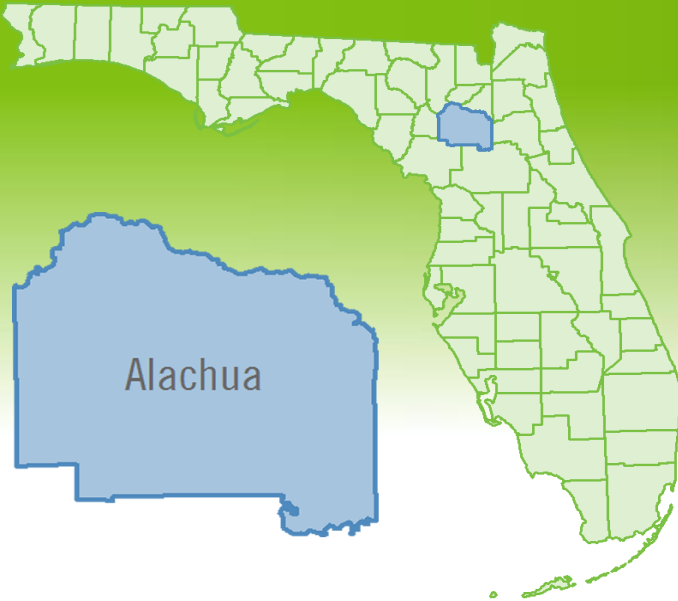


Yearly Market Detail - 2019

Single Family Homes

Alachua County



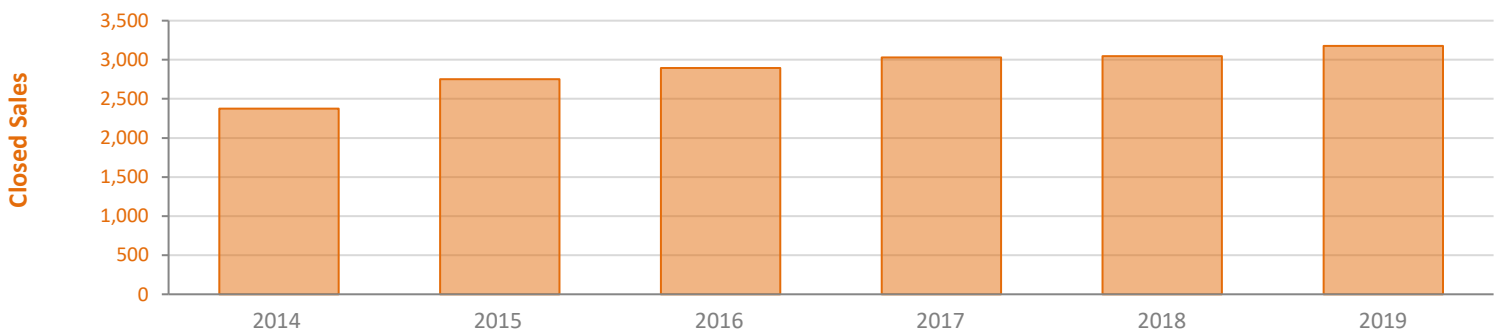
Summary Statistics	2019	2018	Percent Change Year-over-Year
Closed Sales	3,177	3,045	4.3%
Paid in Cash	647	695	-6.9%
Median Sale Price	\$241,000	\$230,000	4.8%
Average Sale Price	\$275,017	\$265,319	3.7%
Dollar Volume	\$873.7 Million	\$807.9 Million	8.1%
Median Percent of Original List Price Received	97.8%	97.6%	0.2%
Median Time to Contract	33 Days	38 Days	-13.2%
Median Time to Sale	76 Days	76 Days	0.0%
New Pending Sales	3,533	3,592	-1.6%
New Listings	3,687	3,724	-1.0%
Pending Inventory	325	300	8.3%
Inventory (Active Listings)	682	774	-11.9%
Months Supply of Inventory	2.6	3.1	-16.1%

Closed Sales

The number of sales transactions which closed during the year

Year	Closed Sales	Percent Change Year-over-Year
2019	3,177	4.3%
2018	3,045	0.6%
2017	3,028	4.6%
2016	2,894	5.2%
2015	2,750	15.8%
2014	2,374	1.4%

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.

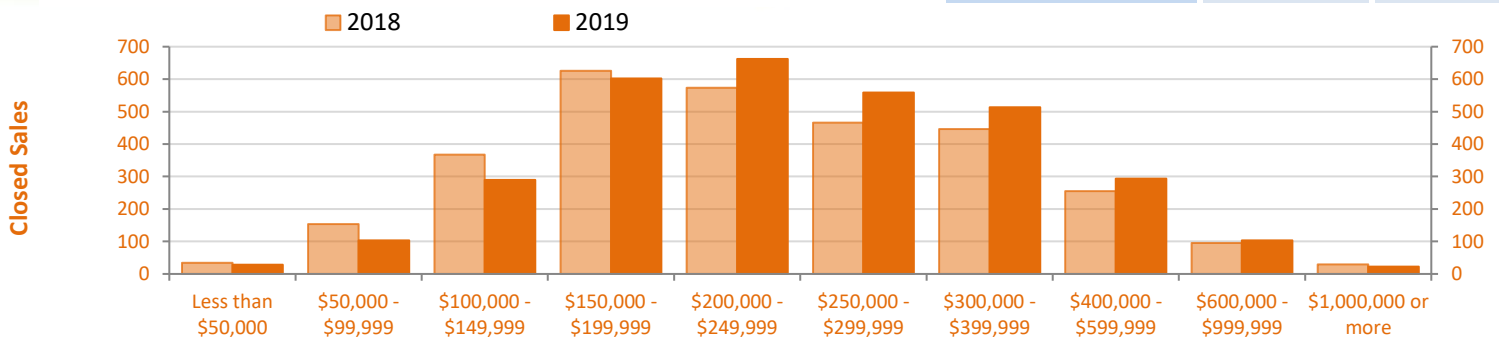


Closed Sales by Sale Price

The number of sales transactions which closed during the year

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.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	28	-17.6%
\$50,000 - \$99,999	103	-33.1%
\$100,000 - \$149,999	290	-21.0%
\$150,000 - \$199,999	602	-3.8%
\$200,000 - \$249,999	662	15.5%
\$250,000 - \$299,999	559	20.0%
\$300,000 - \$399,999	513	15.0%
\$400,000 - \$599,999	294	15.3%
\$600,000 - \$999,999	103	8.4%
\$1,000,000 or more	23	-20.7%

