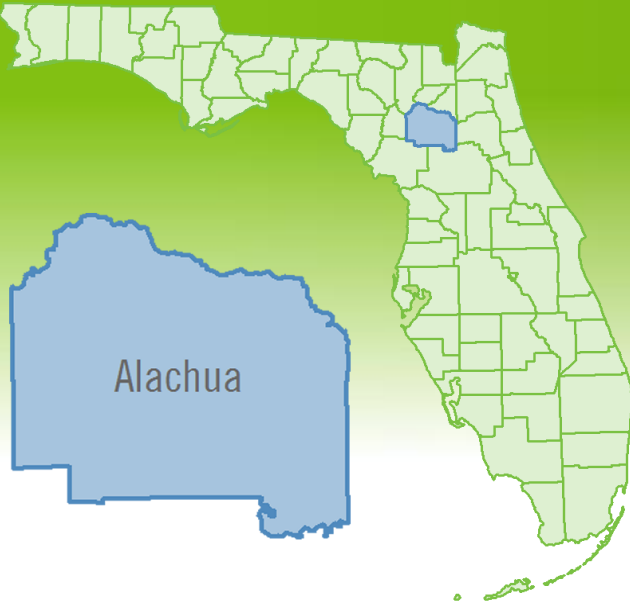


# Monthly Market Detail - March 2017

## Single Family Homes

### Alachua County



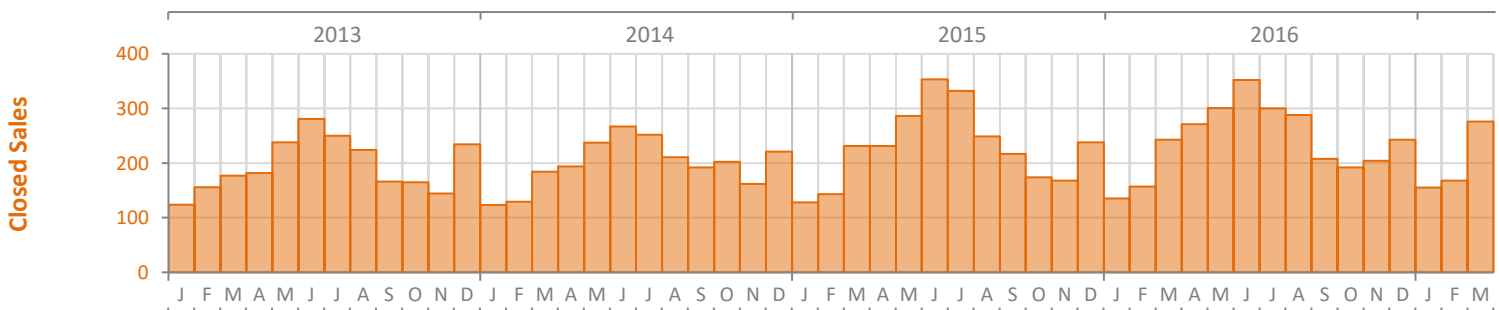
Summary Statistics	March 2017	March 2016	Percent Change Year-over-Year
Closed Sales	276	243	13.6%
Paid in Cash	62	67	-7.5%
Median Sale Price	\$185,500	\$180,000	3.1%
Average Sale Price	\$219,971	\$208,168	5.7%
Dollar Volume	\$60.7 Million	\$50.6 Million	20.0%
Median Percent of Original List Price Received	97.5%	96.7%	0.8%
Median Time to Contract	52 Days	52 Days	0.0%
Median Time to Sale	74 Days	111 Days	-33.3%
New Pending Sales	418	338	23.7%
New Listings	415	432	-3.9%
Pending Inventory	541	537	0.7%
Inventory (Active Listings)	910	1,065	-14.6%
Months Supply of Inventory	3.7	4.6	-19.6%

## 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
<b>March 2017</b>	<b>276</b>	<b>13.6%</b>
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%

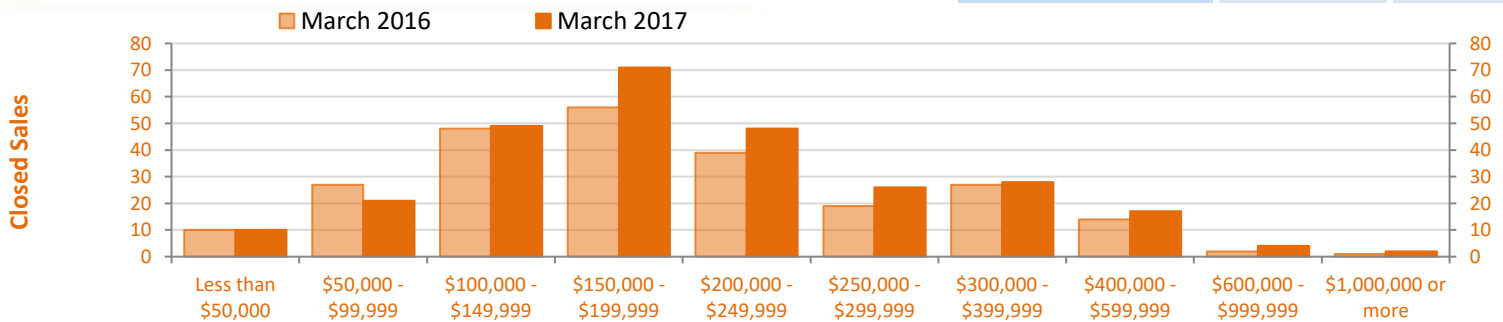


## Closed Sales by Sale Price

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	10	0.0%
\$50,000 - \$99,999	21	-22.2%
\$100,000 - \$149,999	49	2.1%
\$150,000 - \$199,999	71	26.8%
\$200,000 - \$249,999	48	23.1%
\$250,000 - \$299,999	26	36.8%
\$300,000 - \$399,999	28	3.7%
\$400,000 - \$599,999	17	21.4%
\$600,000 - \$999,999	4	100.0%
\$1,000,000 or more	2	100.0%

