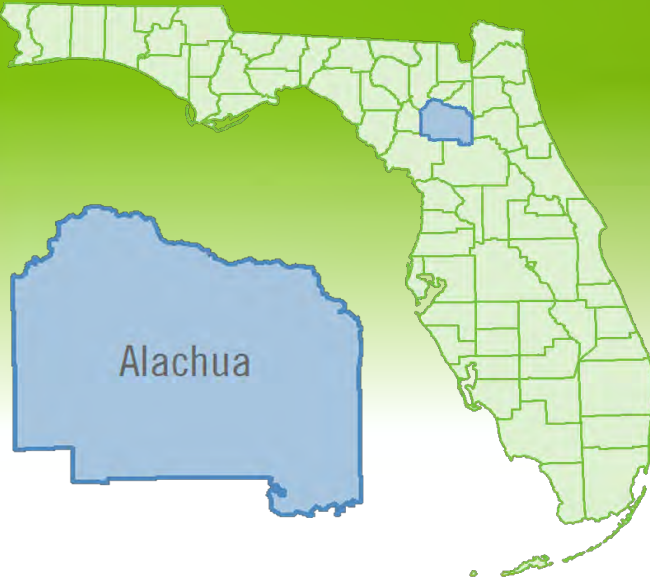


Monthly Market Detail - September 2017

Single Family Homes

Alachua County



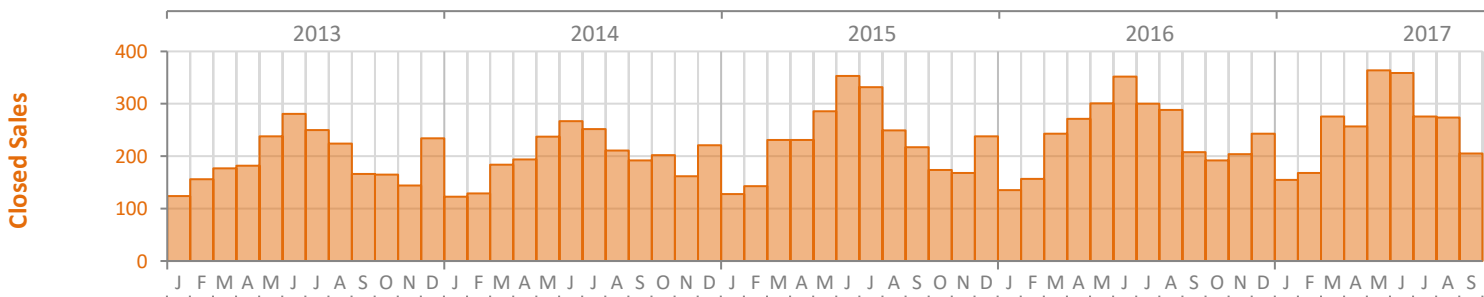
Summary Statistics	September 2017	September 2016	Percent Change Year-over-Year
Closed Sales	205	208	-1.4%
Paid in Cash	52	46	13.0%
Median Sale Price	\$208,000	\$189,500	9.8%
Average Sale Price	\$240,214	\$226,237	6.2%
Dollar Volume	\$49.2 Million	\$47.1 Million	4.6%
Median Percent of Original List Price Received	97.4%	96.2%	1.2%
Median Time to Contract	37 Days	49 Days	-24.5%
Median Time to Sale	80 Days	109 Days	-26.6%
New Pending Sales	192	237	-19.0%
New Listings	166	230	-27.8%
Pending Inventory	341	384	-11.2%
Inventory (Active Listings)	901	962	-6.3%
Months Supply of Inventory	3.6	4.1	-12.2%

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
September 2017	205	-1.4%
August 2017	274	-4.9%
July 2017	276	-8.0%
June 2017	359	2.0%
May 2017	364	20.9%
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%

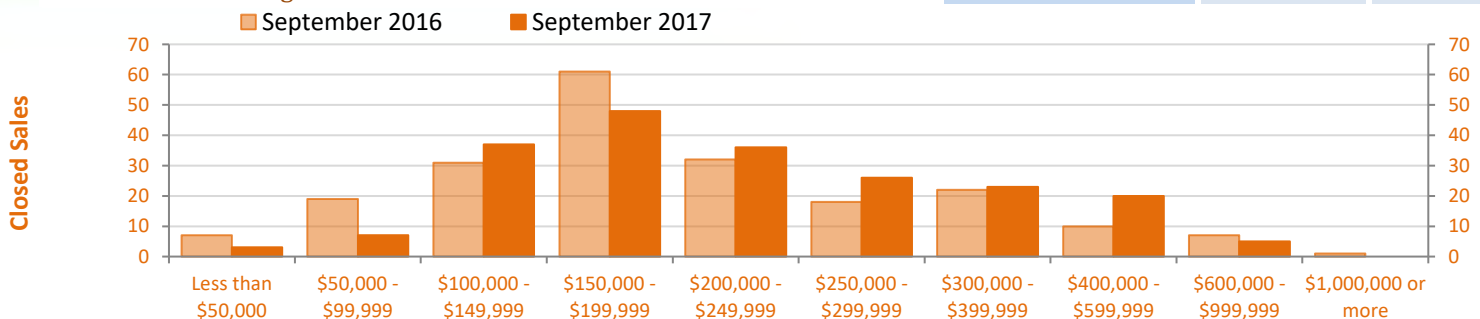


Closed Sales by Sale Price

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	-57.1%
\$50,000 - \$99,999	7	-63.2%
\$100,000 - \$149,999	37	19.4%
\$150,000 - \$199,999	48	-21.3%
\$200,000 - \$249,999	36	12.5%
\$250,000 - \$299,999	26	44.4%
\$300,000 - \$399,999	23	4.5%
\$400,000 - \$599,999	20	100.0%
\$600,000 - \$999,999	5	-28.6%
\$1,000,000 or more	0	-100.0%

