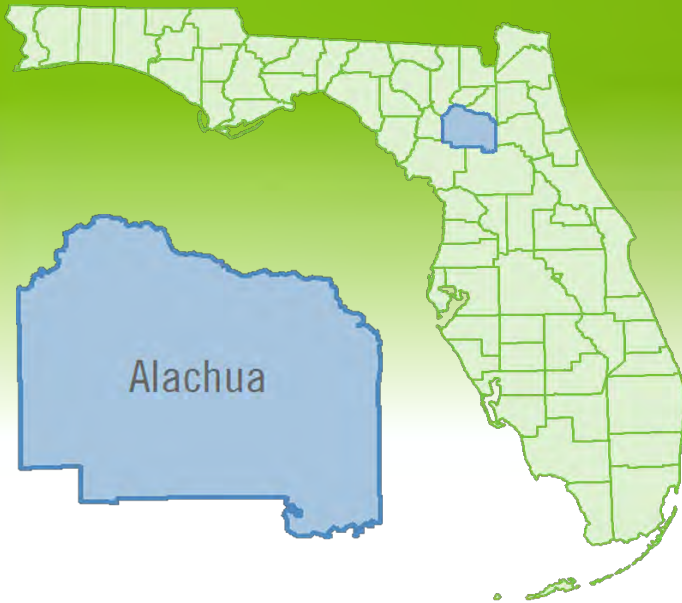


Monthly Market Detail - July 2018

Single Family Homes

Alachua County



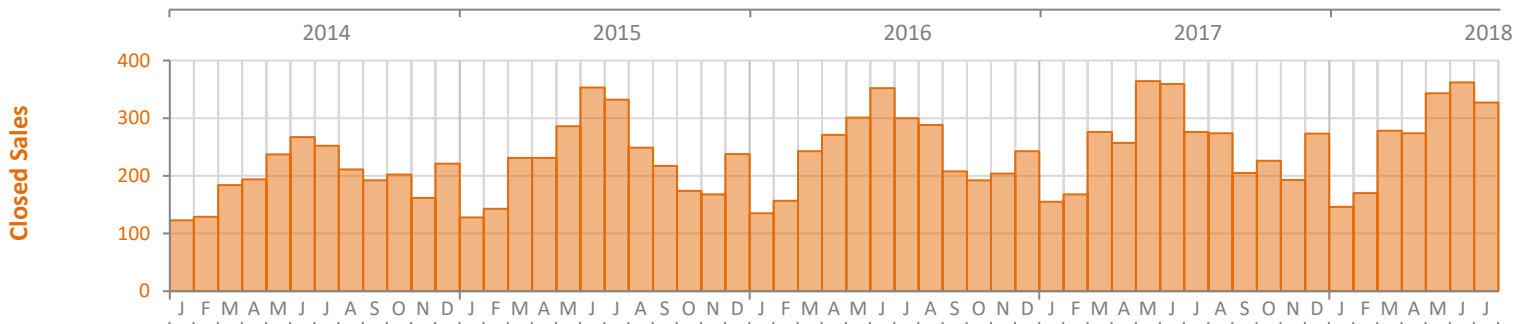
Summary Statistics	July 2018	July 2017	Percent Change Year-over-Year
Closed Sales	327	276	18.5%
Paid in Cash	53	52	1.9%
Median Sale Price	\$235,500	\$237,000	-0.6%
Average Sale Price	\$273,144	\$260,692	4.8%
Dollar Volume	\$89.3 Million	\$72.0 Million	24.1%
Median Percent of Original List Price Received	98.2%	97.3%	0.9%
Median Time to Contract	37 Days	43 Days	-14.0%
Median Time to Sale	75 Days	82 Days	-8.5%
New Pending Sales	304	313	-2.9%
New Listings	323	310	4.2%
Pending Inventory	413	431	-4.2%
Inventory (Active Listings)	949	996	-4.7%
Months Supply of Inventory	3.7	4.0	-7.5%

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	1,900	2.4%
July 2018	327	18.5%
June 2018	362	0.8%
May 2018	343	-5.8%
April 2018	274	6.6%
March 2018	278	0.7%
February 2018	170	1.2%
January 2018	146	-5.8%
December 2017	273	12.3%
November 2017	193	-5.4%
October 2017	226	17.7%
September 2017	205	-1.4%
August 2017	274	-4.9%
July 2017	276	-8.0%

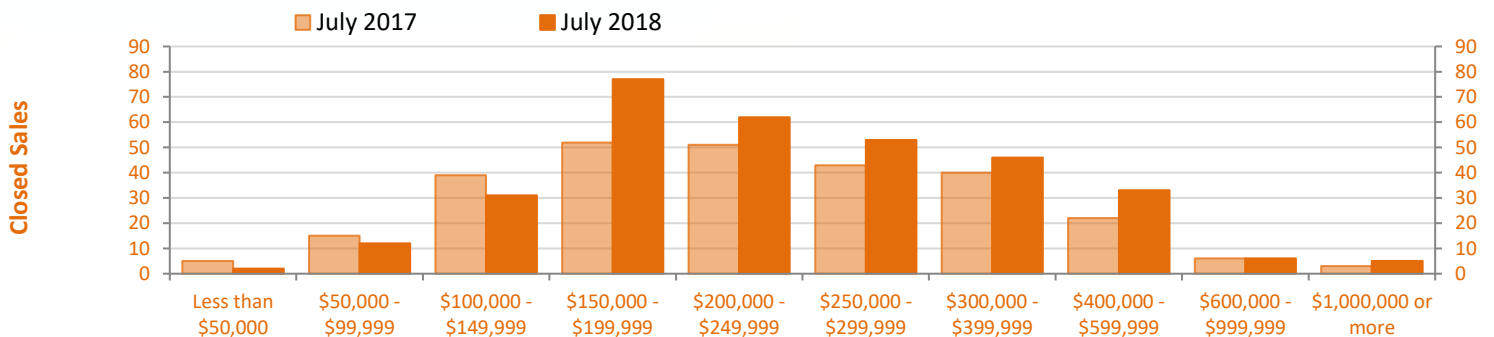


Closed Sales by Sale Price

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	2	-60.0%
\$50,000 - \$99,999	12	-20.0%
\$100,000 - \$149,999	31	-20.5%
\$150,000 - \$199,999	77	48.1%
\$200,000 - \$249,999	62	21.6%
\$250,000 - \$299,999	53	23.3%
\$300,000 - \$399,999	46	15.0%
\$400,000 - \$599,999	33	50.0%
\$600,000 - \$999,999	6	0.0%
\$1,000,000 or more	5	66.7%

