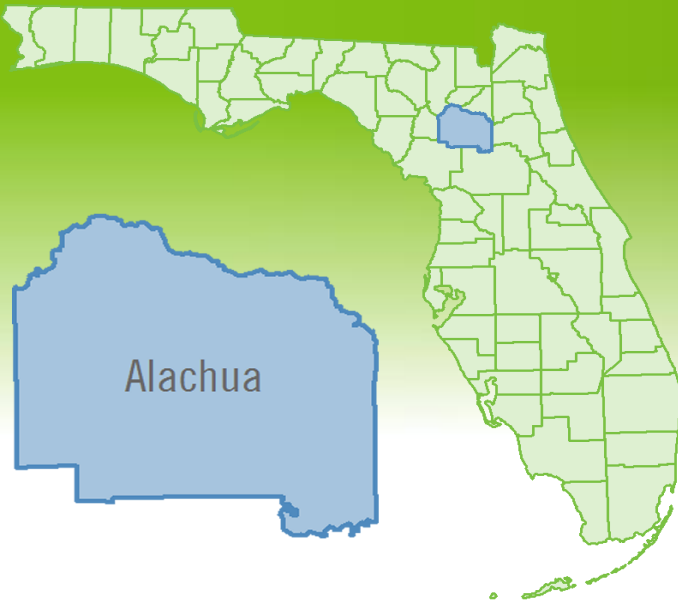


# Monthly Market Detail - October 2019

## Single Family Homes

### Alachua County



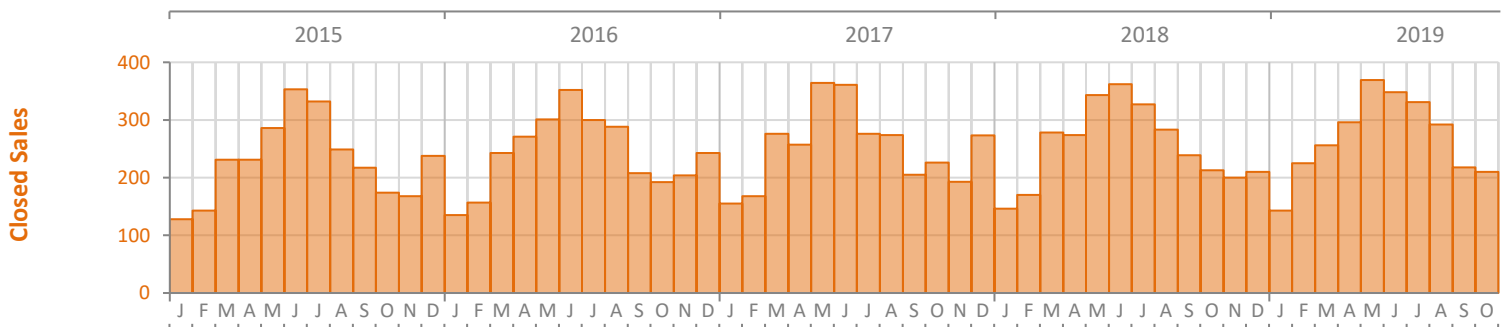
Summary Statistics	October 2019	October 2018	Percent Change Year-over-Year
Closed Sales	210	213	-1.4%
Paid in Cash	42	59	-28.8%
Median Sale Price	\$242,250	\$226,440	7.0%
Average Sale Price	\$273,042	\$243,698	12.0%
Dollar Volume	\$57.3 Million	\$51.9 Million	10.5%
Median Percent of Original List Price Received	97.4%	96.4%	1.0%
Median Time to Contract	43 Days	50 Days	-14.0%
Median Time to Sale	89 Days	85 Days	4.7%
New Pending Sales	250	246	1.6%
New Listings	272	261	4.2%
Pending Inventory	438	358	22.3%
Inventory (Active Listings)	783	866	-9.6%
Months Supply of Inventory	3.0	3.4	-11.8%

## 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
Year-to-Date	2,688	2.0%
<b>October 2019</b>	<b>210</b>	<b>-1.4%</b>
September 2019	218	-8.8%
August 2019	292	3.2%
July 2019	331	1.2%
June 2019	348	-3.9%
May 2019	369	7.6%
April 2019	296	8.0%
March 2019	256	-7.9%
February 2019	225	32.4%
January 2019	143	-2.1%
December 2018	210	-23.1%
November 2018	200	3.6%
October 2018	213	-5.8%

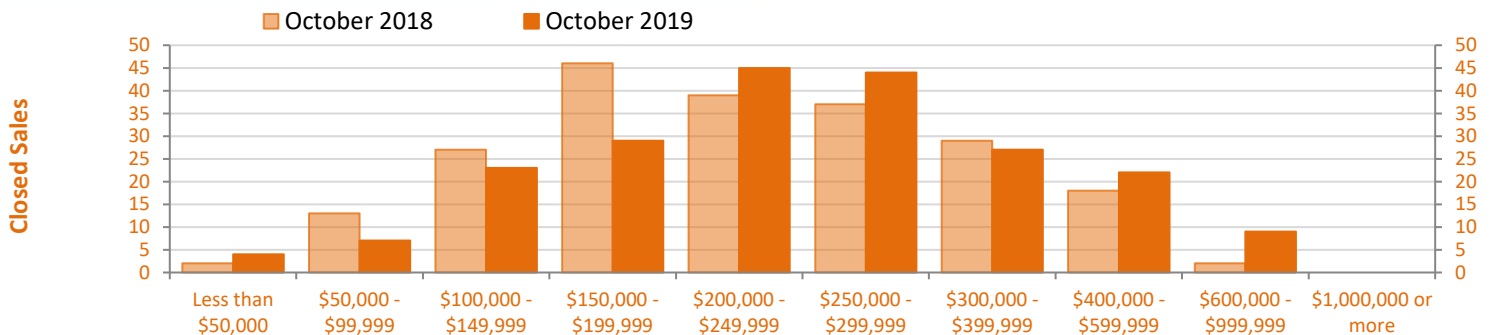


## Closed Sales by Sale Price

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	4	100.0%
\$50,000 - \$99,999	7	-46.2%
\$100,000 - \$149,999	23	-14.8%
\$150,000 - \$199,999	29	-37.0%
\$200,000 - \$249,999	45	15.4%
\$250,000 - \$299,999	44	18.9%
\$300,000 - \$399,999	27	-6.9%
\$400,000 - \$599,999	22	22.2%
\$600,000 - \$999,999	9	350.0%
\$1,000,000 or more	0	N/A

