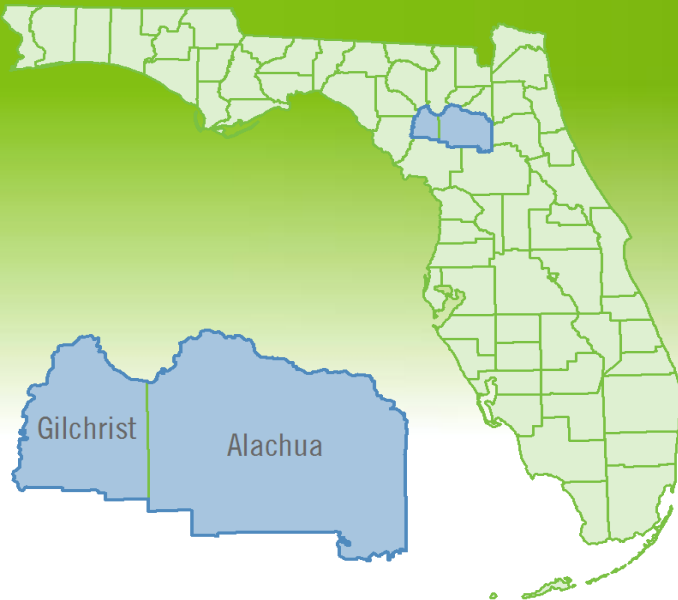


Monthly Market Detail - August 2019

Single Family Homes

Gainesville MSA



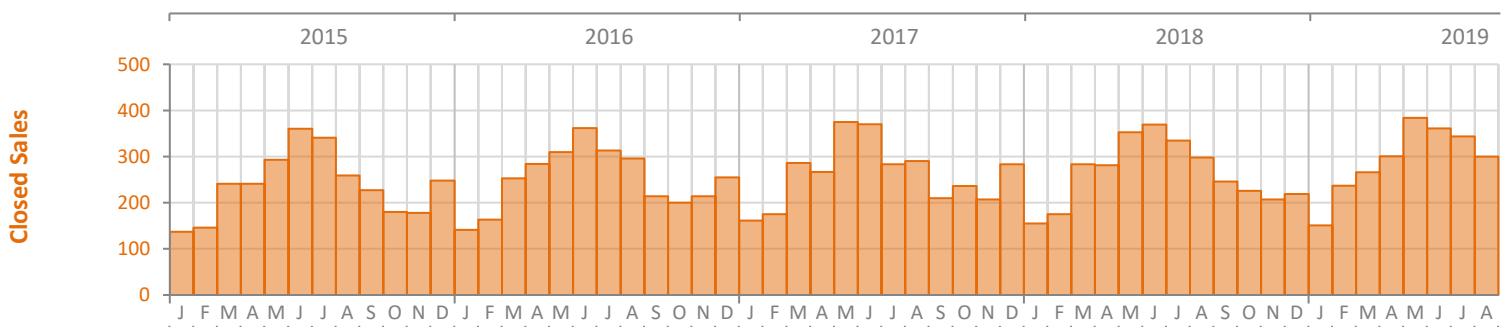
Summary Statistics	August 2019	August 2018	Percent Change Year-over-Year
Closed Sales	300	298	0.7%
Paid in Cash	63	75	-16.0%
Median Sale Price	\$237,000	\$225,000	5.3%
Average Sale Price	\$268,844	\$258,875	3.9%
Dollar Volume	\$80.7 Million	\$77.1 Million	4.5%
Median Percent of Original List Price Received	96.8%	97.1%	-0.3%
Median Time to Contract	37 Days	40 Days	-7.5%
Median Time to Sale	86 Days	76 Days	13.2%
New Pending Sales	255	300	-15.0%
New Listings	287	321	-10.6%
Pending Inventory	439	417	5.3%
Inventory (Active Listings)	883	1,018	-13.3%
Months Supply of Inventory	3.3	3.8	-13.2%

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	2,344	4.2%
August 2019	300	0.7%
July 2019	344	2.7%
June 2019	361	-2.2%
May 2019	384	8.8%
April 2019	301	7.1%
March 2019	266	-6.0%
February 2019	237	35.4%
January 2019	151	-2.6%
December 2018	219	-22.6%
November 2018	207	0.0%
October 2018	226	-4.2%
September 2018	246	17.1%
August 2018	298	2.8%

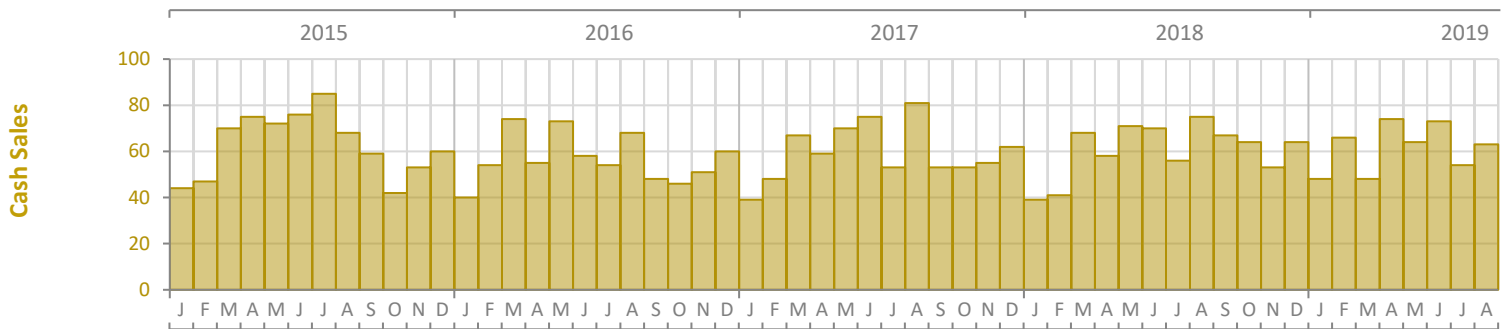


Cash Sales

The number of Closed Sales during the month in which buyers exclusively paid in cash

Economists' note: Cash Sales can be a useful indicator of the extent to which investors are participating in the market. Why? Investors are far more likely to have the funds to purchase a home available up front, whereas the typical homebuyer requires a mortgage or some other form of financing. There are, of course, many possible exceptions, so this statistic should be interpreted with care.