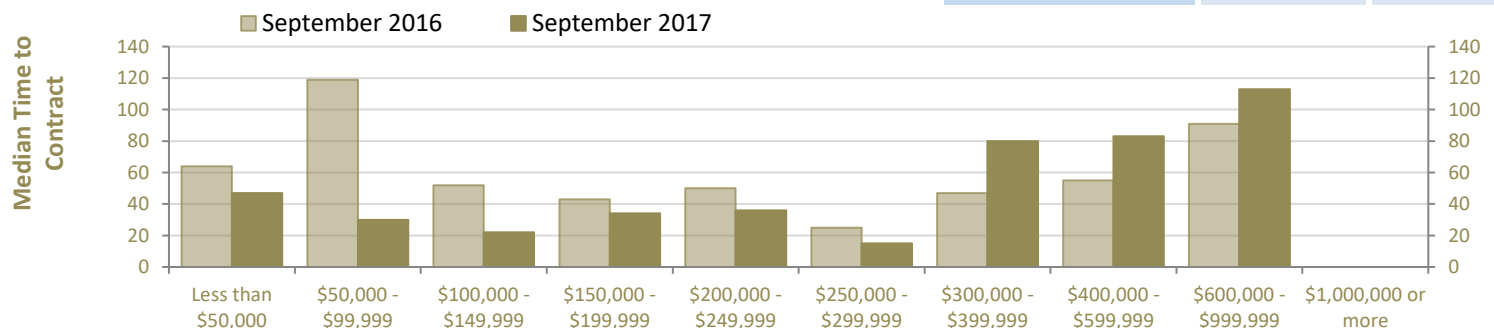


Median Time to Contract by Sale Price

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	47 Days	-26.6%
\$50,000 - \$99,999	30 Days	-74.8%
\$100,000 - \$149,999	22 Days	-57.7%
\$150,000 - \$199,999	34 Days	-20.9%
\$200,000 - \$249,999	36 Days	-28.0%
\$250,000 - \$299,999	15 Days	-40.0%
\$300,000 - \$399,999	80 Days	70.2%
\$400,000 - \$599,999	83 Days	50.9%
\$600,000 - \$999,999	113 Days	24.2%
\$1,000,000 or more	(No Sales)	N/A

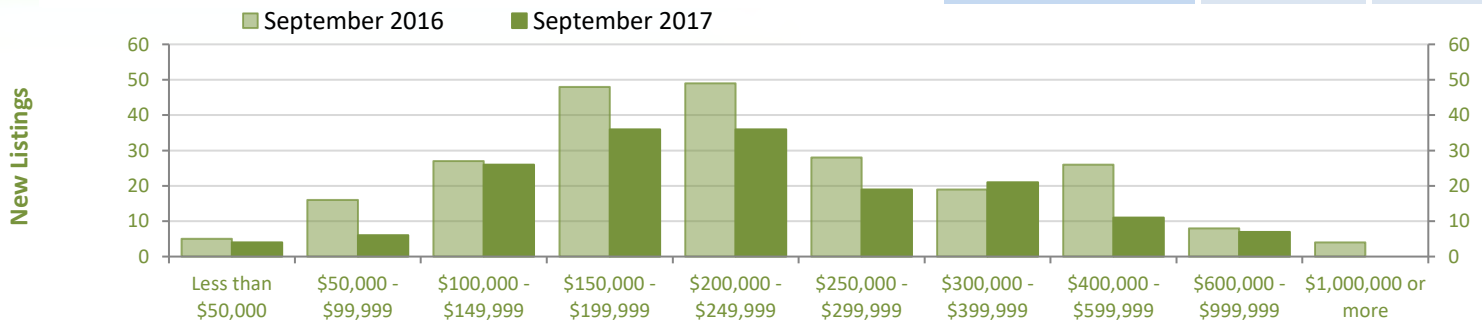


New Listings by Initial Listing Price

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	-20.0%
\$50,000 - \$99,999	6	-62.5%
\$100,000 - \$149,999	26	-3.7%
\$150,000 - \$199,999	36	-25.0%
\$200,000 - \$249,999	36	-26.5%
\$250,000 - \$299,999	19	-32.1%
\$300,000 - \$399,999	21	10.5%
\$400,000 - \$599,999	11	-57.7%
\$600,000 - \$999,999	7	-12.5%
\$1,000,000 or more	0	-100.0%

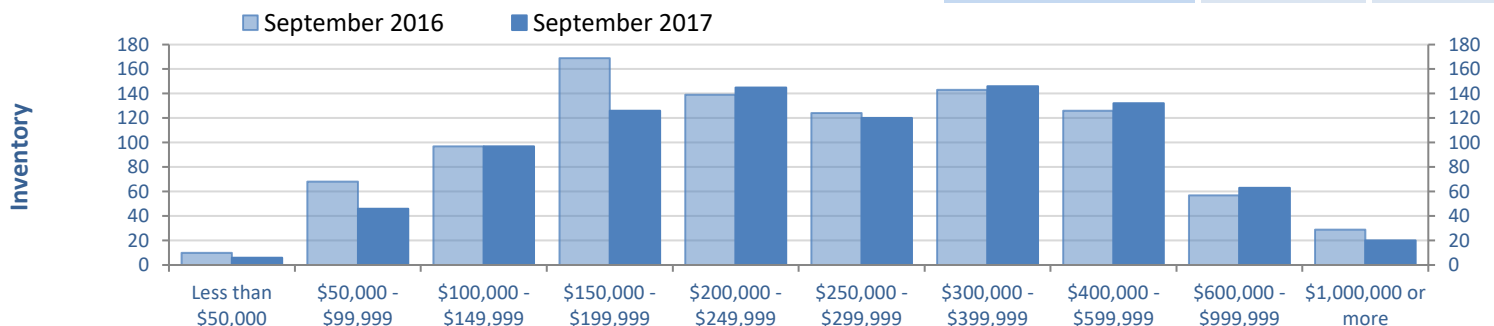


Inventory by Current Listing Price

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	6	-40.0%
\$50,000 - \$99,999	46	-32.4%
\$100,000 - \$149,999	97	0.0%
\$150,000 - \$199,999	126	-25.4%
\$200,000 - \$249,999	145	4.3%
\$250,000 - \$299,999	120	-3.2%
\$300,000 - \$399,999	146	2.1%
\$400,000 - \$599,999	132	4.8%
\$600,000 - \$999,999	63	10.5%
\$1,000,000 or more	20	-31.0%