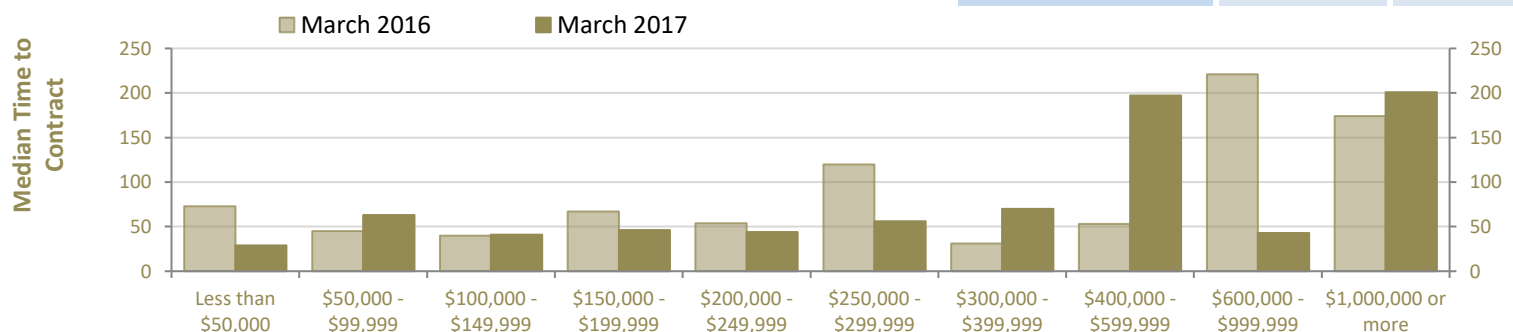


## Median Time to Contract by Sale Price

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	29 Days	-60.3%
\$50,000 - \$99,999	63 Days	40.0%
\$100,000 - \$149,999	41 Days	2.5%
\$150,000 - \$199,999	46 Days	-31.3%
\$200,000 - \$249,999	44 Days	-18.5%
\$250,000 - \$299,999	56 Days	-53.3%
\$300,000 - \$399,999	70 Days	125.8%
\$400,000 - \$599,999	197 Days	271.7%
\$600,000 - \$999,999	43 Days	-80.5%
\$1,000,000 or more	201 Days	15.5%

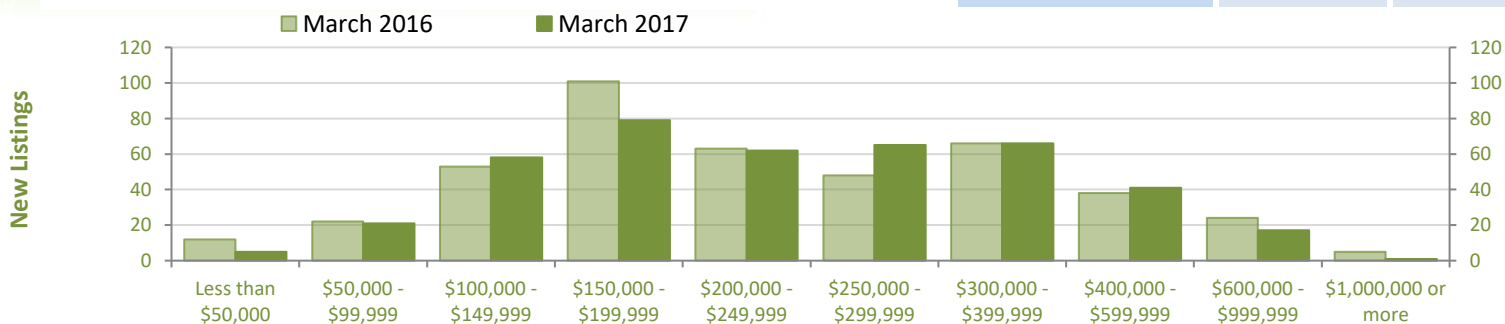


## New Listings by Initial Listing Price

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	5	-58.3%
\$50,000 - \$99,999	21	-4.5%
\$100,000 - \$149,999	58	9.4%
\$150,000 - \$199,999	79	-21.8%
\$200,000 - \$249,999	62	-1.6%
\$250,000 - \$299,999	65	35.4%
\$300,000 - \$399,999	66	0.0%
\$400,000 - \$599,999	41	7.9%
\$600,000 - \$999,999	17	-29.2%
\$1,000,000 or more	1	-80.0%