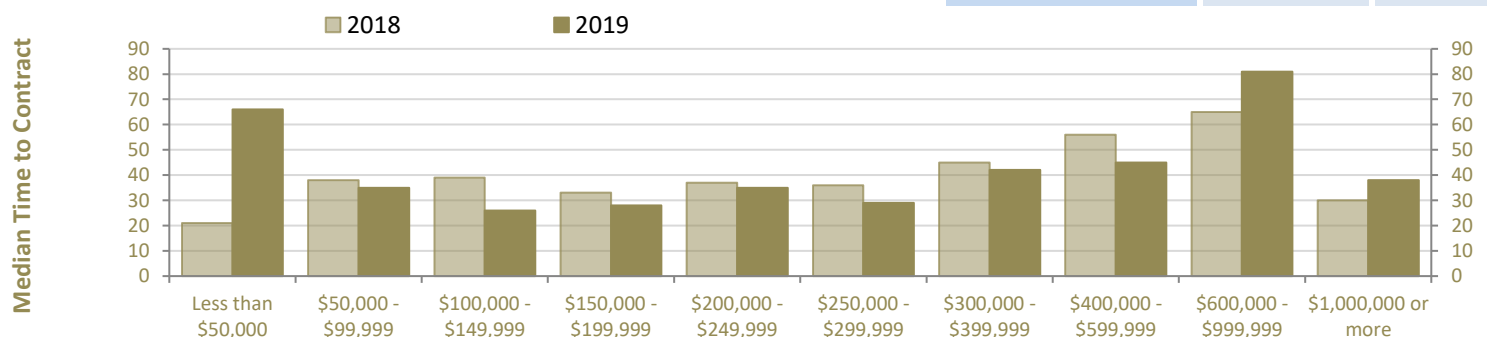


Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the year

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 year. 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	66 Days	214.3%
\$50,000 - \$99,999	35 Days	-7.9%
\$100,000 - \$149,999	26 Days	-33.3%
\$150,000 - \$199,999	28 Days	-15.2%
\$200,000 - \$249,999	35 Days	-5.4%
\$250,000 - \$299,999	29 Days	-19.4%
\$300,000 - \$399,999	42 Days	-6.7%
\$400,000 - \$599,999	45 Days	-19.6%
\$600,000 - \$999,999	81 Days	24.6%
\$1,000,000 or more	38 Days	26.7%

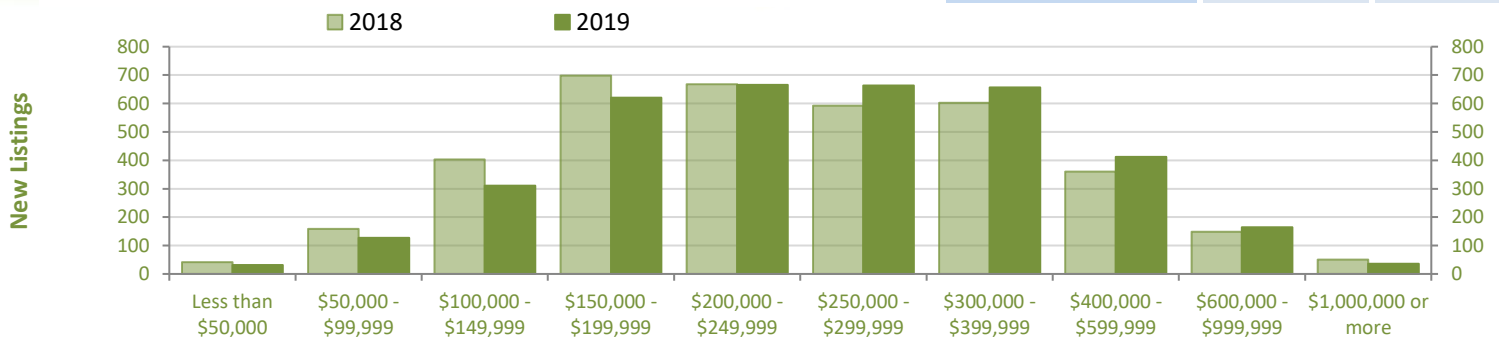


New Listings by Initial Listing Price

The number of properties put onto the market during the year

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	31	-26.2%
\$50,000 - \$99,999	127	-20.1%
\$100,000 - \$149,999	311	-22.8%
\$150,000 - \$199,999	620	-11.2%
\$200,000 - \$249,999	666	-0.3%
\$250,000 - \$299,999	663	12.0%
\$300,000 - \$399,999	657	9.1%
\$400,000 - \$599,999	412	14.4%
\$600,000 - \$999,999	164	10.1%
\$1,000,000 or more	36	-29.4%

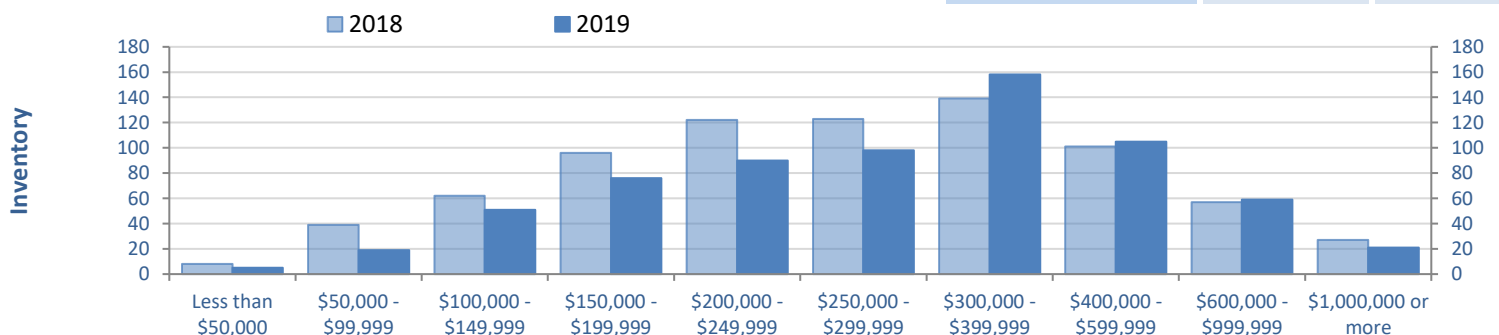


Inventory by Current Listing Price

The number of property listings active at the end of the year

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 year, since it is the most current. 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.