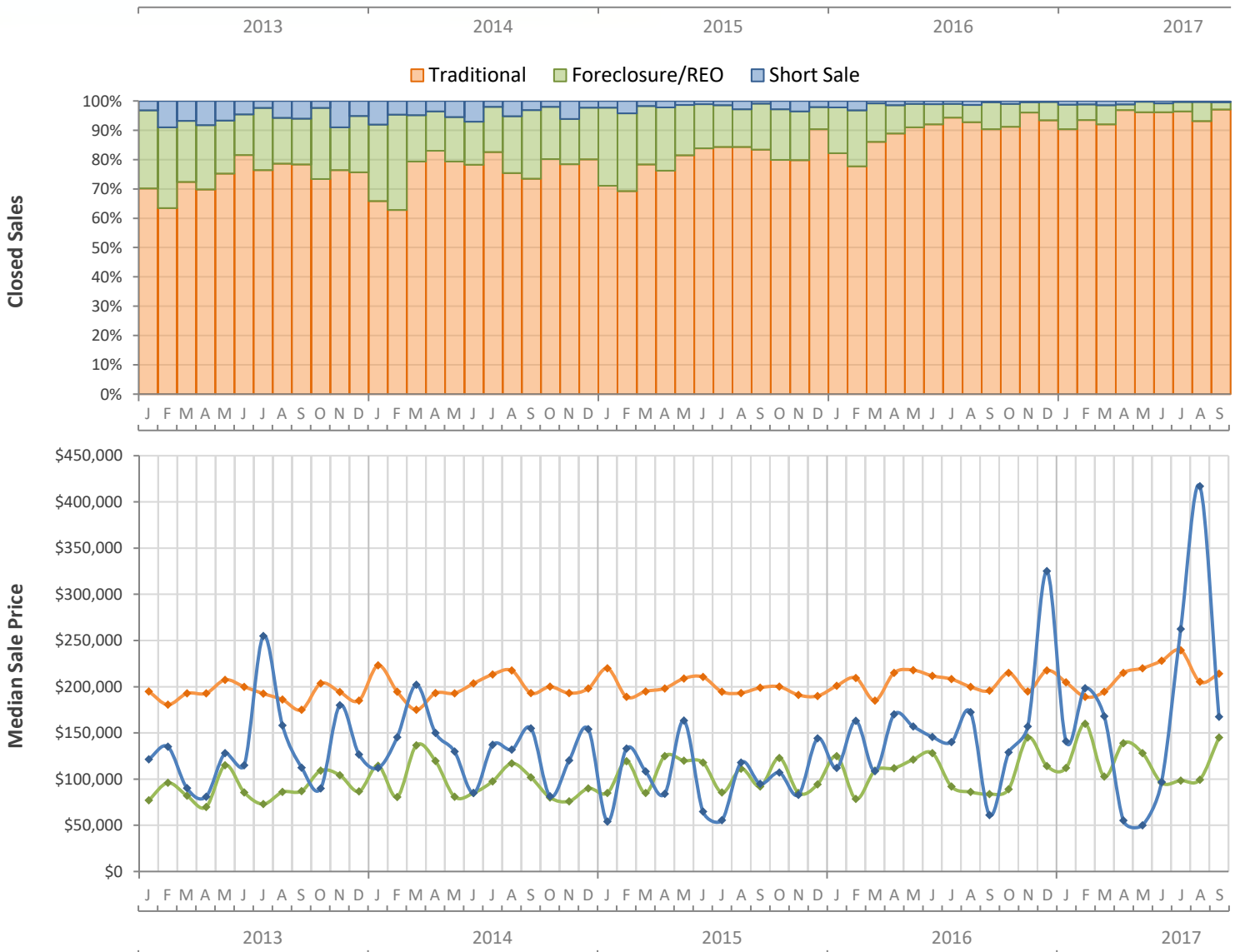
Monthly Distressed Market - September 2017

Single Family Homes

Alachua County



		September 2017	September 2016	Percent Change Year-over-Year
Traditional	Closed Sales	199	188	5.9%
	Median Sale Price	\$214,000	\$195,750	9.3%
Foreclosure/REO	Closed Sales	5	19	-73.7%
	Median Sale Price	\$144,900	\$83,701	73.1%
Short Sale	Closed Sales	1	1	0.0%
	Median Sale Price	\$167,500	\$61,000	174.6%



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Monthly Market Detail - September 2017