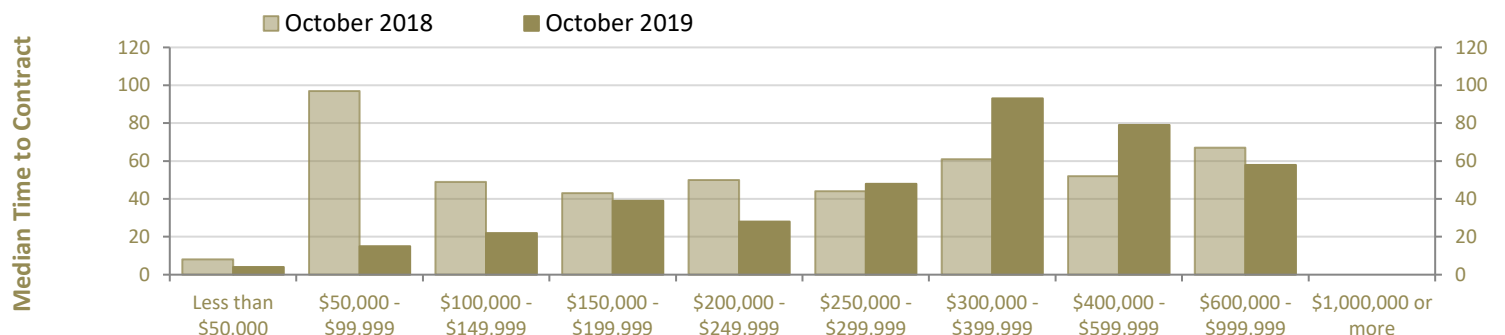


## Median Time to Contract by Sale Price

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	4 Days	-50.0%
\$50,000 - \$99,999	15 Days	-84.5%
\$100,000 - \$149,999	22 Days	-55.1%
\$150,000 - \$199,999	39 Days	-9.3%
\$200,000 - \$249,999	28 Days	-44.0%
\$250,000 - \$299,999	48 Days	9.1%
\$300,000 - \$399,999	93 Days	52.5%
\$400,000 - \$599,999	79 Days	51.9%
\$600,000 - \$999,999	58 Days	-13.4%
\$1,000,000 or more	(No Sales)	N/A

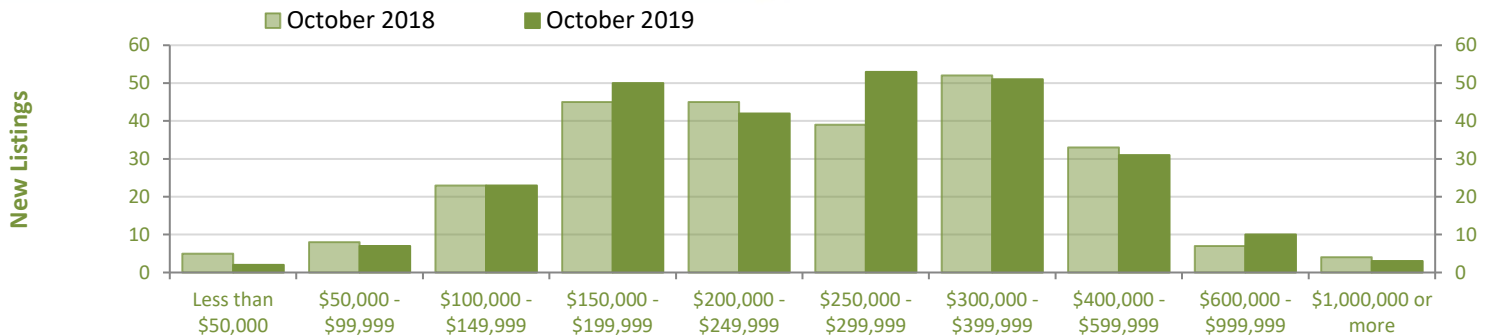


## New Listings by Initial Listing Price

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	2	-60.0%
\$50,000 - \$99,999	7	-12.5%
\$100,000 - \$149,999	23	0.0%
\$150,000 - \$199,999	50	11.1%
\$200,000 - \$249,999	42	-6.7%
\$250,000 - \$299,999	53	35.9%
\$300,000 - \$399,999	51	-1.9%
\$400,000 - \$599,999	31	-6.1%
\$600,000 - \$999,999	10	42.9%
\$1,000,000 or more	3	-25.0%

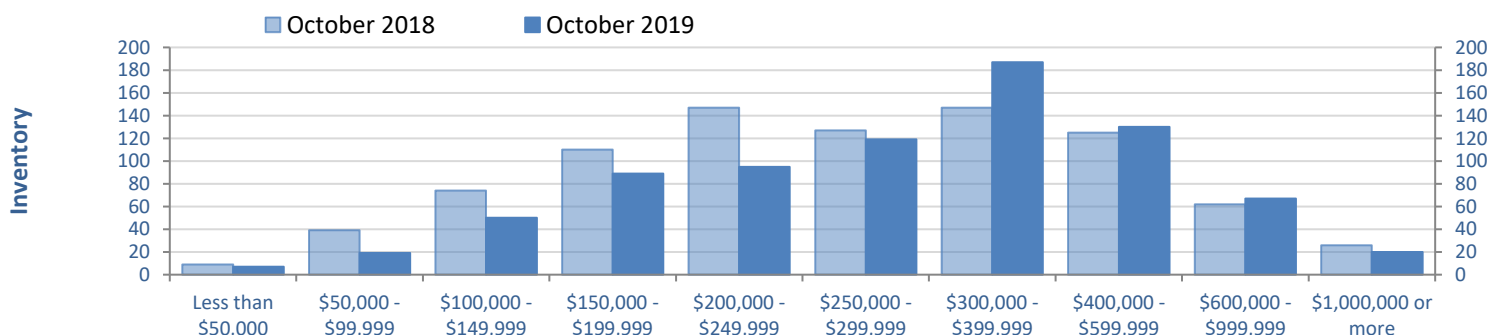


## Inventory by Current Listing Price

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	7	-22.2%
\$50,000 - \$99,999	19	-51.3%
\$100,000 - \$149,999	50	-32.4%
\$150,000 - \$199,999	89	-19.1%
\$200,000 - \$249,999	95	-35.4%
\$250,000 - \$299,999	119	-6.3%
\$300,000 - \$399,999	187	27.2%
\$400,000 - \$599,999	130	4.0%
\$600,000 - \$999,999	67	8.1%
\$1,000,000 or more	20	-23.1%