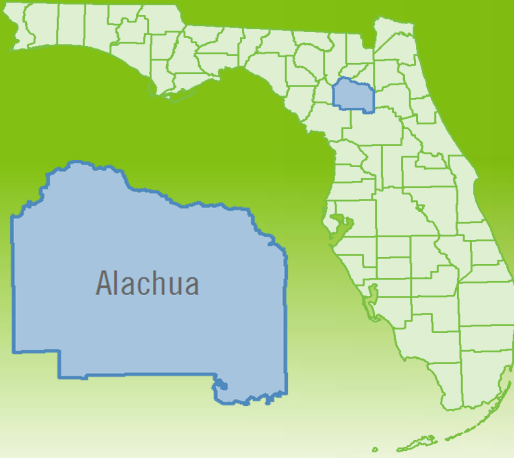
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	5	-37.5%
\$50,000 - \$99,999	19	-51.3%
\$100,000 - \$149,999	51	-17.7%
\$150,000 - \$199,999	76	-20.8%
\$200,000 - \$249,999	90	-26.2%
\$250,000 - \$299,999	98	-20.3%
\$300,000 - \$399,999	158	13.7%
\$400,000 - \$599,999	105	4.0%
\$600,000 - \$999,999	59	3.5%
\$1,000,000 or more	21	-22.2%



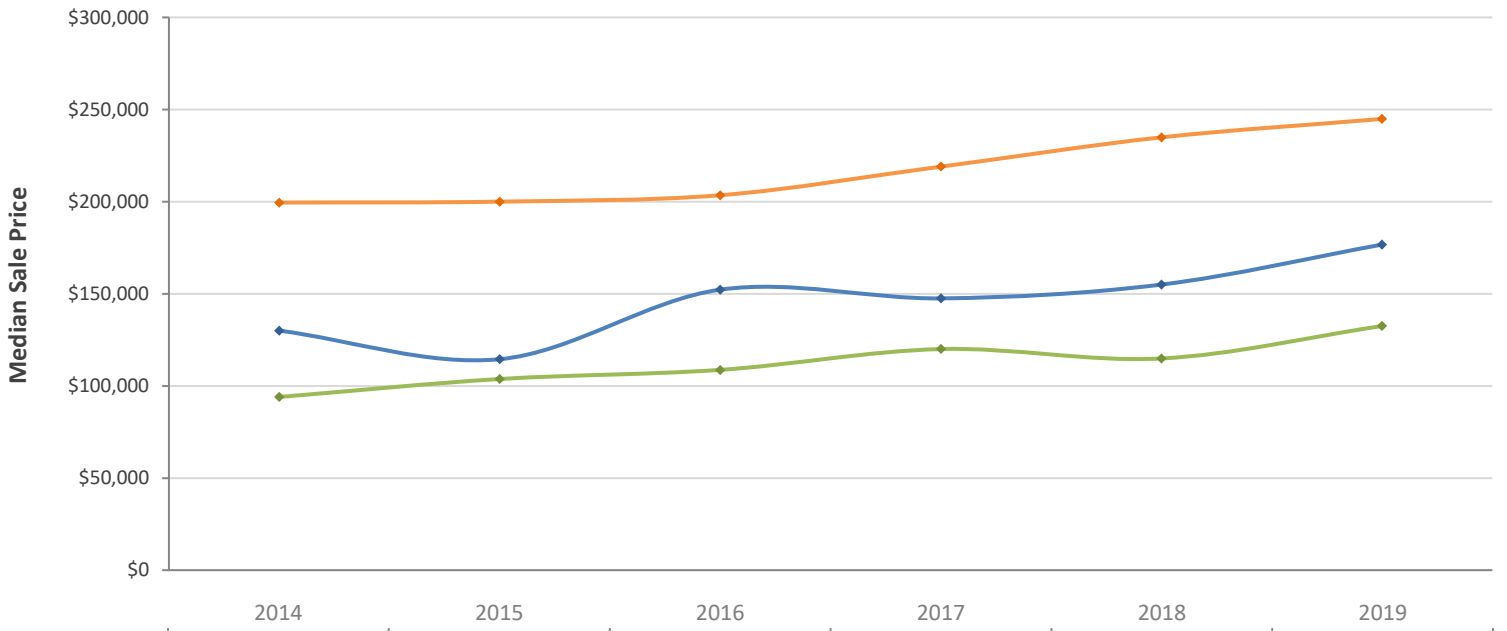
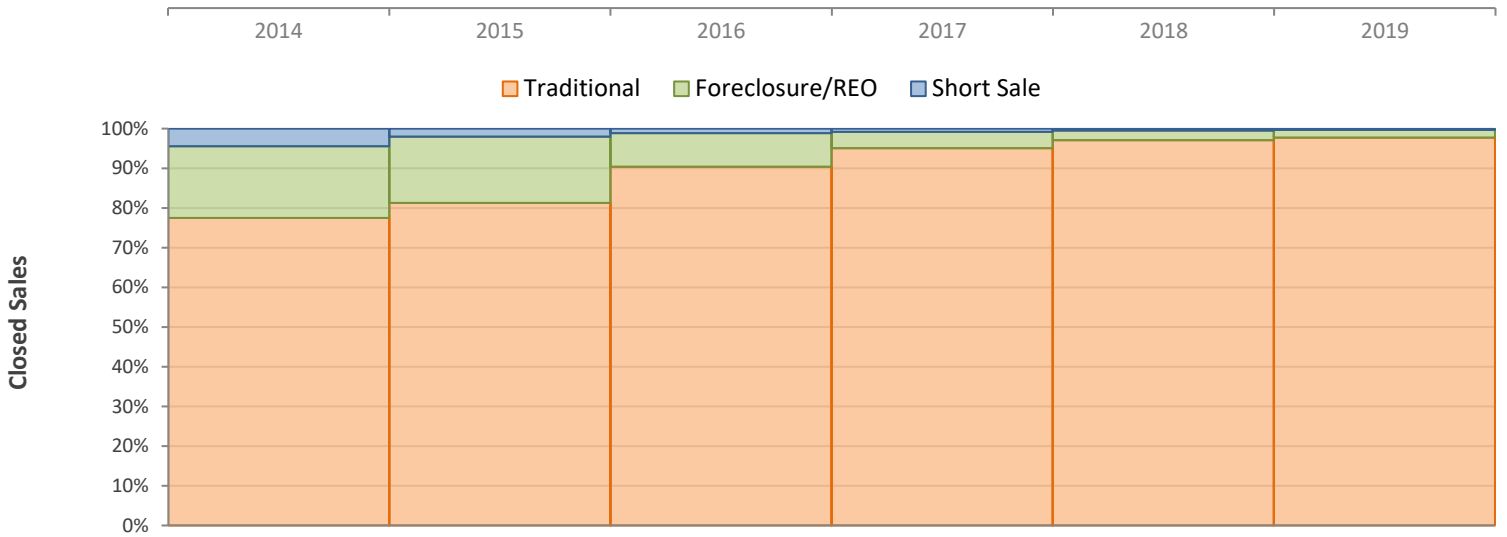
Yearly Distressed Market - 2019

