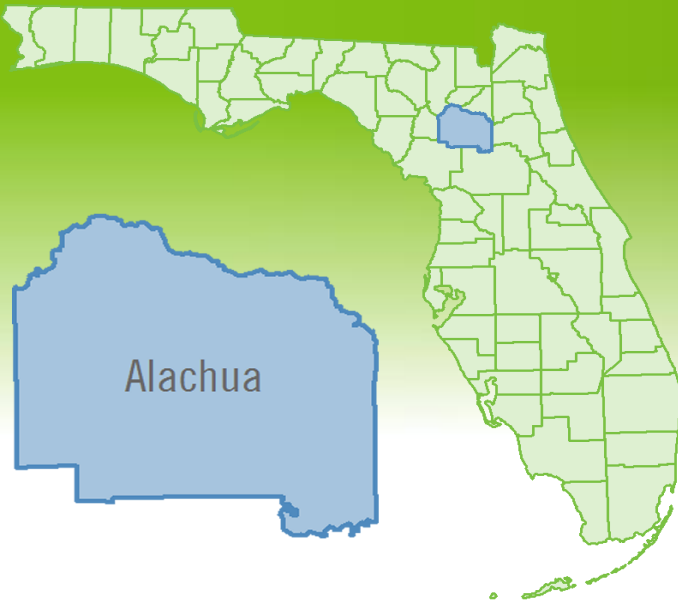


Monthly Market Detail - March 2020

Single Family Homes

Alachua County



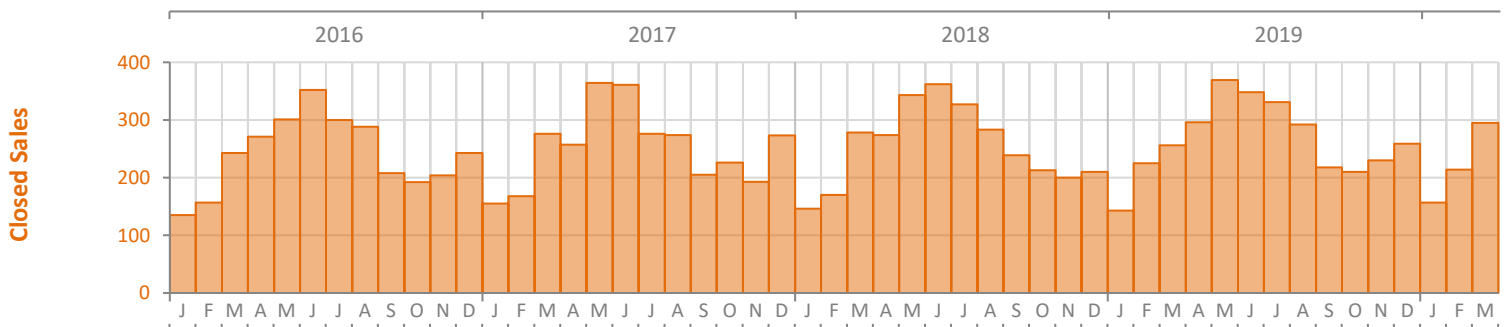
Summary Statistics	March 2020	March 2019	Percent Change Year-over-Year
Closed Sales	295	256	15.2%
Paid in Cash	56	45	24.4%
Median Sale Price	\$250,000	\$232,000	7.8%
Average Sale Price	\$275,432	\$277,659	-0.8%
Dollar Volume	\$81.3 Million	\$71.1 Million	14.3%
Median Percent of Original List Price Received	97.5%	97.8%	-0.3%
Median Time to Contract	27 Days	43 Days	-37.2%
Median Time to Sale	74 Days	88 Days	-15.9%
New Pending Sales	259	404	-35.9%
New Listings	400	425	-5.9%
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 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	666	6.7%
March 2020	295	15.2%
February 2020	214	-4.9%
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%

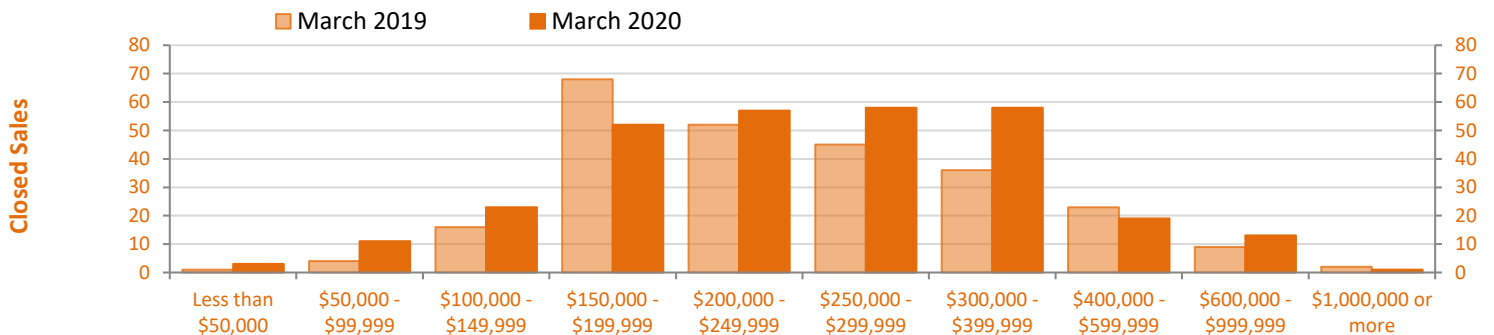


Closed Sales by Sale Price

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	3	200.0%
\$50,000 - \$99,999	11	175.0%
\$100,000 - \$149,999	23	43.8%
\$150,000 - \$199,999	52	-23.5%
\$200,000 - \$249,999	57	9.6%
\$250,000 - \$299,999	58	28.9%
\$300,000 - \$399,999	58	61.1%
\$400,000 - \$599,999	19	-17.4%
\$600,000 - \$999,999	13	44.4%
\$1,000,000 or more	1	-50.0%