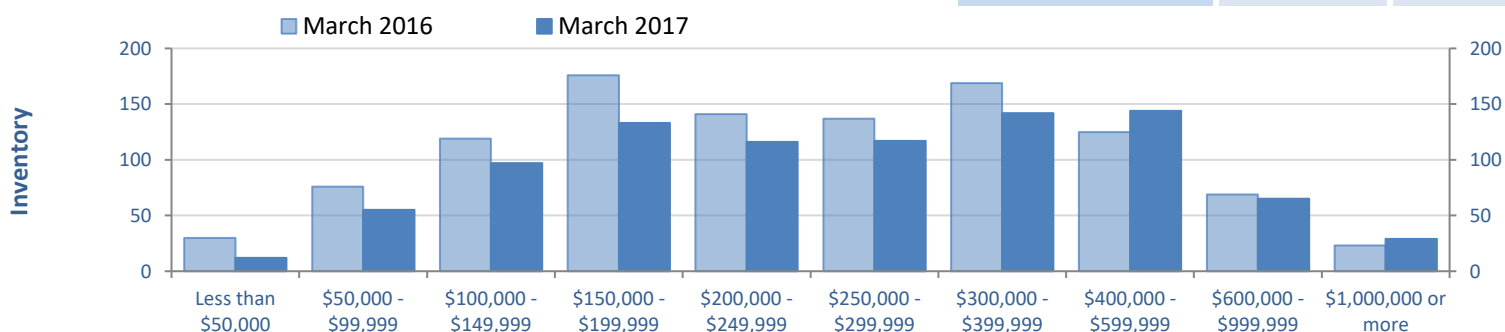


## Inventory by Current Listing Price

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	12	-60.0%
\$50,000 - \$99,999	55	-27.6%
\$100,000 - \$149,999	97	-18.5%
\$150,000 - \$199,999	133	-24.4%
\$200,000 - \$249,999	116	-17.7%
\$250,000 - \$299,999	117	-14.6%
\$300,000 - \$399,999	142	-16.0%
\$400,000 - \$599,999	144	15.2%
\$600,000 - \$999,999	65	-5.8%
\$1,000,000 or more	29	26.1%



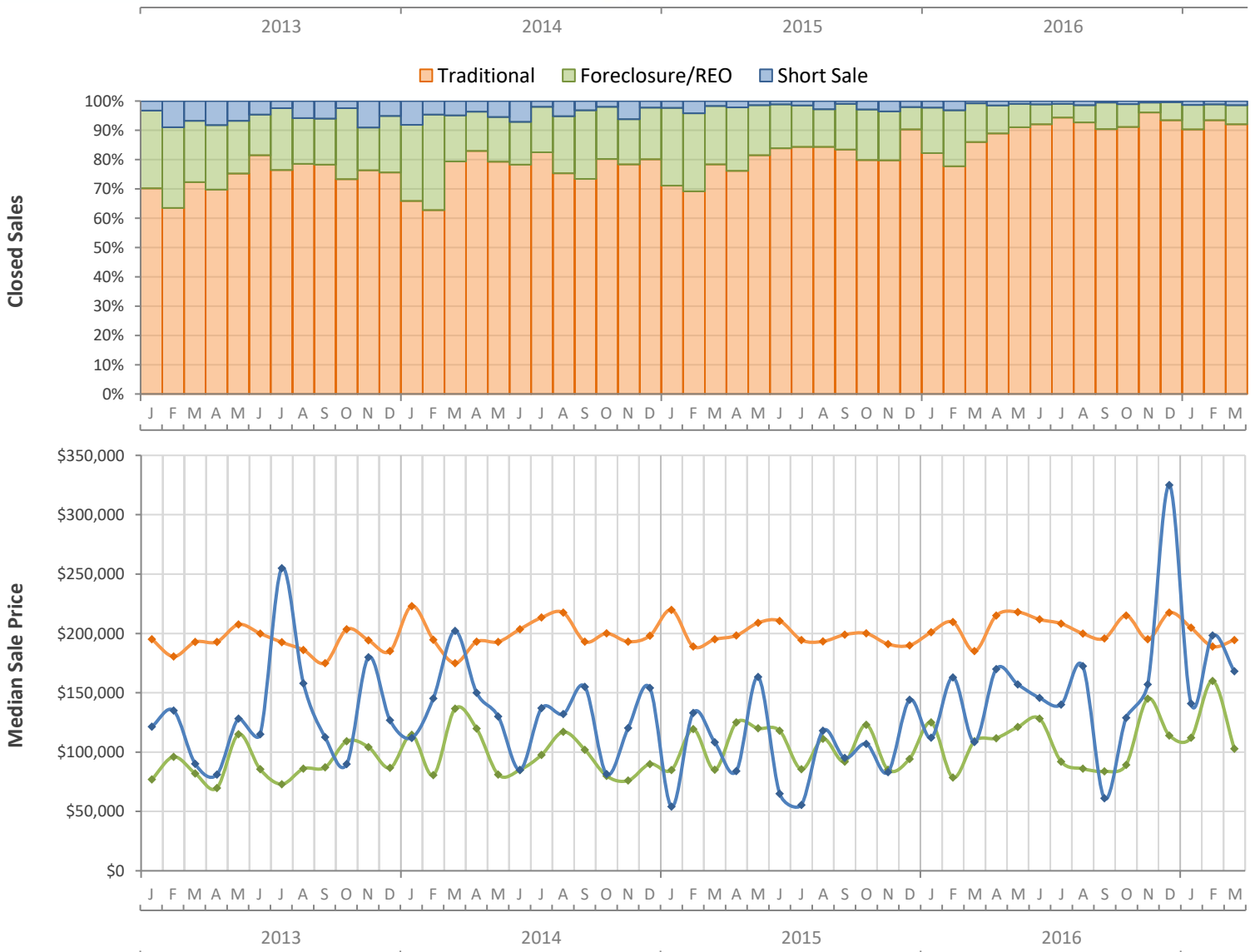
# Monthly Distressed Market - March 2017

## Single Family Homes

### Alachua County



		March 2017	March 2016	Percent Change Year over-Year
Traditional	Closed Sales	254	209	21.5%
	Median Sale Price	\$194,500	\$185,000	5.1%
Foreclosure/REO	Closed Sales	18	32	-43.8%
	Median Sale Price	\$102,810	\$109,196	-5.8%
Short Sale	Closed Sales	4	2	100.0%
	Median Sale Price	\$168,000	\$108,500	54.8%



