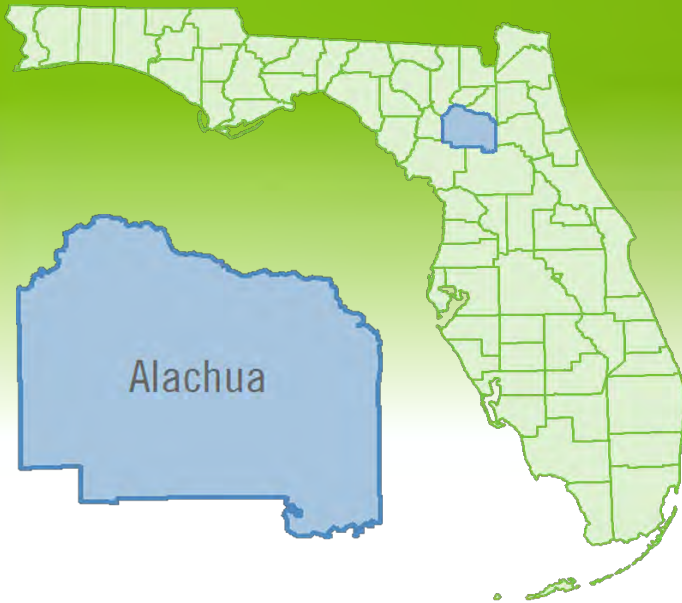


# Monthly Market Detail - December 2018

## Single Family Homes

### Alachua County



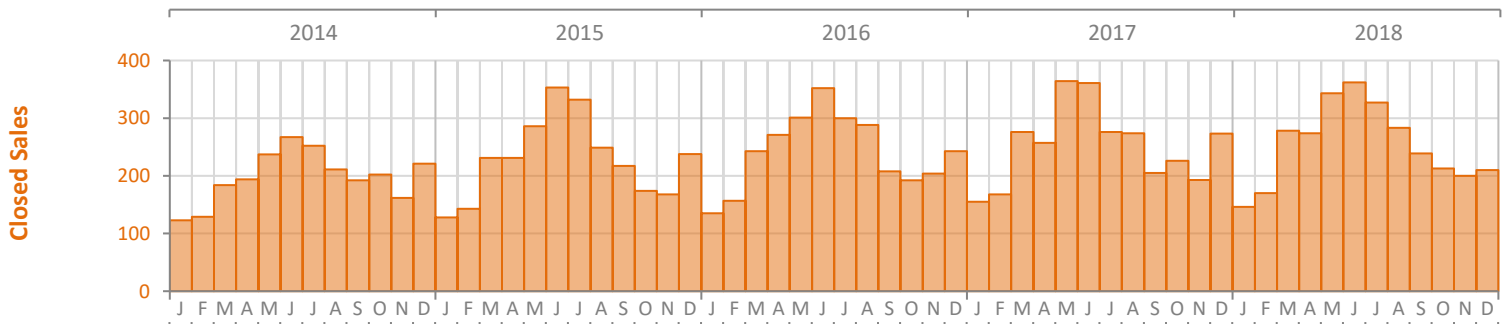
Summary Statistics	December 2018	December 2017	Percent Change Year-over-Year
Closed Sales	210	273	-23.1%
Paid in Cash	61	57	7.0%
Median Sale Price	\$242,990	\$215,000	13.0%
Average Sale Price	\$278,516	\$236,316	17.9%
Dollar Volume	\$58.5 Million	\$64.5 Million	-9.3%
Median Percent of Original List Price Received	96.2%	96.8%	-0.6%
Median Time to Contract	50 Days	53 Days	-5.7%
Median Time to Sale	87 Days	94 Days	-7.4%
New Pending Sales	197	219	-10.0%
New Listings	149	173	-13.9%
Pending Inventory	300	289	3.8%
Inventory (Active Listings)	774	722	7.2%
Months Supply of Inventory	3.1	2.9	6.9%

## 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
<b>Year-to-Date</b>	<b>3,045</b>	<b>0.6%</b>
<b>December 2018</b>	<b>210</b>	<b>-23.1%</b>
November 2018	200	3.6%
October 2018	213	-5.8%
September 2018	239	16.6%
August 2018	283	3.3%
July 2018	327	18.5%
June 2018	362	0.3%
May 2018	343	-5.8%
April 2018	274	6.6%
March 2018	278	0.7%
February 2018	170	1.2%
January 2018	146	-5.8%
December 2017	273	12.3%