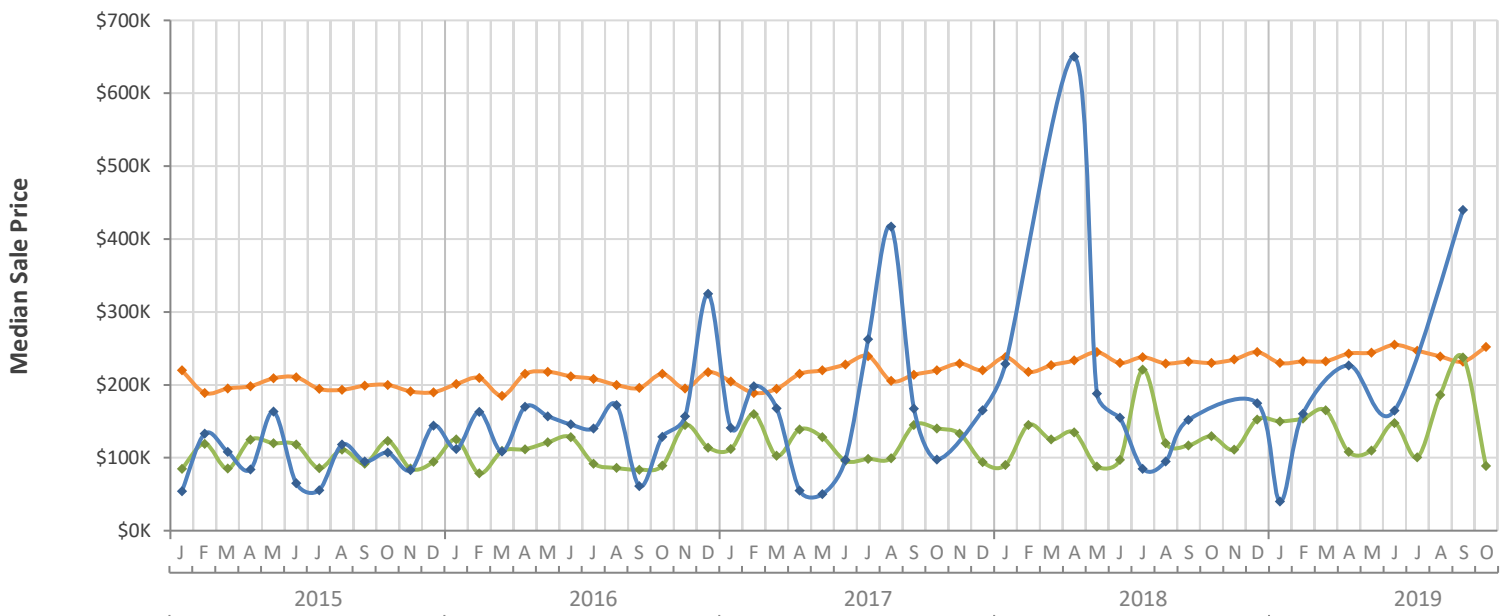
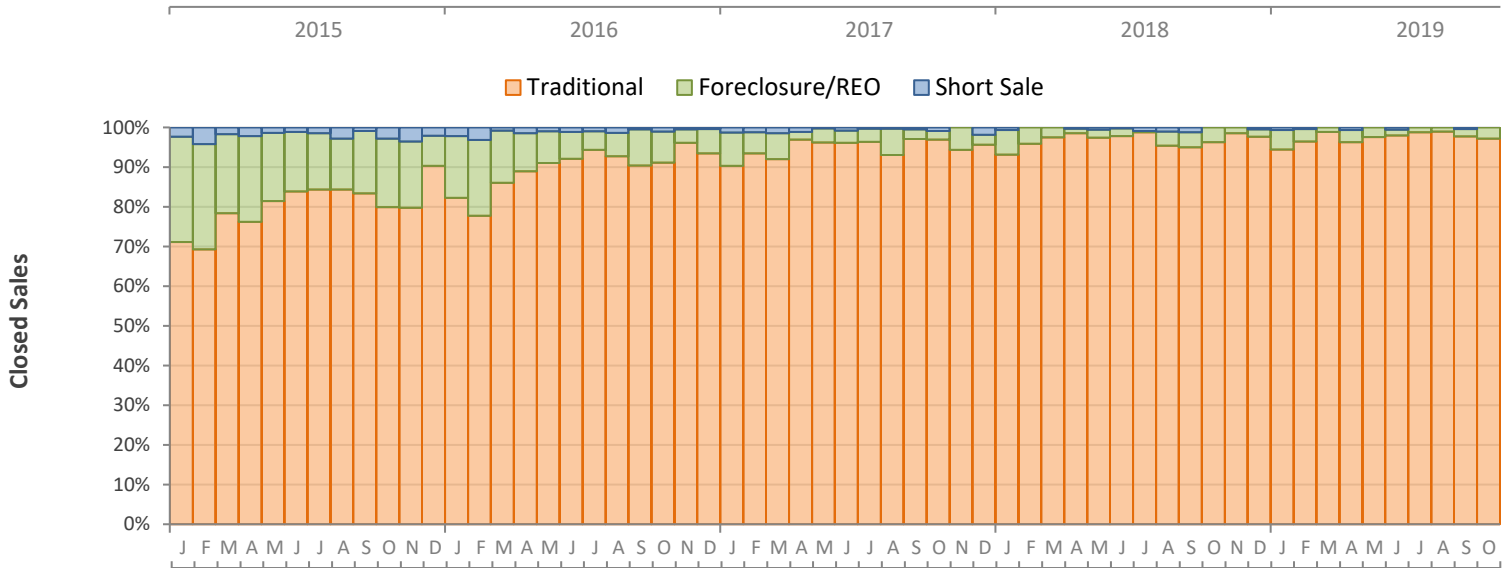
# Monthly Distressed Market - October 2019