# Monthly Market Detail - March 2017

## Townhouses and Condos

### Alachua County



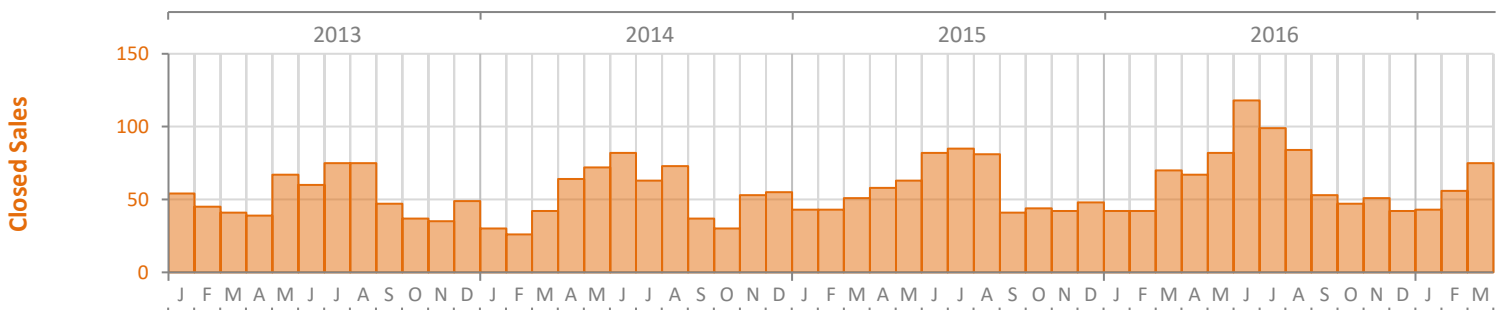
Summary Statistics	March 2017	March 2016	Percent Change Year-over-Year
Closed Sales	75	70	7.1%
Paid in Cash	48	45	6.7%
Median Sale Price	\$112,000	\$99,750	12.3%
Average Sale Price	\$116,642	\$114,182	2.2%
Dollar Volume	\$8.7 Million	\$8.0 Million	9.5%
Median Percent of Original List Price Received	97.0%	94.1%	3.1%
Median Time to Contract	31 Days	47 Days	-34.0%
Median Time to Sale	57 Days	84 Days	-32.1%
New Pending Sales	109	108	0.9%
New Listings	102	121	-15.7%
Pending Inventory	117	137	-14.6%
Inventory (Active Listings)	144	269	-46.5%
Months Supply of Inventory	2.1	4.6	-54.3%

## 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
<b>March 2017</b>	<b>75</b>	<b>7.1%</b>
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%

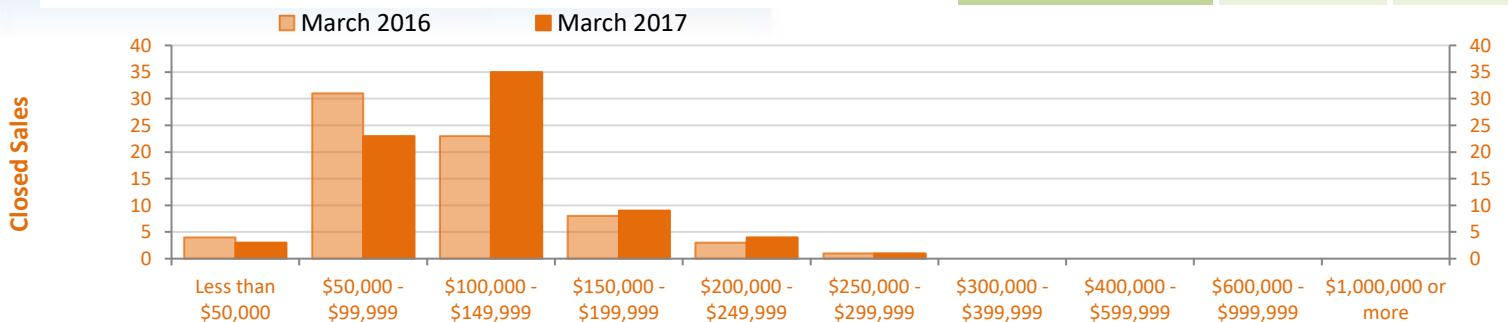


## Closed Sales by Sale Price

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	-25.0%
\$50,000 - \$99,999	23	-25.8%
\$100,000 - \$149,999	35	52.2%
\$150,000 - \$199,999	9	12.5%
\$200,000 - \$249,999	4	33.3%
\$250,000 - \$299,999	1	0.0%
\$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

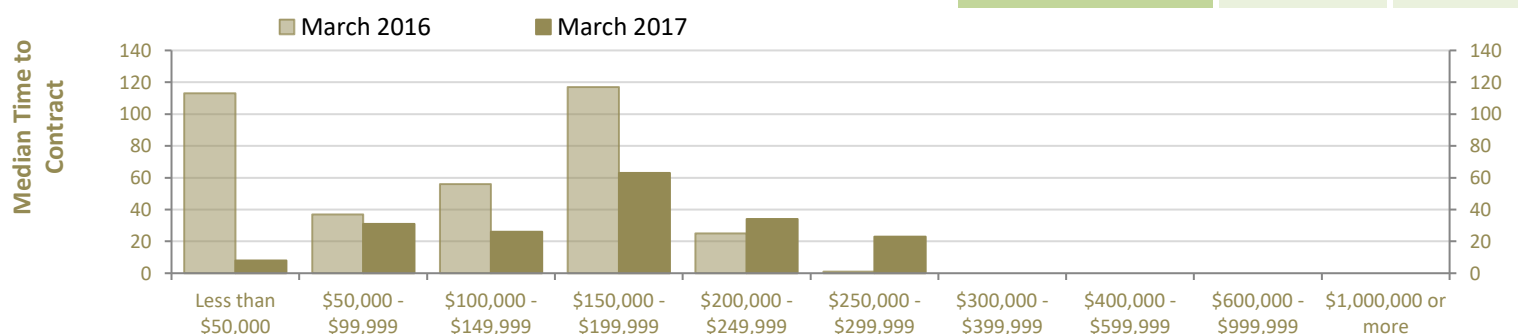


## Median Time to Contract by Sale Price

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	8 Days	-92.9%
\$50,000 - \$99,999	31 Days	-16.2%
\$100,000 - \$149,999	26 Days	-53.6%
\$150,000 - \$199,999	63 Days	-46.2%
\$200,000 - \$249,999	34 Days	36.0%
\$250,000 - \$299,999	23 Days	2200.0%
\$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