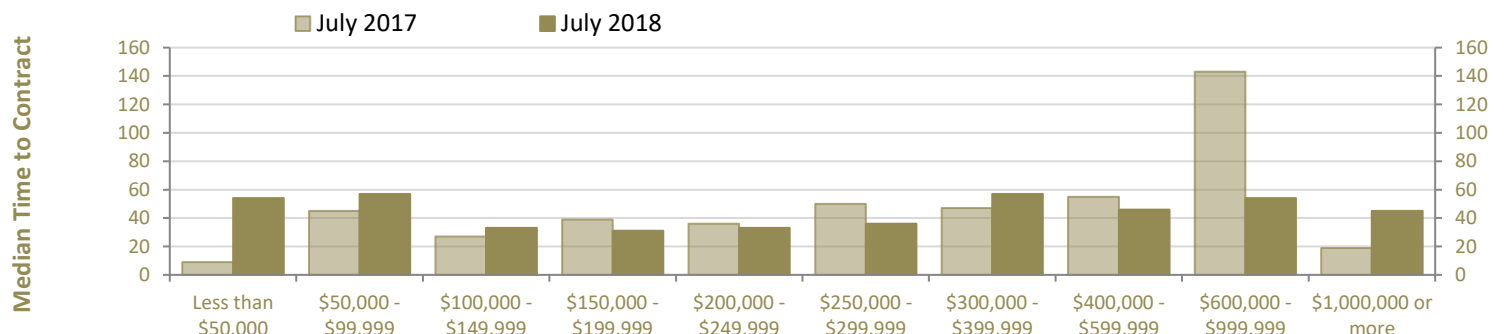


Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the 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	54 Days	500.0%
\$50,000 - \$99,999	57 Days	26.7%
\$100,000 - \$149,999	33 Days	22.2%
\$150,000 - \$199,999	31 Days	-20.5%
\$200,000 - \$249,999	33 Days	-8.3%
\$250,000 - \$299,999	36 Days	-28.0%
\$300,000 - \$399,999	57 Days	21.3%
\$400,000 - \$599,999	46 Days	-16.4%
\$600,000 - \$999,999	54 Days	-62.2%
\$1,000,000 or more	45 Days	136.8%

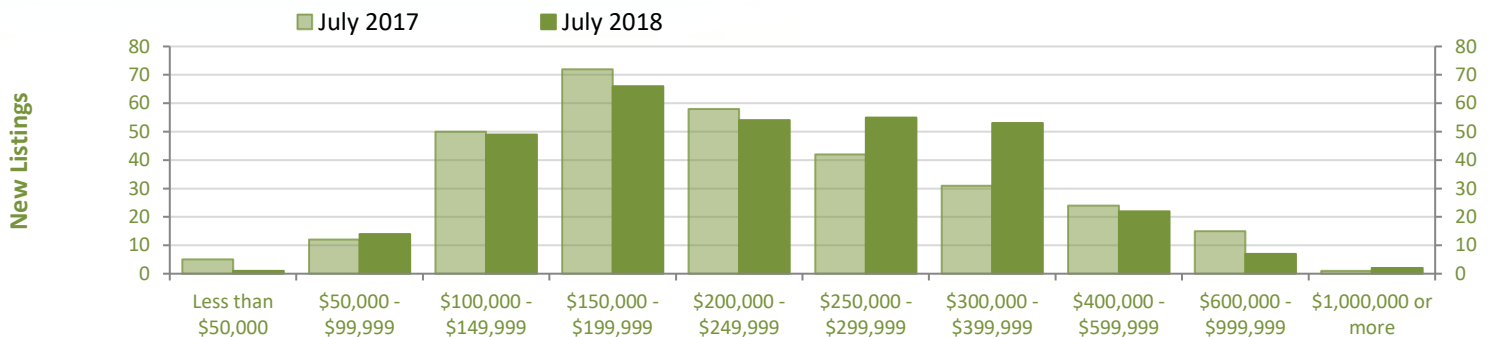


New Listings by Initial Listing Price

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	-80.0%
\$50,000 - \$99,999	14	16.7%
\$100,000 - \$149,999	49	-2.0%
\$150,000 - \$199,999	66	-8.3%
\$200,000 - \$249,999	54	-6.9%
\$250,000 - \$299,999	55	31.0%
\$300,000 - \$399,999	53	71.0%
\$400,000 - \$599,999	22	-8.3%
\$600,000 - \$999,999	7	-53.3%
\$1,000,000 or more	2	100.0%