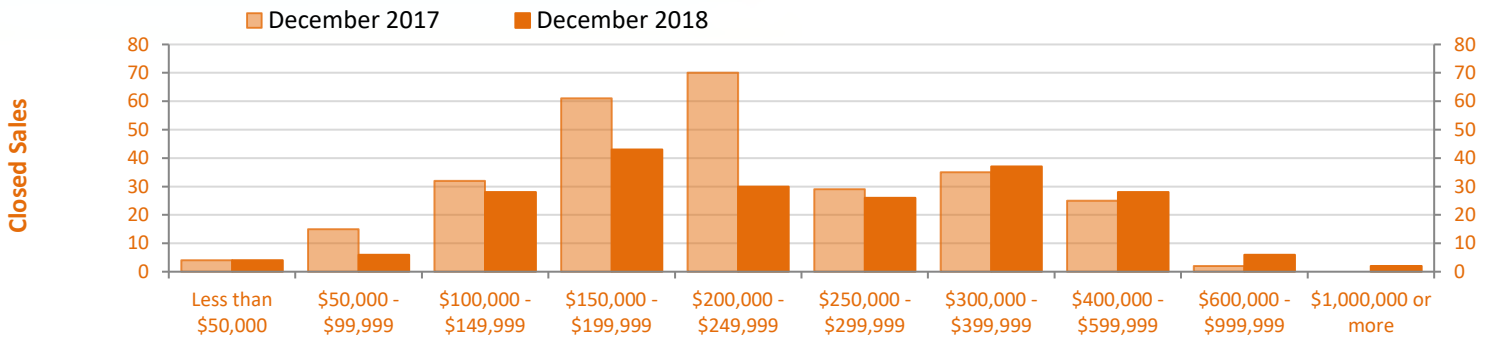


## Closed Sales by Sale Price

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	4	0.0%
\$50,000 - \$99,999	6	-60.0%
\$100,000 - \$149,999	28	-12.5%
\$150,000 - \$199,999	43	-29.5%
\$200,000 - \$249,999	30	-57.1%
\$250,000 - \$299,999	26	-10.3%
\$300,000 - \$399,999	37	5.7%
\$400,000 - \$599,999	28	12.0%
\$600,000 - \$999,999	6	200.0%
\$1,000,000 or more	2	N/A

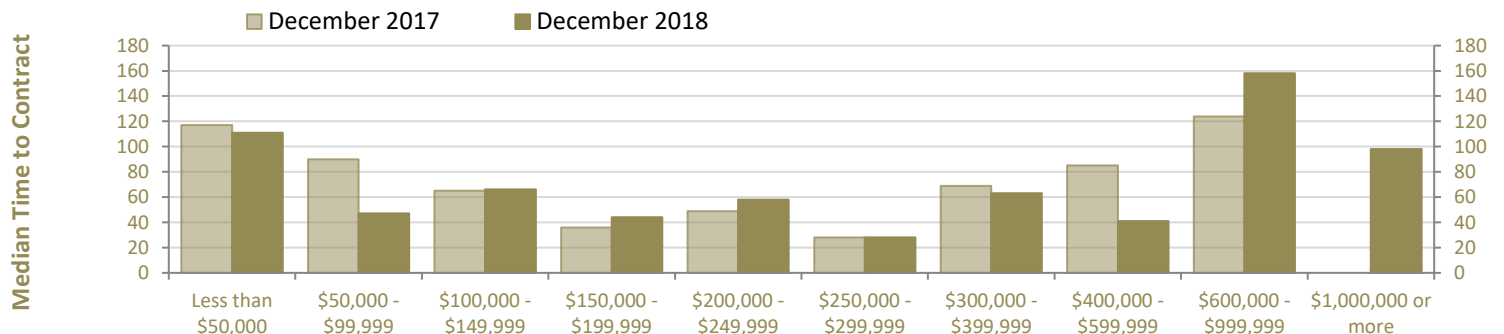


## Median Time to Contract by Sale Price

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	111 Days	-5.1%
\$50,000 - \$99,999	47 Days	-47.8%
\$100,000 - \$149,999	66 Days	1.5%
\$150,000 - \$199,999	44 Days	22.2%
\$200,000 - \$249,999	58 Days	18.4%
\$250,000 - \$299,999	28 Days	0.0%
\$300,000 - \$399,999	63 Days	-8.7%
\$400,000 - \$599,999	41 Days	-51.8%
\$600,000 - \$999,999	158 Days	27.4%
\$1,000,000 or more	98 Days	N/A