Townhouses and Condos

Alachua County



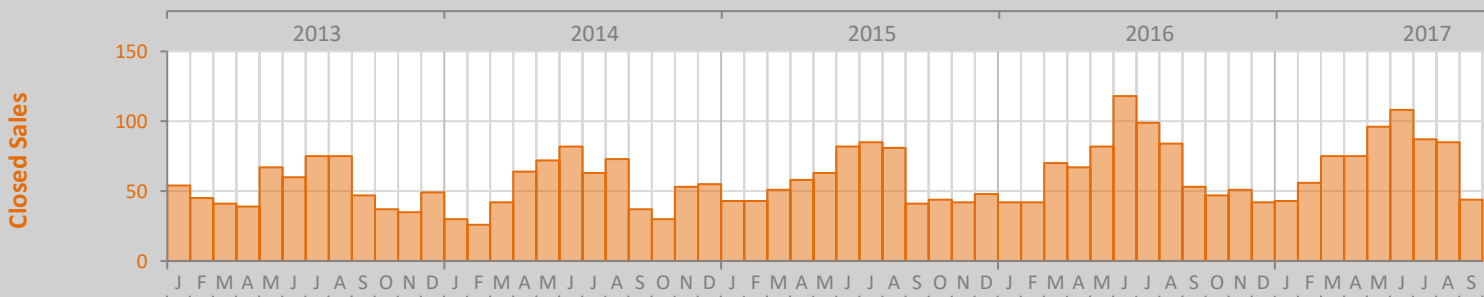
Summary Statistics	September 2017	September 2016	Percent Change Year-over-Year
Closed Sales	44	53	-17.0%
Paid in Cash	30	27	11.1%
Median Sale Price	\$105,000	\$97,450	7.7%
Average Sale Price	\$102,149	\$107,537	-5.0%
Dollar Volume	\$4.5 Million	\$5.7 Million	-21.1%
Median Percent of Original List Price Received	94.3%	94.9%	-0.6%
Median Time to Contract	48 Days	56 Days	-14.3%
Median Time to Sale	80 Days	93 Days	-14.0%
New Pending Sales	53	55	-3.6%
New Listings	49	54	-9.3%
Pending Inventory	62	72	-13.9%
Inventory (Active Listings)	151	157	-3.8%
Months Supply of Inventory	2.2	2.4	-8.3%

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
September 2017	44	-17.0%
August 2017	85	1.2%
July 2017	87	-12.1%
June 2017	108	-8.5%
May 2017	96	17.1%
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%

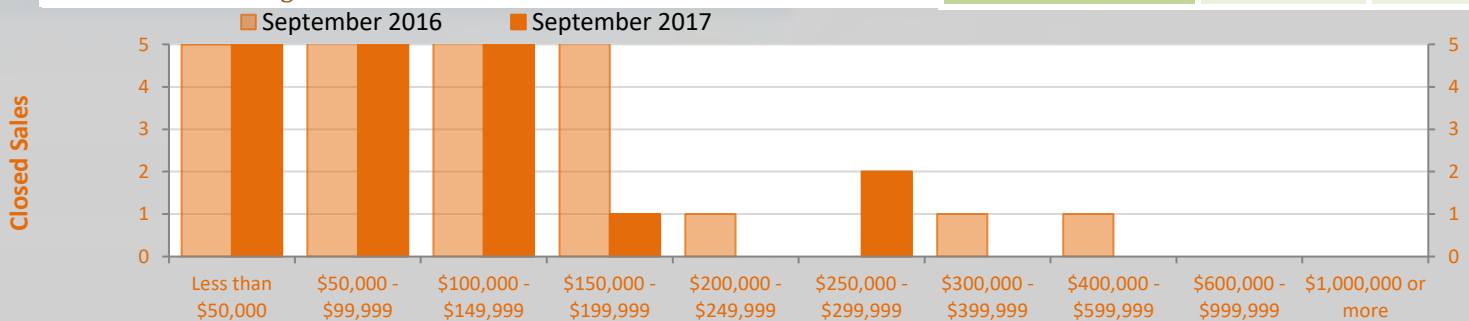


Closed Sales by Sale Price

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	60.0%
\$50,000 - \$99,999	13	-40.9%
\$100,000 - \$149,999	20	25.0%
\$150,000 - \$199,999	1	-85.7%
\$200,000 - \$249,999	0	-100.0%
\$250,000 - \$299,999	2	N/A
\$300,000 - \$399,999	0	-100.0%
\$400,000 - \$599,999	0	-100.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

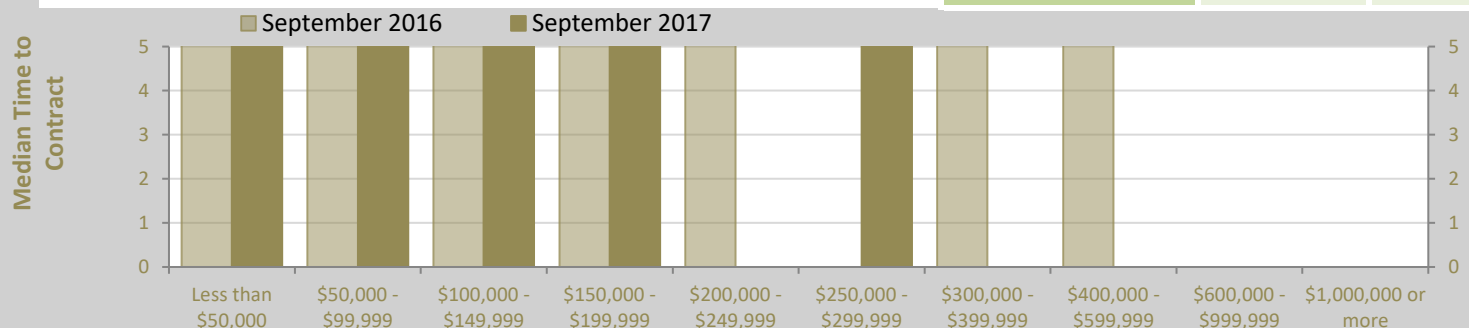


Median Time to Contract by Sale Price

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	36.0%
\$50,000 - \$99,999	24 Days	-68.0%
\$100,000 - \$149,999	72 Days	41.2%
\$150,000 - \$199,999	11 Days	-88.0%
\$200,000 - \$249,999	(No Sales)	N/A
\$250,000 - \$299,999	157 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