Month	Cash Sales	Percent Change Year-over-Year
Year-to-Date	490	2.5%
August 2019	63	-16.0%
July 2019	54	-3.6%
June 2019	73	4.3%
May 2019	64	-9.9%
April 2019	74	27.6%
March 2019	48	-29.4%
February 2019	66	61.0%
January 2019	48	23.1%
December 2018	64	3.2%
November 2018	53	-3.6%
October 2018	64	20.8%
September 2018	67	26.4%
August 2018	75	-7.4%

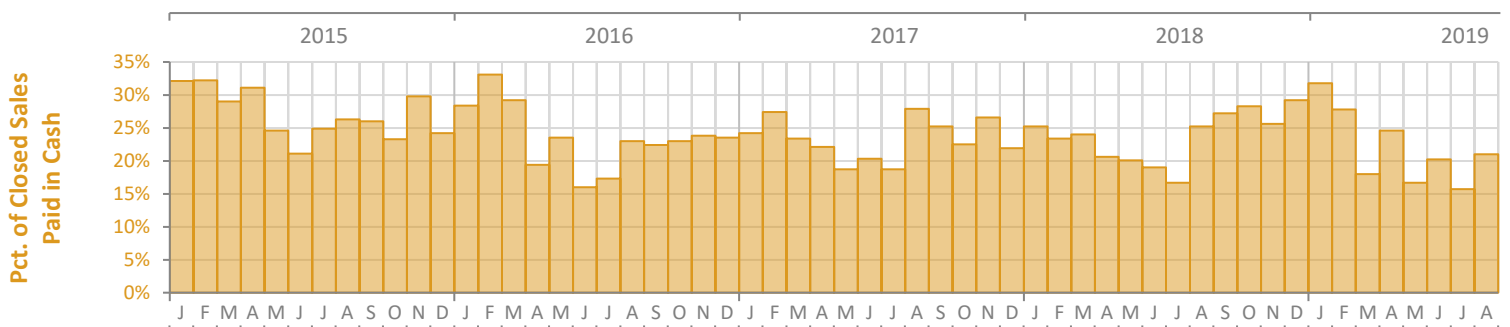


Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the month which were Cash Sales

Economists' note: This statistic is simply another way of viewing Cash Sales. The remaining percentages of Closed Sales (i.e. those not paid fully in cash) each month involved some sort of financing, such as mortgages, owner/seller financing, assumed loans, etc.

Month	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Year-to-Date	20.9%	-1.9%
August 2019	21.0%	-16.7%
July 2019	15.7%	-6.0%
June 2019	20.2%	6.3%
May 2019	16.7%	-16.9%
April 2019	24.6%	19.4%
March 2019	18.0%	-25.0%
February 2019	27.8%	18.8%
January 2019	31.8%	26.2%
December 2018	29.2%	33.3%
November 2018	25.6%	-3.8%
October 2018	28.3%	25.8%
September 2018	27.2%	7.9%
August 2018	25.2%	-9.7%

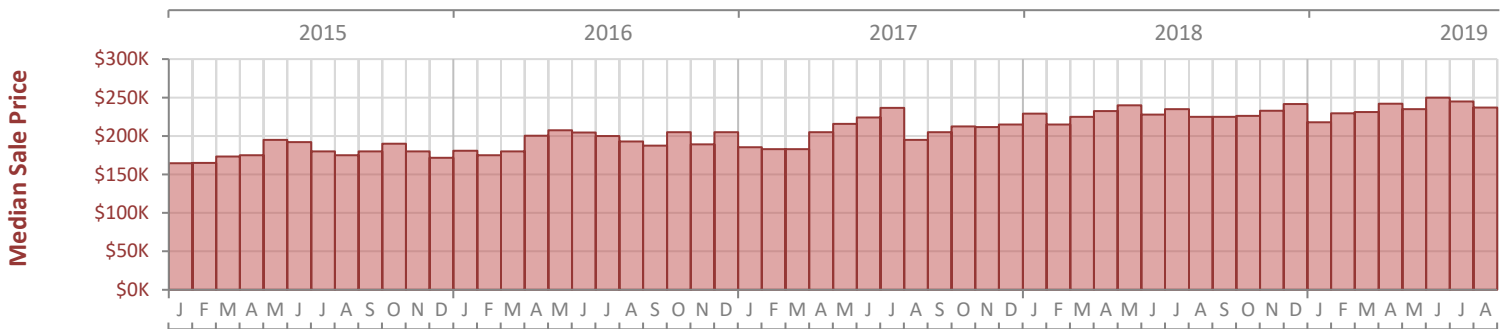


Median Sale Price

The median sale price reported for the month (i.e. 50% of sales were above and 50% of sales were below)

Economists' note: Median Sale Price is our preferred summary statistic for price activity because, unlike Average Sale Price, Median Sale Price is not sensitive to high sale prices for small numbers of homes that may not be characteristic of the market area. Keep in mind that median price trends over time are not always solely caused by changes in the general value of local real estate. Median sale price only reflects the values of the homes that *sold* each month, and the mix of the types of homes that sell can change over time.