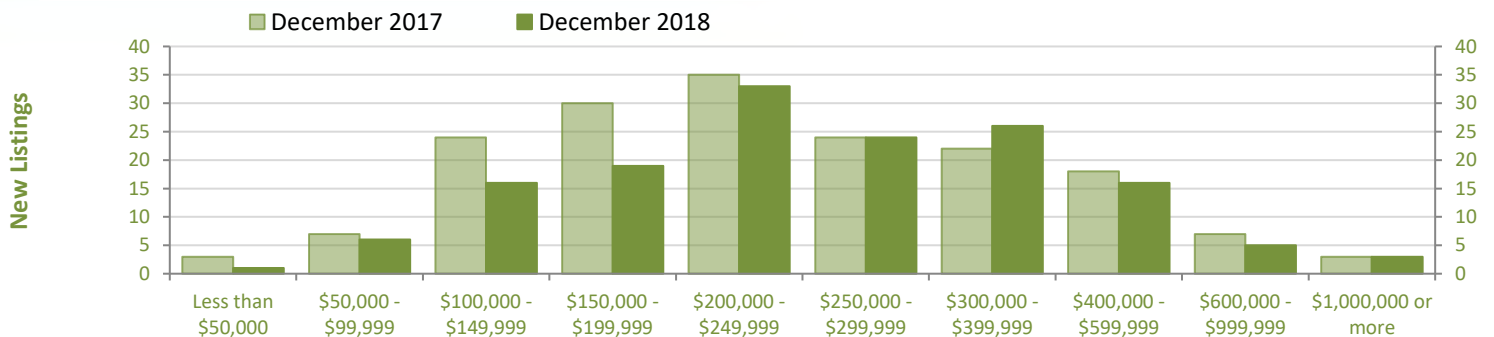


## New Listings by Initial Listing Price

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	1	-66.7%
\$50,000 - \$99,999	6	-14.3%
\$100,000 - \$149,999	16	-33.3%
\$150,000 - \$199,999	19	-36.7%
\$200,000 - \$249,999	33	-5.7%
\$250,000 - \$299,999	24	0.0%
\$300,000 - \$399,999	26	18.2%
\$400,000 - \$599,999	16	-11.1%
\$600,000 - \$999,999	5	-28.6%
\$1,000,000 or more	3	0.0%

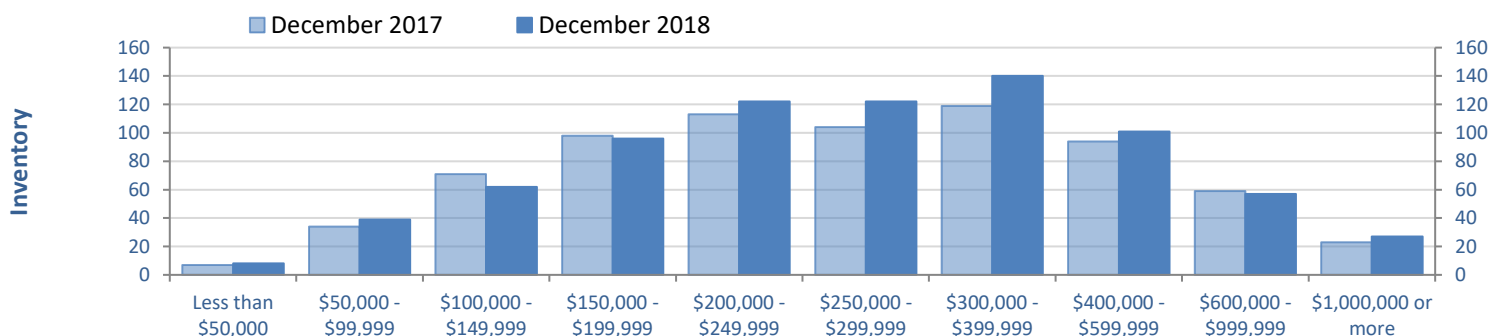


## Inventory by Current Listing Price

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.

