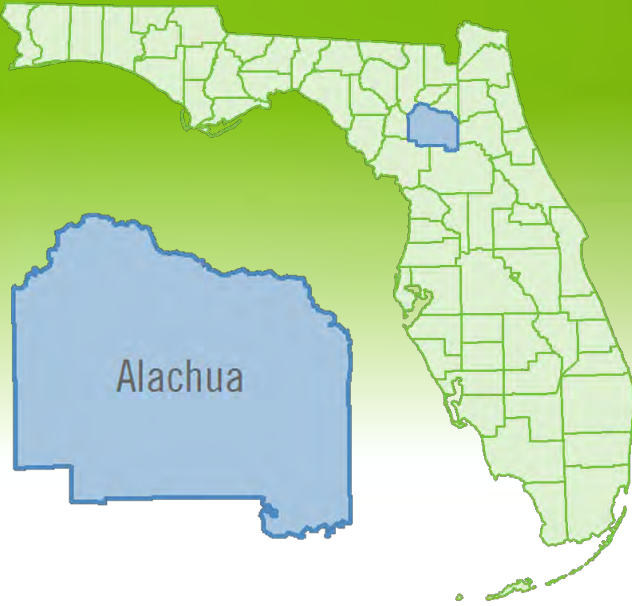


Monthly Market Detail - April 2017

Single Family Homes

Alachua County



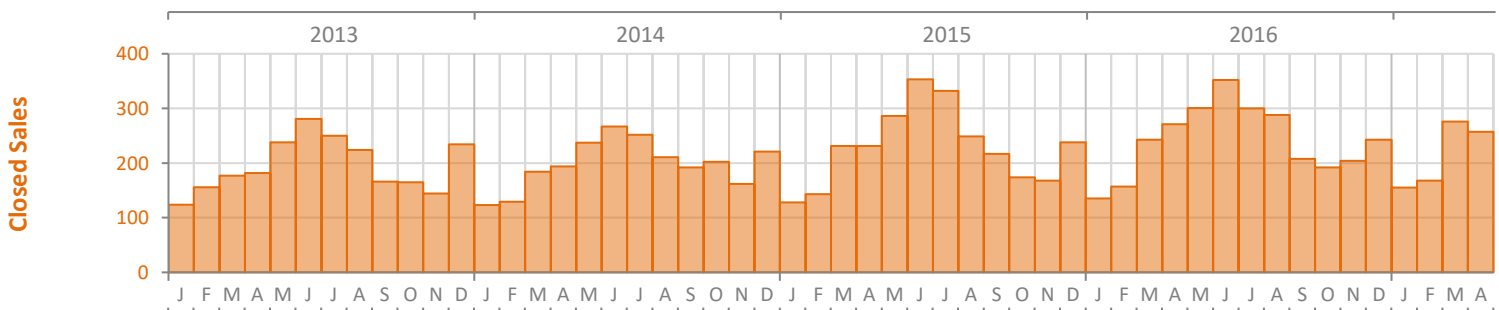
Summary Statistics	April 2017	April 2016	Percent Change Year-over-Year
Closed Sales	257	271	-5.2%
Paid in Cash	56	51	9.8%
Median Sale Price	\$215,000	\$205,000	4.9%
Average Sale Price	\$238,099	\$238,235	-0.1%
Dollar Volume	\$61.2 Million	\$64.6 Million	-5.2%
Median Percent of Original List Price Received	97.7%	97.8%	-0.1%
Median Time to Contract	54 Days	46 Days	17.4%
Median Time to Sale	84 Days	98 Days	-14.3%
New Pending Sales	378	397	-4.8%
New Listings	388	406	-4.4%
Pending Inventory	588	623	-5.6%
Inventory (Active Listings)	964	1,053	-8.5%
Months Supply of Inventory	3.9	4.5	-13.3%

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
April 2017	257	-5.2%
March 2017	276	13.6%
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%