Month	Median Sale Price	Percent Change Year-over-Year
Year-to-Date	\$238,000	3.5%
August 2019	\$237,000	5.3%
July 2019	\$245,000	4.3%
June 2019	\$250,000	9.6%
May 2019	\$235,000	-2.1%
April 2019	\$242,000	4.1%
March 2019	\$231,250	2.8%
February 2019	\$229,500	6.7%
January 2019	\$218,000	-4.8%
December 2018	\$241,750	12.5%
November 2018	\$233,000	10.2%
October 2018	\$226,220	6.5%
September 2018	\$225,000	9.8%
August 2018	\$225,000	15.4%

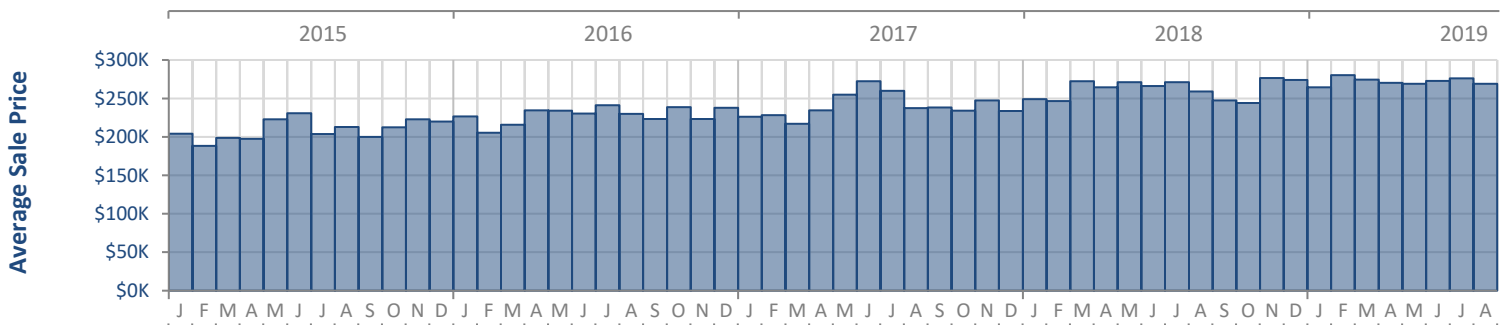


Average Sale Price

The average sale price reported for the month (i.e. total sales in dollars divided by the number of sales)

Economists' note: Usually, we prefer Median Sale Price over Average Sale Price as a summary statistic for home prices. However, Average Sale Price does have its uses—particularly when it is analyzed alongside the Median Sale Price. For one, the relative difference between the two statistics can provide some insight into the market for higher-end homes in an area.

Month	Average Sale Price	Percent Change Year-over-Year
Year-to-Date	\$272,149	2.9%
August 2019	\$268,844	3.9%
July 2019	\$276,162	1.9%
June 2019	\$272,627	2.5%
May 2019	\$268,846	-0.8%
April 2019	\$270,130	2.2%
March 2019	\$274,333	0.7%
February 2019	\$280,262	13.7%
January 2019	\$264,280	6.0%
December 2018	\$274,168	17.4%
November 2018	\$276,488	11.8%
October 2018	\$244,268	4.3%
September 2018	\$247,447	3.9%
August 2018	\$258,875	9.0%



Monthly Market Detail - August 2019

Single Family Homes

Gainesville MSA

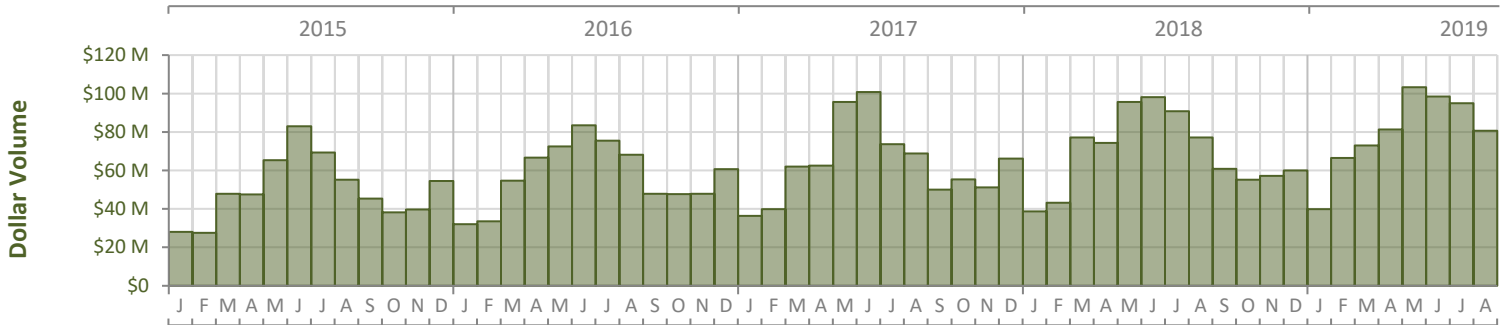


Dollar Volume

The sum of the sale prices for all sales which closed during the month

Economists' note: Dollar Volume is simply the sum of all sale prices in a given time period, and can quickly be calculated by multiplying Closed Sales by Average Sale Price. It is a strong indicator of the health of the real estate industry in a market, and is of particular interest to real estate professionals, investors, analysts, and government agencies. Potential home sellers and home buyers, on the other hand, will likely be better served by paying attention to trends in the two components of Dollar Volume (i.e. sales and prices) individually.