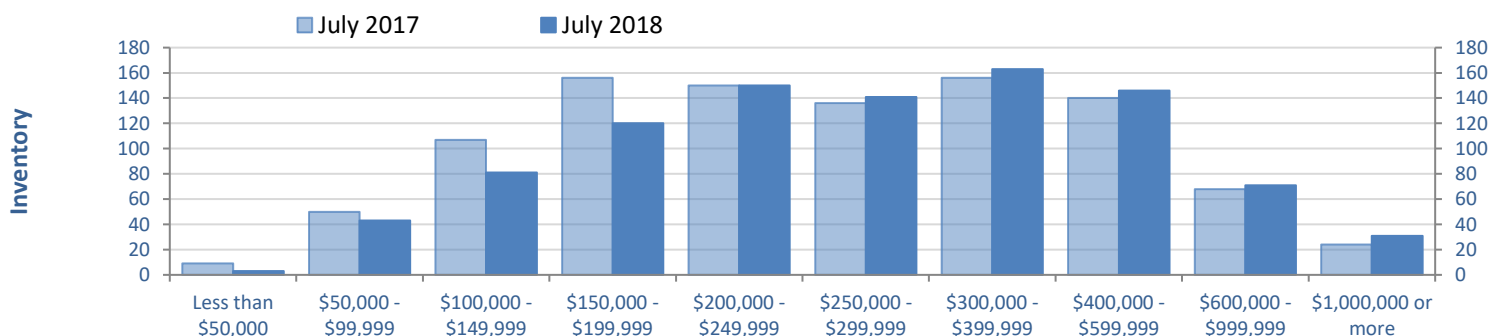


Inventory by Current Listing Price

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.

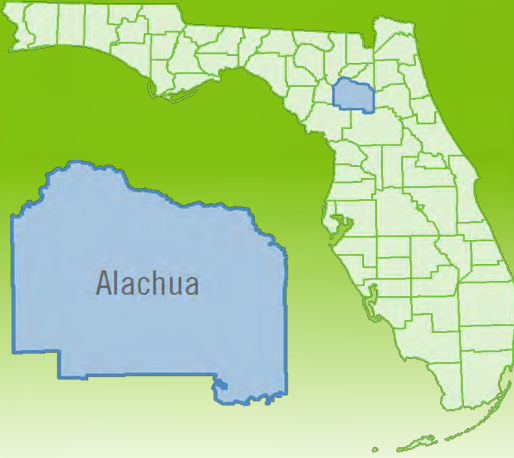
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	3	-66.7%
\$50,000 - \$99,999	43	-14.0%
\$100,000 - \$149,999	81	-24.3%
\$150,000 - \$199,999	120	-23.1%
\$200,000 - \$249,999	150	0.0%
\$250,000 - \$299,999	141	3.7%
\$300,000 - \$399,999	163	4.5%
\$400,000 - \$599,999	146	4.3%
\$600,000 - \$999,999	71	4.4%
\$1,000,000 or more	31	29.2%



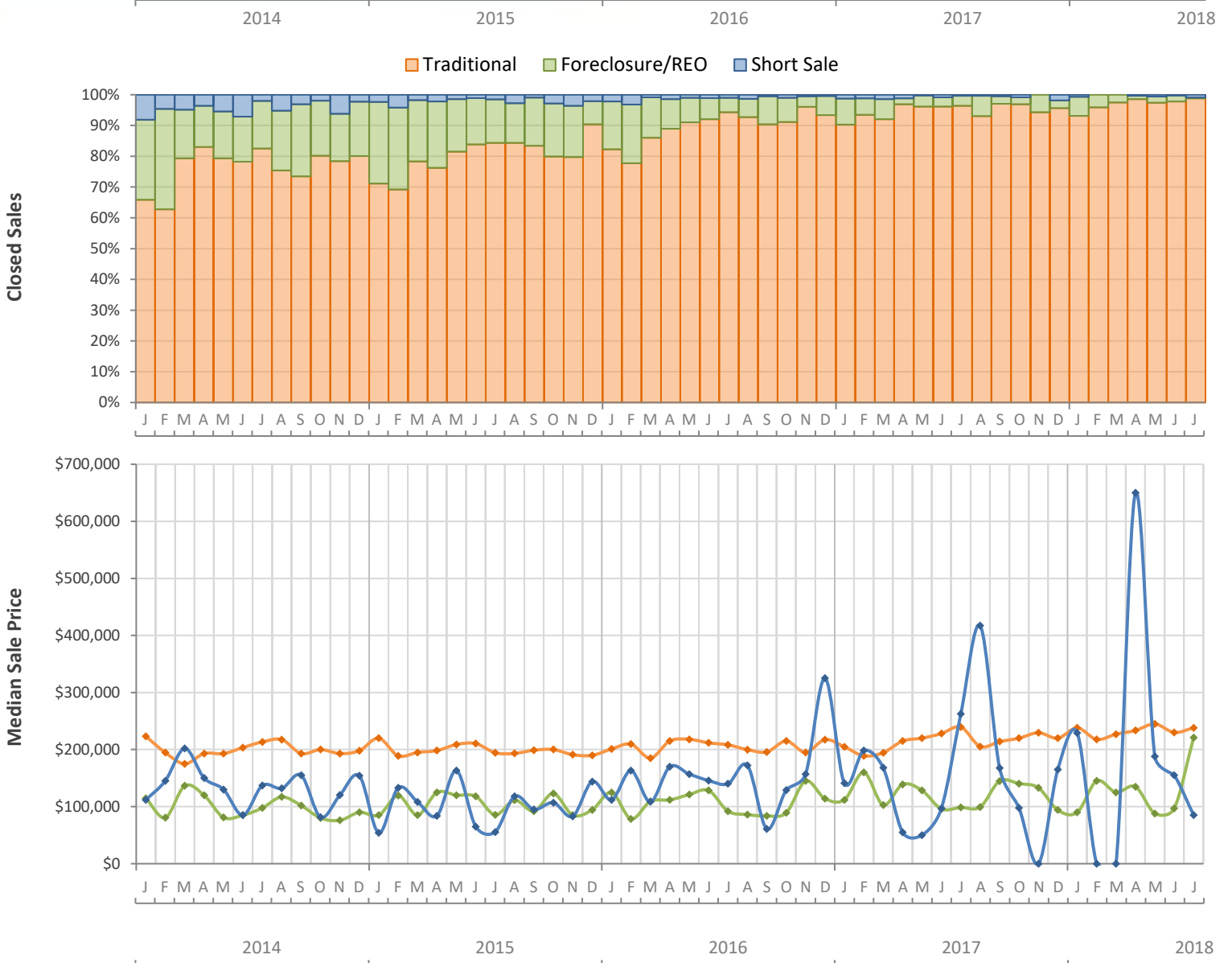
Monthly Distressed Market - July 2018

Single Family Homes

Alachua County



		July 2018	July 2017	Percent Change Year-over-Year
Traditional	Closed Sales	323	266	21.4%
	Median Sale Price	\$238,000	\$239,500	-0.6%
Foreclosure/REO	Closed Sales	1	9	-88.9%
	Median Sale Price	\$220,915	\$98,500	124.3%
Short Sale	Closed Sales	3	1	200.0%
	Median Sale Price	\$85,000	\$262,590	-67.6%