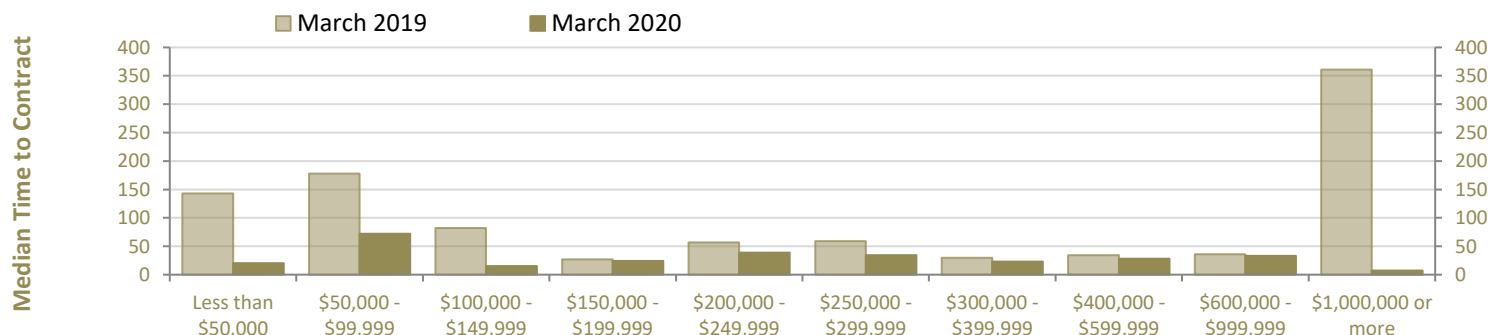


Median Time to Contract by Sale Price

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	20 Days	-86.0%
\$50,000 - \$99,999	72 Days	-59.6%
\$100,000 - \$149,999	15 Days	-81.7%
\$150,000 - \$199,999	24 Days	-11.1%
\$200,000 - \$249,999	39 Days	-31.6%
\$250,000 - \$299,999	34 Days	-42.4%
\$300,000 - \$399,999	23 Days	-23.3%
\$400,000 - \$599,999	28 Days	-17.6%
\$600,000 - \$999,999	33 Days	-8.3%
\$1,000,000 or more	7 Days	-98.1%

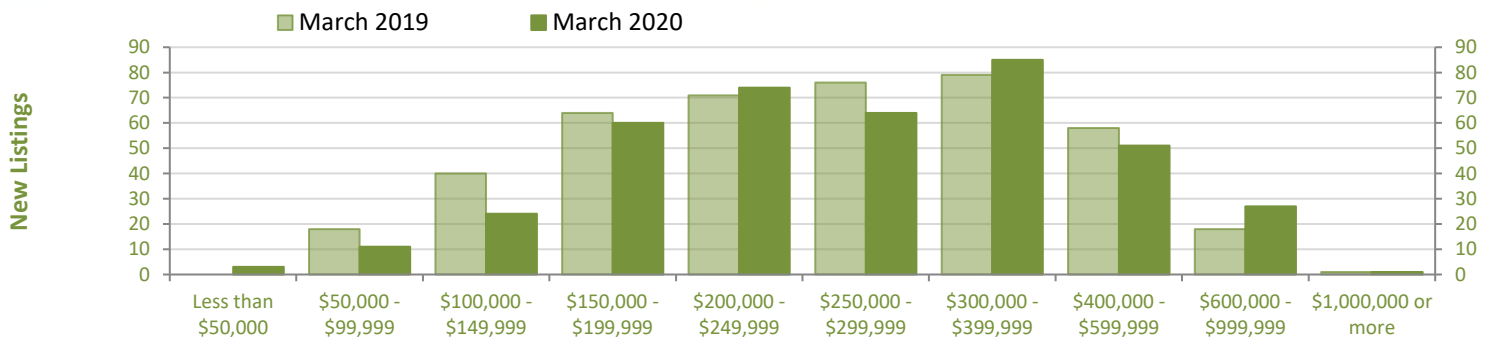


New Listings by Initial Listing Price

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	N/A
\$50,000 - \$99,999	11	-38.9%
\$100,000 - \$149,999	24	-40.0%
\$150,000 - \$199,999	60	-6.3%
\$200,000 - \$249,999	74	4.2%
\$250,000 - \$299,999	64	-15.8%
\$300,000 - \$399,999	85	7.6%
\$400,000 - \$599,999	51	-12.1%
\$600,000 - \$999,999	27	50.0%
\$1,000,000 or more	1	0.0%

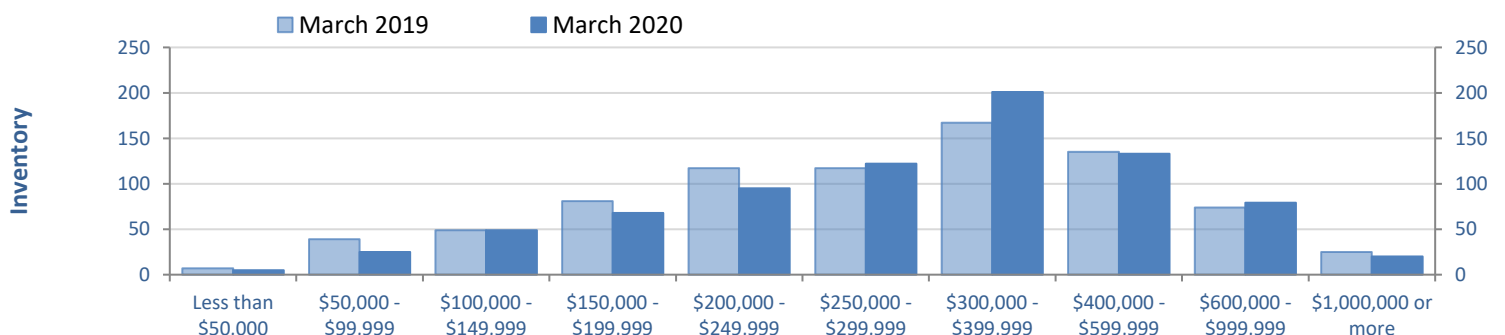


Inventory by Current Listing Price

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	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%