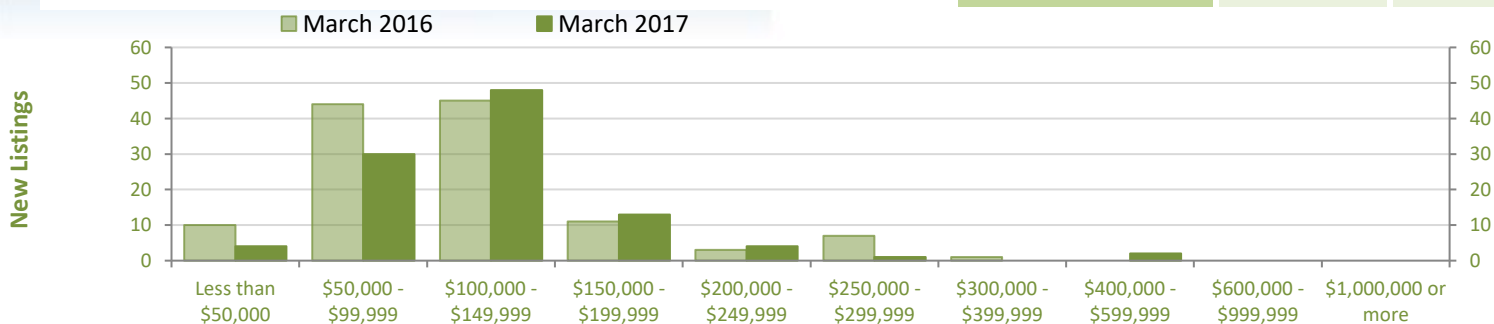


## New Listings by Initial Listing Price

The number of properties put onto the market during the 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	4	-60.0%
\$50,000 - \$99,999	30	-31.8%
\$100,000 - \$149,999	48	6.7%
\$150,000 - \$199,999	13	18.2%
\$200,000 - \$249,999	4	33.3%
\$250,000 - \$299,999	1	-85.7%
\$300,000 - \$399,999	0	-100.0%
\$400,000 - \$599,999	2	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

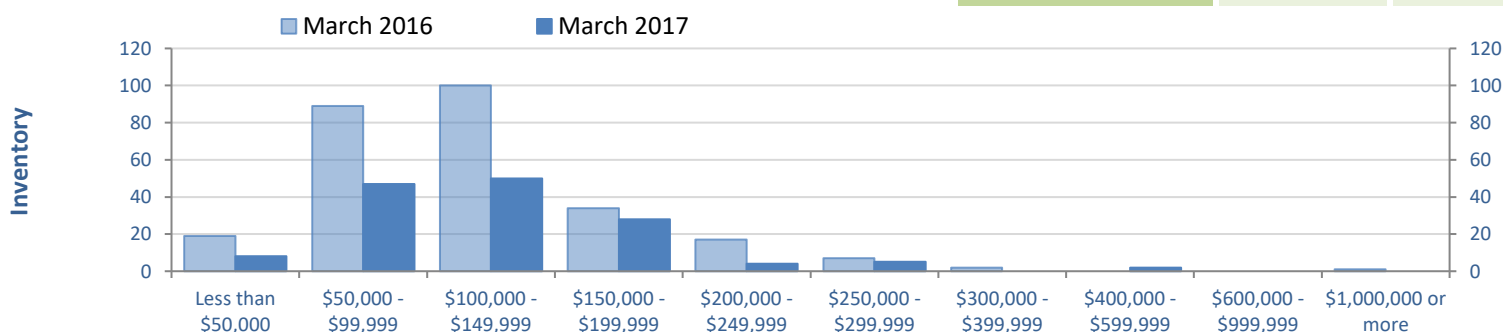


## Inventory by Current Listing Price

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	-57.9%
\$50,000 - \$99,999	47	-47.2%
\$100,000 - \$149,999	50	-50.0%
\$150,000 - \$199,999	28	-17.6%
\$200,000 - \$249,999	4	-76.5%
\$250,000 - \$299,999	5	-28.6%
\$300,000 - \$399,999	0	-100.0%
\$400,000 - \$599,999	2	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	-100.0%