Monthly Market Detail - July 2018

Townhouses and Condos

Alachua County



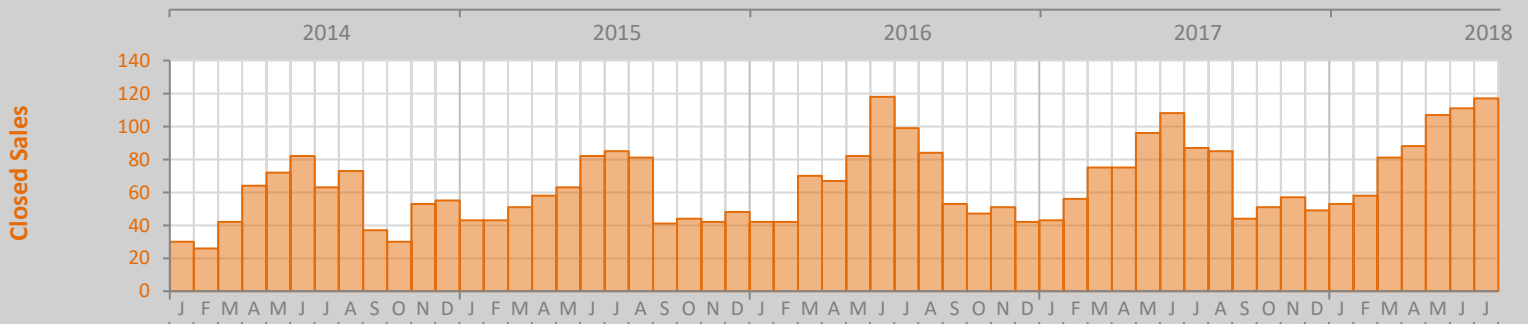
Summary Statistics	July 2018	July 2017	Percent Change Year-over-Year
Closed Sales	117	87	34.5%
Paid in Cash	68	54	25.9%
Median Sale Price	\$106,500	\$110,000	-3.2%
Average Sale Price	\$114,606	\$115,145	-0.5%
Dollar Volume	\$13.4 Million	\$10.0 Million	33.9%
Median Percent of Original List Price Received	97.5%	96.8%	0.7%
Median Time to Contract	19 Days	35 Days	-45.7%
Median Time to Sale	55 Days	58 Days	-5.2%
New Pending Sales	93	98	-5.1%
New Listings	76	73	4.1%
Pending Inventory	68	96	-29.2%
Inventory (Active Listings)	151	153	-1.3%
Months Supply of Inventory	2.0	2.2	-9.1%

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	615	13.9%
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%
February 2018	58	3.6%
January 2018	53	23.3%
December 2017	49	16.7%
November 2017	57	11.8%
October 2017	51	8.5%
September 2017	44	-17.0%
August 2017	85	1.2%
July 2017	87	-12.1%

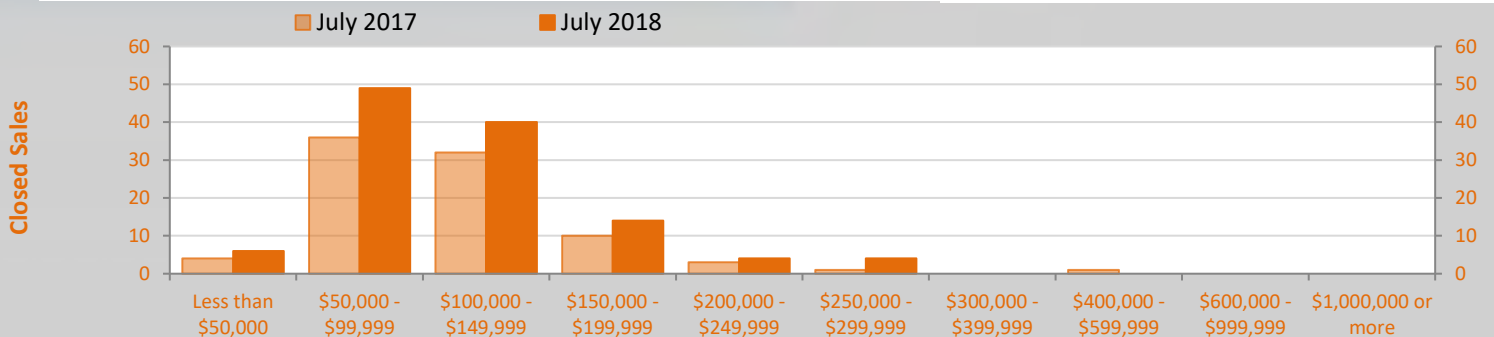


Closed Sales by Sale Price

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	6	50.0%
\$50,000 - \$99,999	49	36.1%
\$100,000 - \$149,999	40	25.0%
\$150,000 - \$199,999	14	40.0%
\$200,000 - \$249,999	4	33.3%
\$250,000 - \$299,999	4	300.0%
\$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