Month	Dollar Volume	Percent Change Year-over-Year
Year-to-Date	\$637.9 Million	7.2%
August 2019	\$80.7 Million	4.5%
July 2019	\$95.0 Million	4.6%
June 2019	\$98.4 Million	0.3%
May 2019	\$103.2 Million	8.0%
April 2019	\$81.3 Million	9.5%
March 2019	\$73.0 Million	-5.4%
February 2019	\$66.4 Million	54.0%
January 2019	\$39.9 Million	3.3%
December 2018	\$60.0 Million	-9.2%
November 2018	\$57.2 Million	11.8%
October 2018	\$55.2 Million	-0.1%
September 2018	\$60.9 Million	21.7%
August 2018	\$77.1 Million	12.0%

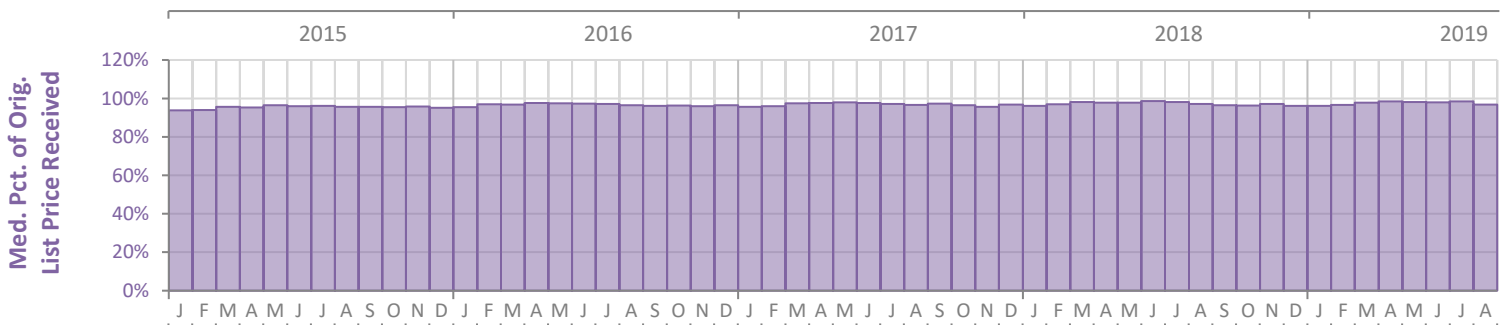


Median Percent of Original List Price Received

The median of the sale price (as a percentage of the original list price) across all properties selling during the month

Economists' note: The Median Percent of Original List Price Received is useful as an indicator of market recovery, since it typically rises as buyers realize that the market may be moving away from them and they need to match the selling price (or better it) in order to get a contract on the house. This is usually the last measure to indicate a market has shifted from down to up, so it is what we would call a *lagging* indicator.

Month	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
Year-to-Date	97.8%	0.0%
August 2019	96.8%	-0.3%
July 2019	98.4%	0.3%
June 2019	98.0%	-0.7%
May 2019	98.1%	0.3%
April 2019	98.4%	0.6%
March 2019	97.8%	-0.3%
February 2019	96.6%	-0.4%
January 2019	96.1%	-0.1%
December 2018	96.1%	-0.7%
November 2018	97.2%	1.6%
October 2018	96.3%	-0.2%
September 2018	96.5%	-0.8%
August 2018	97.1%	0.5%

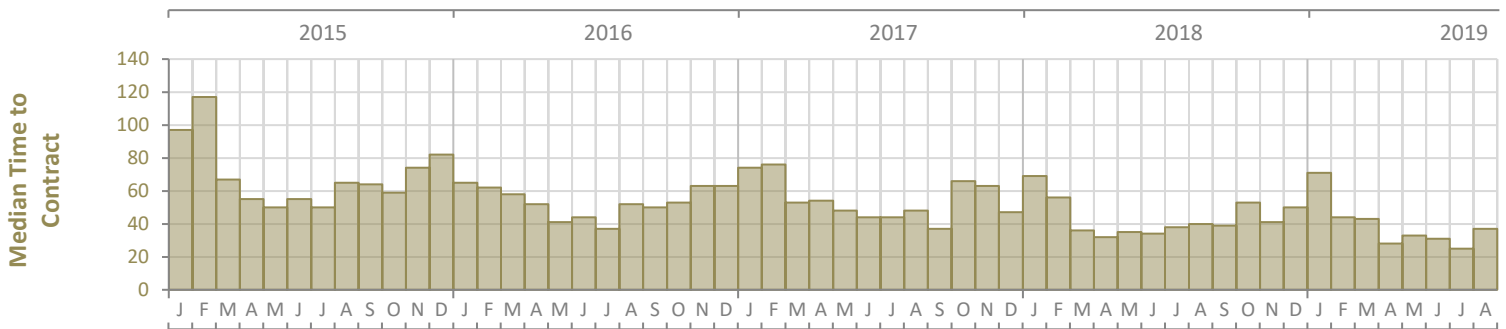


Median Time to Contract

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.