Single Family Homes

Alachua County



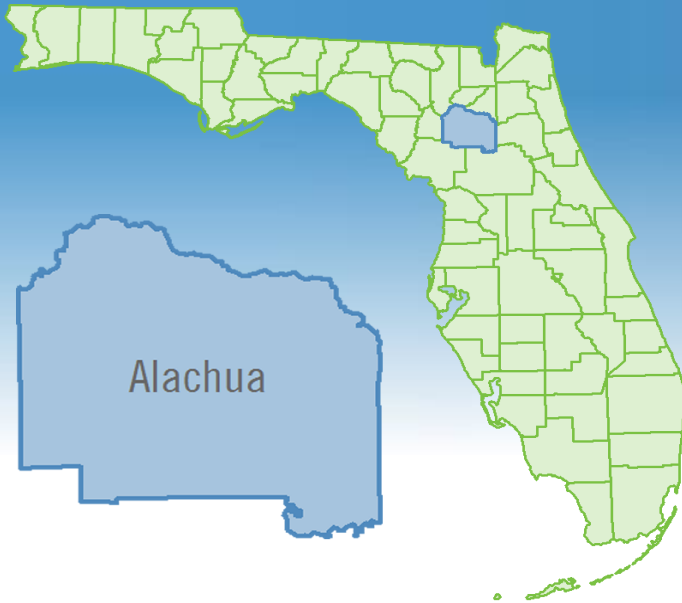
		2019	2018	Percent Change Year-over-Year
Traditional	Closed Sales	3,105	2,955	5.1%
	Median Sale Price	\$244,900	\$234,900	4.3%
Foreclosure/REO	Closed Sales	62	75	-17.3%
	Median Sale Price	\$132,500	\$114,900	15.3%
Short Sale	Closed Sales	10	15	-33.3%
	Median Sale Price	\$176,703	\$155,000	14.0%



Yearly Market Detail - 2019

Townhouses and Condos

Alachua County



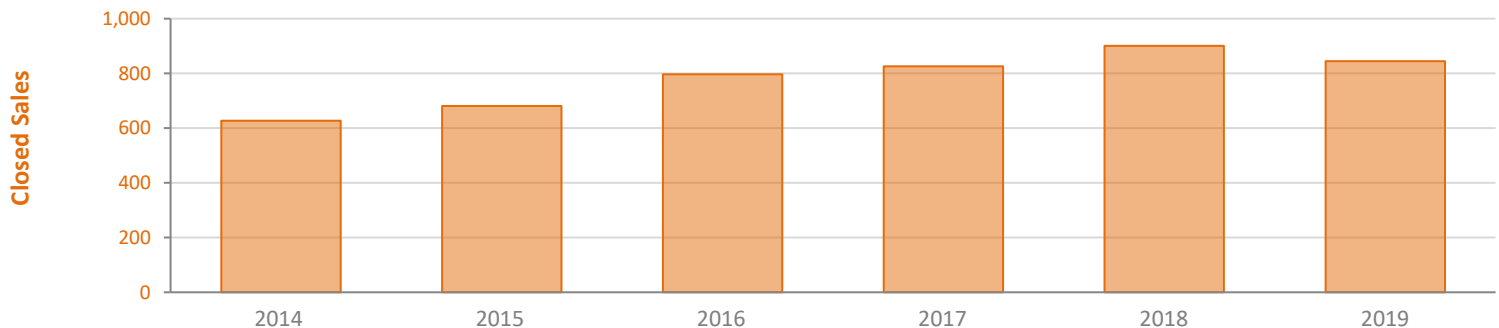
Summary Statistics	2019	2018	Percent Change Year-over-Year
Closed Sales	844	901	-6.3%
Paid in Cash	441	497	-11.3%
Median Sale Price	\$129,000	\$119,900	7.6%
Average Sale Price	\$133,515	\$121,083	10.3%
Dollar Volume	\$112.7 Million	\$109.1 Million	3.3%
Median Percent of Original List Price Received	97.1%	96.8%	0.3%
Median Time to Contract	19 Days	26 Days	-26.9%
Median Time to Sale	53 Days	56 Days	-5.4%
New Pending Sales	952	1,050	-9.3%
New Listings	923	1,038	-11.1%
Pending Inventory	62	56	10.7%
Inventory (Active Listings)	111	131	-15.3%
Months Supply of Inventory	1.6	1.7	-5.9%

Closed Sales

The number of sales transactions which closed during the year

Year	Closed Sales	Percent Change Year-over-Year
2019	844	-6.3%
2018	901	9.1%
2017	826	3.6%
2016	797	17.0%
2015	681	8.6%
2014	627	0.5%

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.

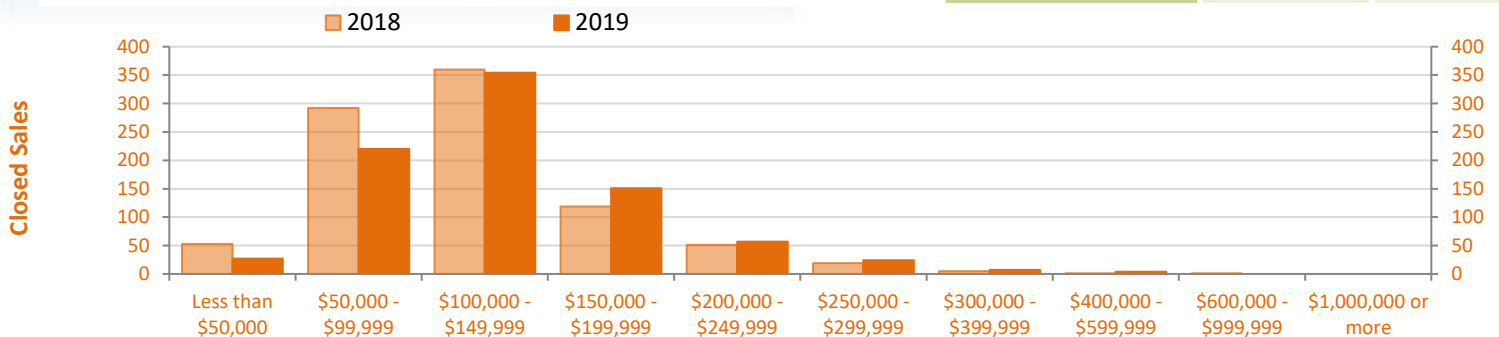


Closed Sales by Sale Price

The number of sales transactions which closed during the year

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.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	27	-49.1%
\$50,000 - \$99,999	220	-24.7%
\$100,000 - \$149,999	354	-1.7%
\$150,000 - \$199,999	151	26.9%
\$200,000 - \$249,999	57	11.8%
\$250,000 - \$299,999	24	26.3%
\$300,000 - \$399,999	7	40.0%
\$400,000 - \$599,999	4	300.0%
\$600,000 - \$999,999	0	-100.0%
\$1,000,000 or more	0	N/A