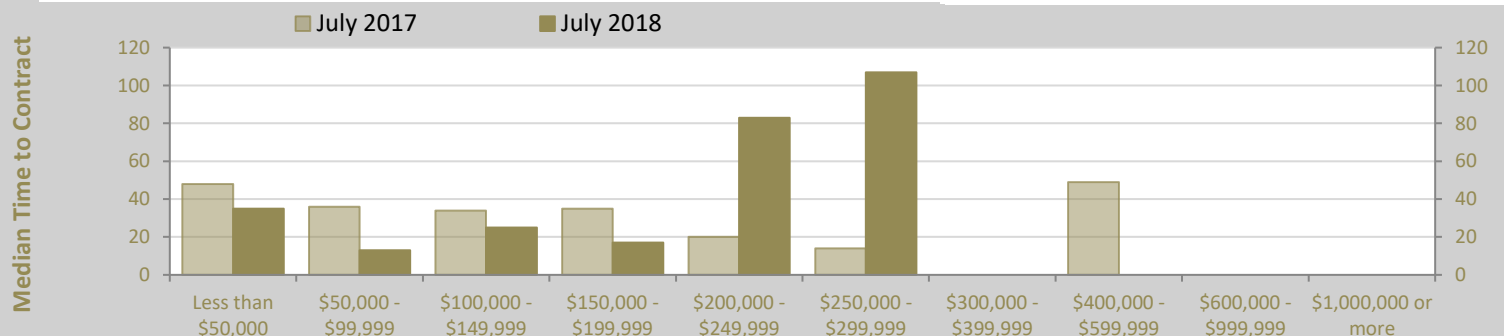


Median Time to Contract by Sale Price

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	35 Days	-27.1%
\$50,000 - \$99,999	13 Days	-63.9%
\$100,000 - \$149,999	25 Days	-26.5%
\$150,000 - \$199,999	17 Days	-51.4%
\$200,000 - \$249,999	83 Days	315.0%
\$250,000 - \$299,999	107 Days	664.3%
\$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

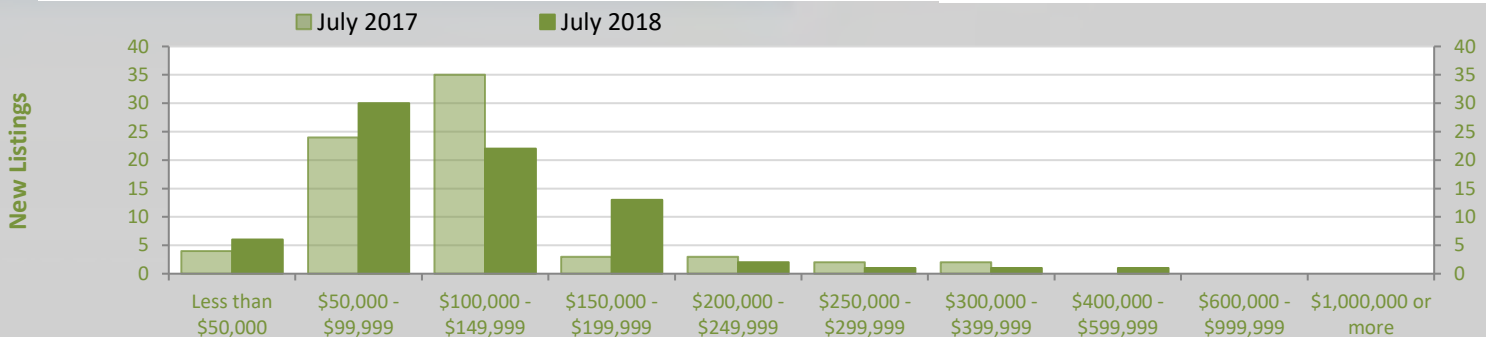


New Listings by Initial Listing Price

The number of properties put onto the market during the 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	6	50.0%
\$50,000 - \$99,999	30	25.0%
\$100,000 - \$149,999	22	-37.1%
\$150,000 - \$199,999	13	333.3%
\$200,000 - \$249,999	2	-33.3%
\$250,000 - \$299,999	1	-50.0%
\$300,000 - \$399,999	1	-50.0%
\$400,000 - \$599,999	1	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

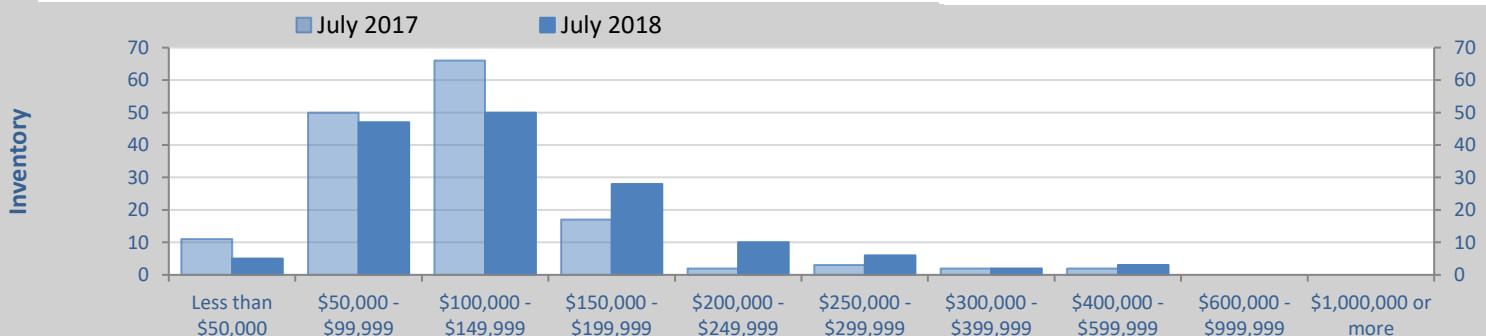


Inventory by Current Listing Price

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	5	-54.5%
\$50,000 - \$99,999	47	-6.0%
\$100,000 - \$149,999	50	-24.2%
\$150,000 - \$199,999	28	64.7%
\$200,000 - \$249,999	10	400.0%
\$250,000 - \$299,999	6	100.0%
\$300,000 - \$399,999	2	0.0%
\$400,000 - \$599,999	3	50.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A