Month	Median Time to Contract	Percent Change Year-over-Year
Year-to-Date	35 Days	-5.4%
August 2019	37 Days	-7.5%
July 2019	25 Days	-34.2%
June 2019	31 Days	-8.8%
May 2019	33 Days	-5.7%
April 2019	28 Days	-12.5%
March 2019	43 Days	19.4%
February 2019	44 Days	-21.4%
January 2019	71 Days	2.9%
December 2018	50 Days	6.4%
November 2018	41 Days	-34.9%
October 2018	53 Days	-19.7%
September 2018	39 Days	5.4%
August 2018	40 Days	-16.7%

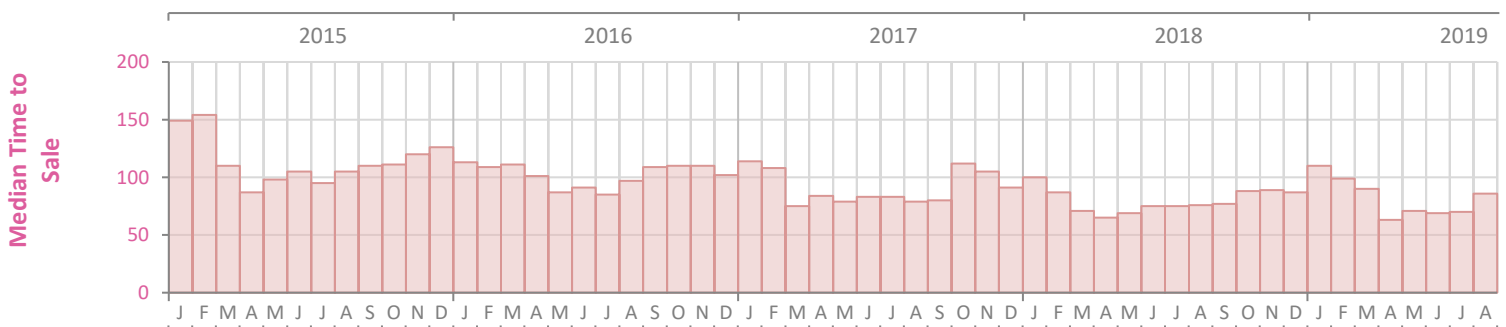


Median Time to Sale

The median number of days between the listing date and closing date for all Closed Sales during the month

Economists' note: Time to Sale is a measure of the length of the home selling process, calculated as the number of days between the initial listing of a property and the closing of the sale. *Median Time to Sale* is the amount of time the "middle" property selling this month was on the market. That is, 50% of homes selling this month took *less* time to sell, and 50% of homes took *more* time to sell. Median Time to Sale gives a more accurate picture than Average Time to Sale, which can be skewed upward by small numbers of properties taking an abnormally long time to sell.

Month	Median Time to Sale	Percent Change Year-over-Year
Year-to-Date	76 Days	1.3%
August 2019	86 Days	13.2%
July 2019	70 Days	-6.7%
June 2019	69 Days	-8.0%
May 2019	71 Days	2.9%
April 2019	63 Days	-3.1%
March 2019	90 Days	26.8%
February 2019	99 Days	13.8%
January 2019	110 Days	10.0%
December 2018	87 Days	-4.4%
November 2018	89 Days	-15.2%
October 2018	88 Days	-21.4%
September 2018	77 Days	-3.8%
August 2018	76 Days	-3.8%

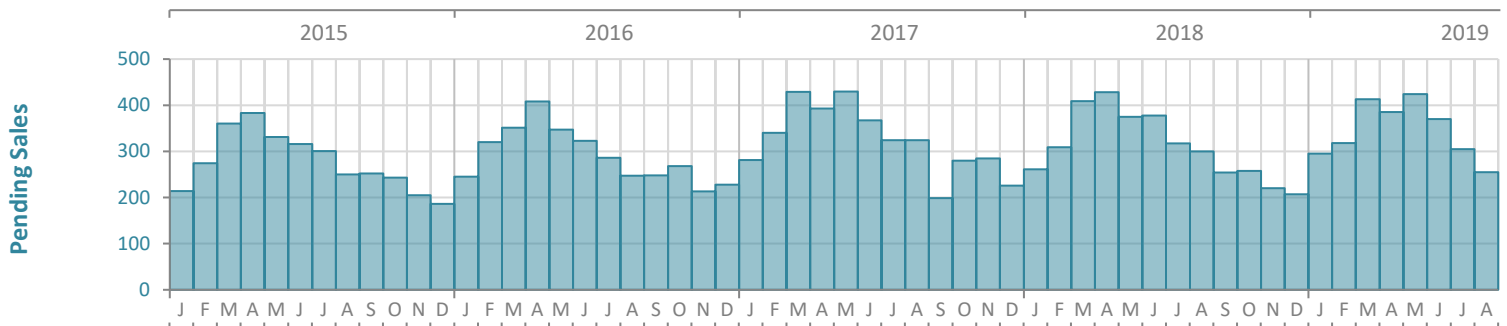


New Pending Sales

The number of listed properties that went under contract during the month

Economists' note: Because of the typical length of time it takes for a sale to close, economists consider Pending Sales to be a decent indicator of potential future Closed Sales. It is important to bear in mind, however, that not all Pending Sales will be closed successfully. So, the effectiveness of Pending Sales as a future indicator of Closed Sales is susceptible to changes in market conditions such as the availability of financing for homebuyers and the inventory of distressed properties for sale.