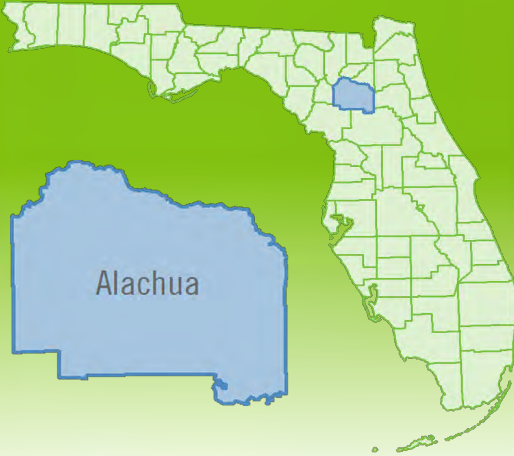
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	8	14.3%
\$50,000 - \$99,999	39	14.7%
\$100,000 - \$149,999	62	-12.7%
\$150,000 - \$199,999	96	-2.0%
\$200,000 - \$249,999	122	8.0%
\$250,000 - \$299,999	122	17.3%
\$300,000 - \$399,999	140	17.6%
\$400,000 - \$599,999	101	7.4%
\$600,000 - \$999,999	57	-3.4%
\$1,000,000 or more	27	17.4%