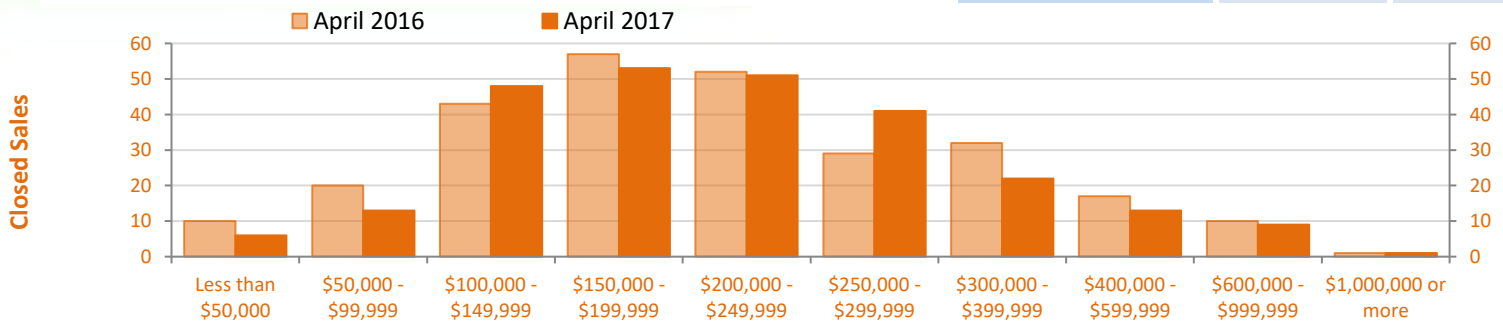


Closed Sales by Sale Price

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	-40.0%
\$50,000 - \$99,999	13	-35.0%
\$100,000 - \$149,999	48	11.6%
\$150,000 - \$199,999	53	-7.0%
\$200,000 - \$249,999	51	-1.9%
\$250,000 - \$299,999	41	41.4%
\$300,000 - \$399,999	22	-31.3%
\$400,000 - \$599,999	13	-23.5%
\$600,000 - \$999,999	9	-10.0%
\$1,000,000 or more	1	0.0%

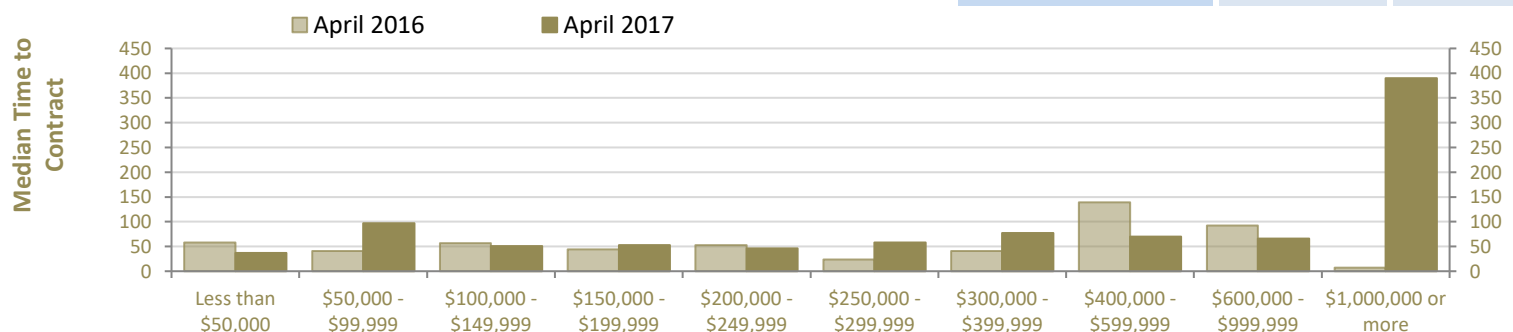


Median Time to Contract by Sale Price

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	37 Days	-36.2%
\$50,000 - \$99,999	97 Days	136.6%
\$100,000 - \$149,999	51 Days	-10.5%
\$150,000 - \$199,999	53 Days	20.5%
\$200,000 - \$249,999	46 Days	-13.2%
\$250,000 - \$299,999	58 Days	141.7%
\$300,000 - \$399,999	77 Days	87.8%
\$400,000 - \$599,999	70 Days	-49.6%
\$600,000 - \$999,999	66 Days	-28.3%
\$1,000,000 or more	390 Days	5471.4%



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	-70.0%
\$50,000 - \$99,999	17	-22.7%
\$100,000 - \$149,999	55	0.0%
\$150,000 - \$199,999	66	-15.4%
\$200,000 - \$249,999	59	-20.3%
\$250,000 - \$299,999	61	35.6%
\$300,000 - \$399,999	60	-6.3%
\$400,000 - \$599,999	46	43.8%
\$600,000 - \$999,999	21	-12.5%
\$1,000,000 or more	0	-100.0%

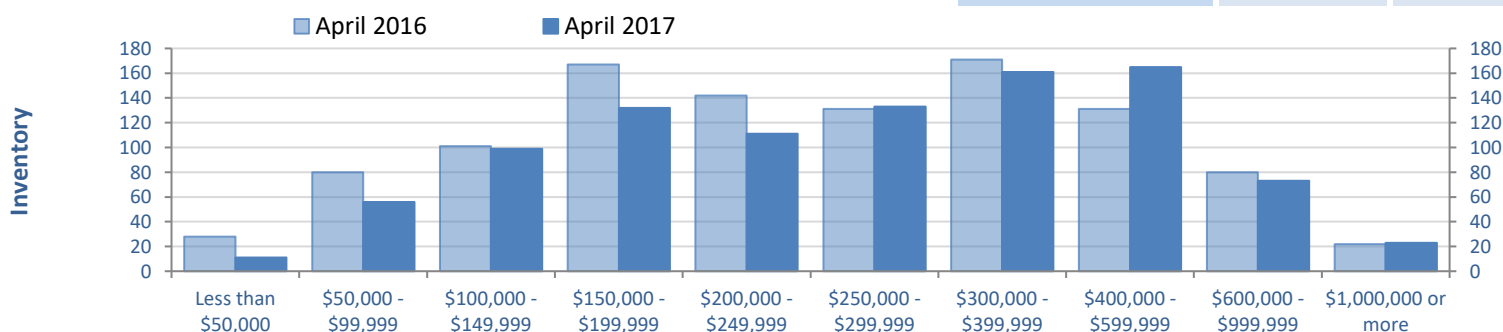


Inventory by Current Listing Price

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	11	-60.7%
\$50,000 - \$99,999	56	-30.0%
\$100,000 - \$149,999	99	-2.0%
\$150,000 - \$199,999	132	-21.0%
\$200,000 - \$249,999	111	-21.8%
\$250,000 - \$299,999	133	1.5%
\$300,000 - \$399,999	161	-5.8%
\$400,000 - \$599,999	165	26.0%
\$600,000 - \$999,999	73	-8.8%
\$1,000,000 or more	23	4.5%