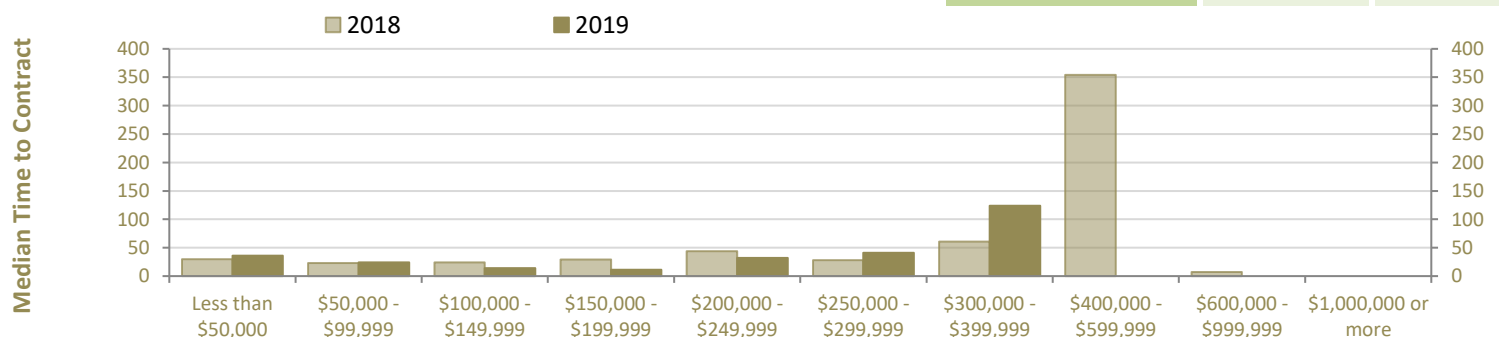


Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the year

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 year. 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	20.0%
\$50,000 - \$99,999	24 Days	4.3%
\$100,000 - \$149,999	14 Days	-41.7%
\$150,000 - \$199,999	11 Days	-62.1%
\$200,000 - \$249,999	32 Days	-27.3%
\$250,000 - \$299,999	41 Days	46.4%
\$300,000 - \$399,999	124 Days	103.3%
\$400,000 - \$599,999	0 Days	-100.0%
\$600,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	(No Sales)	N/A

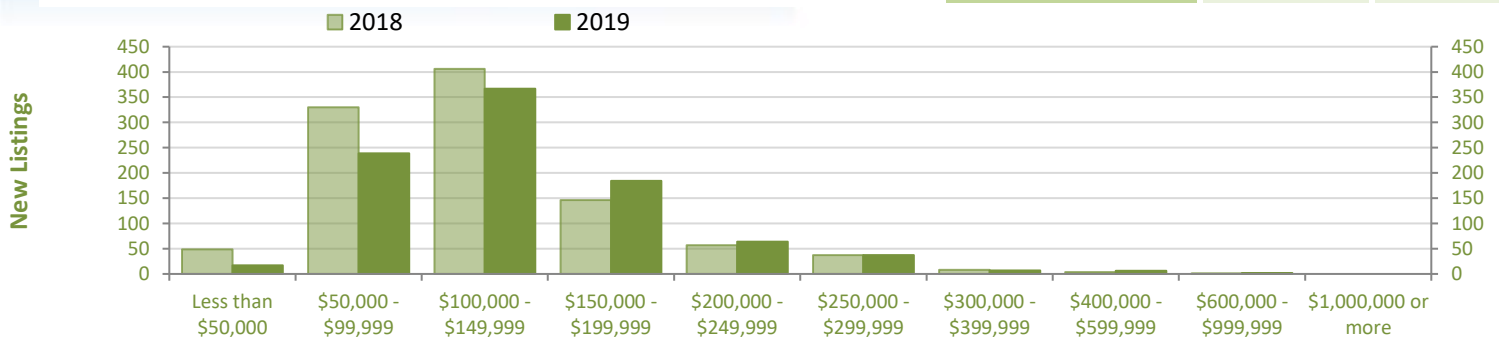


New Listings by Initial Listing Price

The number of properties put onto the market during the year

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	17	-65.3%
\$50,000 - \$99,999	239	-27.6%
\$100,000 - \$149,999	367	-9.6%
\$150,000 - \$199,999	184	26.0%
\$200,000 - \$249,999	64	12.3%
\$250,000 - \$299,999	37	0.0%
\$300,000 - \$399,999	7	-12.5%
\$400,000 - \$599,999	6	50.0%
\$600,000 - \$999,999	2	100.0%
\$1,000,000 or more	0	N/A

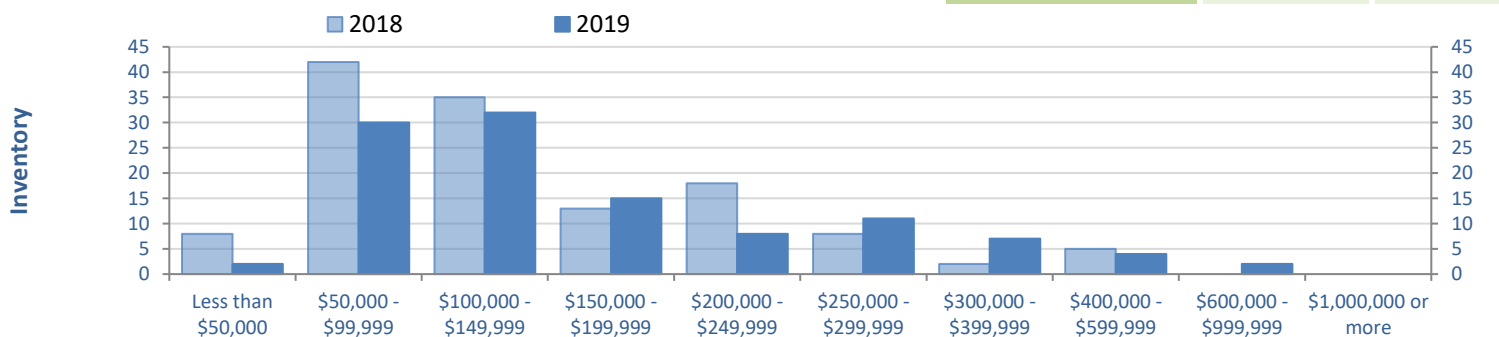


Inventory by Current Listing Price

The number of property listings active at the end of the year

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 year, since it is the most current. 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	-75.0%
\$50,000 - \$99,999	30	-28.6%
\$100,000 - \$149,999	32	-8.6%
\$150,000 - \$199,999	15	15.4%
\$200,000 - \$249,999	8	-55.6%
\$250,000 - \$299,999	11	37.5%
\$300,000 - \$399,999	7	250.0%
\$400,000 - \$599,999	4	-20.0%
\$600,000 - \$999,999	2	N/A
\$1,000,000 or more	0	N/A



