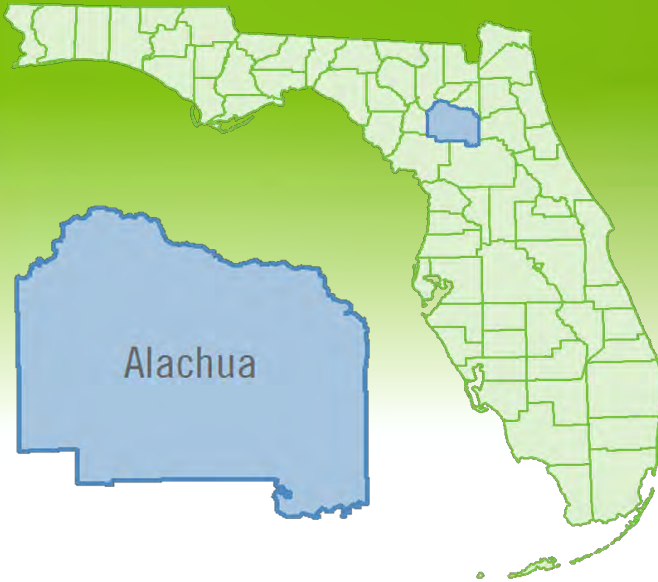


Monthly Market Detail - February 2017

Single Family Homes

Alachua County



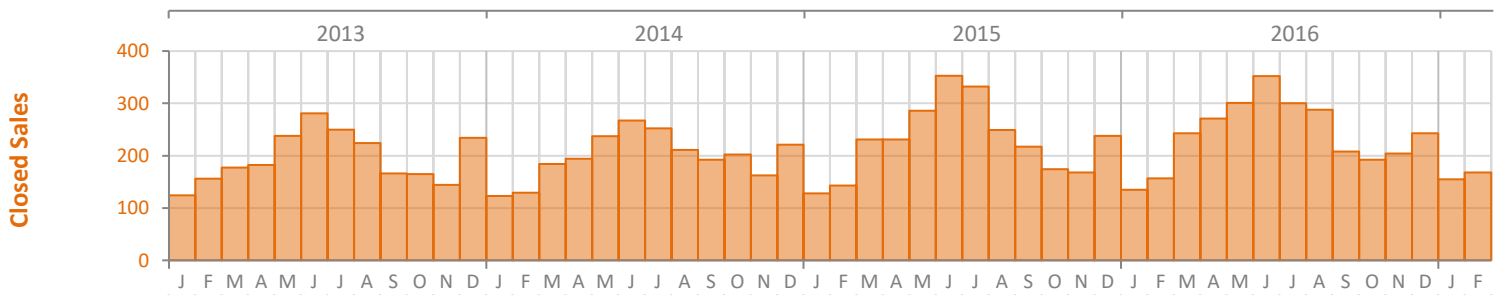
Summary Statistics	February 2017	February 2016	Percent Change Year-over-Year
Closed Sales	168	157	7.0%
Paid in Cash	45	51	-11.8%
Median Sale Price	\$185,000	\$178,000	3.9%
Average Sale Price	\$231,924	\$208,580	11.2%
Dollar Volume	\$39.0 Million	\$32.7 Million	19.0%
Median Percent of Original List Price Received	96.0%	97.0%	-1.0%
Median Time to Contract	74 Days	61 Days	21.3%
Median Time to Sale	108 Days	108 Days	0.0%
New Pending Sales	319	301	6.0%
New Listings	364	341	6.7%
Pending Inventory	468	498	-6.0%
Inventory (Active Listings)	911	976	-6.7%
Months Supply of Inventory	3.7	4.2	-11.9%

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
February 2017	168	7.0%
January 2017	155	14.8%
December 2016	243	2.1%
November 2016	204	21.4%
October 2016	192	10.3%
September 2016	208	-4.1%
August 2016	288	15.7%
July 2016	300	-9.6%
June 2016	352	-0.3%
May 2016	301	5.2%
April 2016	271	17.3%
March 2016	243	5.2%
February 2016	157	9.8%

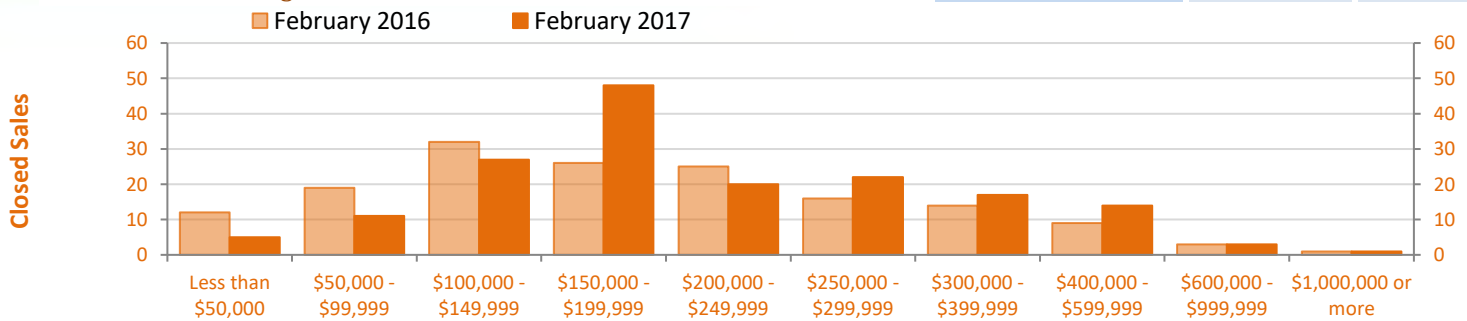


Closed Sales by Sale Price

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	5	-58.3%
\$50,000 - \$99,999	11	-42.1%
\$100,000 - \$149,999	27	-15.6%
\$150,000 - \$199,999	48	84.6%
\$200,000 - \$249,999	20	-20.0%
\$250,000 - \$299,999	22	37.5%
\$300,000 - \$399,999	17	21.4%
\$400,000 - \$599,999	14	55.6%
\$600,000 - \$999,999	3	0.0%
\$1,000,000 or more	1	0.0%