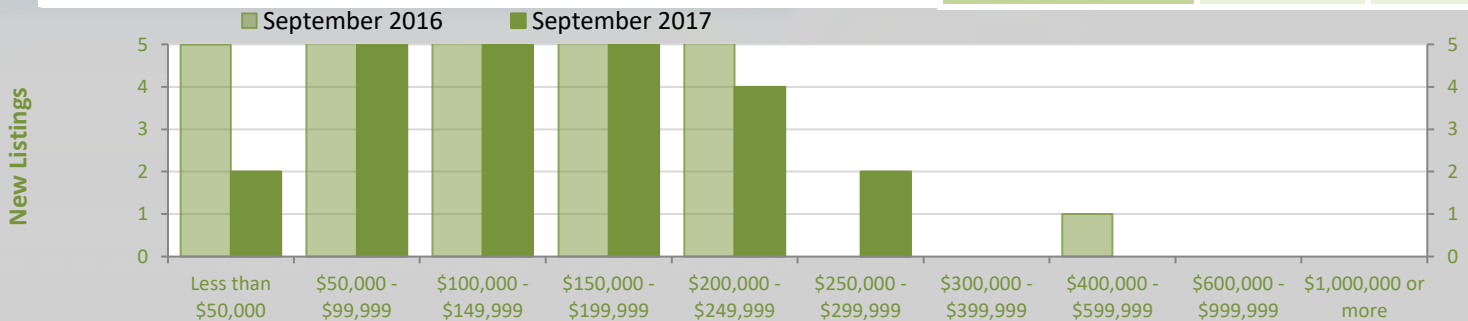


New Listings by Initial Listing Price

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	2	-60.0%
\$50,000 - \$99,999	15	36.4%
\$100,000 - \$149,999	21	16.7%
\$150,000 - \$199,999	5	-61.5%
\$200,000 - \$249,999	4	-33.3%
\$250,000 - \$299,999	2	N/A
\$300,000 - \$399,999	0	N/A
\$400,000 - \$599,999	0	-100.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

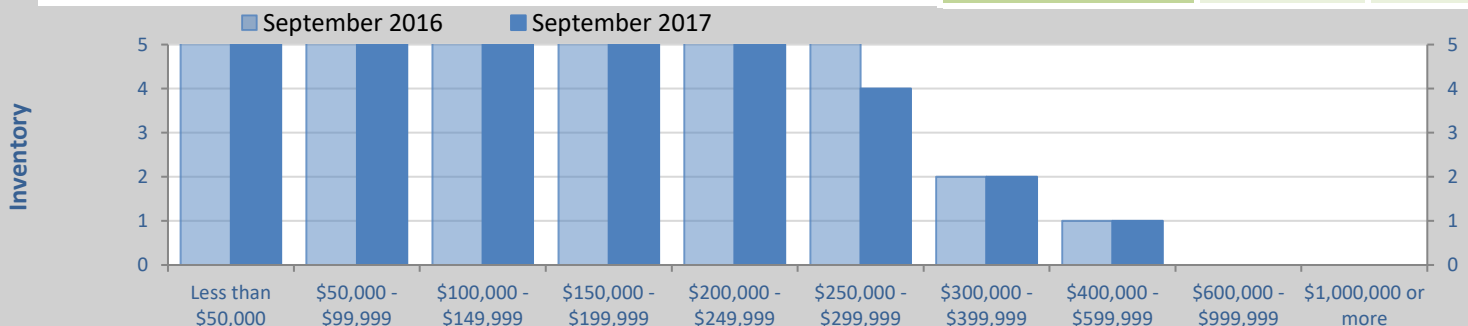


Inventory by Current Listing Price

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	9	-40.0%
\$50,000 - \$99,999	52	13.0%
\$100,000 - \$149,999	54	0.0%
\$150,000 - \$199,999	24	-11.1%
\$200,000 - \$249,999	5	-16.7%
\$250,000 - \$299,999	4	-33.3%
\$300,000 - \$399,999	2	0.0%
\$400,000 - \$599,999	1	0.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A



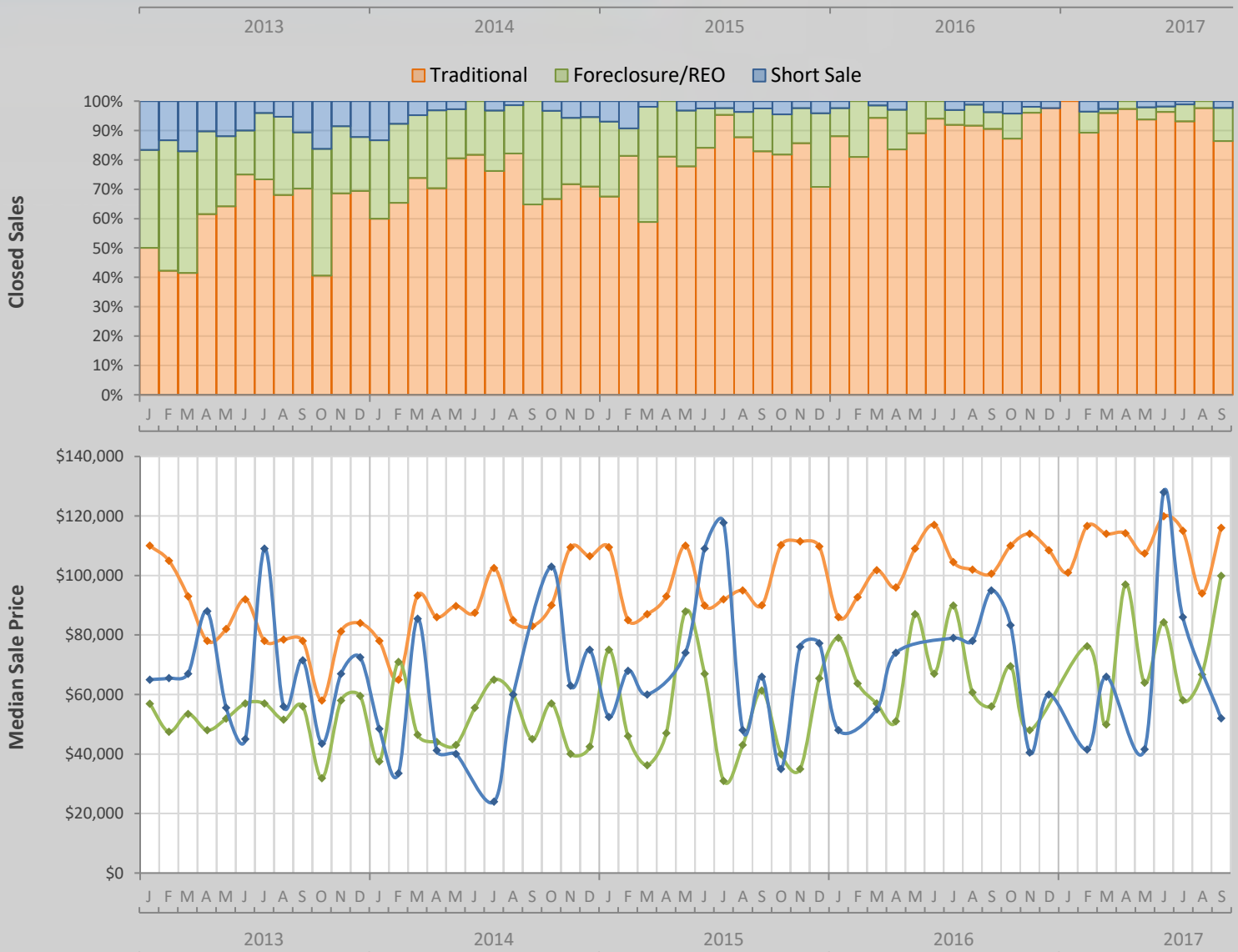
Monthly Distressed Market - September 2017