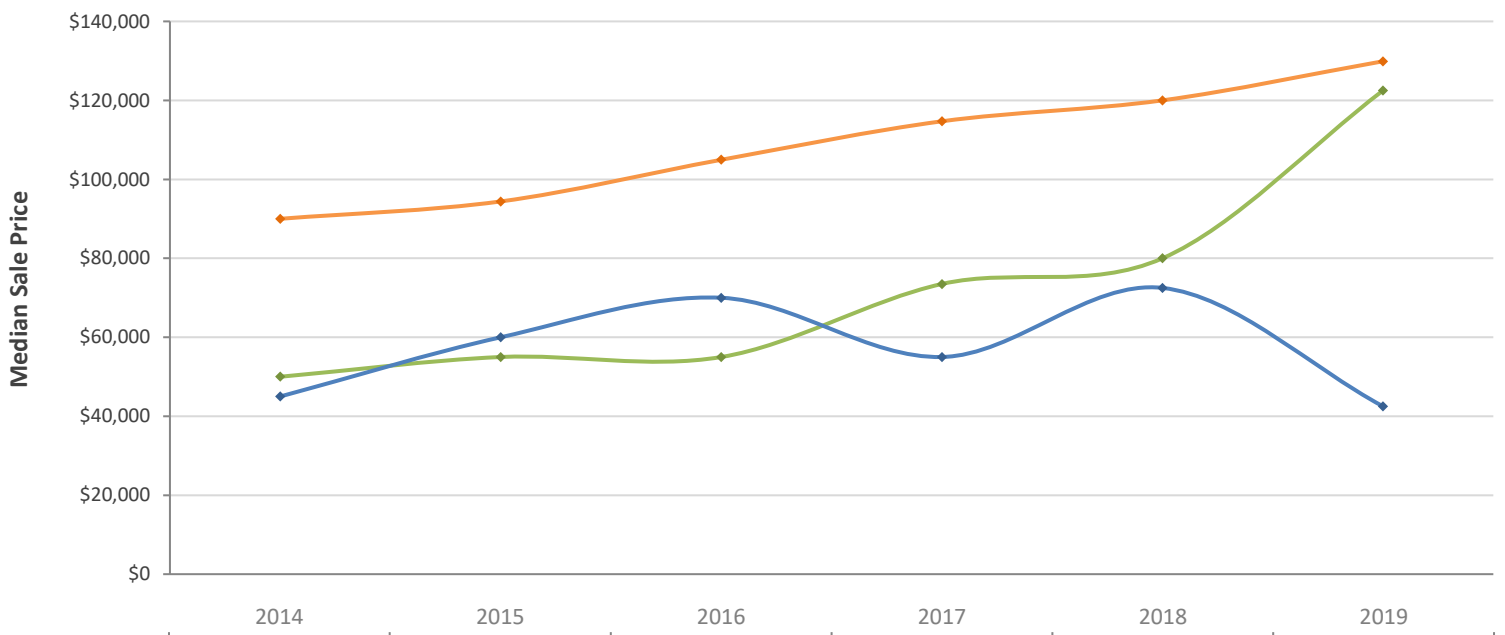
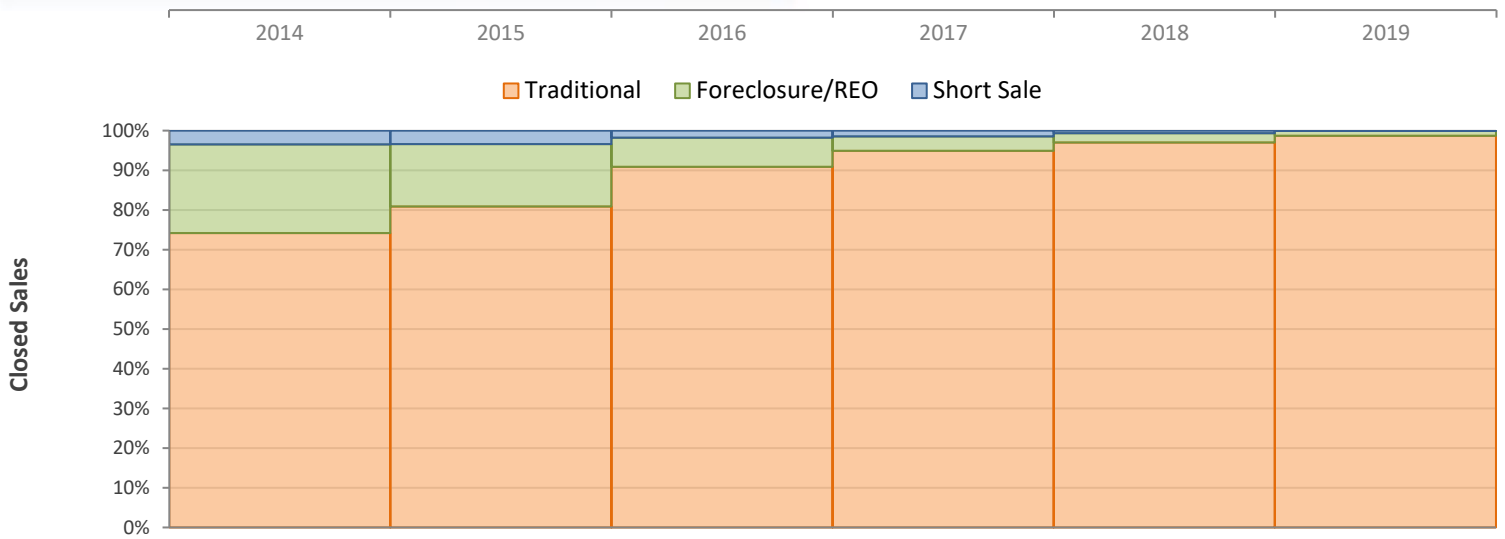
Yearly Distressed Market - 2019

Townhouses and Condos

Alachua County



		2019	2018	Percent Change Year-over-Year
Traditional	Closed Sales	833	874	-4.7%
	Median Sale Price	\$129,900	\$120,000	8.3%
Foreclosure/REO	Closed Sales	10	21	-52.4%
	Median Sale Price	\$122,500	\$80,000	53.1%
Short Sale	Closed Sales	1	6	-83.3%
	Median Sale Price	\$42,500	\$72,500	-41.4%

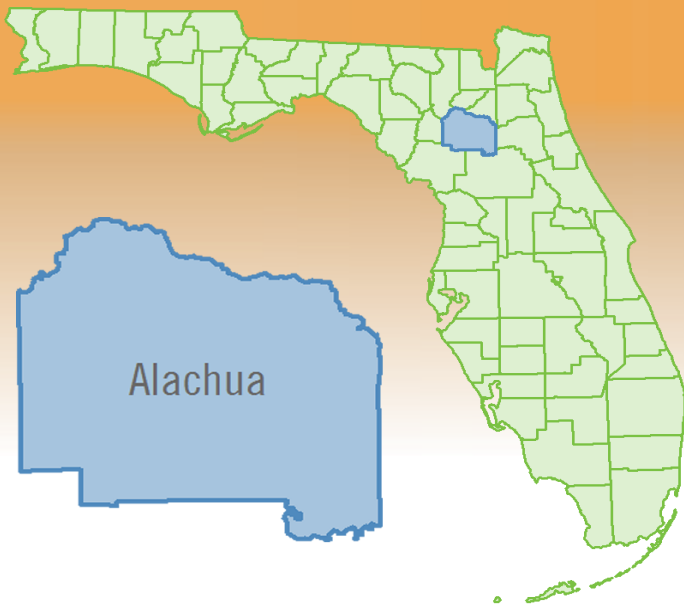


Produced by Florida REALTORS® with data provided by Florida's multiple listing services. Statistics for each month compiled from MLS feeds on the 15th day of the following month. Data released on Wednesday, February 12, 2020. Data revised on Monday, February 17, 2020. Next yearly data release is TBD.