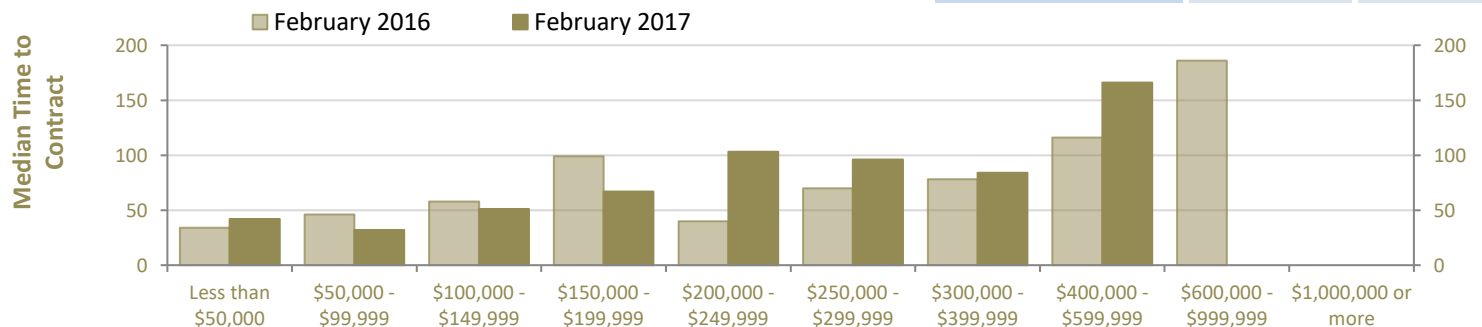


Median Time to Contract by Sale Price

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	42 Days	23.5%
\$50,000 - \$99,999	32 Days	-30.4%
\$100,000 - \$149,999	51 Days	-12.1%
\$150,000 - \$199,999	67 Days	-32.3%
\$200,000 - \$249,999	103 Days	157.5%
\$250,000 - \$299,999	96 Days	37.1%
\$300,000 - \$399,999	84 Days	7.7%
\$400,000 - \$599,999	166 Days	43.1%
\$600,000 - \$999,999	0 Days	-100.0%
\$1,000,000 or more	0 Days	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	13	8.3%
\$50,000 - \$99,999	23	53.3%
\$100,000 - \$149,999	42	-10.6%
\$150,000 - \$199,999	65	12.1%
\$200,000 - \$249,999	69	11.3%
\$250,000 - \$299,999	53	10.4%
\$300,000 - \$399,999	48	20.0%
\$400,000 - \$599,999	23	-28.1%
\$600,000 - \$999,999	21	23.5%
\$1,000,000 or more	7	-30.0%

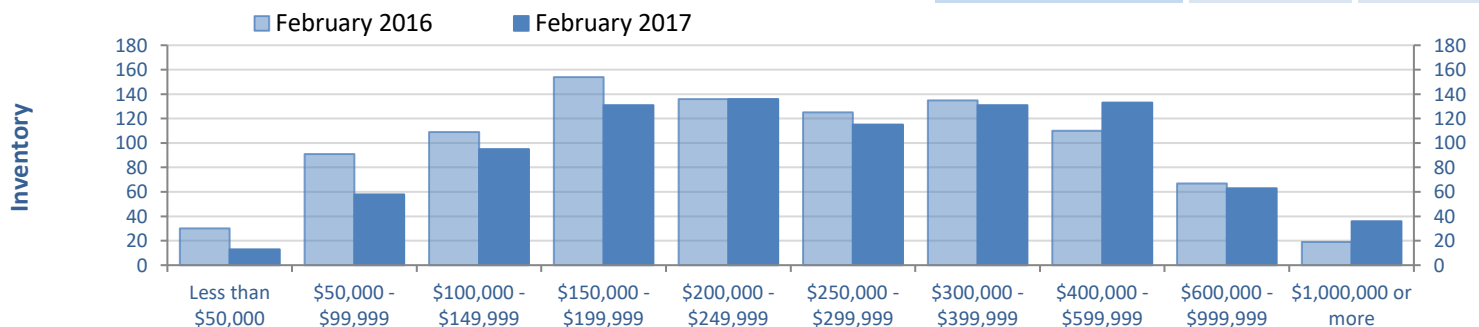


Inventory by Current Listing Price

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	13	-56.7%
\$50,000 - \$99,999	58	-36.3%
\$100,000 - \$149,999	95	-12.8%
\$150,000 - \$199,999	131	-14.9%
\$200,000 - \$249,999	136	0.0%
\$250,000 - \$299,999	115	-8.0%
\$300,000 - \$399,999	131	-3.0%
\$400,000 - \$599,999	133	20.9%
\$600,000 - \$999,999	63	-6.0%
\$1,000,000 or more	36	89.5%