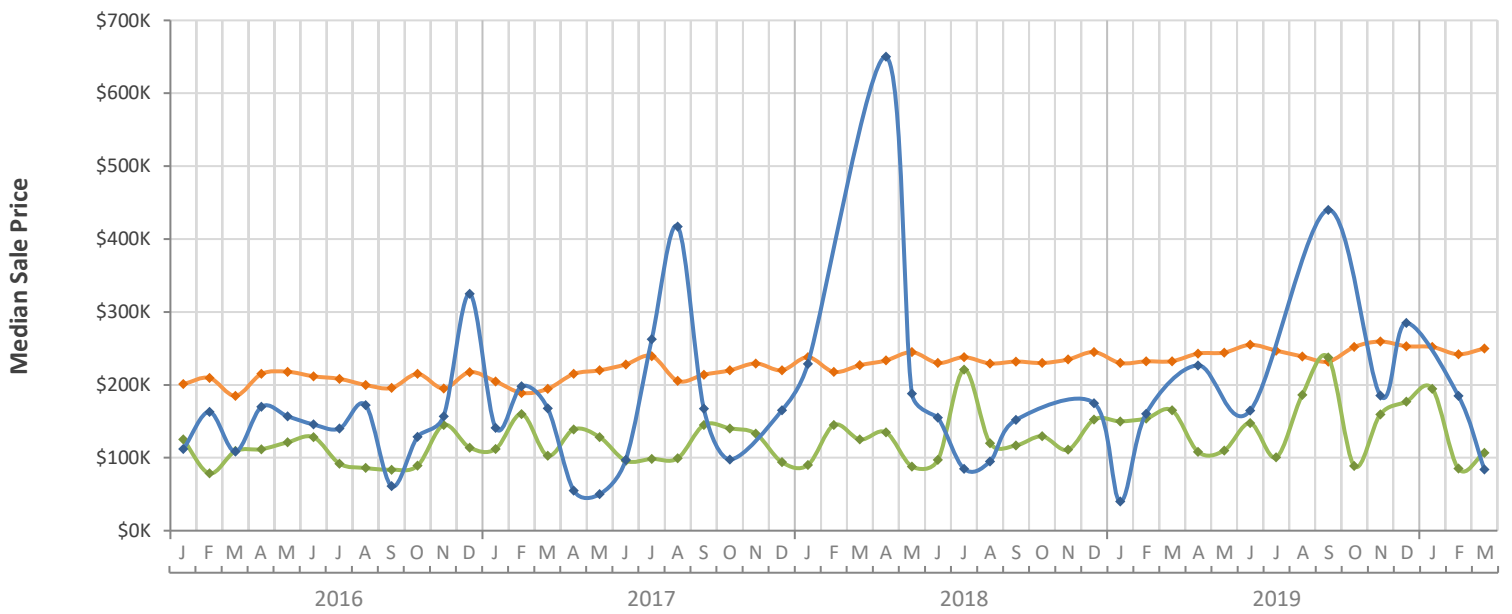
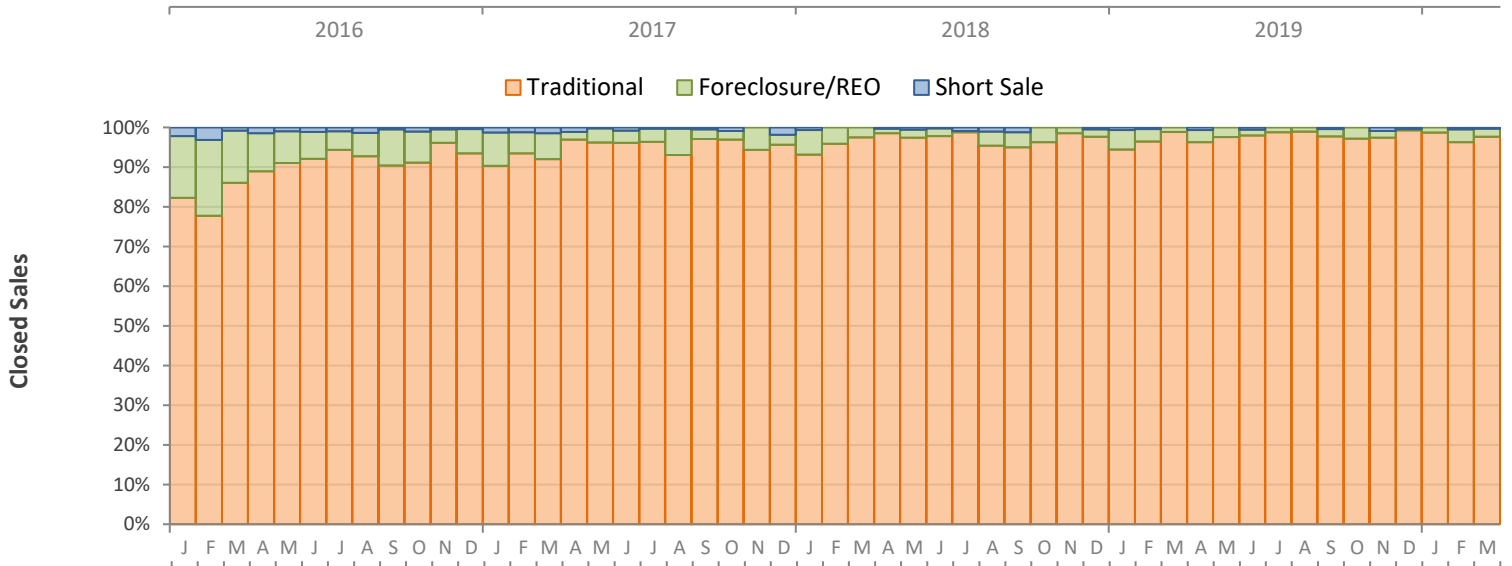
Monthly Distressed Market - March 2020