Townhouses and Condos

Alachua County



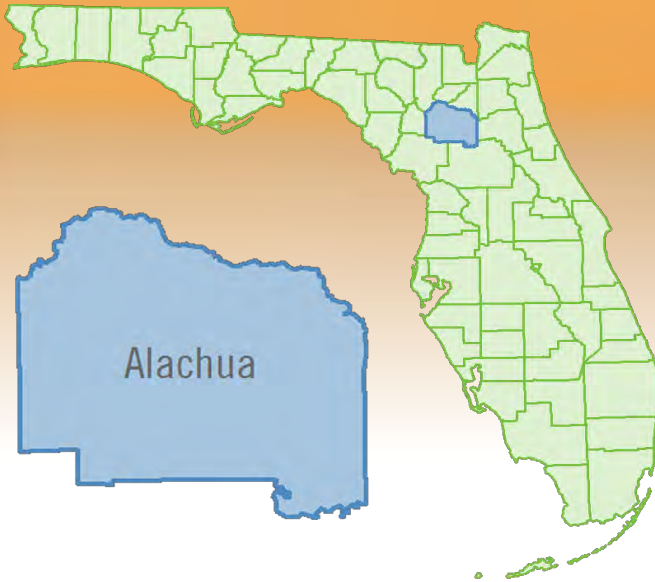
		September 2017	September 2016	Percent Change Year-over-Year
Traditional	Closed Sales	38	48	-20.8%
	Median Sale Price	\$116,000	\$100,576	15.3%
Foreclosure/REO	Closed Sales	5	3	66.7%
	Median Sale Price	\$99,900	\$56,000	78.4%
Short Sale	Closed Sales	1	2	-50.0%
	Median Sale Price	\$52,000	\$95,000	-45.3%



Monthly Market Detail - September 2017

Manufactured Homes

Alachua County



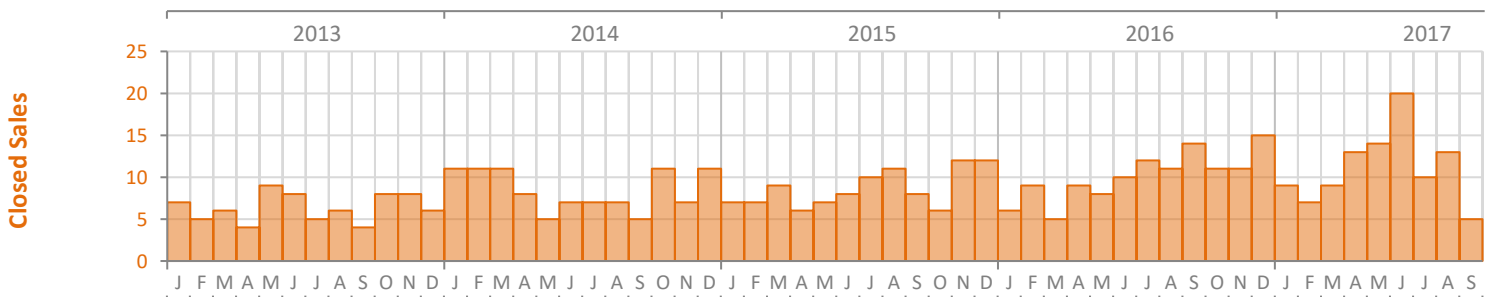
Summary Statistics	September 2017	September 2016	Percent Change Year-over-Year
Closed Sales	5	14	-64.3%
Paid in Cash	3	8	-62.5%
Median Sale Price	\$71,000	\$56,000	26.8%
Average Sale Price	\$102,230	\$72,354	41.3%
Dollar Volume	\$511,150	\$1.0 Million	-49.5%
Median Percent of Original List Price Received	100.0%	91.9%	8.8%
Median Time to Contract	45 Days	60 Days	-25.0%
Median Time to Sale	58 Days	116 Days	-50.0%
New Pending Sales	4	17	-76.5%
New Listings	4	16	-75.0%
Pending Inventory	18	18	0.0%
Inventory (Active Listings)	25	71	-64.8%
Months Supply of Inventory	2.2	7.5	-70.7%