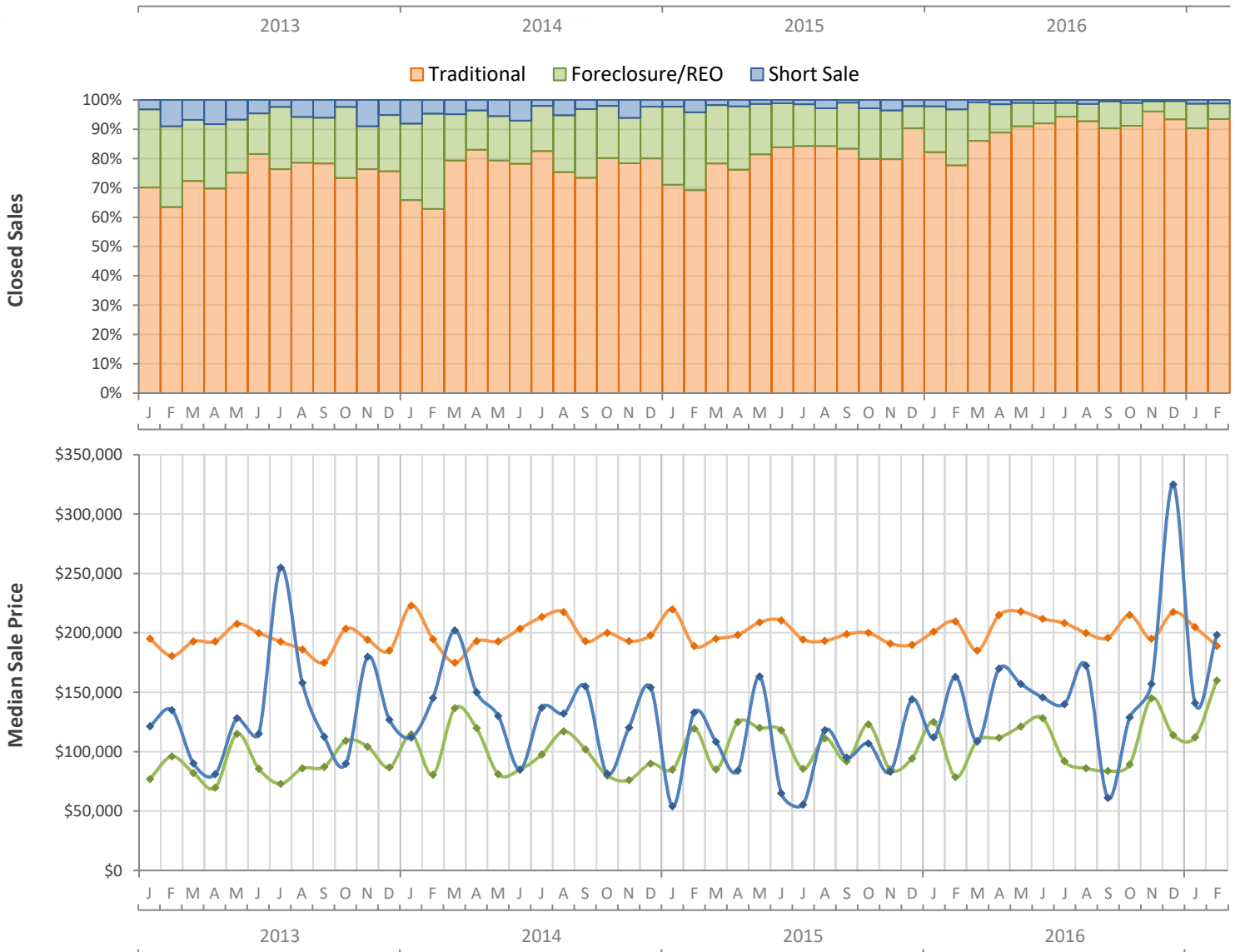
Monthly Distressed Market - February 2017

Single Family Homes

Alachua County



		February 2017	February 2016	Percent Change Year-over-Year
Traditional	Closed Sales	157	122	28.7%
	Median Sale Price	\$189,000	\$209,500	-9.8%
Foreclosure/REO	Closed Sales	9	30	-70.0%
	Median Sale Price	\$160,000	\$78,550	103.7%
Short Sale	Closed Sales	2	5	-60.0%
	Median Sale Price	\$198,250	\$163,000	21.6%

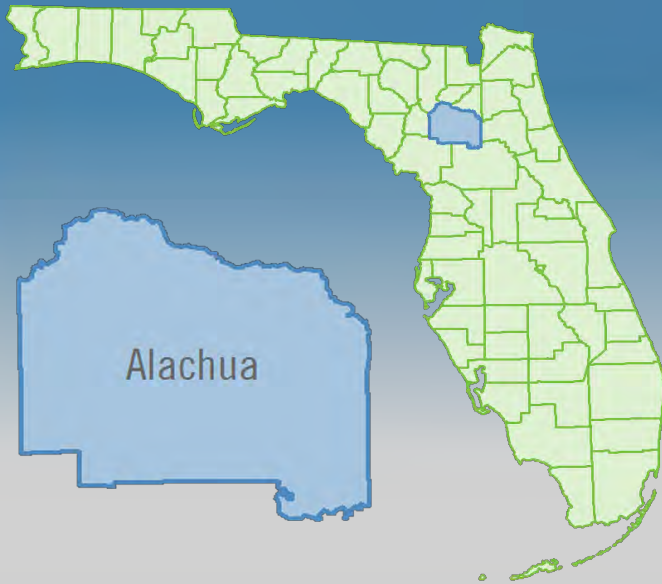


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Monthly Market Detail - February 2017