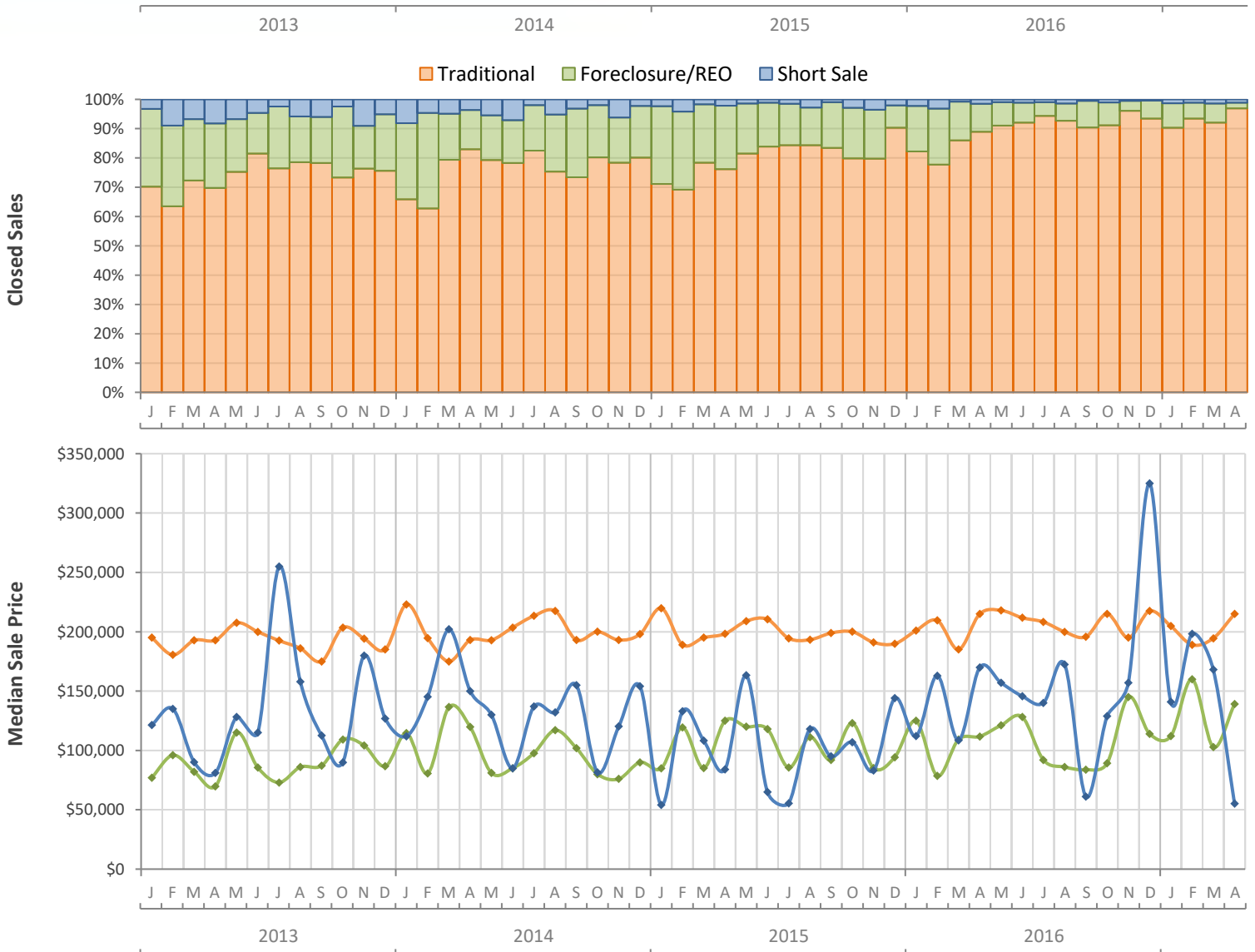
Monthly Distressed Market - April 2017

Single Family Homes

Alachua County



		April 2017	April 2016	Percent Change Year-over-Year
Traditional	Closed Sales	249	241	3.3%
	Median Sale Price	\$215,000	\$215,000	0.0%
Foreclosure/REO	Closed Sales	5	26	-80.8%
	Median Sale Price	\$139,000	\$111,750	24.4%
Short Sale	Closed Sales	3	4	-25.0%
	Median Sale Price	\$55,100	\$169,950	-67.6%