Single Family Homes

Alachua County



		March 2020	March 2019	Percent Change Year-over-Year
Traditional	Closed Sales	288	253	13.8%
	Median Sale Price	\$250,000	\$232,500	7.5%
Foreclosure/REO	Closed Sales	6	3	100.0%
	Median Sale Price	\$106,925	\$165,000	-35.2%
Short Sale	Closed Sales	1	0	N/A
	Median Sale Price	\$84,000	(No Sales)	N/A



Monthly Market Detail - March 2020

Townhouses and Condos

Alachua County



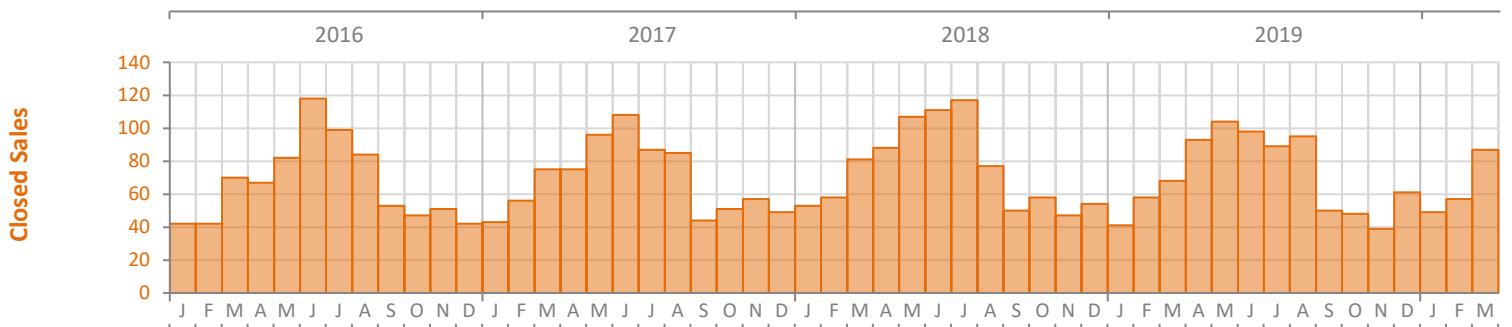
Summary Statistics	March 2020	March 2019	Percent Change Year-over-Year
Closed Sales	87	68	27.9%
Paid in Cash	51	44	15.9%
Median Sale Price	\$125,000	\$125,000	0.0%
Average Sale Price	\$134,993	\$130,041	3.8%
Dollar Volume	\$11.7 Million	\$8.8 Million	32.8%
Median Percent of Original List Price Received	97.7%	97.5%	0.2%
Median Time to Contract	13 Days	13 Days	0.0%
Median Time to Sale	47 Days	43 Days	9.3%
New Pending Sales	69	111	-37.8%
New Listings	93	116	-19.8%
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 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	193	15.6%
March 2020	87	27.9%
February 2020	57	-1.7%
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%

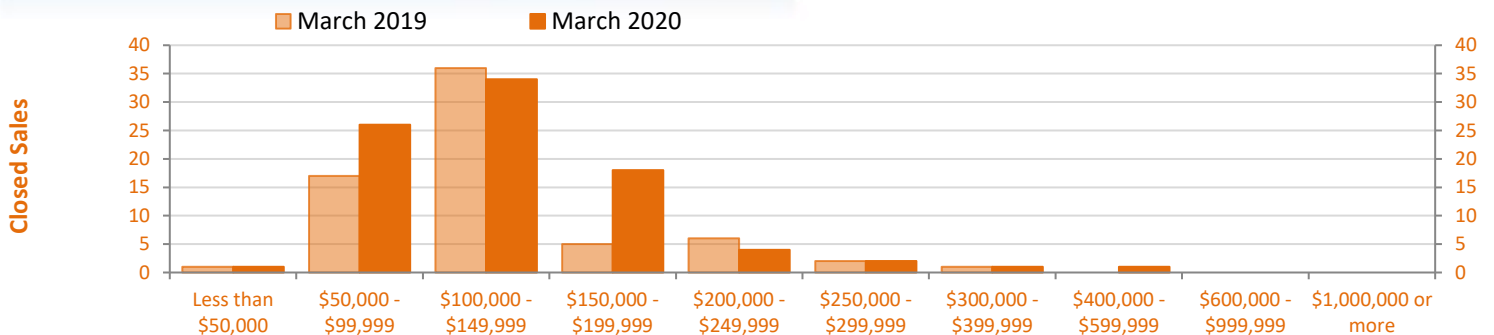


Closed Sales by Sale Price

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	0.0%
\$50,000 - \$99,999	26	52.9%
\$100,000 - \$149,999	34	-5.6%
\$150,000 - \$199,999	18	260.0%
\$200,000 - \$249,999	4	-33.3%
\$250,000 - \$299,999	2	0.0%
\$300,000 - \$399,999	1	0.0%
\$400,000 - \$599,999	1	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