Yearly Market Detail - 2019

Manufactured Homes

Alachua County



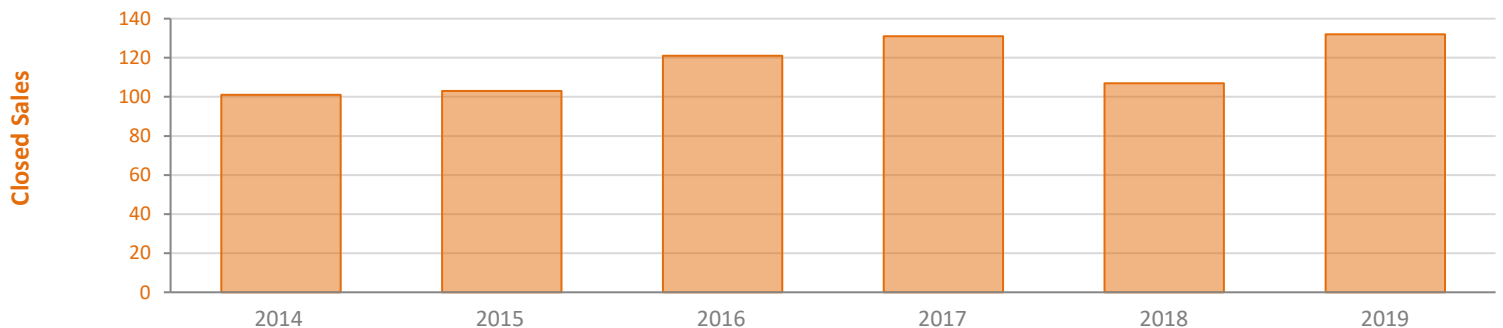
Summary Statistics	2019	2018	Percent Change Year-over-Year
Closed Sales	132	107	23.4%
Paid in Cash	68	51	33.3%
Median Sale Price	\$95,000	\$89,500	6.1%
Average Sale Price	\$102,210	\$96,555	5.9%
Dollar Volume	\$13.5 Million	\$10.3 Million	30.6%
Median Percent of Original List Price Received	92.0%	95.0%	-3.2%
Median Time to Contract	57 Days	37 Days	54.1%
Median Time to Sale	98 Days	90 Days	8.9%
New Pending Sales	169	136	24.3%
New Listings	173	164	5.5%
Pending Inventory	22	16	37.5%
Inventory (Active Listings)	44	54	-18.5%
Months Supply of Inventory	4.0	6.1	-34.4%

Closed Sales

The number of sales transactions which closed during the year

Year	Closed Sales	Percent Change Year-over-Year
2019	132	23.4%
2018	107	-18.3%
2017	131	8.3%
2016	121	17.5%
2015	103	2.0%
2014	101	32.9%

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.

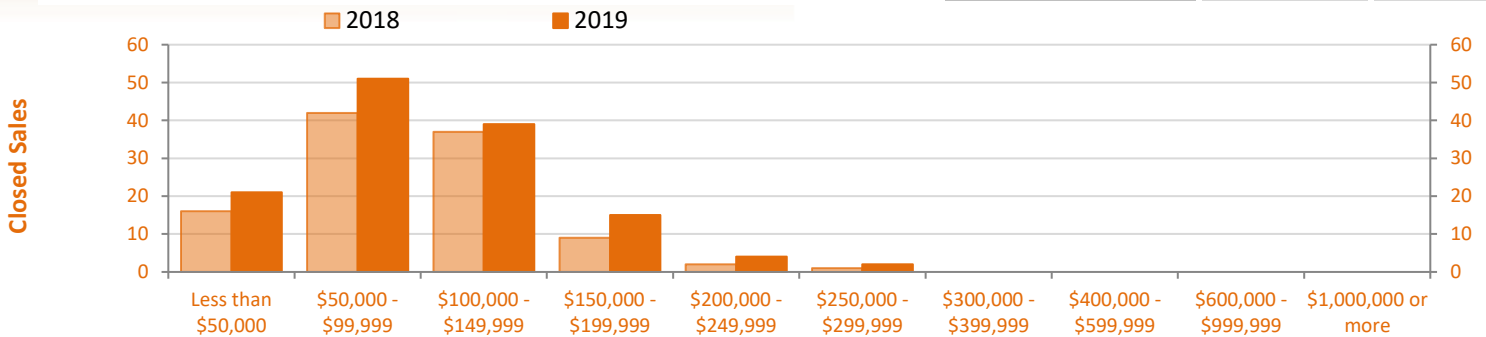


Closed Sales by Sale Price

The number of sales transactions which closed during the year

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.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	21	31.3%
\$50,000 - \$99,999	51	21.4%
\$100,000 - \$149,999	39	5.4%
\$150,000 - \$199,999	15	66.7%
\$200,000 - \$249,999	4	100.0%
\$250,000 - \$299,999	2	100.0%
\$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

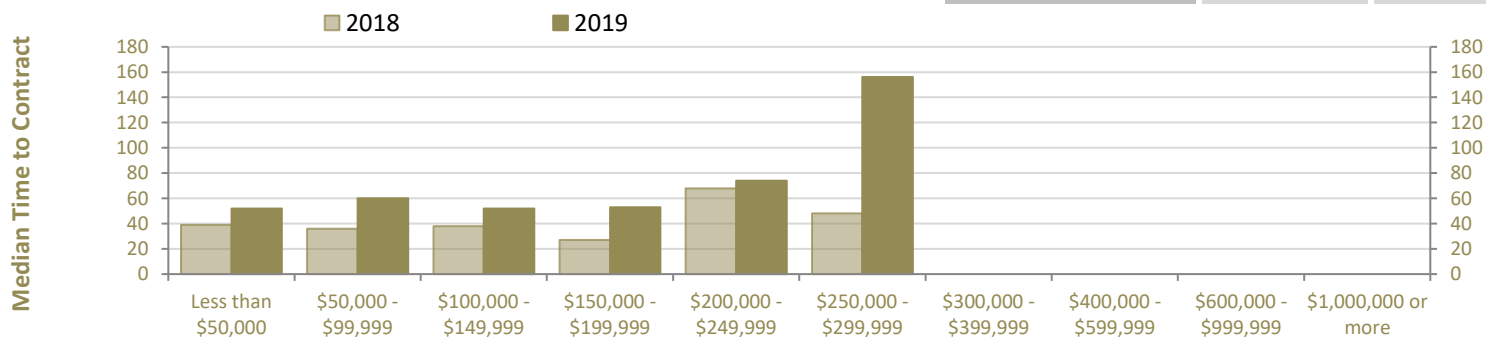


Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the year

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 year. 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	52 Days	33.3%
\$50,000 - \$99,999	60 Days	66.7%
\$100,000 - \$149,999	52 Days	36.8%
\$150,000 - \$199,999	53 Days	96.3%
\$200,000 - \$249,999	74 Days	8.8%
\$250,000 - \$299,999	156 Days	225.0%
\$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