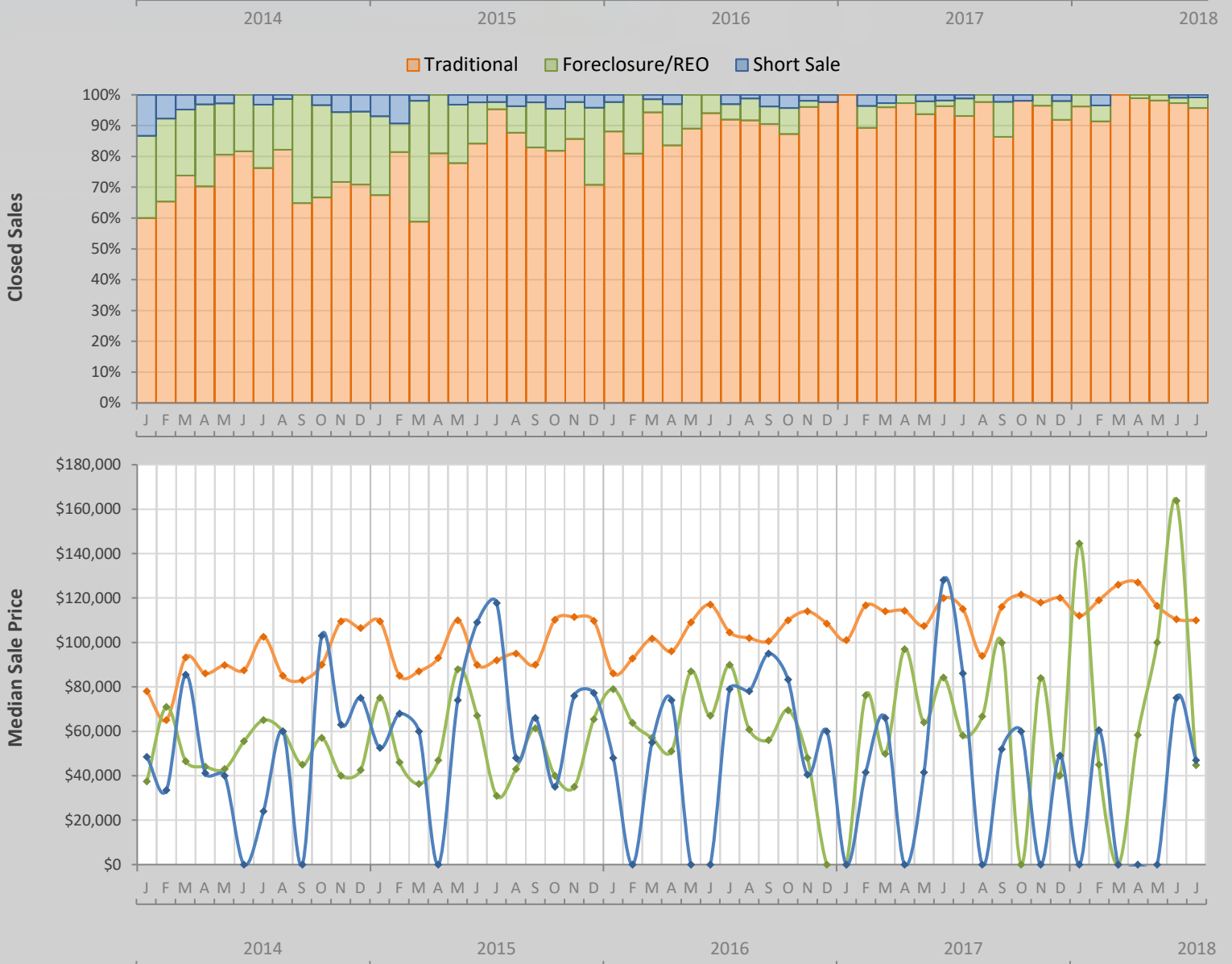
Monthly Distressed Market - July 2018

Townhouses and Condos

Alachua County



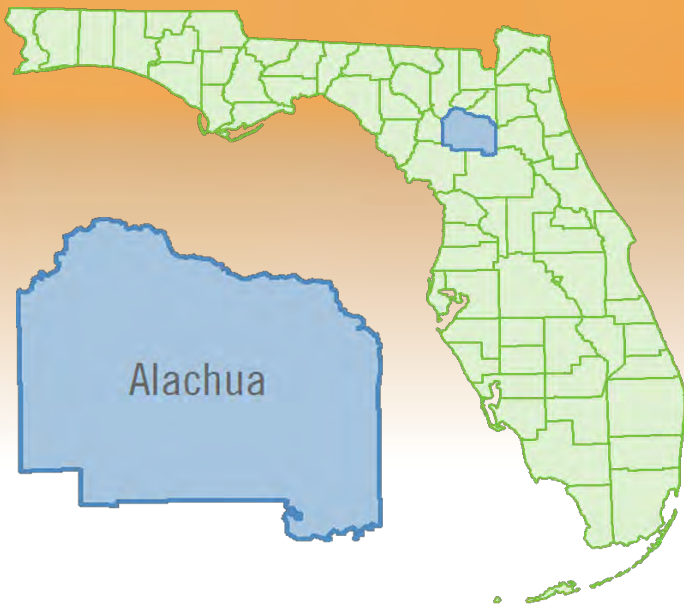
		July 2018	July 2017	Percent Change Year-over-Year
Traditional	Closed Sales	112	81	38.3%
	Median Sale Price	\$110,000	\$115,000	-4.3%
Foreclosure/REO	Closed Sales	4	5	-20.0%
	Median Sale Price	\$44,750	\$58,051	-22.9%
Short Sale	Closed Sales	1	1	0.0%
	Median Sale Price	\$47,000	\$86,000	-45.3%