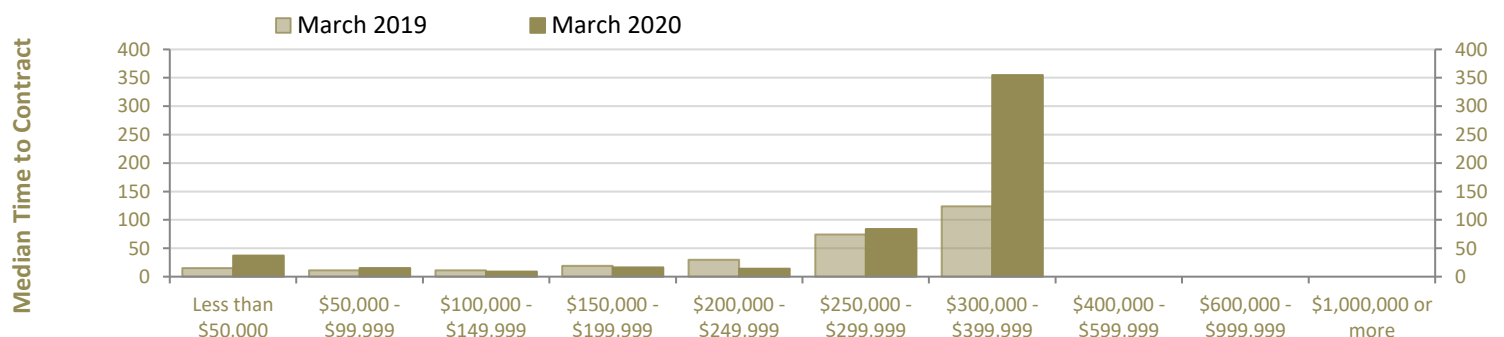


Median Time to Contract by Sale Price

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	37 Days	146.7%
\$50,000 - \$99,999	15 Days	36.4%
\$100,000 - \$149,999	9 Days	-18.2%
\$150,000 - \$199,999	16 Days	-15.8%
\$200,000 - \$249,999	14 Days	-53.3%
\$250,000 - \$299,999	84 Days	13.5%
\$300,000 - \$399,999	355 Days	186.3%
\$400,000 - \$599,999	0 Days	N/A
\$600,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	(No Sales)	N/A

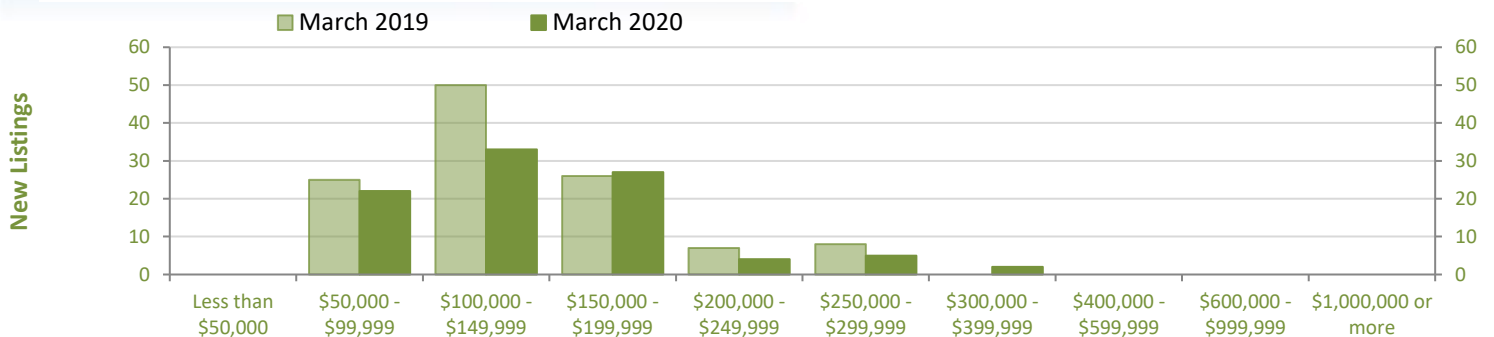


New Listings by Initial Listing Price

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	22	-12.0%
\$100,000 - \$149,999	33	-34.0%
\$150,000 - \$199,999	27	3.8%
\$200,000 - \$249,999	4	-42.9%
\$250,000 - \$299,999	5	-37.5%
\$300,000 - \$399,999	2	N/A
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

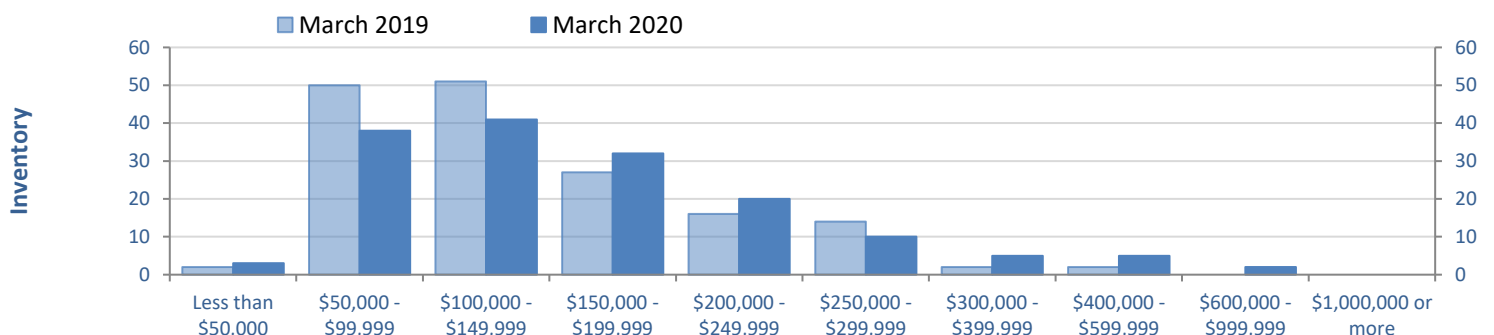


Inventory by Current Listing Price

The number of property listings active at the end of the 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	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