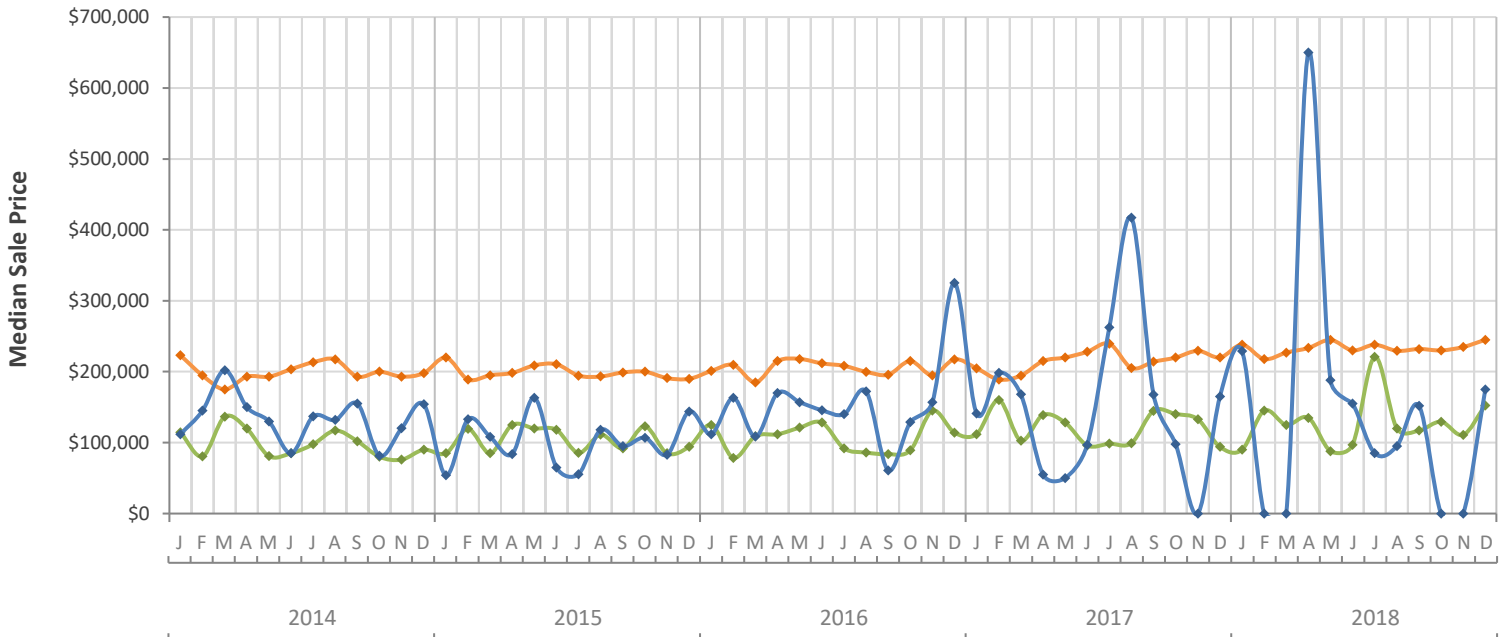
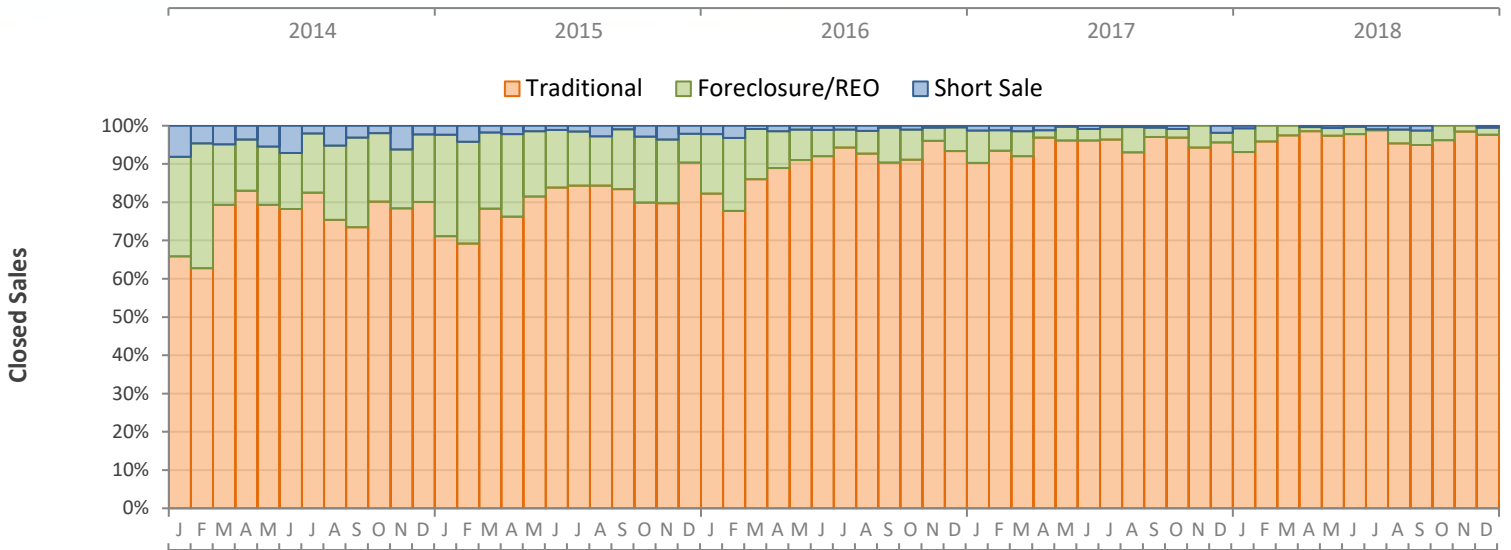
# Monthly Distressed Market - December 2018

## Single Family Homes

### Alachua County



		December 2018	December 2017	Percent Change Year-over-Year
Traditional	Closed Sales	205	261	-21.5%
	Median Sale Price	\$245,000	\$220,000	11.4%
Foreclosure/REO	Closed Sales	4	7	-42.9%
	Median Sale Price	\$152,550	\$94,000	62.3%
Short Sale	Closed Sales	1	5	-80.0%
	Median Sale Price	\$175,000	\$165,000	6.1%