## Single Family Homes

### Alachua County



		October 2019	October 2018	Percent Change Year-over-Year
Traditional	Closed Sales	204	205	-0.5%
	Median Sale Price	\$251,950	\$230,000	9.5%
Foreclosure/REO	Closed Sales	6	8	-25.0%
	Median Sale Price	\$88,647	\$129,450	-31.5%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



# Monthly Market Detail - October 2019

## Townhouses and Condos

### Alachua County



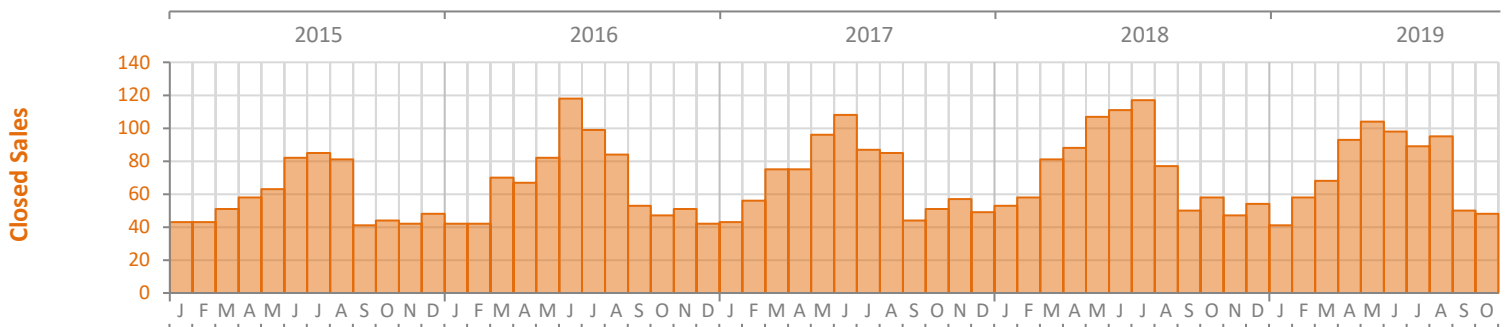
Summary Statistics	October 2019	October 2018	Percent Change Year-over-Year
Closed Sales	48	58	-17.2%
Paid in Cash	25	33	-24.2%
Median Sale Price	\$128,500	\$119,950	7.1%
Average Sale Price	\$133,382	\$122,891	8.5%
Dollar Volume	\$6.4 Million	\$7.1 Million	-10.2%
Median Percent of Original List Price Received	97.4%	95.2%	2.3%
Median Time to Contract	20 Days	40 Days	-50.0%
Median Time to Sale	50 Days	63 Days	-20.6%
New Pending Sales	63	55	14.5%
New Listings	51	68	-25.0%
Pending Inventory	79	49	61.2%
Inventory (Active Listings)	99	152	-34.9%
Months Supply of Inventory	1.4	2.0	-30.0%

## 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
Year-to-Date	744	-7.0%
<b>October 2019</b>	<b>48</b>	<b>-17.2%</b>
September 2019	50	0.0%
August 2019	95	23.4%
July 2019	89	-23.9%
June 2019	98	-11.7%
May 2019	104	-2.8%
April 2019	93	5.7%
March 2019	68	-16.0%
February 2019	58	0.0%
January 2019	41	-22.6%
December 2018	54	10.2%
November 2018	47	-17.5%
October 2018	58	13.7%

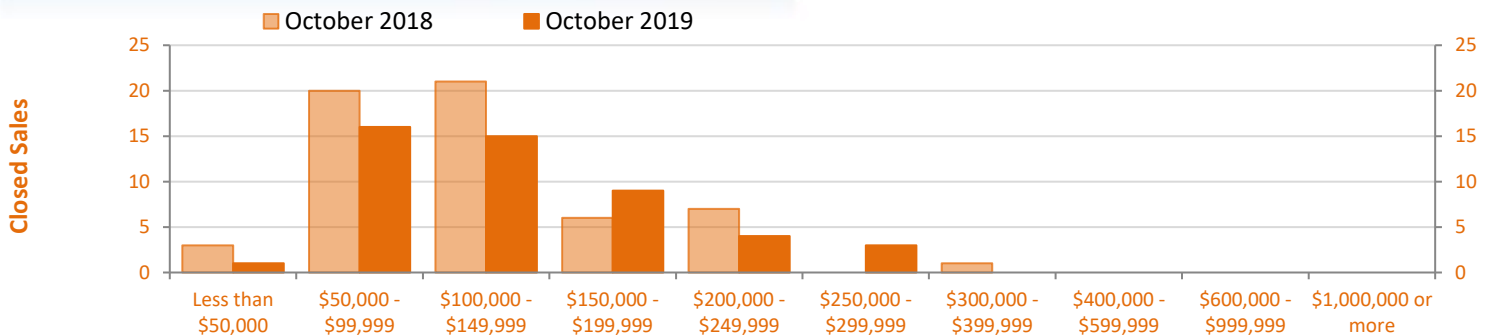


## Closed Sales by Sale Price

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	-66.7%
\$50,000 - \$99,999	16	-20.0%
\$100,000 - \$149,999	15	-28.6%
\$150,000 - \$199,999	9	50.0%
\$200,000 - \$249,999	4	-42.9%
\$250,000 - \$299,999	3	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