Monthly Market Detail - July 2018

Manufactured Homes

Alachua County



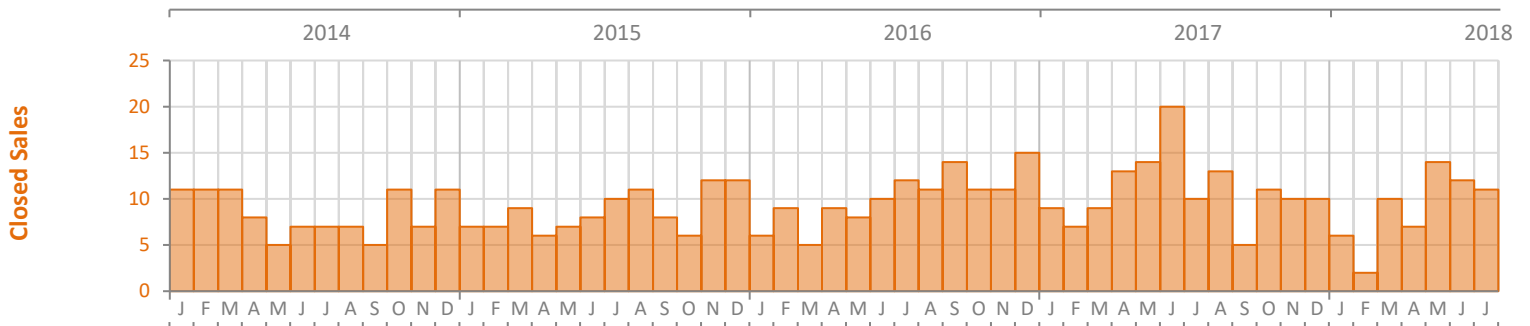
Summary Statistics	July 2018	July 2017	Percent Change Year-over-Year
Closed Sales	11	10	10.0%
Paid in Cash	3	4	-25.0%
Median Sale Price	\$112,500	\$83,000	35.5%
Average Sale Price	\$110,818	\$91,240	21.5%
Dollar Volume	\$1.2 Million	\$912,400	33.6%
Median Percent of Original List Price Received	100.0%	99.1%	0.9%
Median Time to Contract	57 Days	46 Days	23.9%
Median Time to Sale	90 Days	75 Days	20.0%
New Pending Sales	10	12	-16.7%
New Listings	11	13	-15.4%
Pending Inventory	22	22	0.0%
Inventory (Active Listings)	38	35	8.6%
Months Supply of Inventory	4.1	2.9	41.4%

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	62	-24.4%
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%
February 2018	2	-71.4%
January 2018	6	-33.3%
December 2017	10	-33.3%
November 2017	10	-9.1%
October 2017	11	0.0%
September 2017	5	-64.3%
August 2017	13	18.2%
July 2017	10	-16.7%

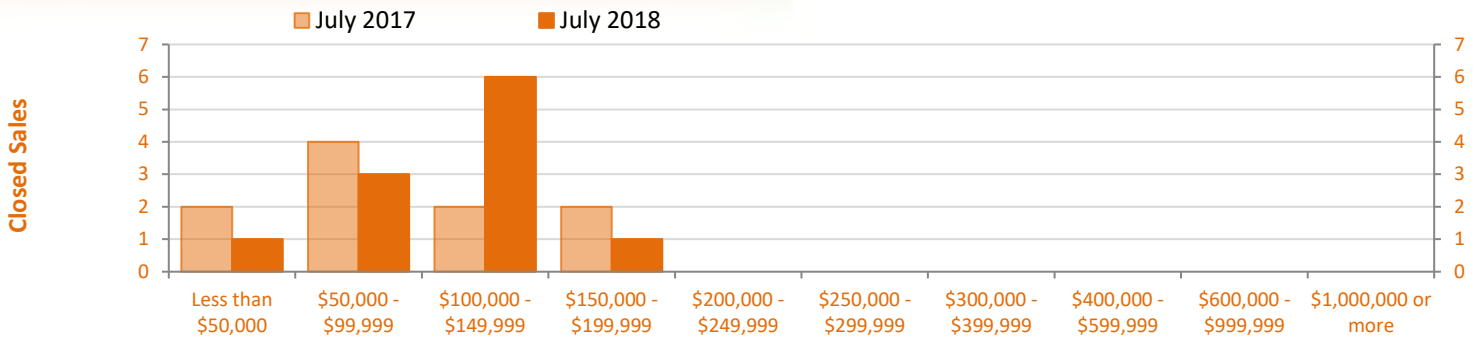


Closed Sales by Sale Price

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	3	-25.0%
\$100,000 - \$149,999	6	200.0%
\$150,000 - \$199,999	1	-50.0%
\$200,000 - \$249,999	0	N/A
\$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

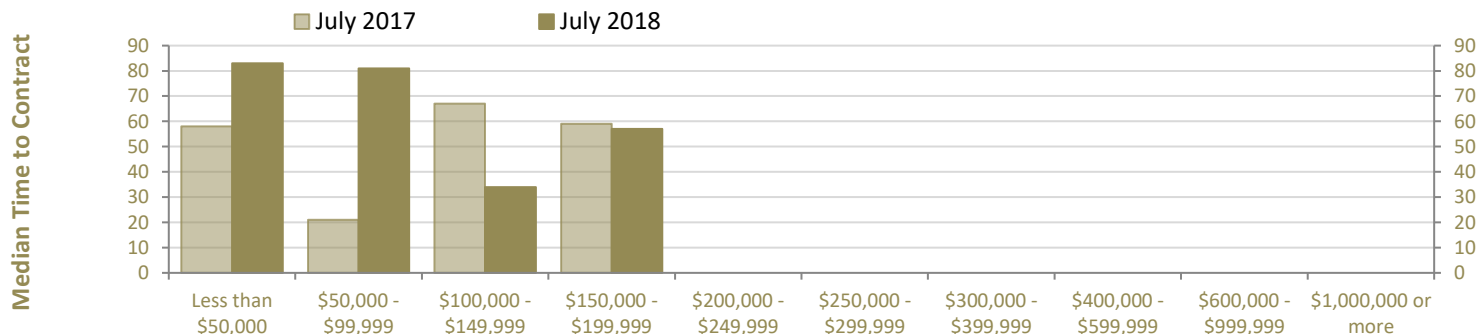


Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the 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	83 Days	43.1%
\$50,000 - \$99,999	81 Days	285.7%
\$100,000 - \$149,999	34 Days	-49.3%
\$150,000 - \$199,999	57 Days	-3.4%
\$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