Month	New Pending Sales	Percent Change Year-over-Year
Year-to-Date	2,765	-0.4%
August 2019	255	-15.0%
July 2019	305	-3.8%
June 2019	370	-2.1%
May 2019	424	13.1%
April 2019	385	-10.0%
March 2019	413	1.0%
February 2019	318	2.9%
January 2019	295	13.0%
December 2018	207	-8.4%
November 2018	220	-22.8%
October 2018	258	-7.9%
September 2018	254	27.6%
August 2018	300	-7.4%

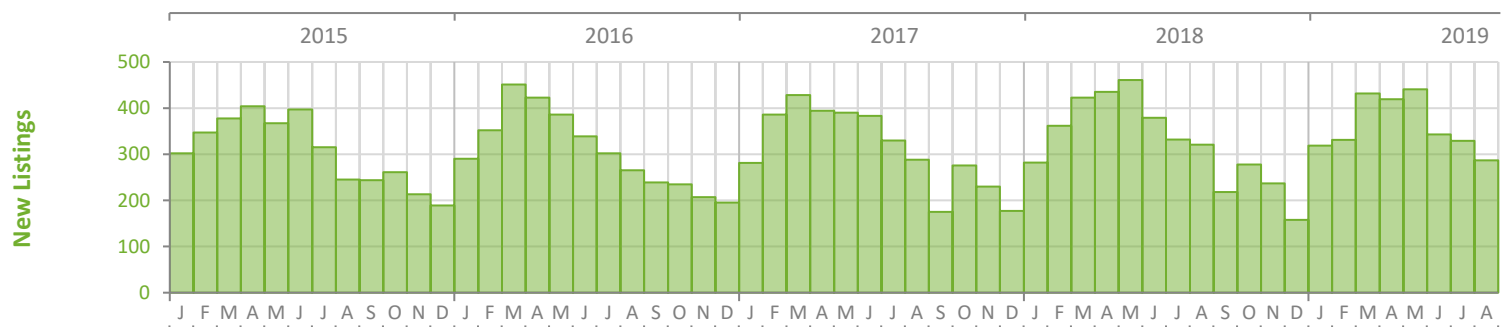


New Listings

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.

Month	New Listings	Percent Change Year-over-Year
Year-to-Date	2,901	-3.1%
August 2019	287	-10.6%
July 2019	329	-0.9%
June 2019	343	-9.5%
May 2019	441	-4.3%
April 2019	419	-3.7%
March 2019	432	2.1%
February 2019	331	-8.6%
January 2019	319	13.1%
December 2018	158	-10.7%
November 2018	237	3.0%
October 2018	278	0.7%
September 2018	218	24.6%
August 2018	321	11.5%

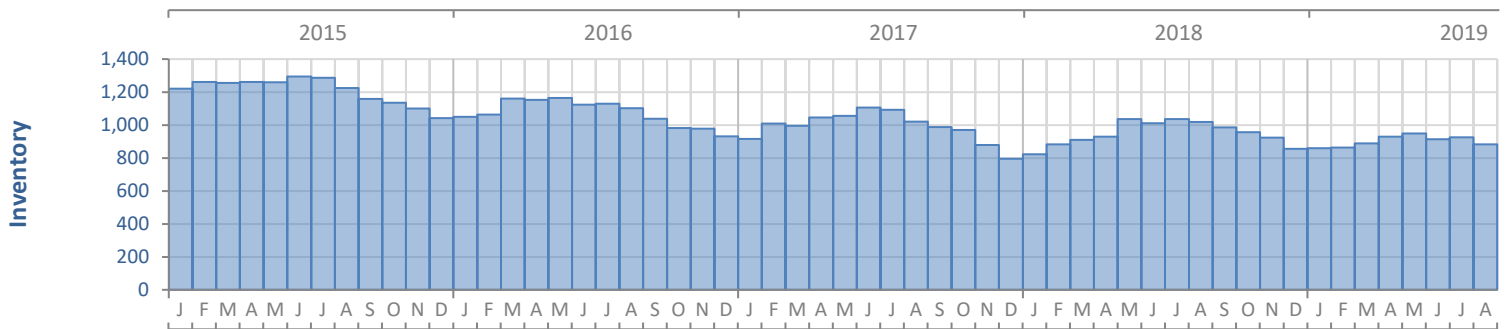


Inventory (Active Listings)

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.

Month	Inventory	Percent Change Year-over-Year
YTD (Monthly Avg)	901	-5.8%
August 2019	883	-13.3%
July 2019	925	-10.7%
June 2019	914	-9.6%
May 2019	948	-8.5%
April 2019	929	0.0%
March 2019	888	-2.4%
February 2019	863	-2.3%
January 2019	860	4.6%
December 2018	855	7.4%
November 2018	924	5.1%
October 2018	957	-1.4%
September 2018	985	-0.3%
August 2018	1,018	-0.3%

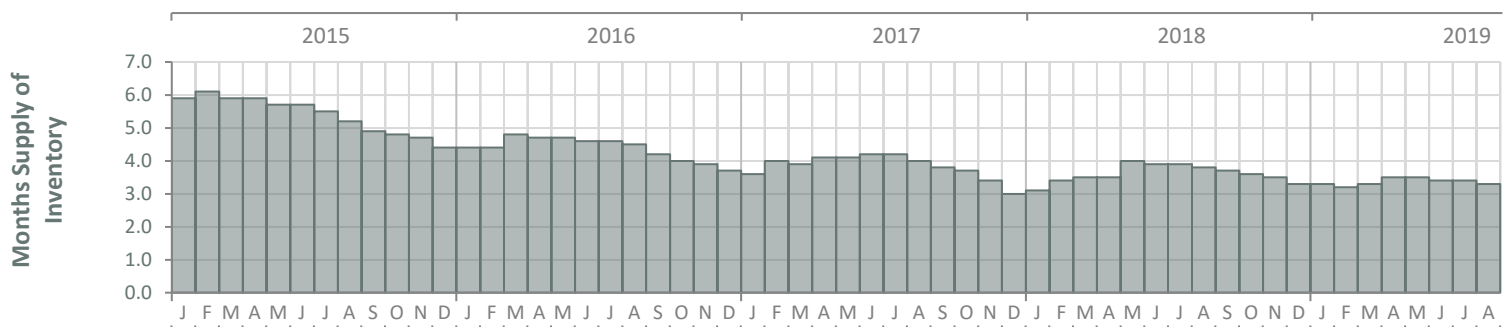


Months Supply of Inventory

An estimate of the number of months it will take to deplete the current Inventory given recent sales rates

Economists' note: MSI is a useful indicator of market conditions. The benchmark for a balanced market (favoring neither buyer nor seller) is 5.5 months of inventory. Anything higher is traditionally a buyers' market, and anything lower is a sellers' market. There is no single accepted way of calculating MSI. A common method is to divide current Inventory by the most recent month's Closed Sales count, but this count is a usually poor predictor of future Closed Sales due to seasonal cycles. To eliminate seasonal effects, we use the 12-month average of monthly Closed Sales instead.