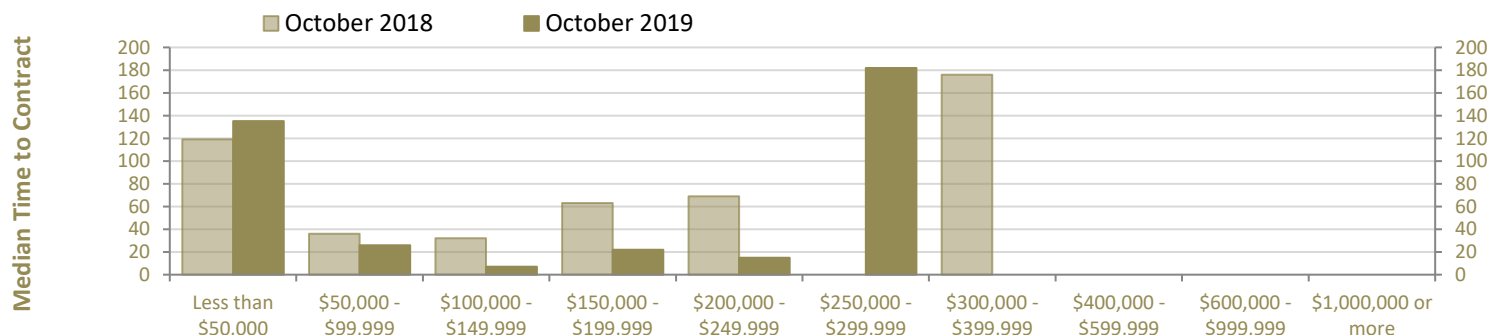


## Median Time to Contract by Sale Price

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	135 Days	13.4%
\$50,000 - \$99,999	26 Days	-27.8%
\$100,000 - \$149,999	7 Days	-78.1%
\$150,000 - \$199,999	22 Days	-65.1%
\$200,000 - \$249,999	15 Days	-78.3%
\$250,000 - \$299,999	182 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

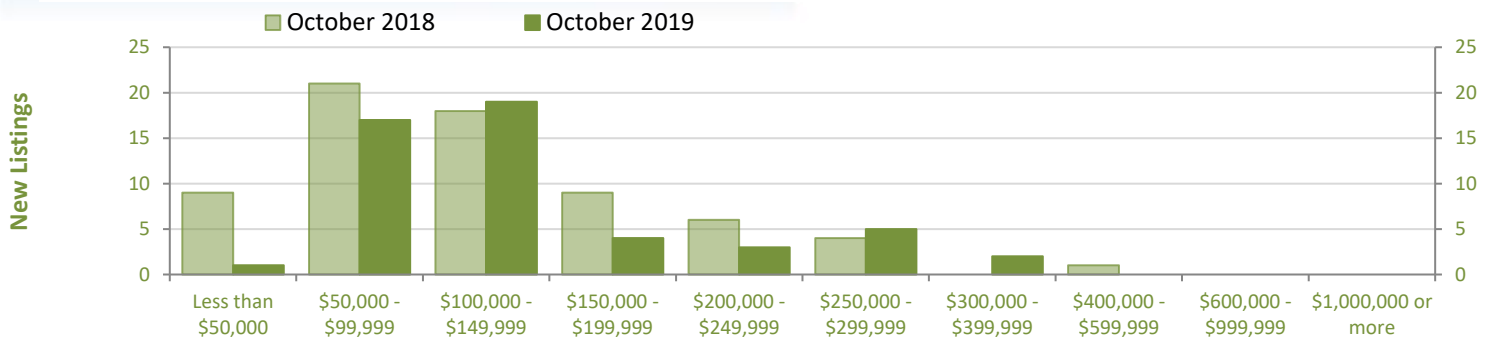


## New Listings by Initial Listing Price

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	1	-88.9%
\$50,000 - \$99,999	17	-19.0%
\$100,000 - \$149,999	19	5.6%
\$150,000 - \$199,999	4	-55.6%
\$200,000 - \$249,999	3	-50.0%
\$250,000 - \$299,999	5	25.0%
\$300,000 - \$399,999	2	N/A
\$400,000 - \$599,999	0	-100.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

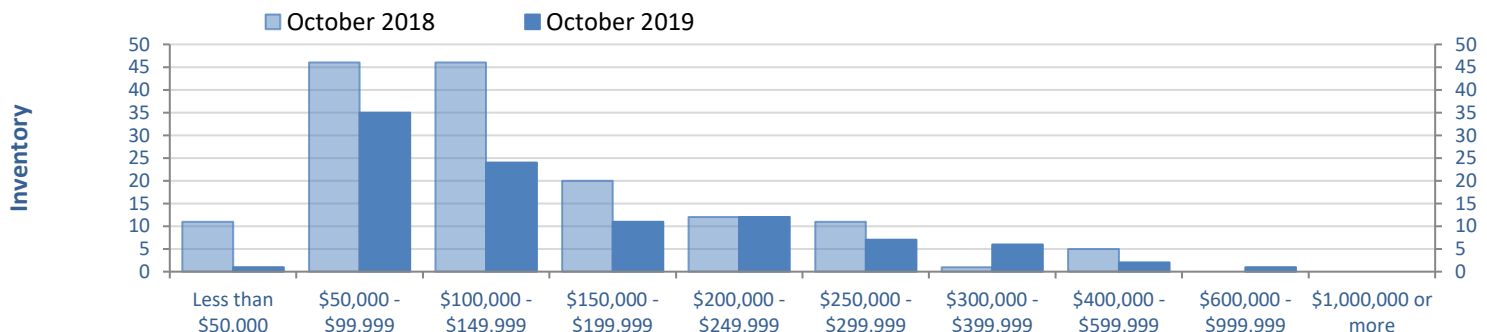


## Inventory by Current Listing Price

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	1	-90.9%
\$50,000 - \$99,999	35	-23.9%
\$100,000 - \$149,999	24	-47.8%
\$150,000 - \$199,999	11	-45.0%
\$200,000 - \$249,999	12	0.0%
\$250,000 - \$299,999	7	-36.4%
\$300,000 - \$399,999	6	500.0%
\$400,000 - \$599,999	2	-60.0%
\$600,000 - \$999,999	1	N/A
\$1,000,000 or more	0	N/A