Monthly Market Detail - April 2017

Townhouses and Condos

Alachua County



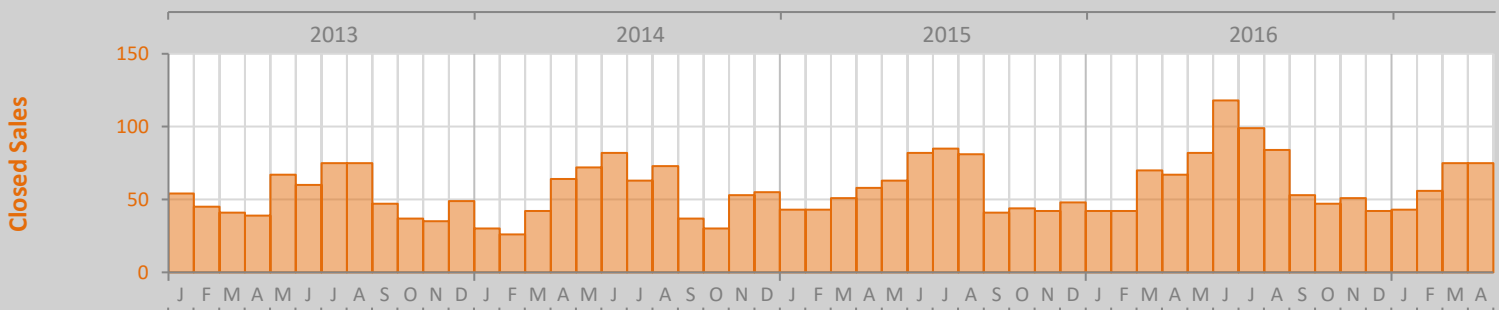
Summary Statistics	April 2017	April 2016	Percent Change Year-over-Year
Closed Sales	75	67	11.9%
Paid in Cash	47	48	-2.1%
Median Sale Price	\$114,250	\$91,000	25.5%
Average Sale Price	\$112,090	\$96,356	16.3%
Dollar Volume	\$8.4 Million	\$6.5 Million	30.2%
Median Percent of Original List Price Received	96.1%	95.4%	0.7%
Median Time to Contract	27 Days	27 Days	0.0%
Median Time to Sale	58 Days	58 Days	0.0%
New Pending Sales	111	106	4.7%
New Listings	101	103	-1.9%
Pending Inventory	137	160	-14.4%
Inventory (Active Listings)	139	256	-45.7%
Months Supply of Inventory	2.0	4.3	-53.5%

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
April 2017	75	11.9%
March 2017	75	7.1%
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%

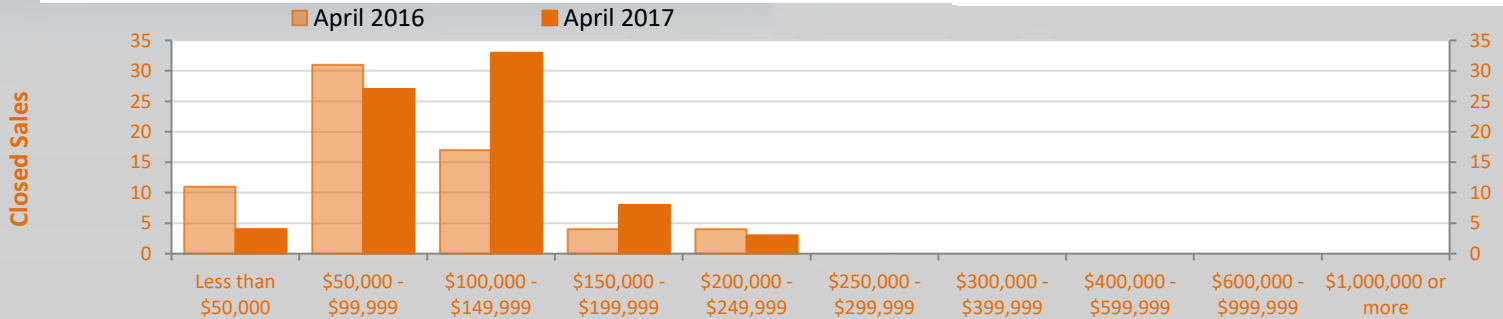


Closed Sales by Sale Price

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	4	-63.6%
\$50,000 - \$99,999	27	-12.9%
\$100,000 - \$149,999	33	94.1%
\$150,000 - \$199,999	8	100.0%
\$200,000 - \$249,999	3	-25.0%
\$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