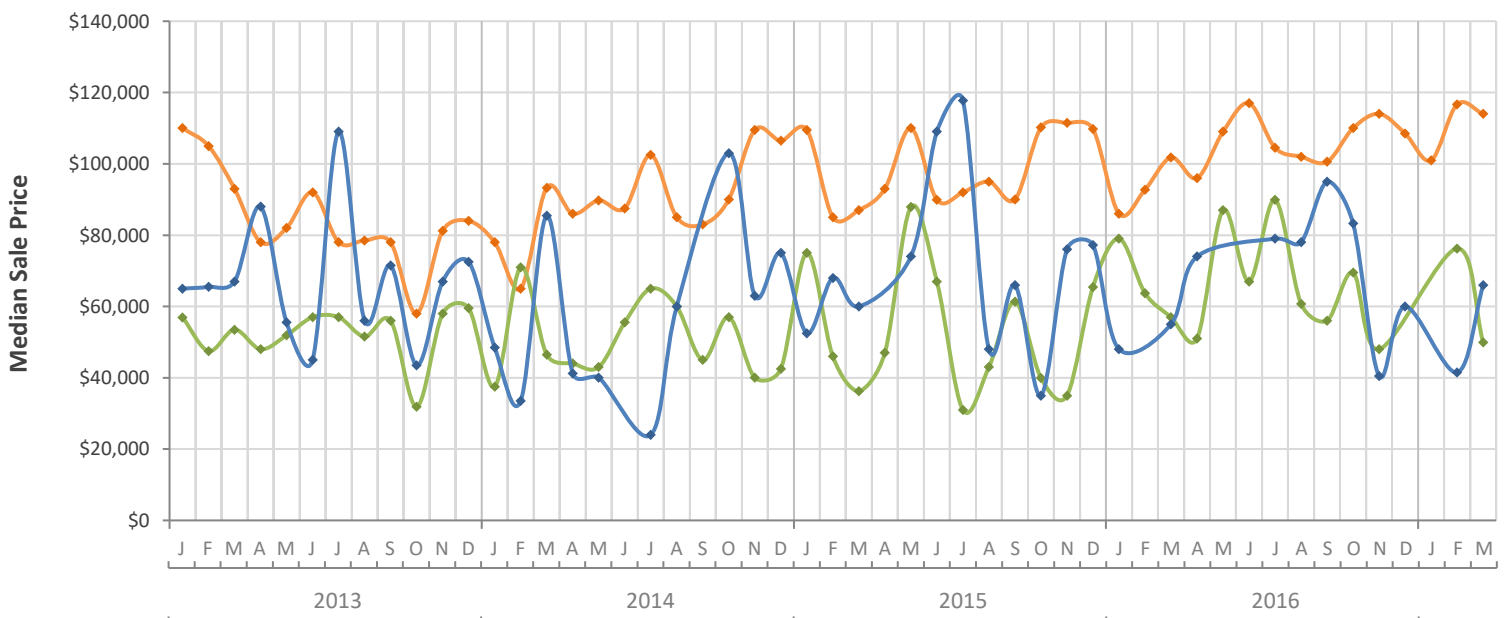
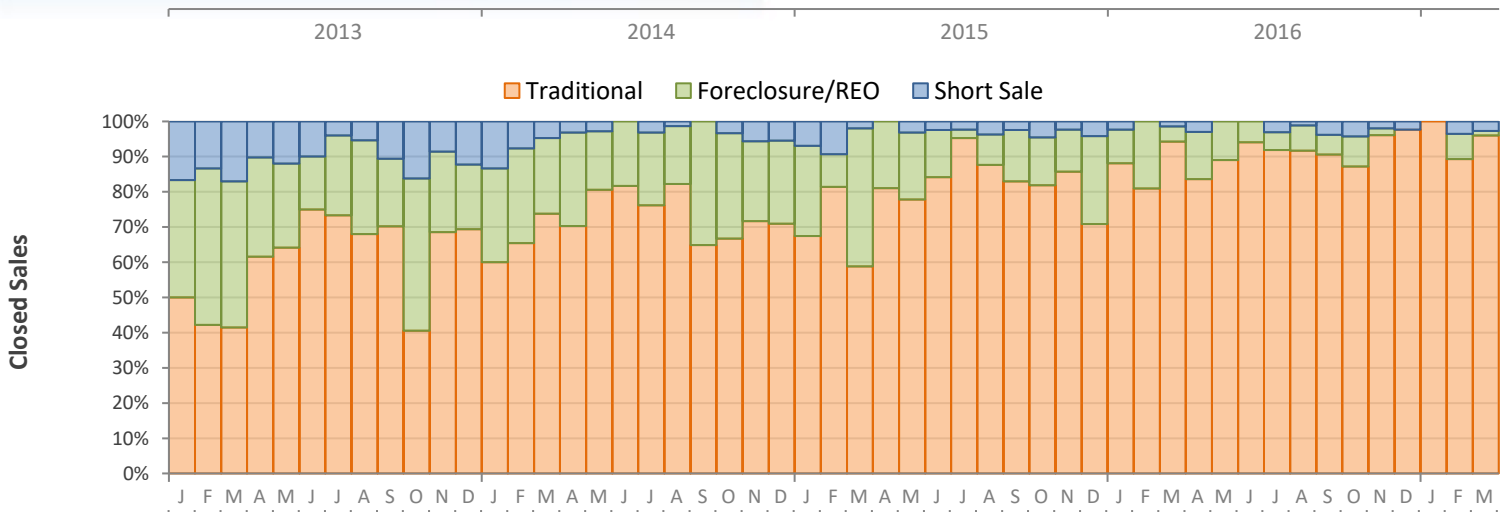
# Monthly Distressed Market - March 2017

## Townhouses and Condos

### Alachua County



		March 2017	March 2016	Percent Change Year over-Year
Traditional	Closed Sales	72	66	9.1%
	Median Sale Price	\$114,000	\$101,750	12.0%
Foreclosure/REO	Closed Sales	1	3	-66.7%
	Median Sale Price	\$49,900	\$57,000	-12.5%
Short Sale	Closed Sales	2	1	100.0%
	Median Sale Price	\$66,000	\$55,000	20.0%