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
September 2017	5	-64.3%
August 2017	13	18.2%
July 2017	10	-16.7%
June 2017	20	100.0%
May 2017	14	75.0%
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%



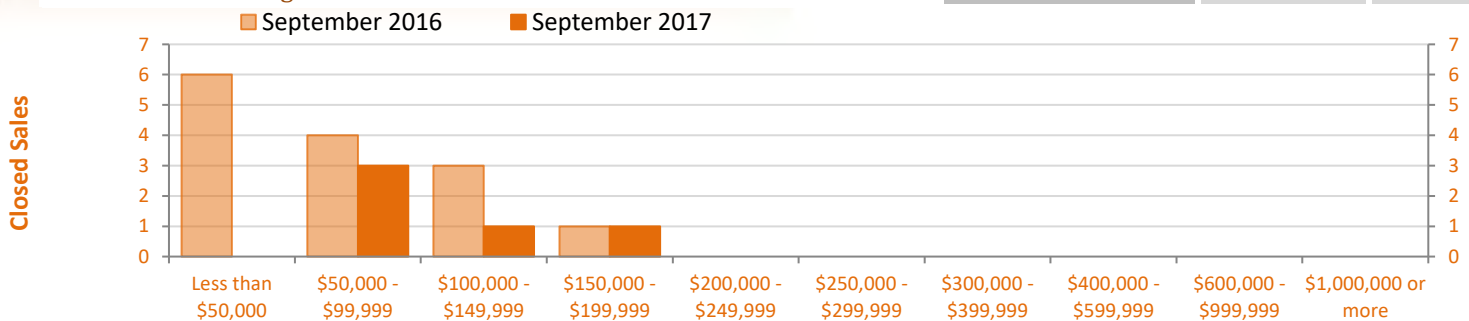
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Closed Sales by Sale Price

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	0	-100.0%
\$50,000 - \$99,999	3	-25.0%
\$100,000 - \$149,999	1	-66.7%
\$150,000 - \$199,999	1	0.0%
\$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

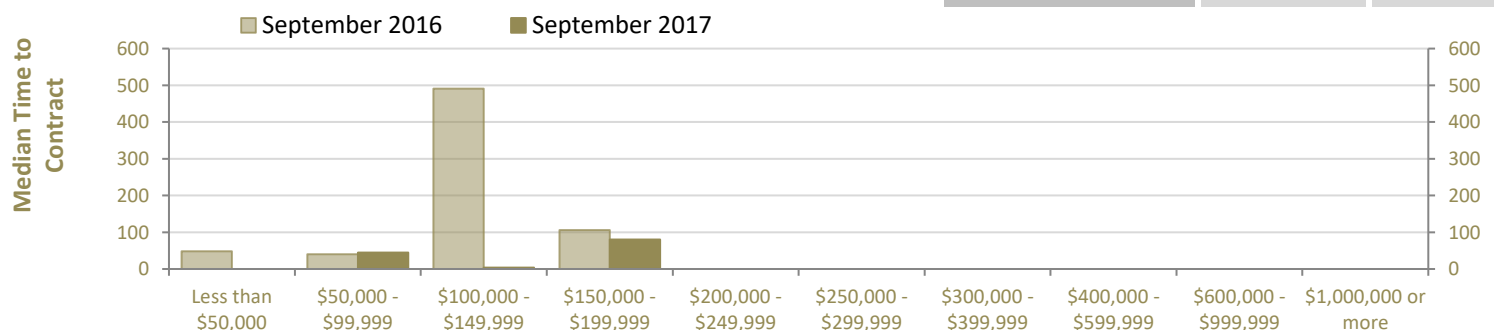


Median Time to Contract by Sale Price

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	(No Sales)	N/A
\$50,000 - \$99,999	45 Days	12.5%
\$100,000 - \$149,999	4 Days	-99.2%
\$150,000 - \$199,999	80 Days	-24.5%
\$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

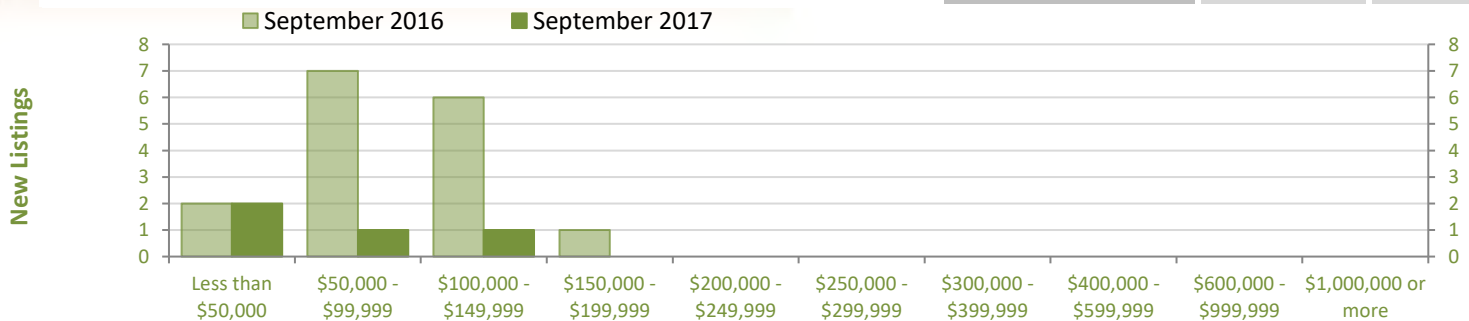


New Listings by Initial Listing Price

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	2	0.0%
\$50,000 - \$99,999	1	-85.7%
\$100,000 - \$149,999	1	-83.3%
\$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