Townhouses and Condos

Alachua County



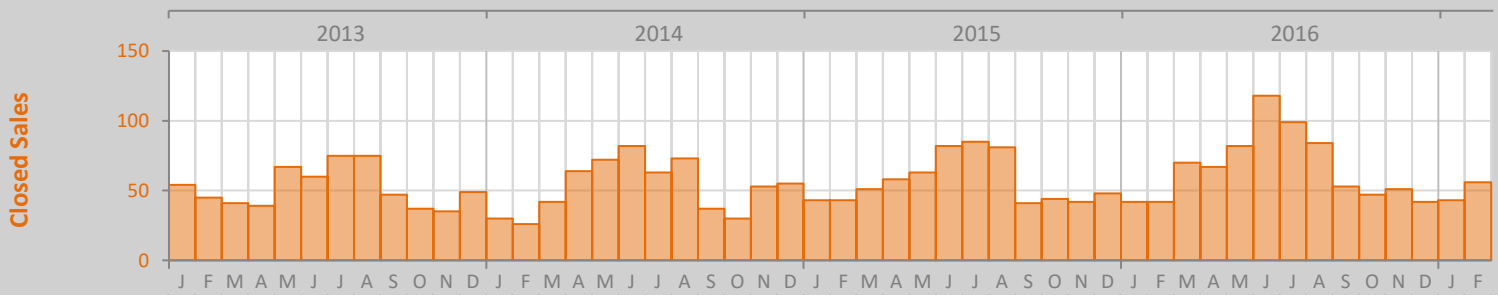
Summary Statistics	February 2017	February 2016	Percent Change Year-over-Year
Closed Sales	56	42	33.3%
Paid in Cash	43	34	26.5%
Median Sale Price	\$113,500	\$87,777	29.3%
Average Sale Price	\$115,225	\$88,134	30.7%
Dollar Volume	\$6.5 Million	\$3.7 Million	74.3%
Median Percent of Original List Price Received	96.3%	93.8%	2.7%
Median Time to Contract	32 Days	76 Days	-57.9%
Median Time to Sale	57 Days	104 Days	-45.2%
New Pending Sales	77	81	-4.9%
New Listings	86	98	-12.2%
Pending Inventory	90	107	-15.9%
Inventory (Active Listings)	143	250	-42.8%
Months Supply of Inventory	2.1	4.4	-52.3%

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
February 2017	56	33.3%
January 2017	43	2.4%
December 2016	42	-12.5%
November 2016	51	21.4%
October 2016	47	6.8%
September 2016	53	29.3%
August 2016	84	3.7%
July 2016	99	16.5%
June 2016	118	43.9%
May 2016	82	30.2%
April 2016	67	15.5%
March 2016	70	37.3%
February 2016	42	-2.3%

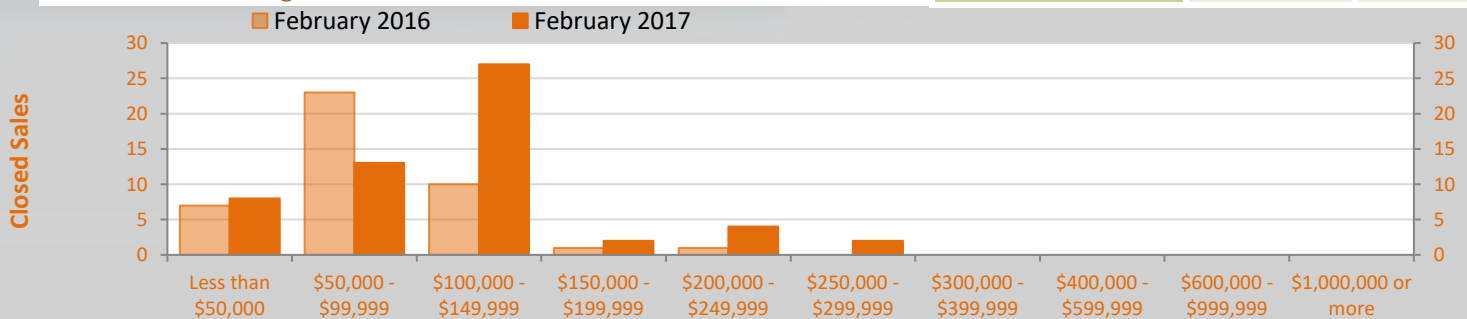


Closed Sales by Sale Price

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	8	14.3%
\$50,000 - \$99,999	13	-43.5%
\$100,000 - \$149,999	27	170.0%
\$150,000 - \$199,999	2	100.0%
\$200,000 - \$249,999	4	300.0%
\$250,000 - \$299,999	2	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