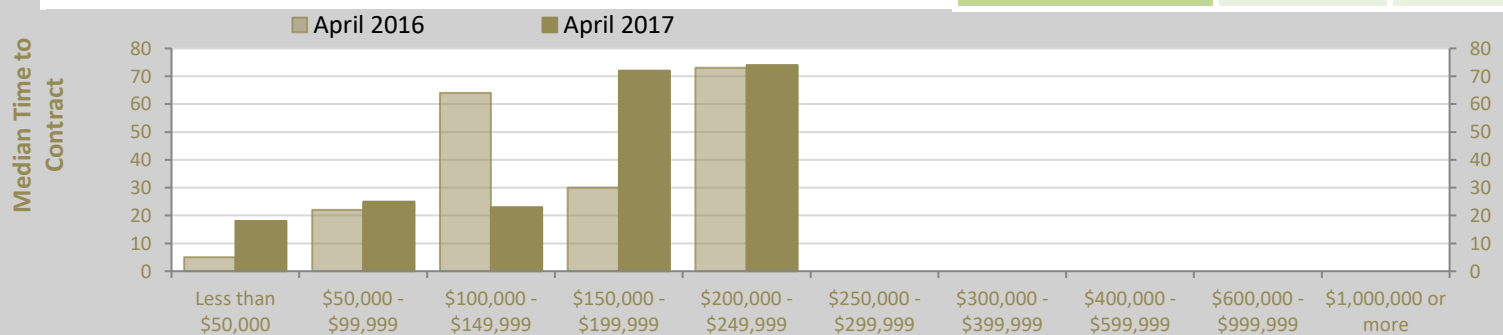


Median Time to Contract by Sale Price

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	18 Days	260.0%
\$50,000 - \$99,999	25 Days	13.6%
\$100,000 - \$149,999	23 Days	-64.1%
\$150,000 - \$199,999	72 Days	140.0%
\$200,000 - \$249,999	74 Days	1.4%
\$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

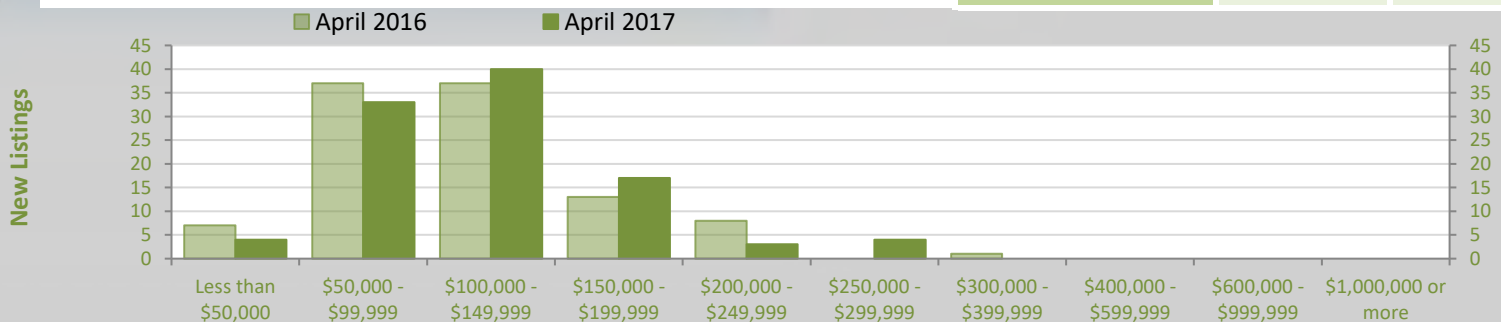


New Listings by Initial Listing Price

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	4	-42.9%
\$50,000 - \$99,999	33	-10.8%
\$100,000 - \$149,999	40	8.1%
\$150,000 - \$199,999	17	30.8%
\$200,000 - \$249,999	3	-62.5%
\$250,000 - \$299,999	4	N/A
\$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

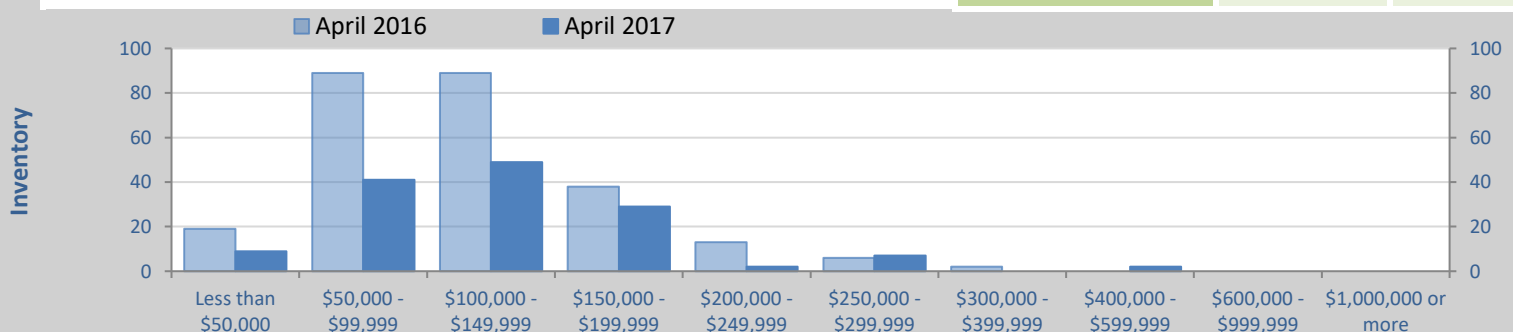


Inventory by Current Listing Price

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	9	-52.6%
\$50,000 - \$99,999	41	-53.9%
\$100,000 - \$149,999	49	-44.9%
\$150,000 - \$199,999	29	-23.7%
\$200,000 - \$249,999	2	-84.6%
\$250,000 - \$299,999	7	16.7%
\$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