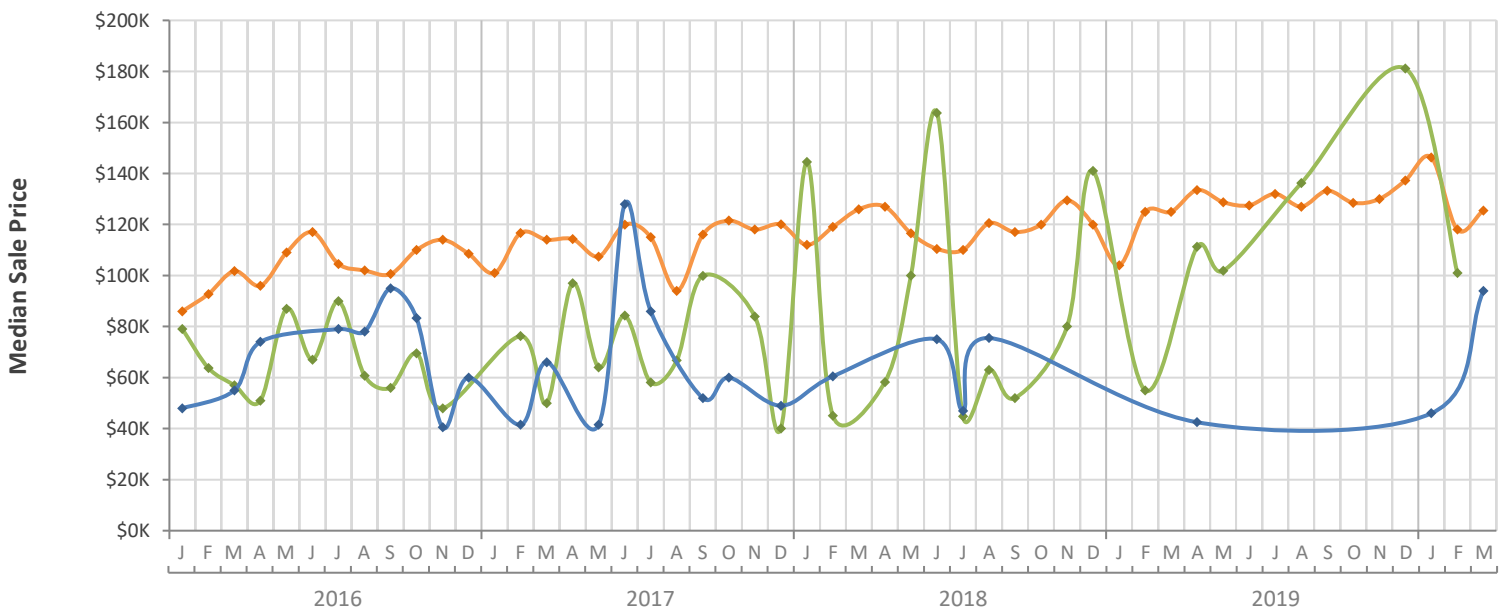
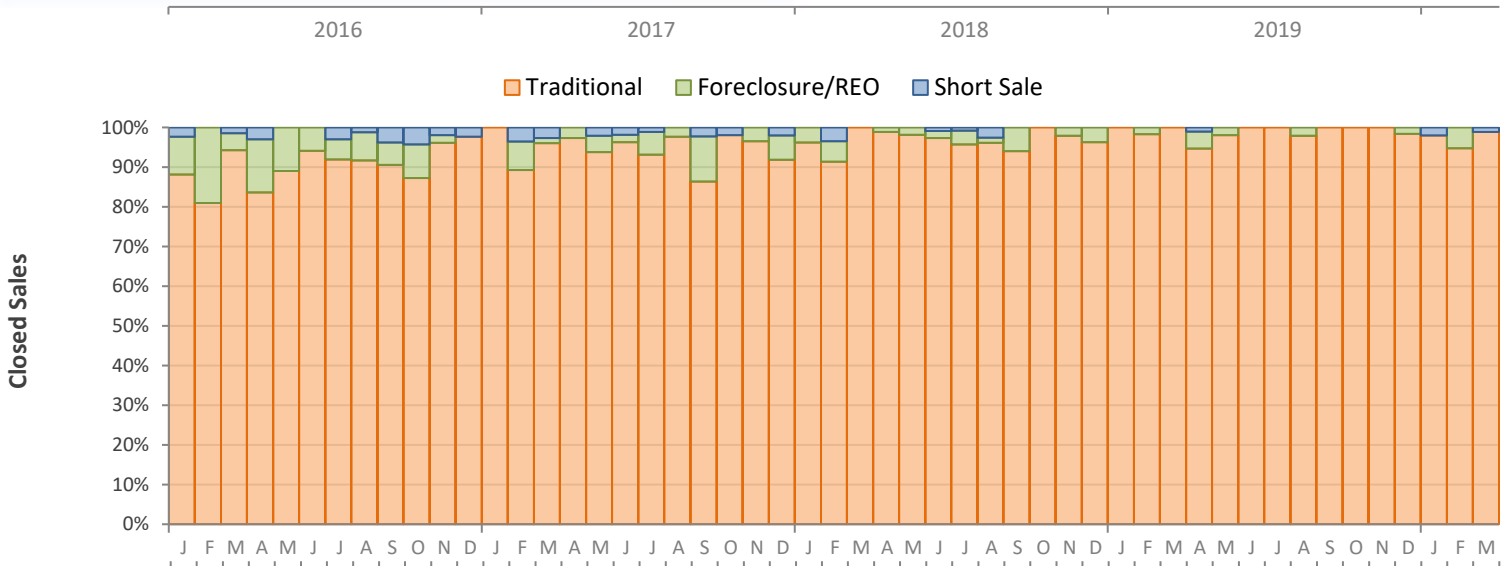
Monthly Distressed Market - March 2020

Townhouses and Condos

Alachua County



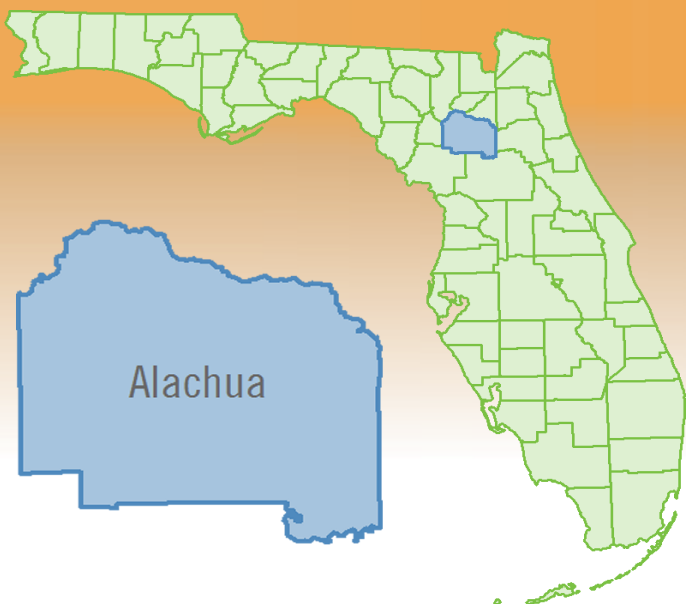
		March 2020	March 2019	Percent Change Year-over-Year
Traditional	Closed Sales	86	68	26.5%
	Median Sale Price	\$125,500	\$125,000	0.4%
Foreclosure/REO	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A
Short Sale	Closed Sales	1	0	N/A
	Median Sale Price	\$94,000	(No Sales)	N/A