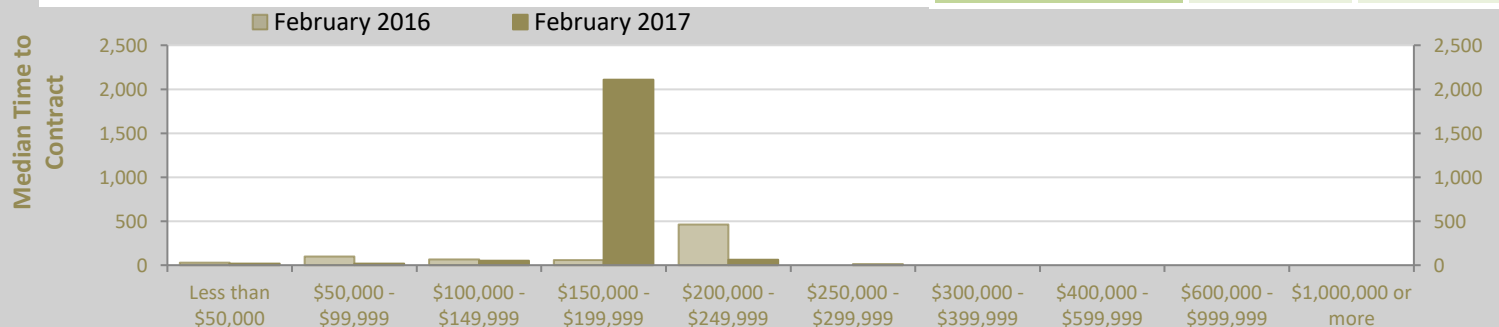


Median Time to Contract by Sale Price

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	19 Days	-29.6%
\$50,000 - \$99,999	18 Days	-81.6%
\$100,000 - \$149,999	49 Days	-25.8%
\$150,000 - \$199,999	2107 Days	3532.8%
\$200,000 - \$249,999	61 Days	-86.8%
\$250,000 - \$299,999	12 Days	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

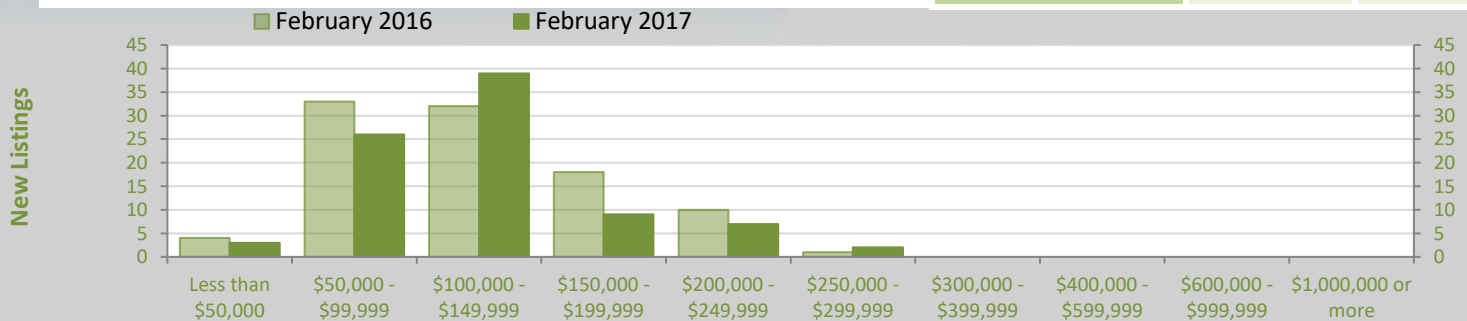


New Listings by Initial Listing Price

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	3	-25.0%
\$50,000 - \$99,999	26	-21.2%
\$100,000 - \$149,999	39	21.9%
\$150,000 - \$199,999	9	-50.0%
\$200,000 - \$249,999	7	-30.0%
\$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

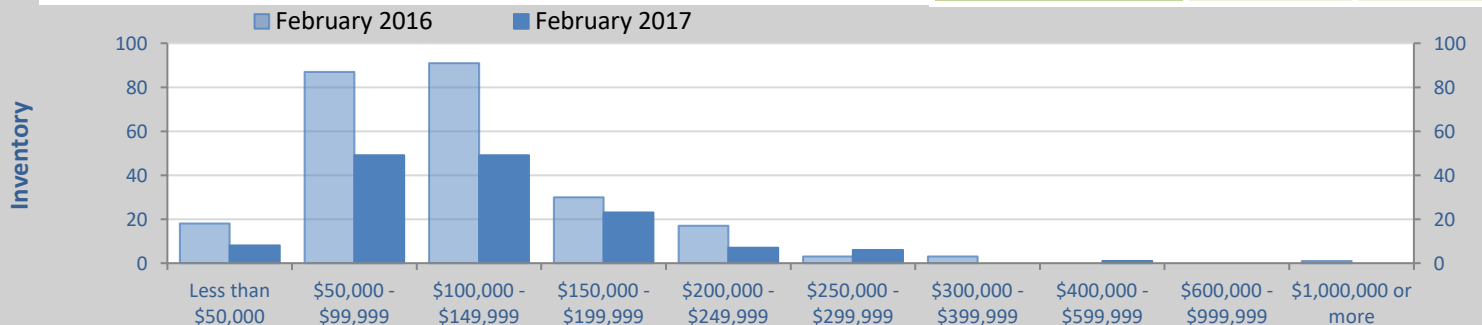


Inventory by Current Listing Price

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	8	-55.6%
\$50,000 - \$99,999	49	-43.7%
\$100,000 - \$149,999	49	-46.2%
\$150,000 - \$199,999	23	-23.3%
\$200,000 - \$249,999	7	-58.8%
\$250,000 - \$299,999	6	100.0%
\$300,000 - \$399,999	0	-100.0%
\$400,000 - \$599,999	1	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	-100.0%