Month	Months Supply	Percent Change Year-over-Year
YTD (Monthly Avg)	3.4	-5.6%
August 2019	3.3	-13.2%
July 2019	3.4	-12.8%
June 2019	3.4	-12.8%
May 2019	3.5	-12.5%
April 2019	3.5	0.0%
March 2019	3.3	-5.7%
February 2019	3.2	-5.9%
January 2019	3.3	6.5%
December 2018	3.3	10.0%
November 2018	3.5	2.9%
October 2018	3.6	-2.7%
September 2018	3.7	-2.6%
August 2018	3.8	-5.0%

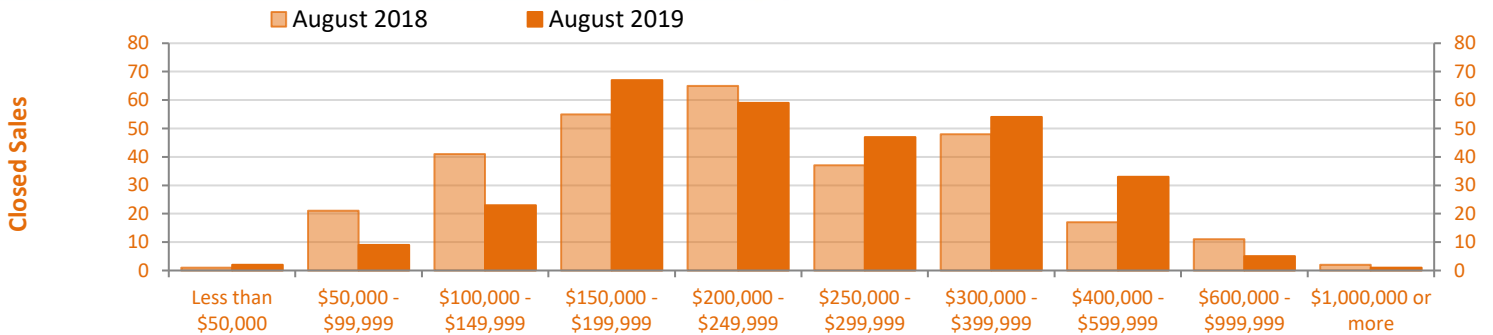


Closed Sales by Sale Price

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	100.0%
\$50,000 - \$99,999	9	-57.1%
\$100,000 - \$149,999	23	-43.9%
\$150,000 - \$199,999	67	21.8%
\$200,000 - \$249,999	59	-9.2%
\$250,000 - \$299,999	47	27.0%
\$300,000 - \$399,999	54	12.5%
\$400,000 - \$599,999	33	94.1%
\$600,000 - \$999,999	5	-54.5%
\$1,000,000 or more	1	-50.0%

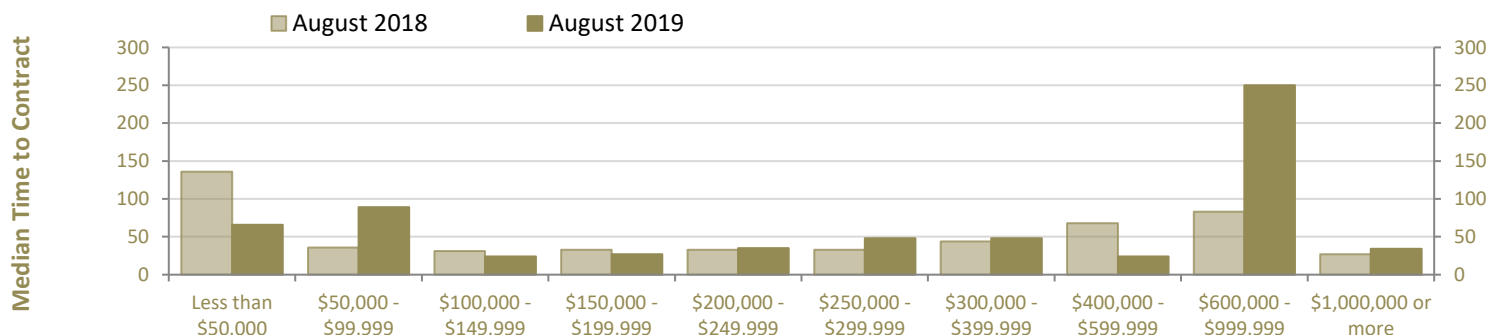


Median Time to Contract by Sale Price

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	66 Days	-51.5%
\$50,000 - \$99,999	89 Days	147.2%
\$100,000 - \$149,999	24 Days	-22.6%
\$150,000 - \$199,999	27 Days	-18.2%
\$200,000 - \$249,999	35 Days	6.1%
\$250,000 - \$299,999	48 Days	45.5%
\$300,000 - \$399,999	48 Days	9.1%
\$400,000 - \$599,999	24 Days	-64.7%
\$600,000 - \$999,999	250 Days	201.2%
\$1,000,000 or more	34 Days	25.9%