Monthly Market Detail - March 2020

Manufactured Homes

Alachua County



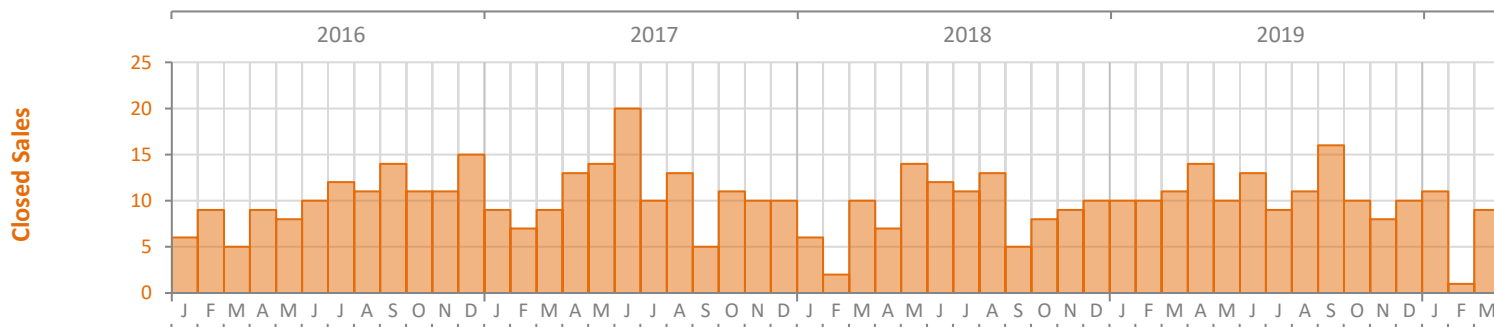
Summary Statistics	March 2020	March 2019	Percent Change Year-over-Year
Closed Sales	9	11	-18.2%
Paid in Cash	3	4	-25.0%
Median Sale Price	\$105,000	\$99,000	6.1%
Average Sale Price	\$108,341	\$106,494	1.7%
Dollar Volume	\$975,069	\$1.2 Million	-16.8%
Median Percent of Original List Price Received	92.1%	97.8%	-5.8%
Median Time to Contract	44 Days	14 Days	214.3%
Median Time to Sale	83 Days	59 Days	40.7%
New Pending Sales	13	15	-13.3%
New Listings	13	19	-31.6%
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 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	21	-32.3%
March 2020	9	-18.2%
February 2020	1	-90.0%
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%

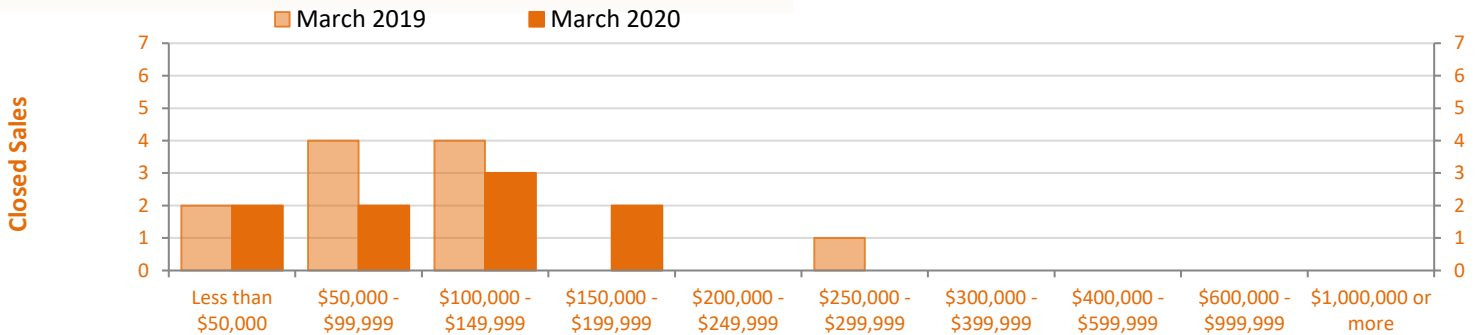


Closed Sales by Sale Price

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	0.0%
\$50,000 - \$99,999	2	-50.0%
\$100,000 - \$149,999	3	-25.0%
\$150,000 - \$199,999	2	N/A
\$200,000 - \$249,999	0	N/A
\$250,000 - \$299,999	0	-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

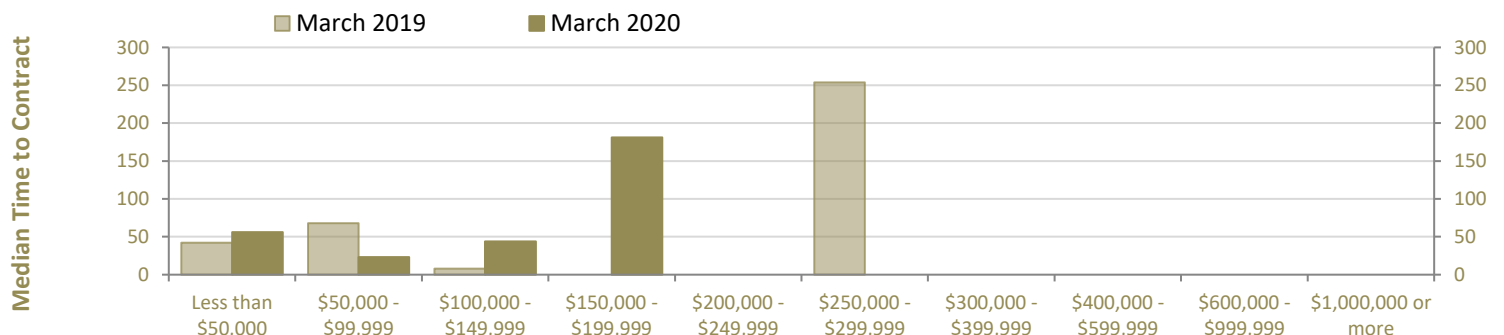


Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the 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	56 Days	33.3%
\$50,000 - \$99,999	23 Days	-66.2%
\$100,000 - \$149,999	44 Days	450.0%
\$150,000 - \$199,999	181 Days	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