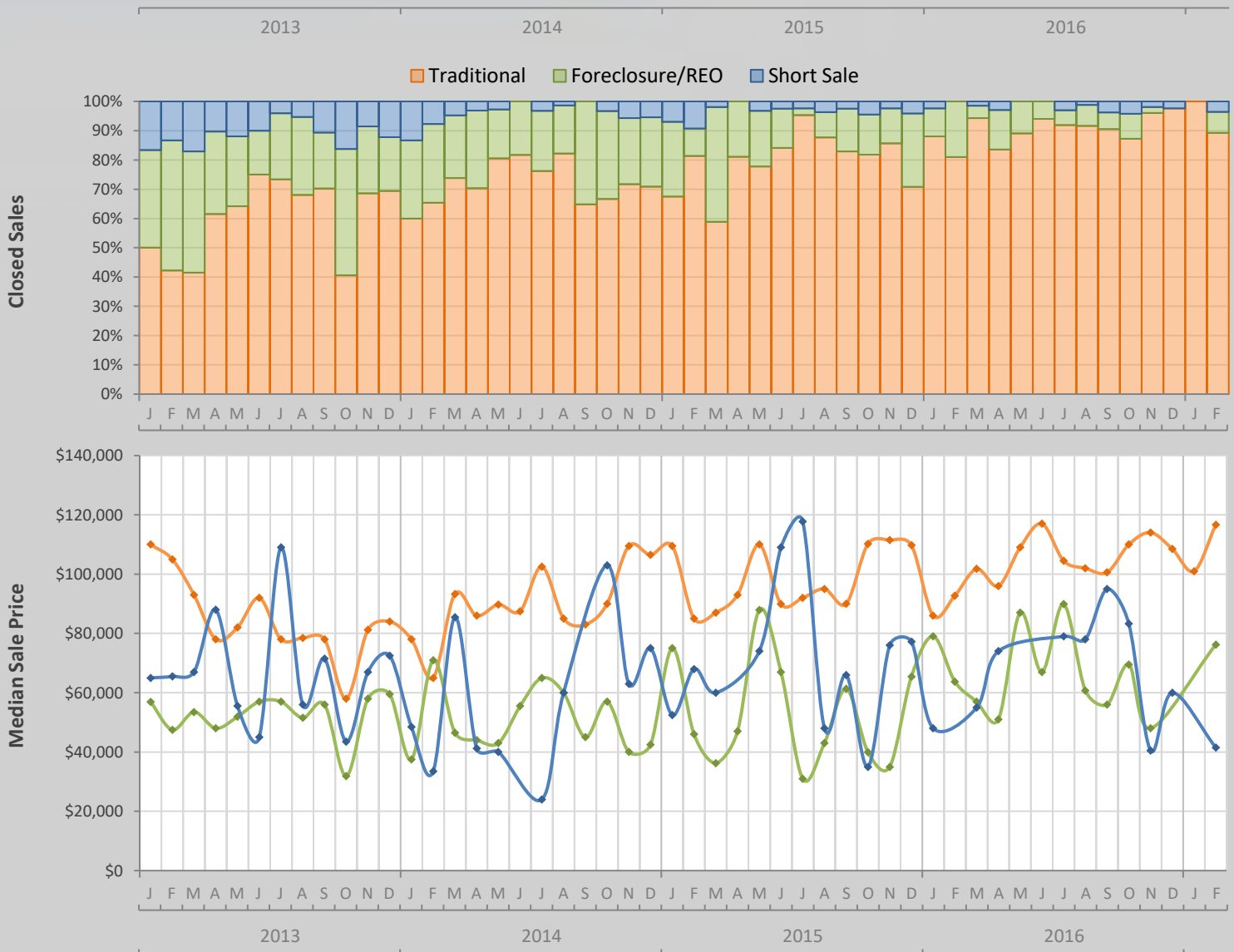
Monthly Distressed Market - February 2017

Townhouses and Condos

Alachua County



		February 2017	February 2016	Percent Change Year-over-Year
Traditional	Closed Sales	50	34	47.1%
	Median Sale Price	\$116,700	\$92,750	25.8%
Foreclosure/REO	Closed Sales	4	8	-50.0%
	Median Sale Price	\$76,250	\$63,750	19.6%
Short Sale	Closed Sales	2	0	N/A
	Median Sale Price	\$41,505	(No Sales)	N/A

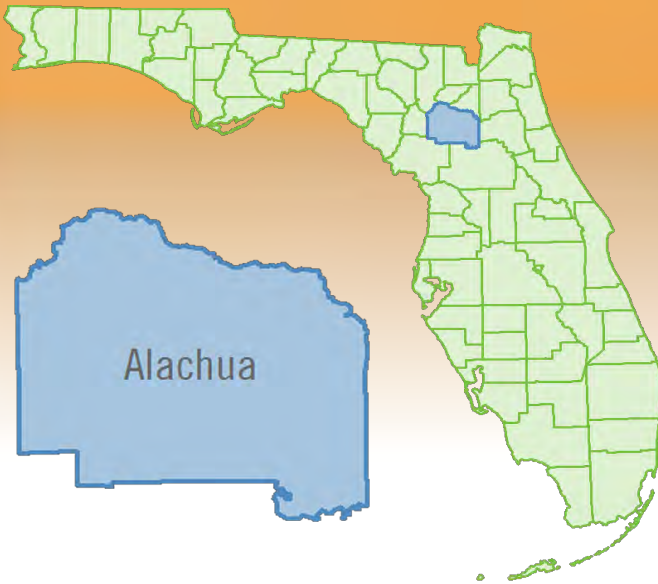


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Monthly Market Detail - February 2017