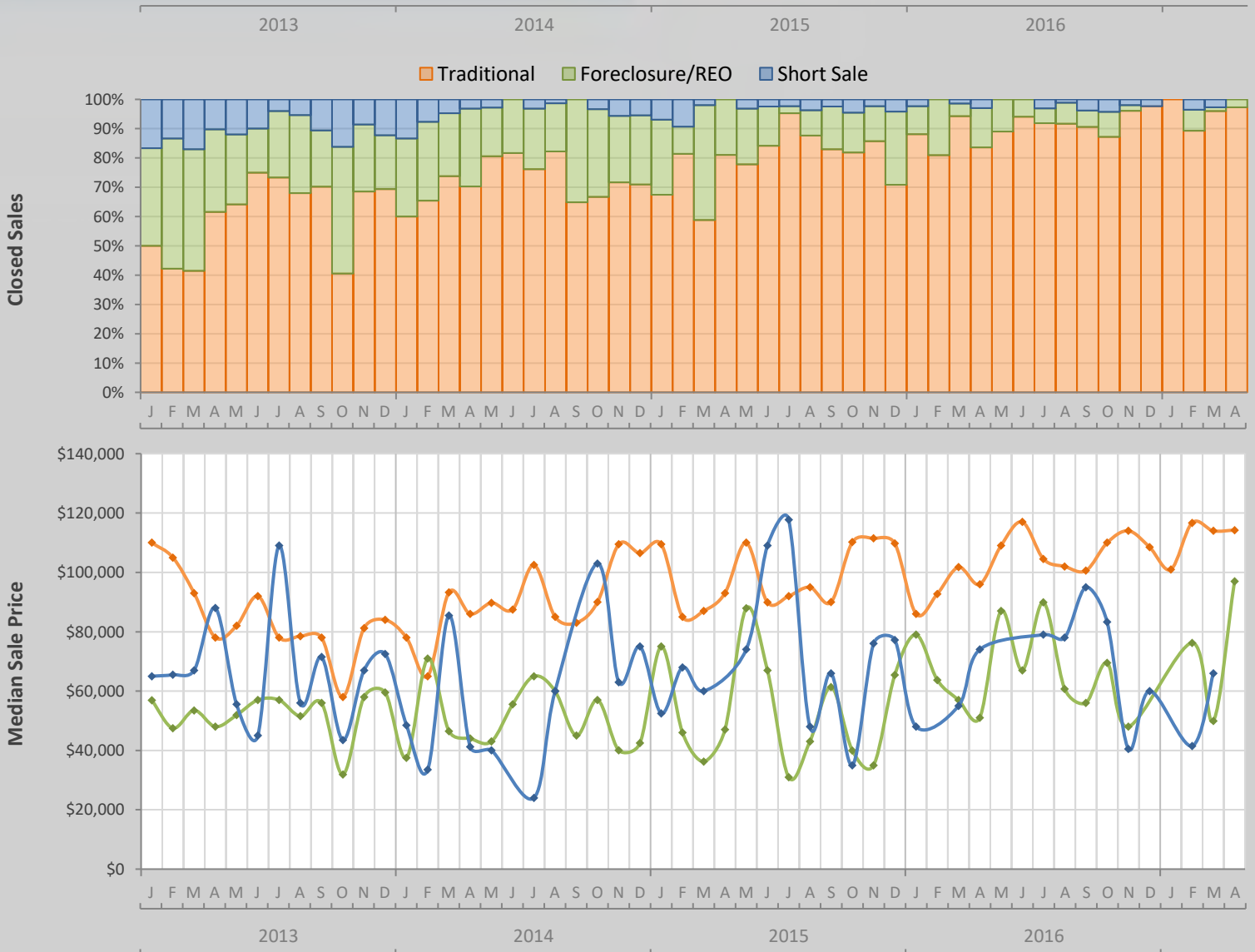
Monthly Distressed Market - April 2017

Townhouses and Condos

Alachua County



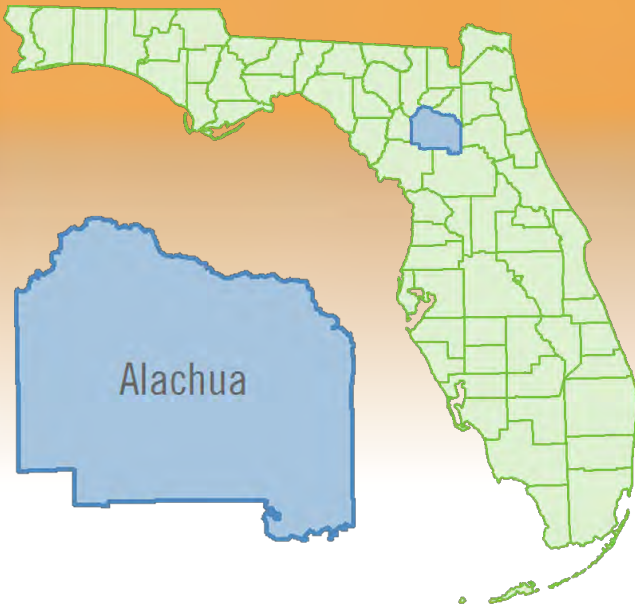
		April 2017	April 2016	Percent Change Year-over-Year
Traditional	Closed Sales	73	56	30.4%
	Median Sale Price	\$114,250	\$96,000	19.0%
Foreclosure/REO	Closed Sales	2	9	-77.8%
	Median Sale Price	\$97,000	\$51,000	90.2%
Short Sale	Closed Sales	0	2	-100.0%
	Median Sale Price	(No Sales)	\$74,000	N/A