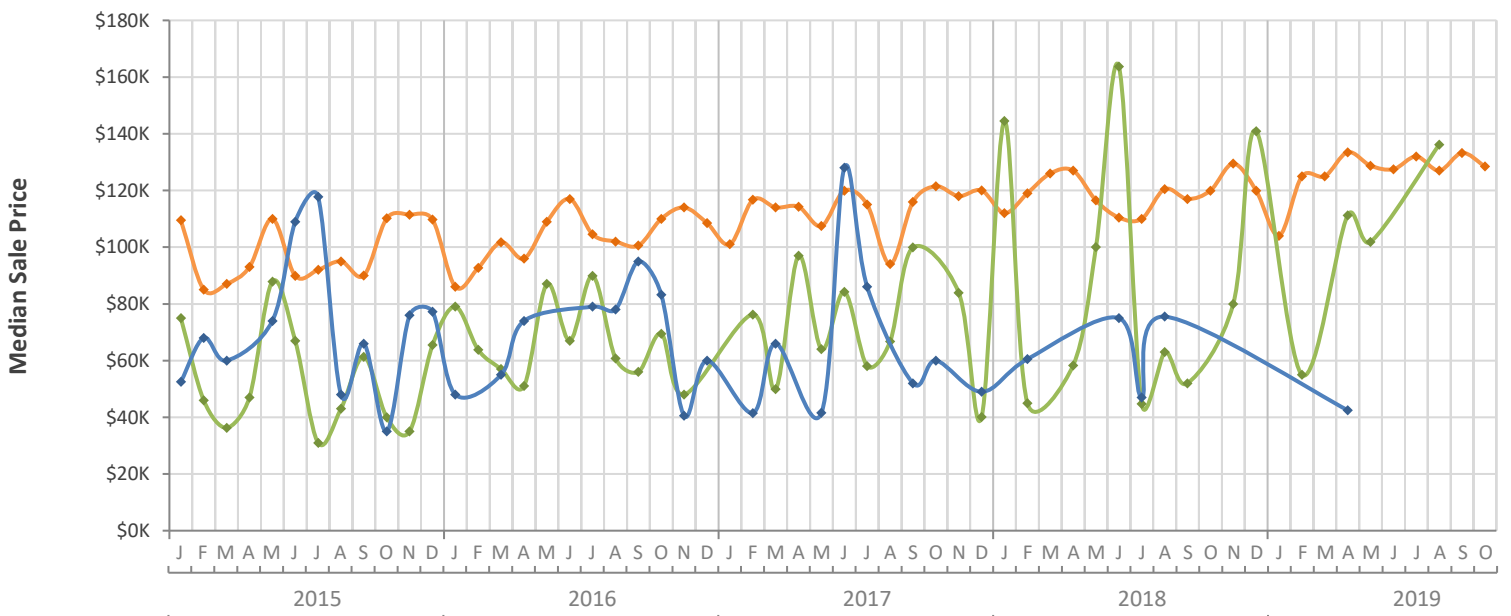
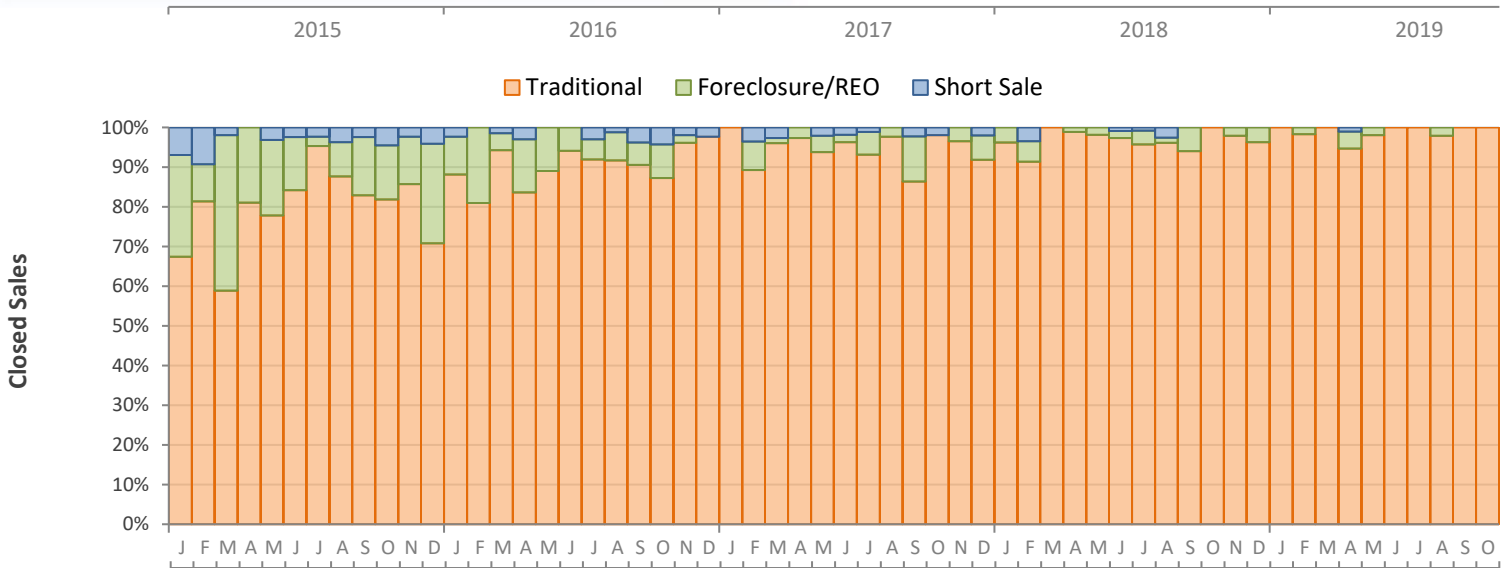
# Monthly Distressed Market - October 2019

## Townhouses and Condos

### Alachua County



		October 2019	October 2018	Percent Change Year-over-Year
Traditional	Closed Sales	48	58	-17.2%
	Median Sale Price	\$128,500	\$119,950	7.1%
Foreclosure/REO	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