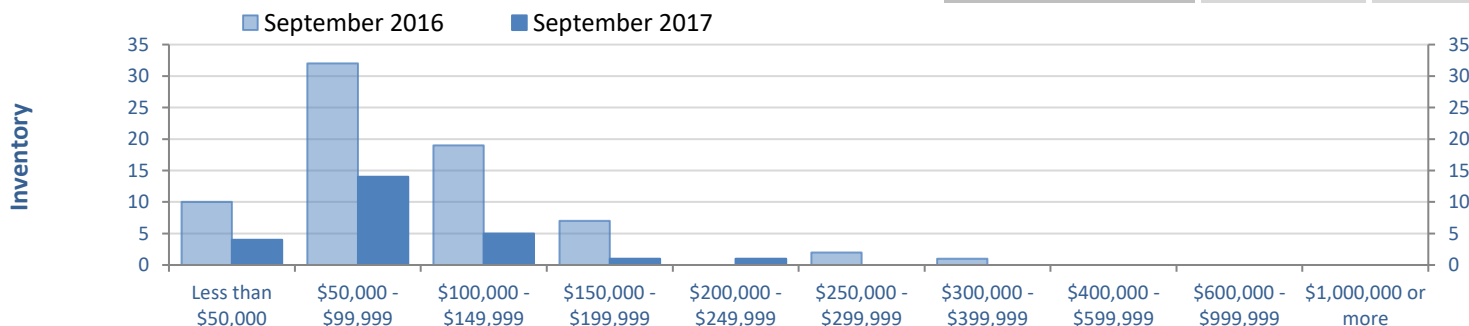


Inventory by Current Listing Price

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	4	-60.0%
\$50,000 - \$99,999	14	-56.3%
\$100,000 - \$149,999	5	-73.7%
\$150,000 - \$199,999	1	-85.7%
\$200,000 - \$249,999	1	N/A
\$250,000 - \$299,999	0	-100.0%
\$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



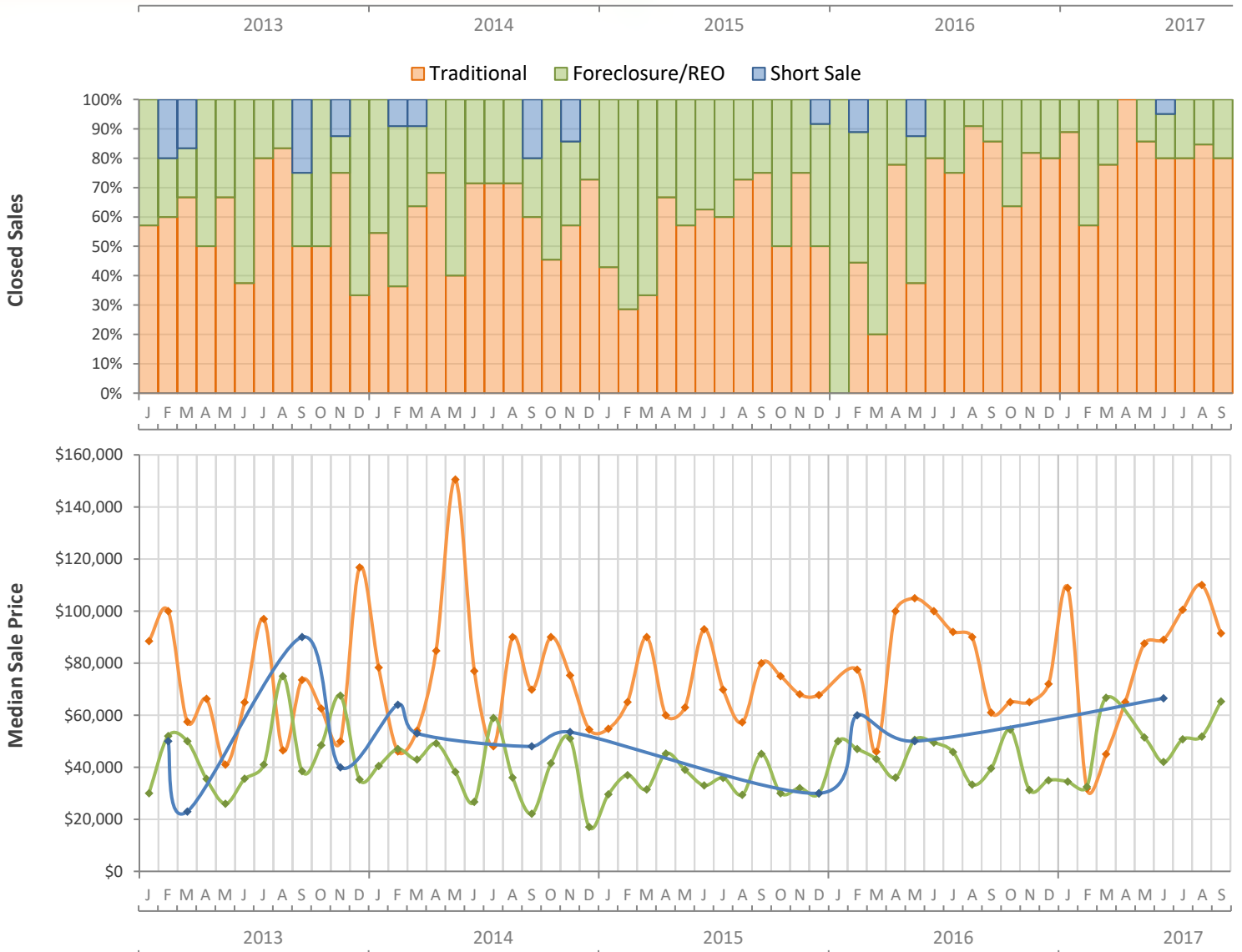
Monthly Distressed Market - September 2017

Manufactured Homes

Alachua County



		September 2017	September 2016	Percent Change Year-over-Year
Traditional	Closed Sales	4	12	-66.7%
	Median Sale Price	\$91,500	\$60,975	50.1%
Foreclosure/REO	Closed Sales	1	2	-50.0%
	Median Sale Price	\$65,250	\$39,501	65.2%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



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