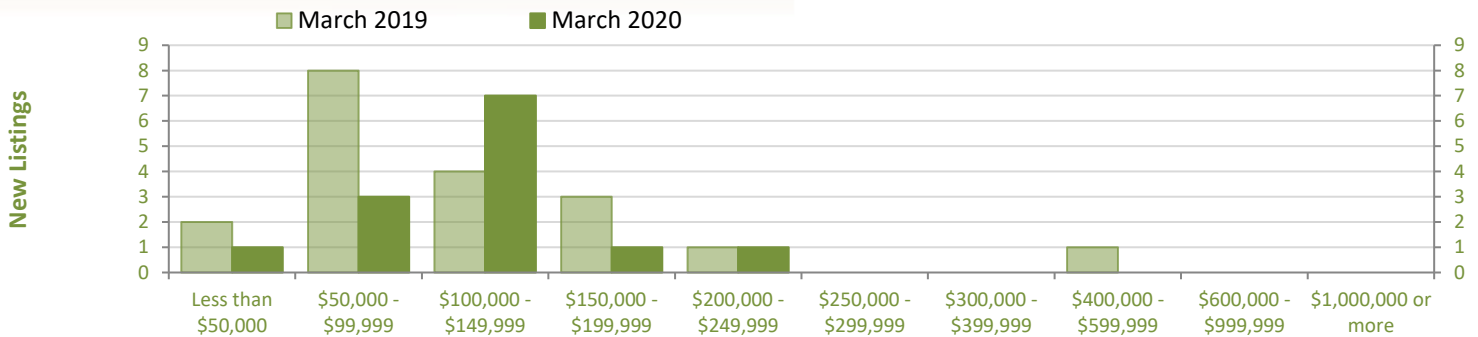


New Listings by Initial Listing Price

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	1	-50.0%
\$50,000 - \$99,999	3	-62.5%
\$100,000 - \$149,999	7	75.0%
\$150,000 - \$199,999	1	-66.7%
\$200,000 - \$249,999	1	0.0%
\$250,000 - \$299,999	0	N/A
\$300,000 - \$399,999	0	N/A
\$400,000 - \$599,999	0	-100.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

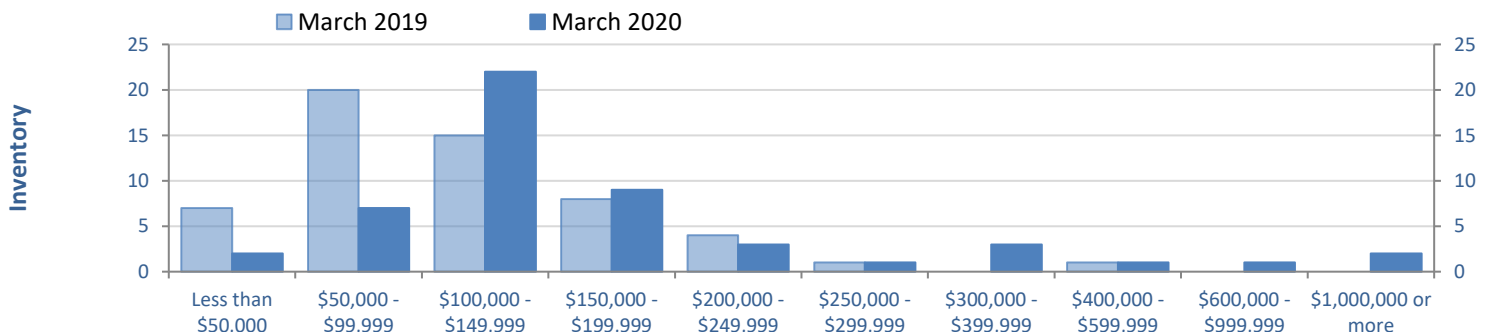


Inventory by Current Listing Price

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.

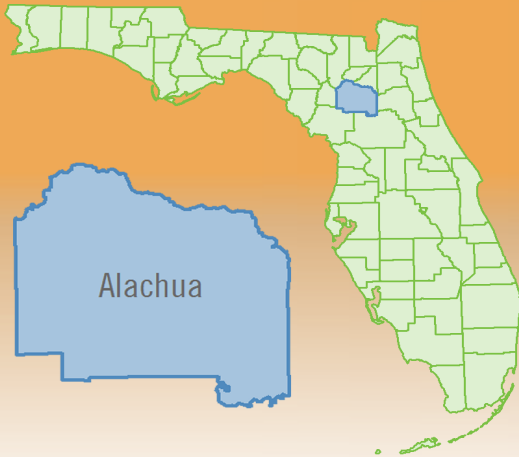
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	2	-71.4%
\$50,000 - \$99,999	7	-65.0%
\$100,000 - \$149,999	22	46.7%
\$150,000 - \$199,999	9	12.5%
\$200,000 - \$249,999	3	-25.0%
\$250,000 - \$299,999	1	0.0%
\$300,000 - \$399,999	3	N/A
\$400,000 - \$599,999	1	0.0%
\$600,000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



Monthly Distressed Market - March 2020

Manufactured Homes

Alachua County



		March 2020	March 2019	Percent Change Year-over-Year
Traditional	Closed Sales	8	10	-20.0%
	Median Sale Price	\$110,000	\$109,500	0.5%
Foreclosure/REO	Closed Sales	1	1	0.0%
	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