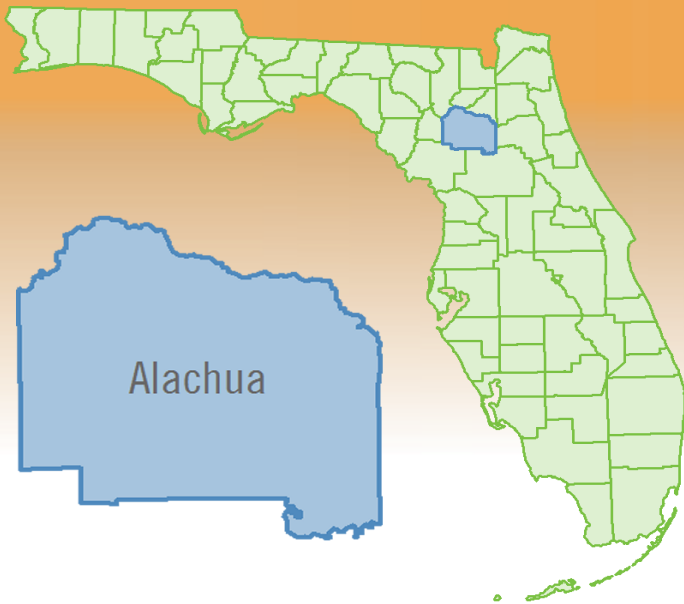




# Monthly Market Detail - October 2019

## Manufactured Homes

### Alachua County



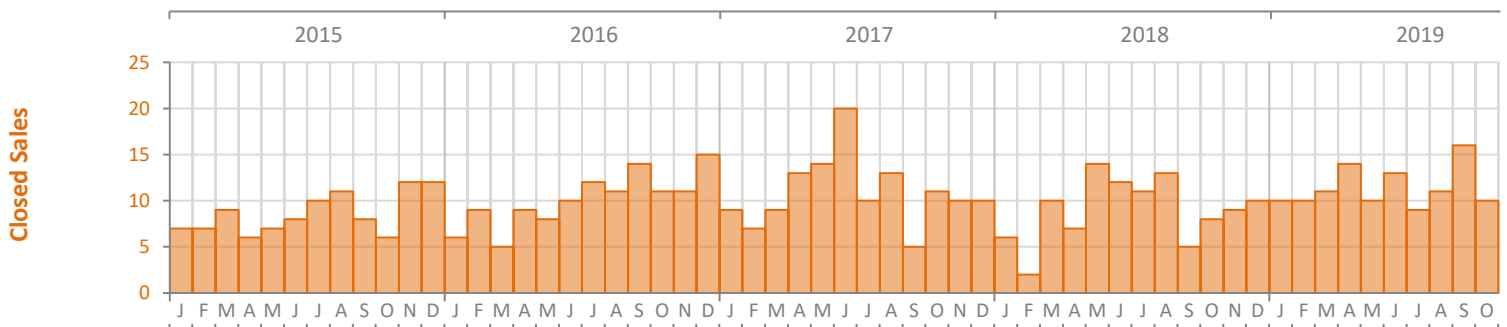
Summary Statistics	October 2019	October 2018	Percent Change Year-over-Year
Closed Sales	10	8	25.0%
Paid in Cash	6	3	100.0%
Median Sale Price	\$115,000	\$123,450	-6.8%
Average Sale Price	\$119,070	\$120,175	-0.9%
Dollar Volume	\$1.2 Million	\$961,400	23.9%
Median Percent of Original List Price Received	88.5%	93.7%	-5.5%
Median Time to Contract	48 Days	25 Days	92.0%
Median Time to Sale	68 Days	81 Days	-16.0%
New Pending Sales	10	14	-28.6%
New Listings	13	22	-40.9%
Pending Inventory	20	25	-20.0%
Inventory (Active Listings)	52	50	4.0%
Months Supply of Inventory	4.7	5.6	-16.1%

## 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	114	29.5%
<b>October 2019</b>	<b>10</b>	<b>25.0%</b>
September 2019	16	220.0%
August 2019	11	-15.4%
July 2019	9	-18.2%
June 2019	13	8.3%
May 2019	10	-28.6%
April 2019	14	100.0%
March 2019	11	10.0%
February 2019	10	400.0%
January 2019	10	66.7%
December 2018	10	0.0%
November 2018	9	-10.0%
October 2018	8	-27.3%

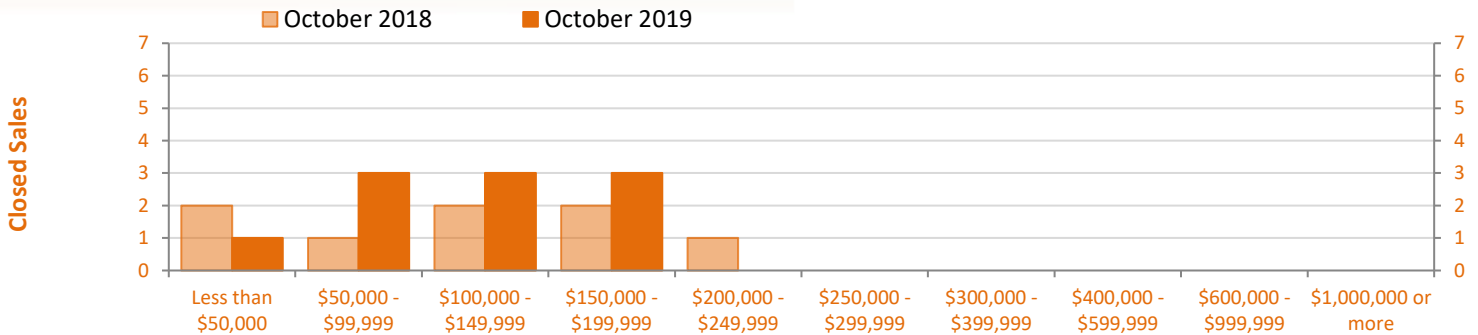


## Closed Sales by Sale Price

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	1	-50.0%
\$50,000 - \$99,999	3	200.0%
\$100,000 - \$149,999	3	50.0%
\$150,000 - \$199,999	3	50.0%
\$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