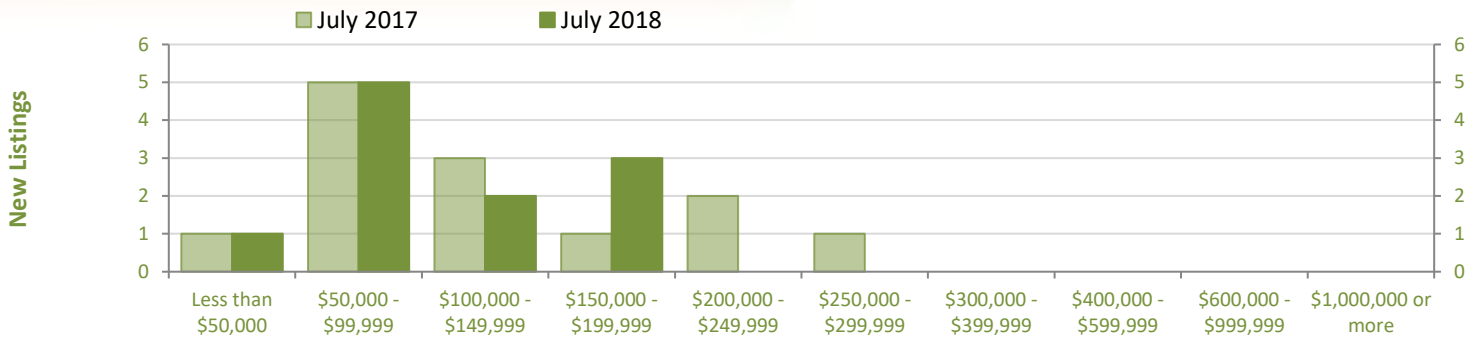


New Listings by Initial Listing Price

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	0.0%
\$50,000 - \$99,999	5	0.0%
\$100,000 - \$149,999	2	-33.3%
\$150,000 - \$199,999	3	200.0%
\$200,000 - \$249,999	0	-100.0%
\$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

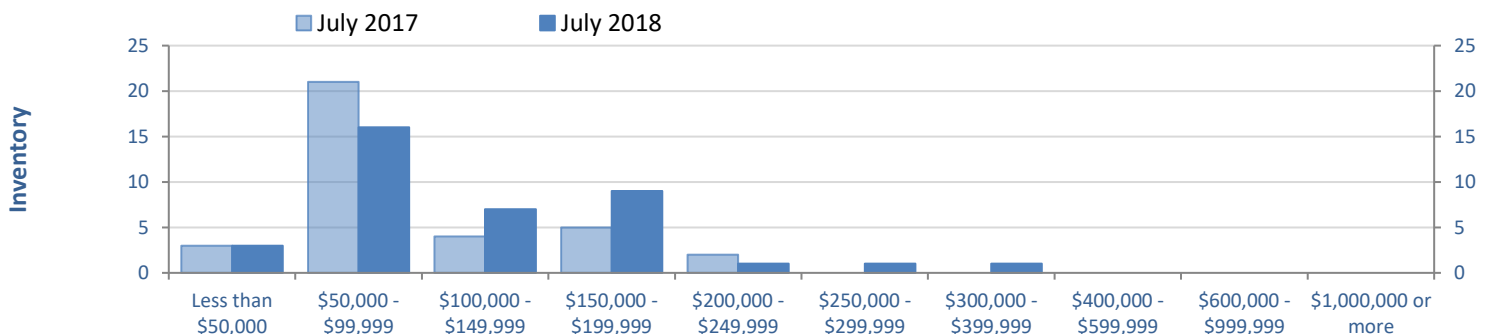


Inventory by Current Listing Price

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.

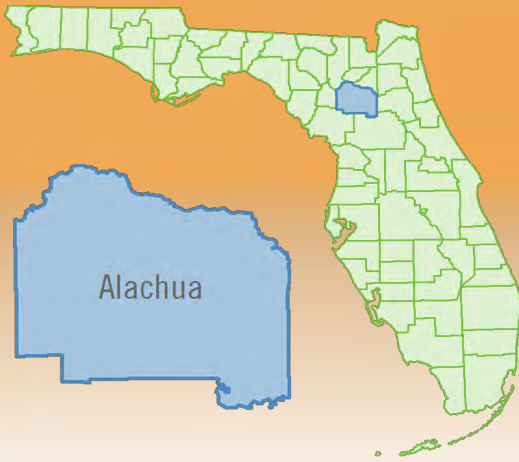
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	3	0.0%
\$50,000 - \$99,999	16	-23.8%
\$100,000 - \$149,999	7	75.0%
\$150,000 - \$199,999	9	80.0%
\$200,000 - \$249,999	1	-50.0%
\$250,000 - \$299,999	1	N/A
\$300,000 - \$399,999	1	N/A
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A



Monthly Distressed Market - July 2018

Manufactured Homes

Alachua County



		July 2018	July 2017	Percent Change Year-over-Year
Traditional	Closed Sales	11	8	37.5%
	Median Sale Price	\$112,500	\$100,500	11.9%
Foreclosure/REO	Closed Sales	0	2	-100.0%
	Median Sale Price	(No Sales)	\$50,750	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