Monthly Market Detail - April 2017

Manufactured Homes

Alachua County



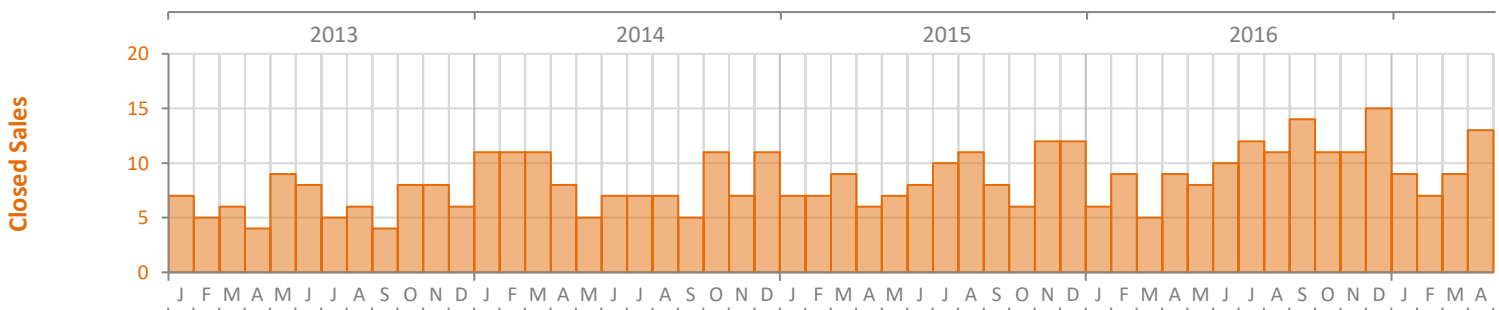
Summary Statistics	April 2017	April 2016	Percent Change Year-over-Year
Closed Sales	13	9	44.4%
Paid in Cash	7	6	16.7%
Median Sale Price	\$65,000	\$52,000	25.0%
Average Sale Price	\$85,108	\$73,903	15.2%
Dollar Volume	\$1.1 Million	\$665,127	66.3%
Median Percent of Original List Price Received	97.1%	92.6%	4.9%
Median Time to Contract	58 Days	52 Days	11.5%
Median Time to Sale	93 Days	93 Days	0.0%
New Pending Sales	15	7	114.3%
New Listings	20	13	53.8%
Pending Inventory	25	22	13.6%
Inventory (Active Listings)	48	76	-36.8%
Months Supply of Inventory	4.4	8.9	-50.6%

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
April 2017	13	44.4%
March 2017	9	80.0%
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%

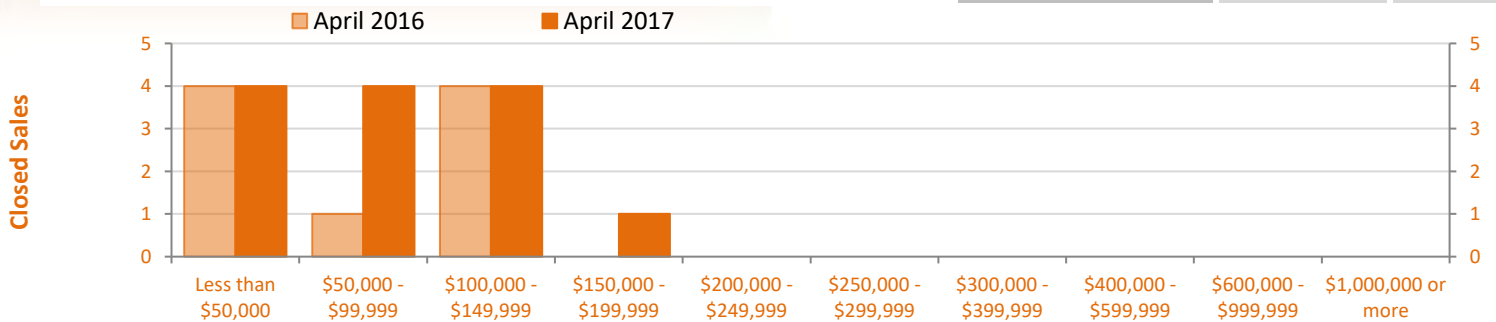


Closed Sales by Sale Price

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	4	0.0%
\$50,000 - \$99,999	4	300.0%
\$100,000 - \$149,999	4	0.0%
\$150,000 - \$199,999	1	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

