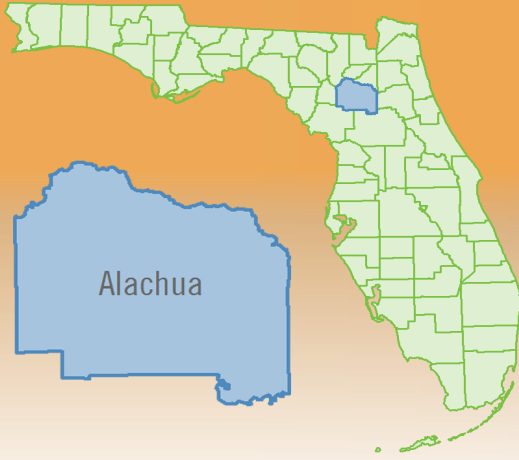
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	2	-71.4%
\$50,000 - \$99,999	7	-65.0%
\$100,000 - \$149,999	22	46.7%
\$150,000 - \$199,999	9	12.5%
\$200,000 - \$249,999	3	-25.0%
\$250,000 - \$299,999	1	0.0%
\$300,000 - \$399,999	3	N/A
\$400,000 - \$599,999	1	0.0%
\$600,000 - \$999,999	1	N/A
\$1,000,000 or more	2	N/A



Quarterly Distressed Market - Q1 2020

Manufactured Homes

Alachua County



		Q1 2020	Q1 2019	Percent Change Year-over-Year
Traditional	Closed Sales	20	28	-28.6%
	Median Sale Price	\$97,500	\$87,000	12.1%
Foreclosure/REO	Closed Sales	1	3	-66.7%
	Median Sale Price	\$39,168	\$56,500	-30.7%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