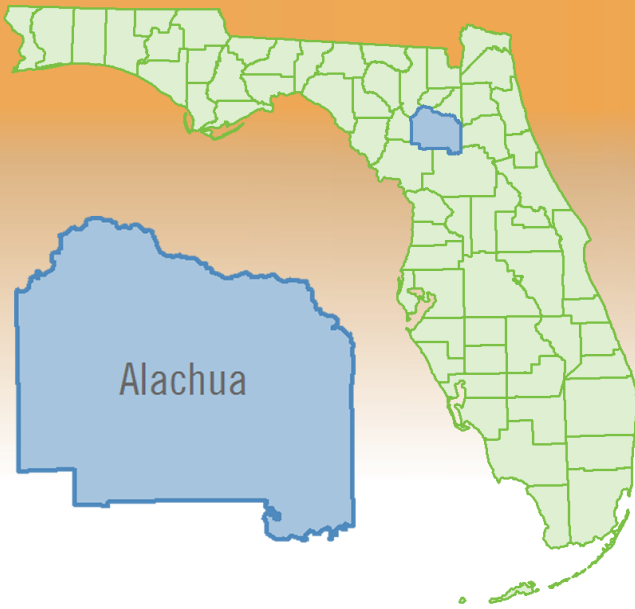




# Monthly Market Detail - March 2017

## Manufactured Homes

### Alachua County



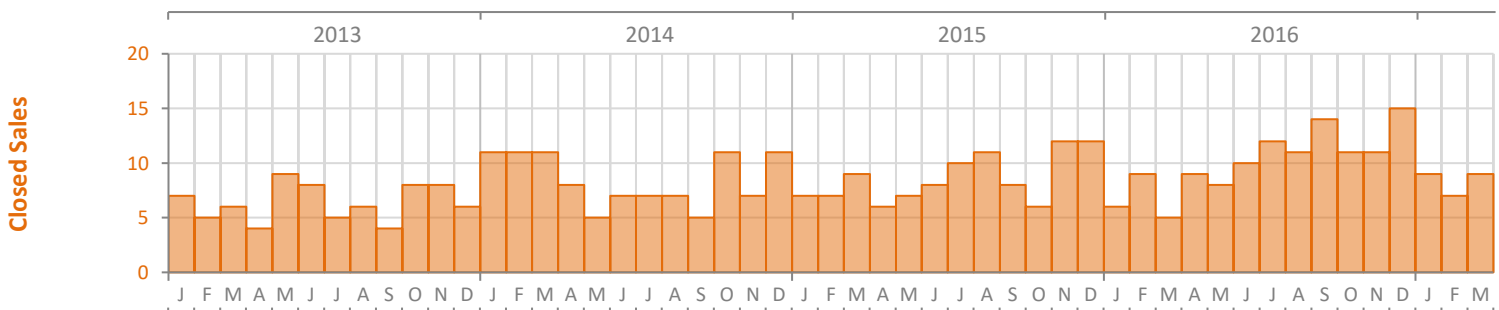
Summary Statistics	March 2017	March 2016	Percent Change Year-over-Year
Closed Sales	9	5	80.0%
Paid in Cash	6	4	50.0%
Median Sale Price	\$63,000	\$45,225	39.3%
Average Sale Price	\$55,657	\$44,856	24.1%
Dollar Volume	\$500,913	\$224,280	123.3%
Median Percent of Original List Price Received	81.9%	92.2%	-11.2%
Median Time to Contract	77 Days	19 Days	305.3%
Median Time to Sale	132 Days	48 Days	175.0%
New Pending Sales	16	17	-5.9%
New Listings	14	15	-6.7%
Pending Inventory	25	28	-10.7%
Inventory (Active Listings)	46	72	-36.1%
Months Supply of Inventory	4.4	8.6	-48.8%

## 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
<b>March 2017</b>	<b>9</b>	<b>80.0%</b>
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%

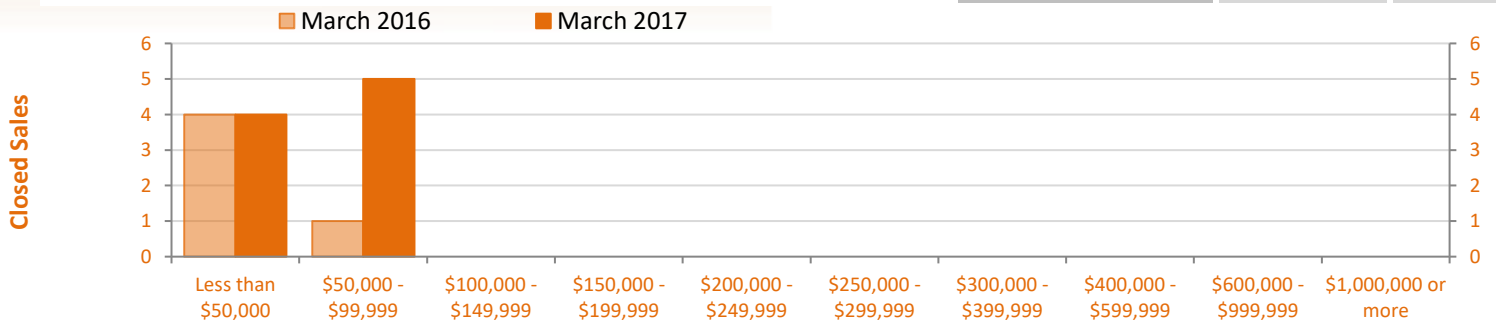


## Closed Sales by Sale Price

The number of sales transactions which closed during the month

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Sale Price	Closed Sales	Percent Change Year over-Year
Less than \$50,000	4	0.0%
\$50,000 - \$99,999	5	400.0%
\$100,000 - \$149,999	0	N/A
\$150,000 - \$199,999	0	N/A
\$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

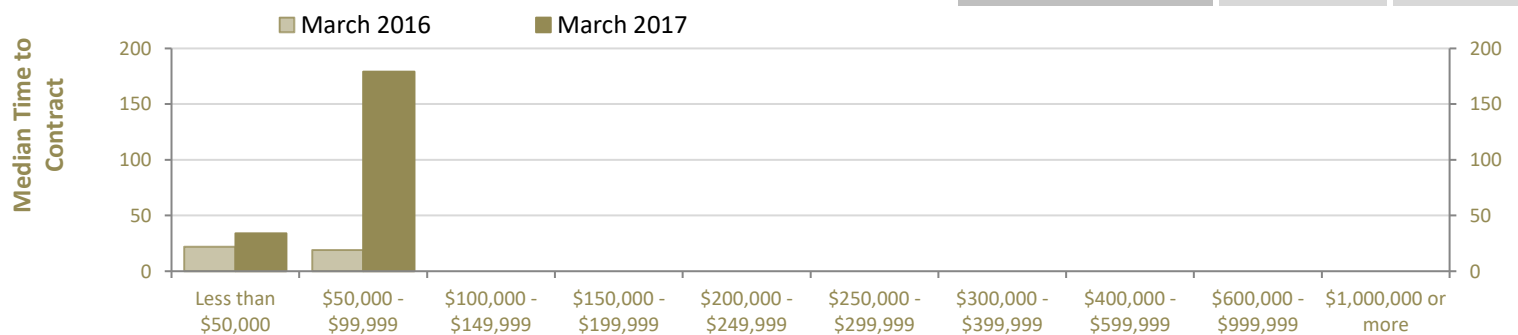


## Median Time to Contract by Sale Price

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	34 Days	54.5%
\$50,000 - \$99,999	179 Days	842.1%
\$100,000 - \$149,999	(No Sales)	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