Manufactured Homes

Alachua County



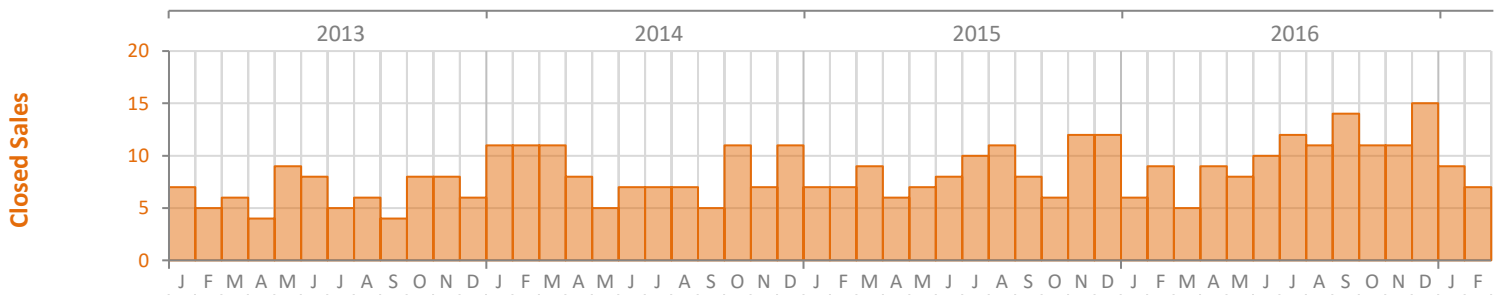
Summary Statistics	February 2017	February 2016	Percent Change Year-over-Year
Closed Sales	7	9	-22.2%
Paid in Cash	6	7	-14.3%
Median Sale Price	\$32,500	\$54,639	-40.5%
Average Sale Price	\$43,059	\$61,727	-30.2%
Dollar Volume	\$301,413	\$555,543	-45.7%
Median Percent of Original List Price Received	78.0%	94.7%	-17.6%
Median Time to Contract	90 Days	61 Days	47.5%
Median Time to Sale	125 Days	94 Days	33.0%
New Pending Sales	12	12	0.0%
New Listings	10	20	-50.0%
Pending Inventory	19	18	5.6%
Inventory (Active Listings)	52	79	-34.2%
Months Supply of Inventory	5.1	9.1	-44.0%

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
February 2017	7	-22.2%
January 2017	9	50.0%
December 2016	15	25.0%
November 2016	11	-8.3%
October 2016	11	83.3%
September 2016	14	75.0%
August 2016	11	0.0%
July 2016	12	20.0%
June 2016	10	25.0%
May 2016	8	14.3%
April 2016	9	50.0%
March 2016	5	-44.4%
February 2016	9	28.6%

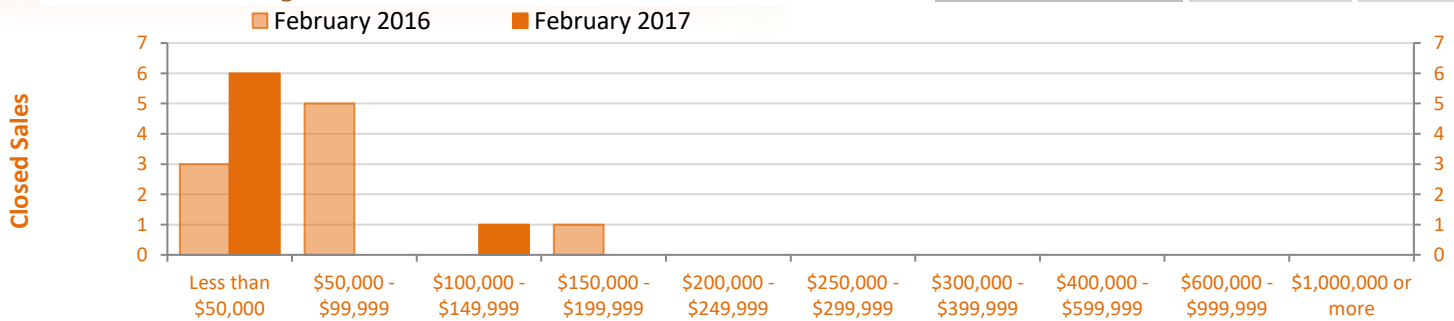


Closed Sales by Sale Price

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	100.0%
\$50,000 - \$99,999	0	-100.0%
\$100,000 - \$149,999	1	N/A
\$150,000 - \$199,999	0	-100.0%
\$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

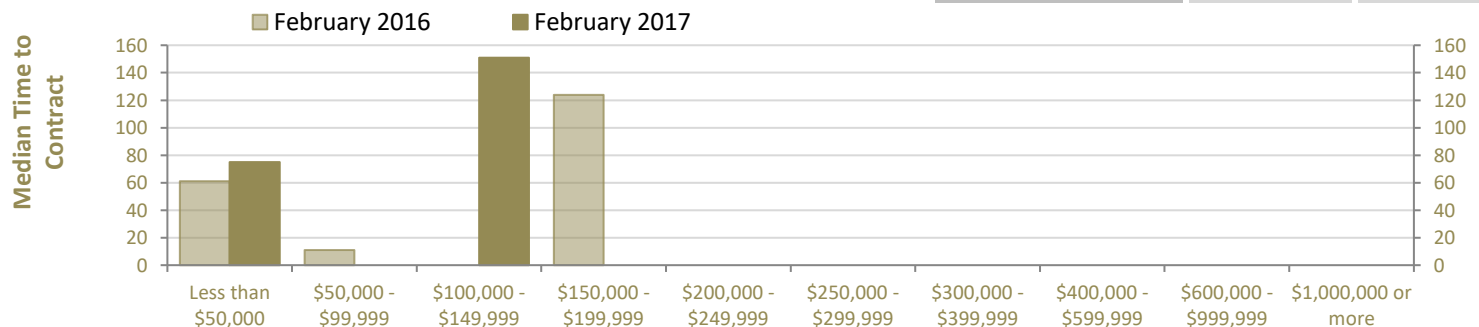


Median Time to Contract by Sale Price

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	75 Days	23.0%
\$50,000 - \$99,999	(No Sales)	N/A
\$100,000 - \$149,999	151 Days	N/A
\$150,000 - \$199,999	(No Sales)	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