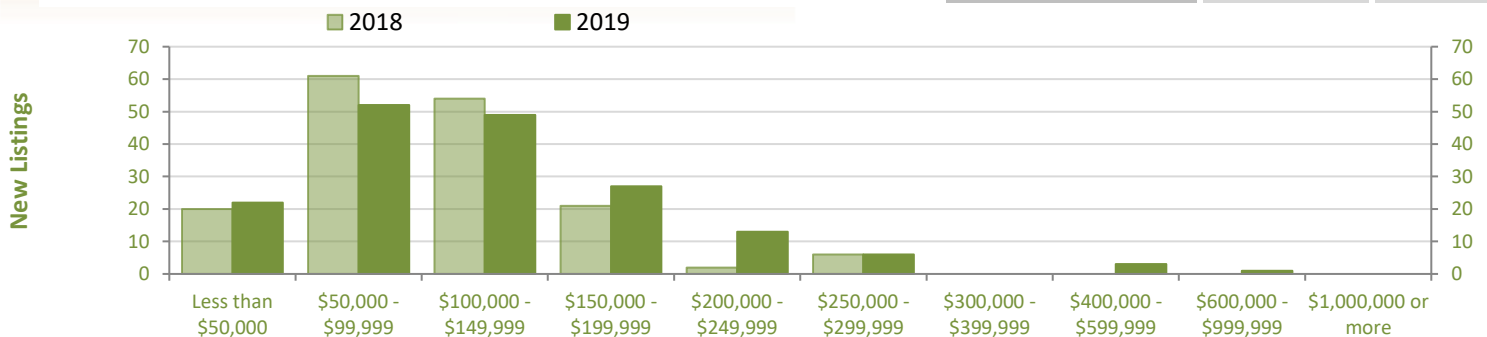


New Listings by Initial Listing Price

The number of properties put onto the market during the year

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	22	10.0%
\$50,000 - \$99,999	52	-14.8%
\$100,000 - \$149,999	49	-9.3%
\$150,000 - \$199,999	27	28.6%
\$200,000 - \$249,999	13	550.0%
\$250,000 - \$299,999	6	0.0%
\$300,000 - \$399,999	0	N/A
\$400,000 - \$599,999	3	N/A
\$600,000 - \$999,999	1	N/A
\$1,000,000 or more	0	N/A

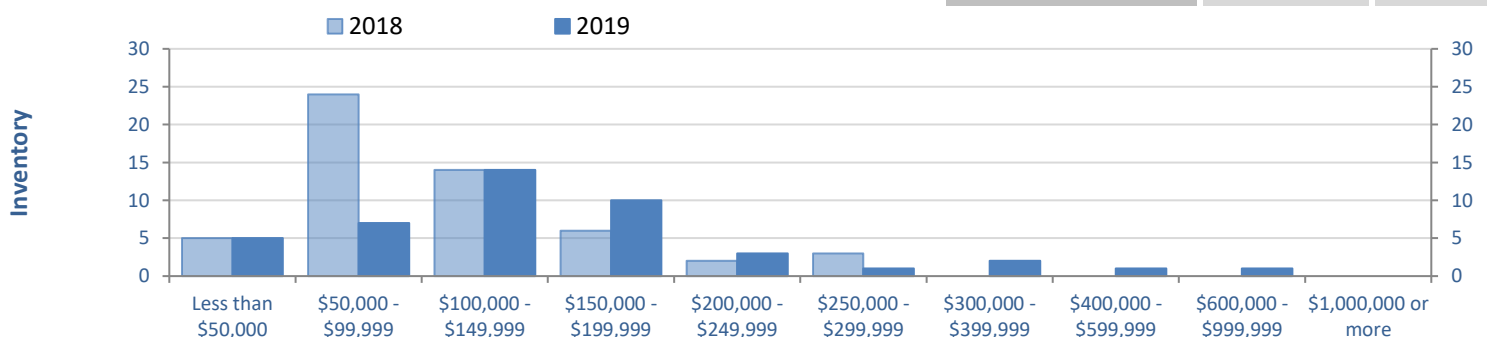


Inventory by Current Listing Price

The number of property listings active at the end of the year

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 year, since it is the most current. 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.

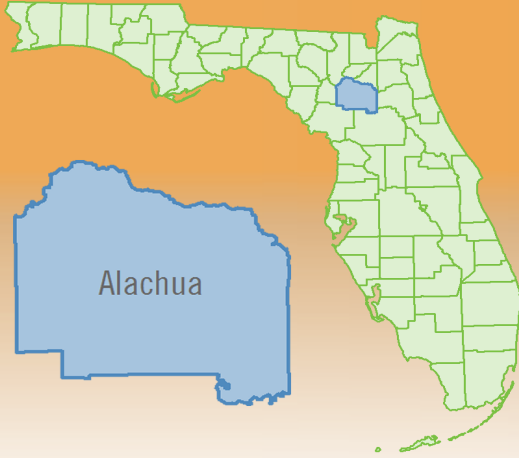
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	5	0.0%
\$50,000 - \$99,999	7	-70.8%
\$100,000 - \$149,999	14	0.0%
\$150,000 - \$199,999	10	66.7%
\$200,000 - \$249,999	3	50.0%
\$250,000 - \$299,999	1	-66.7%
\$300,000 - \$399,999	2	N/A
\$400,000 - \$599,999	1	N/A
\$600,000 - \$999,999	1	N/A
\$1,000,000 or more	0	N/A



Yearly Distressed Market - 2019

Manufactured Homes

Alachua County



		2019	2018	Percent Change Year-over-Year
Traditional	Closed Sales	124	103	20.4%
	Median Sale Price	\$98,000	\$90,000	8.9%
Foreclosure/REO	Closed Sales	8	3	166.7%
	Median Sale Price	\$38,600	\$57,500	-32.9%
Short Sale	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$70,000	N/A