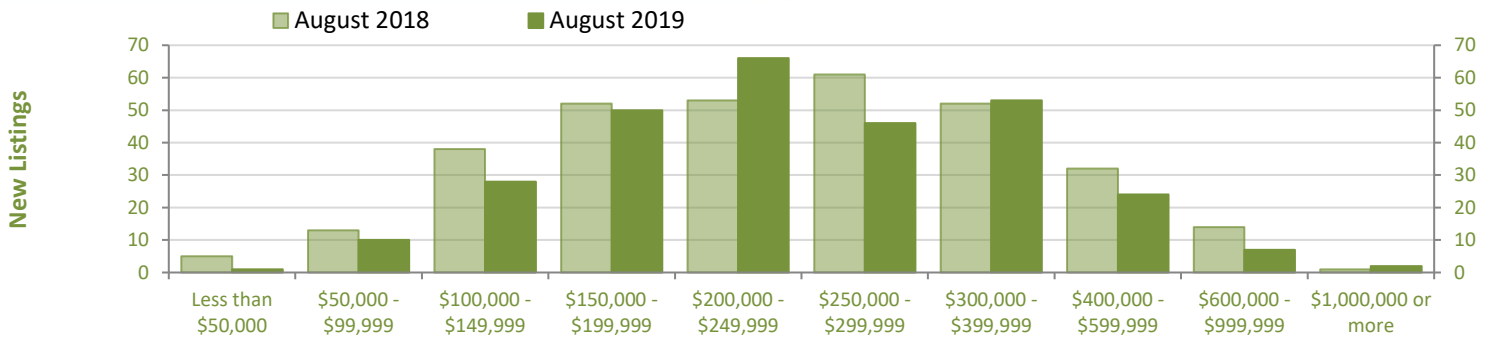


New Listings by Initial Listing Price

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	10	-23.1%
\$100,000 - \$149,999	28	-26.3%
\$150,000 - \$199,999	50	-3.8%
\$200,000 - \$249,999	66	24.5%
\$250,000 - \$299,999	46	-24.6%
\$300,000 - \$399,999	53	1.9%
\$400,000 - \$599,999	24	-25.0%
\$600,000 - \$999,999	7	-50.0%
\$1,000,000 or more	2	100.0%

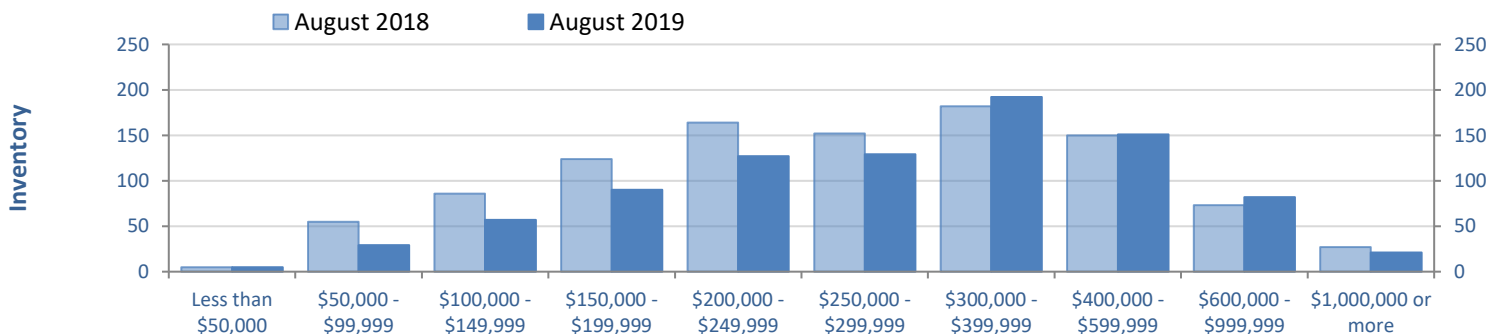


Inventory by Current Listing Price

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.

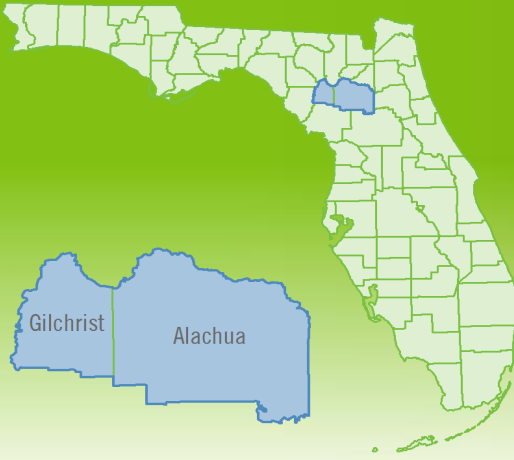
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	5	0.0%
\$50,000 - \$99,999	29	-47.3%
\$100,000 - \$149,999	57	-33.7%
\$150,000 - \$199,999	90	-27.4%
\$200,000 - \$249,999	127	-22.6%
\$250,000 - \$299,999	129	-15.1%
\$300,000 - \$399,999	192	5.5%
\$400,000 - \$599,999	151	0.7%
\$600,000 - \$999,999	82	12.3%
\$1,000,000 or more	21	-22.2%



Monthly Distressed Market - August 2019

Single Family Homes

Gainesville MSA



		August 2019	August 2018	Percent Change Year-over-Year
Traditional	Closed Sales	297	285	4.2%
	Median Sale Price	\$238,000	\$229,075	3.9%
Foreclosure/REO	Closed Sales	3	10	-70.0%
	Median Sale Price	\$186,300	\$120,000	55.3%
Short Sale	Closed Sales	0	3	-100.0%
	Median Sale Price	(No Sales)	\$95,000	N/A