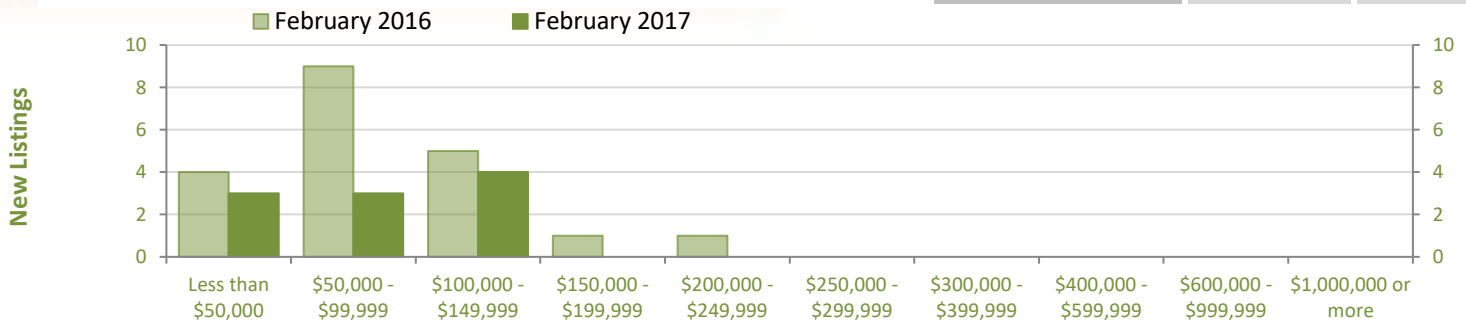


New Listings by Initial Listing Price

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	3	-25.0%
\$50,000 - \$99,999	3	-66.7%
\$100,000 - \$149,999	4	-20.0%
\$150,000 - \$199,999	0	-100.0%
\$200,000 - \$249,999	0	-100.0%
\$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

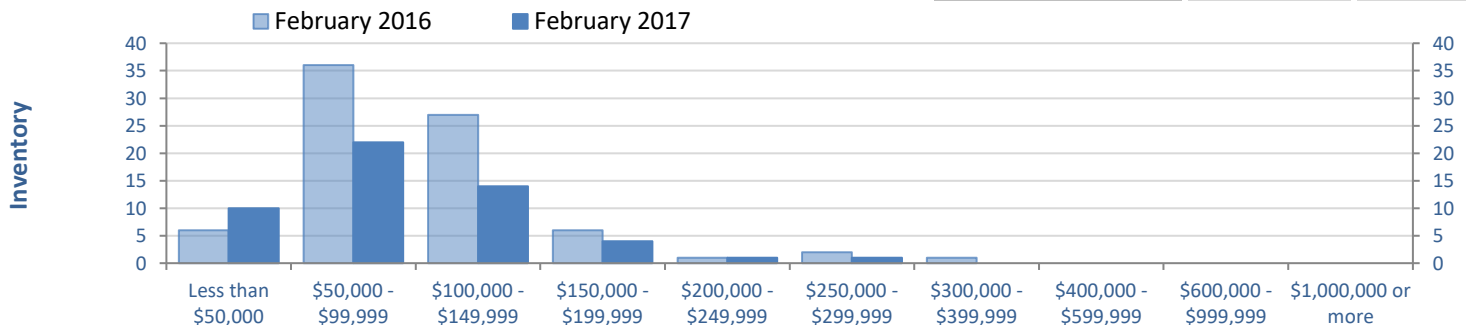


Inventory by Current Listing Price

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.

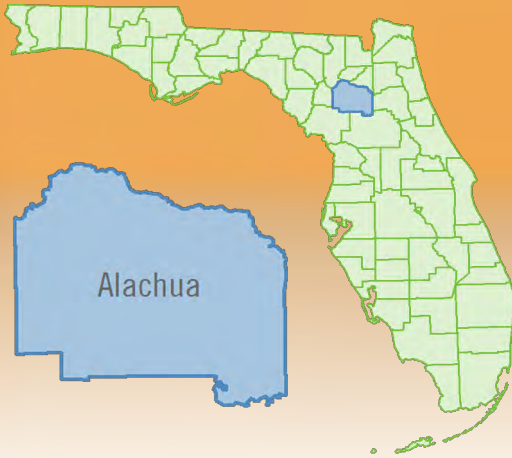
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	10	66.7%
\$50,000 - \$99,999	22	-38.9%
\$100,000 - \$149,999	14	-48.1%
\$150,000 - \$199,999	4	-33.3%
\$200,000 - \$249,999	1	0.0%
\$250,000 - \$299,999	1	-50.0%
\$300,000 - \$399,999	0	-100.0%
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A



Monthly Distressed Market - February 2017

Manufactured Homes

Alachua County



		February 2017	February 2016	Percent Change Year-over-Year
Traditional	Closed Sales	4	4	0.0%
	Median Sale Price	\$31,756	\$77,500	-59.0%
Foreclosure/REO	Closed Sales	3	4	-25.0%
	Median Sale Price	\$32,500	\$47,001	-30.9%
Short Sale	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$60,000	N/A