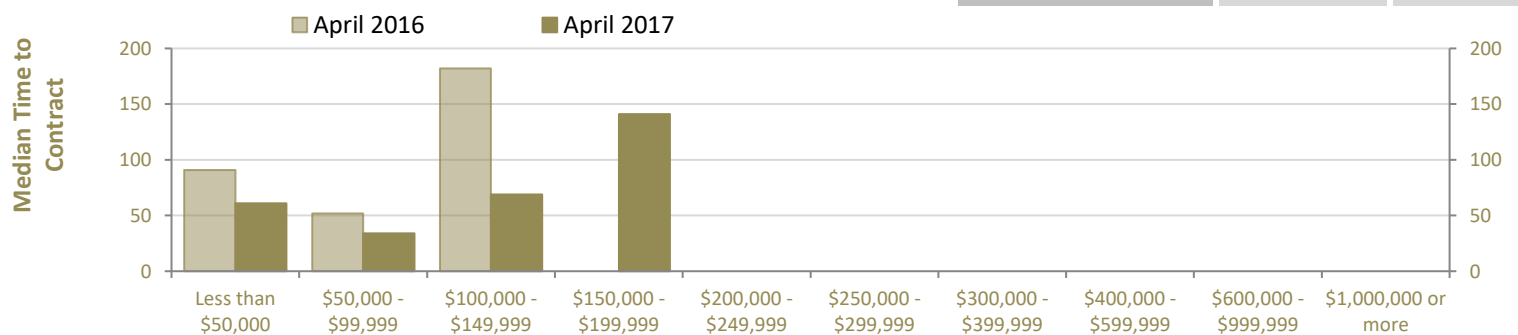


Median Time to Contract by Sale Price

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	61 Days	-33.0%
\$50,000 - \$99,999	34 Days	-34.6%
\$100,000 - \$149,999	69 Days	-62.1%
\$150,000 - \$199,999	141 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

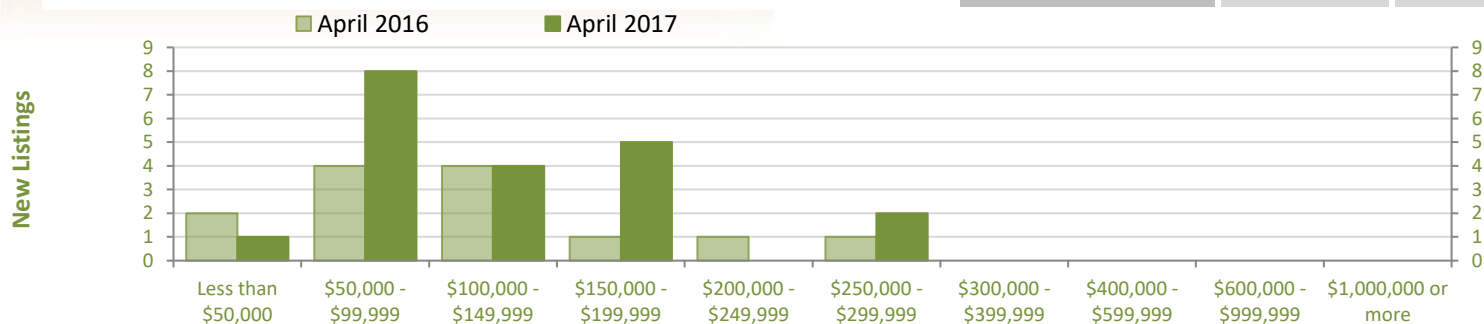


New Listings by Initial Listing Price

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	8	100.0%
\$100,000 - \$149,999	4	0.0%
\$150,000 - \$199,999	5	400.0%
\$200,000 - \$249,999	0	-100.0%
\$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

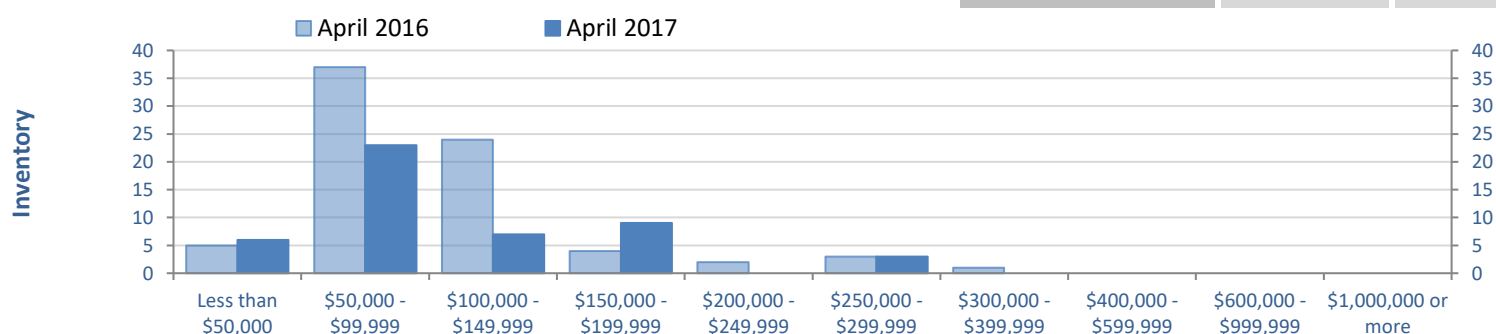


Inventory by Current Listing Price

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	6	20.0%
\$50,000 - \$99,999	23	-37.8%
\$100,000 - \$149,999	7	-70.8%
\$150,000 - \$199,999	9	125.0%
\$200,000 - \$249,999	0	-100.0%
\$250,000 - \$299,999	3	0.0%
\$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 - April 2017

Manufactured Homes

Alachua County



		April 2017	April 2016	Percent Change Year-over-Year
Traditional	Closed Sales	13	7	85.7%
	Median Sale Price	\$65,000	\$100,000	-35.0%
Foreclosure/REO	Closed Sales	0	2	-100.0%
	Median Sale Price	(No Sales)	\$36,000	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