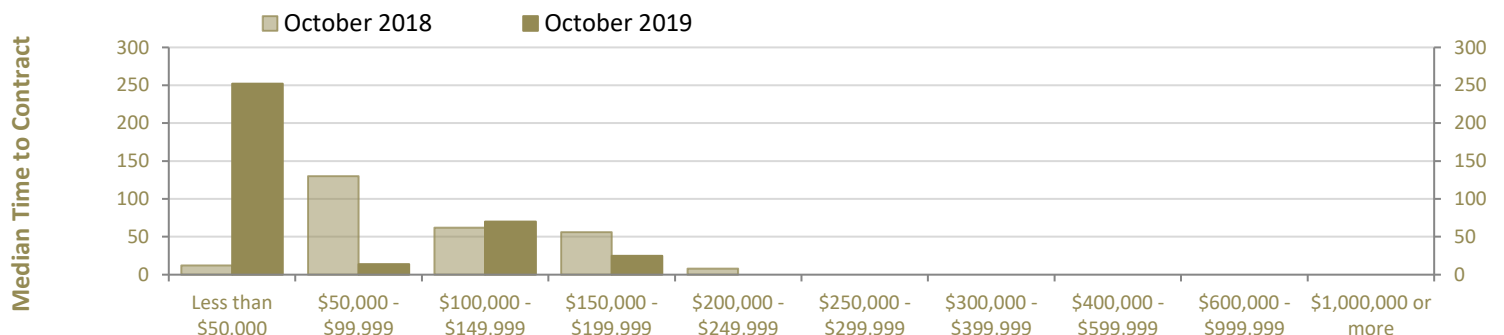


## Median Time to Contract by Sale Price

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	252 Days	2000.0%
\$50,000 - \$99,999	14 Days	-89.2%
\$100,000 - \$149,999	70 Days	12.9%
\$150,000 - \$199,999	25 Days	-55.4%
\$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

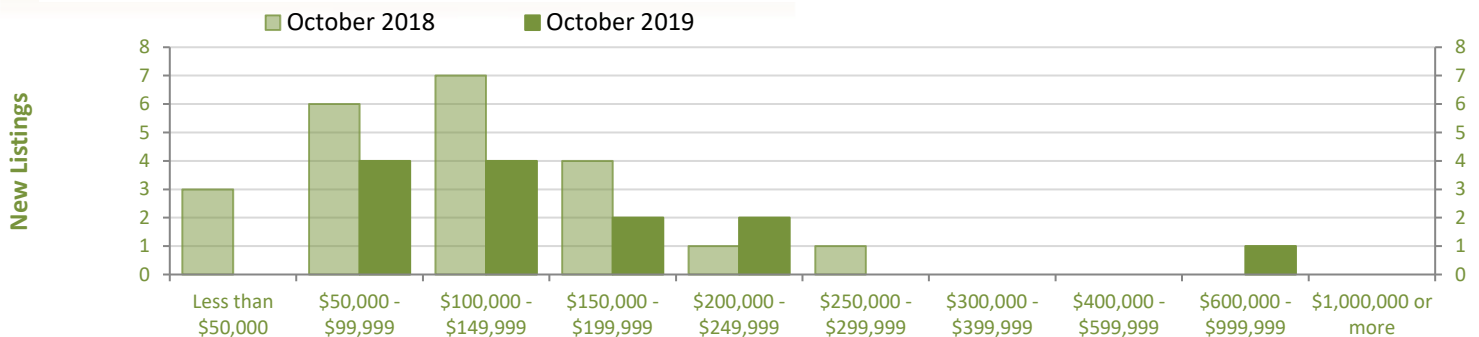


## New Listings by Initial Listing Price

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	0	-100.0%
\$50,000 - \$99,999	4	-33.3%
\$100,000 - \$149,999	4	-42.9%
\$150,000 - \$199,999	2	-50.0%
\$200,000 - \$249,999	2	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	1	N/A
\$1,000,000 or more	0	N/A

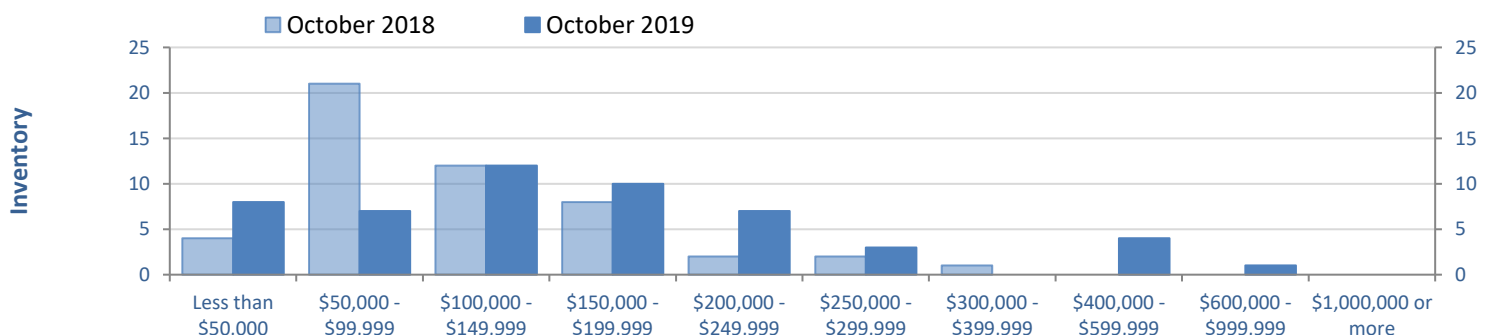


## Inventory by Current Listing Price

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.

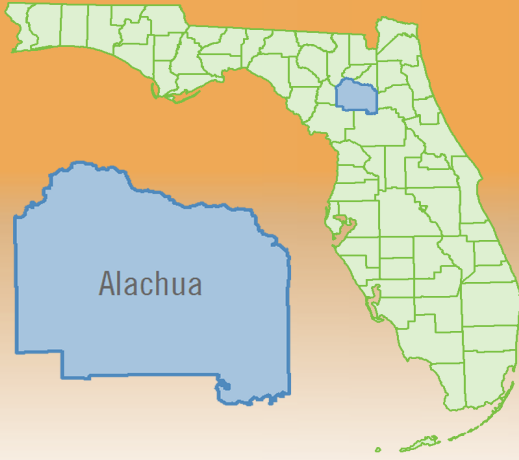
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	8	100.0%
\$50,000 - \$99,999	7	-66.7%
\$100,000 - \$149,999	12	0.0%
\$150,000 - \$199,999	10	25.0%
\$200,000 - \$249,999	7	250.0%
\$250,000 - \$299,999	3	50.0%
\$300,000 - \$399,999	0	-100.0%
\$400,000 - \$599,999	4	N/A
\$600,000 - \$999,999	1	N/A
\$1,000,000 or more	0	N/A



# Monthly Distressed Market - October 2019

## Manufactured Homes

### Alachua County



		October 2019	October 2018	Percent Change Year-over-Year
Traditional	Closed Sales	10	8	25.0%
	Median Sale Price	\$115,000	\$123,450	-6.8%
Foreclosure/REO	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