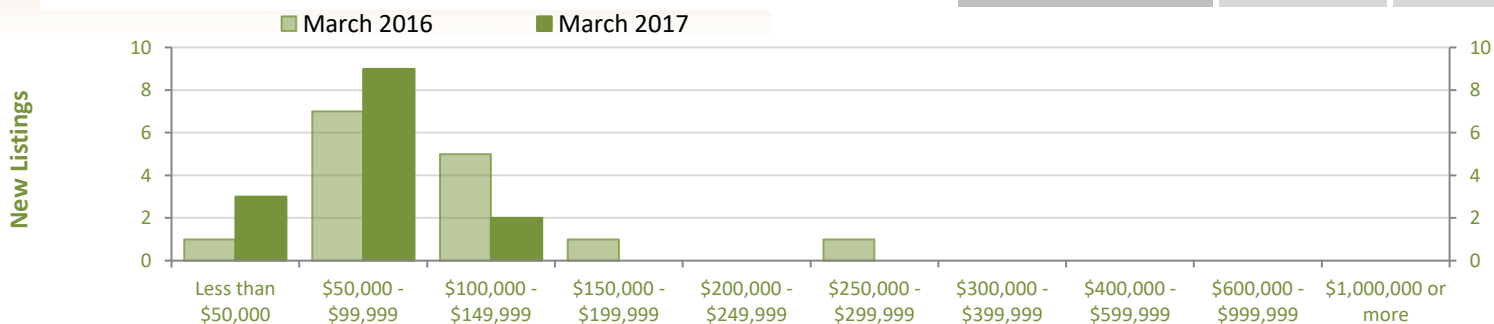


## New Listings by Initial Listing Price

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	200.0%
\$50,000 - \$99,999	9	28.6%
\$100,000 - \$149,999	2	-60.0%
\$150,000 - \$199,999	0	-100.0%
\$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

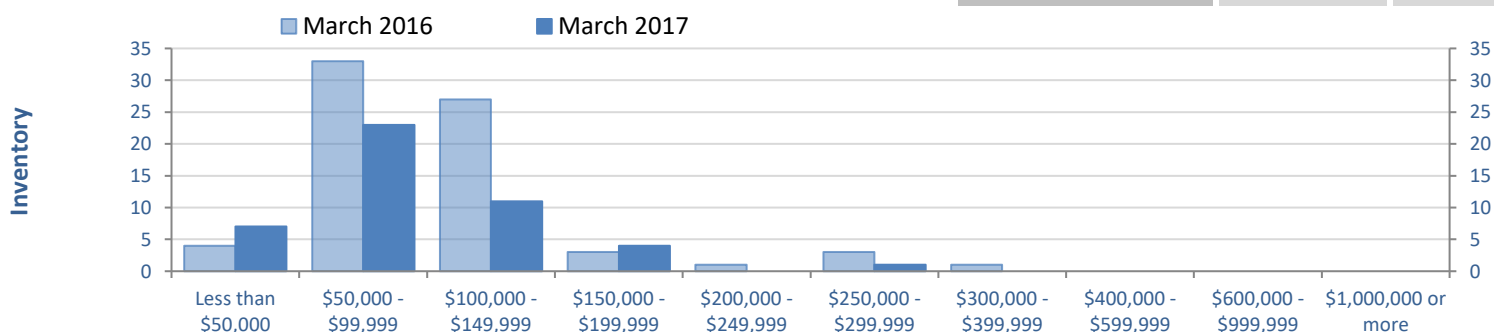


## Inventory by Current Listing Price

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.

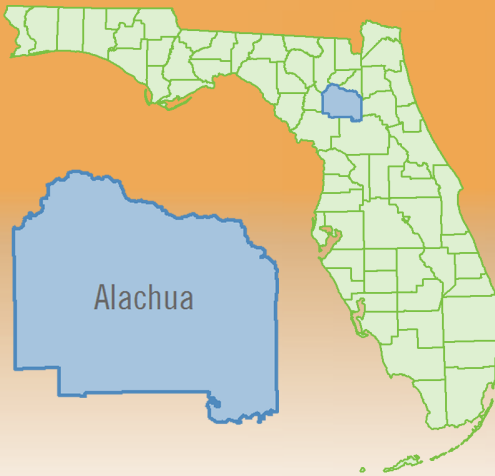
Current Listing Price	Inventory	Percent Change Year over-Year
Less than \$50,000	7	75.0%
\$50,000 - \$99,999	23	-30.3%
\$100,000 - \$149,999	11	-59.3%
\$150,000 - \$199,999	4	33.3%
\$200,000 - \$249,999	0	-100.0%
\$250,000 - \$299,999	1	-66.7%
\$300,000 - \$399,999	0	-100.0%
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A



# Monthly Distressed Market - March 2017

## Manufactured Homes

### Alachua County



		March 2017	March 2016	Percent Change Year over-Year
Traditional	Closed Sales	7	1	600.0%
	Median Sale Price	\$45,000	\$46,000	-2.2%
Foreclosure/REO	Closed Sales	2	4	-50.0%
	Median Sale Price	\$66,657	\$43,140	54.5%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