# Monthly Market Detail - December 2018

## Townhouses and Condos

### Alachua County



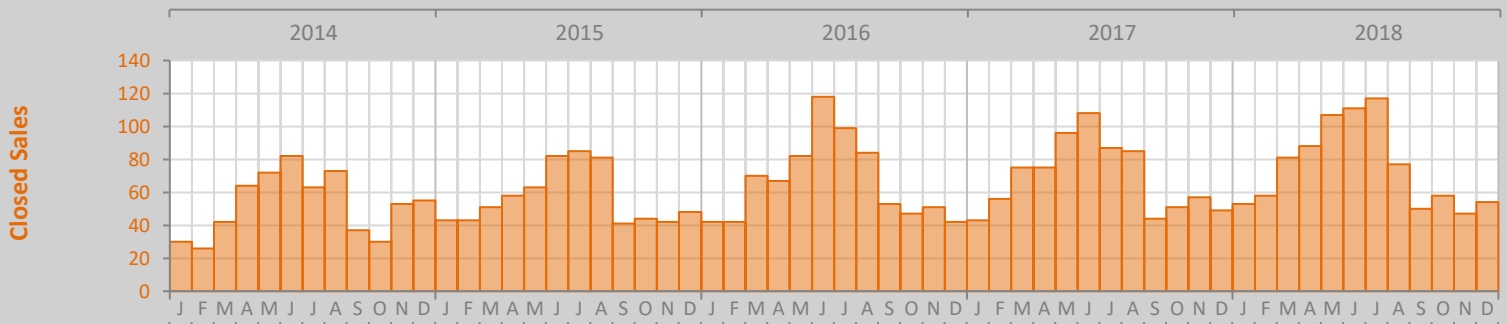
Summary Statistics	December 2018	December 2017	Percent Change Year-over-Year
Closed Sales	54	49	10.2%
Paid in Cash	29	26	11.5%
Median Sale Price	\$120,000	\$116,000	3.4%
Average Sale Price	\$112,827	\$123,768	-8.8%
Dollar Volume	\$6.1 Million	\$6.1 Million	0.5%
Median Percent of Original List Price Received	96.5%	94.9%	1.7%
Median Time to Contract	34 Days	44 Days	-22.7%
Median Time to Sale	64 Days	70 Days	-8.6%
New Pending Sales	59	51	15.7%
New Listings	44	35	25.7%
Pending Inventory	57	63	-9.5%
Inventory (Active Listings)	130	108	20.4%
Months Supply of Inventory	1.7	1.6	6.2%

## 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
<b>Year-to-Date</b>	<b>901</b>	<b>9.1%</b>
<b>December 2018</b>	<b>54</b>	<b>10.2%</b>
November 2018	47	-17.5%
October 2018	58	13.7%
September 2018	50	13.6%
August 2018	77	-9.4%
July 2018	117	34.5%
June 2018	111	2.8%
May 2018	107	11.5%
April 2018	88	17.3%
March 2018	81	8.0%
February 2018	58	3.6%
January 2018	53	23.3%
December 2017	49	16.7%

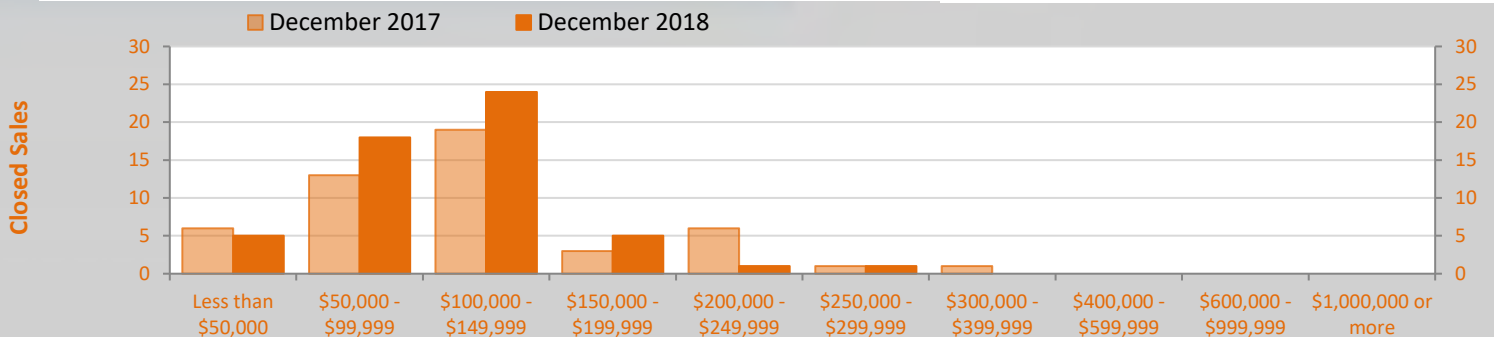


## Closed Sales by Sale Price

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	5	-16.7%
\$50,000 - \$99,999	18	38.5%
\$100,000 - \$149,999	24	26.3%
\$150,000 - \$199,999	5	66.7%
\$200,000 - \$249,999	1	-83.3%
\$250,000 - \$299,999	1	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

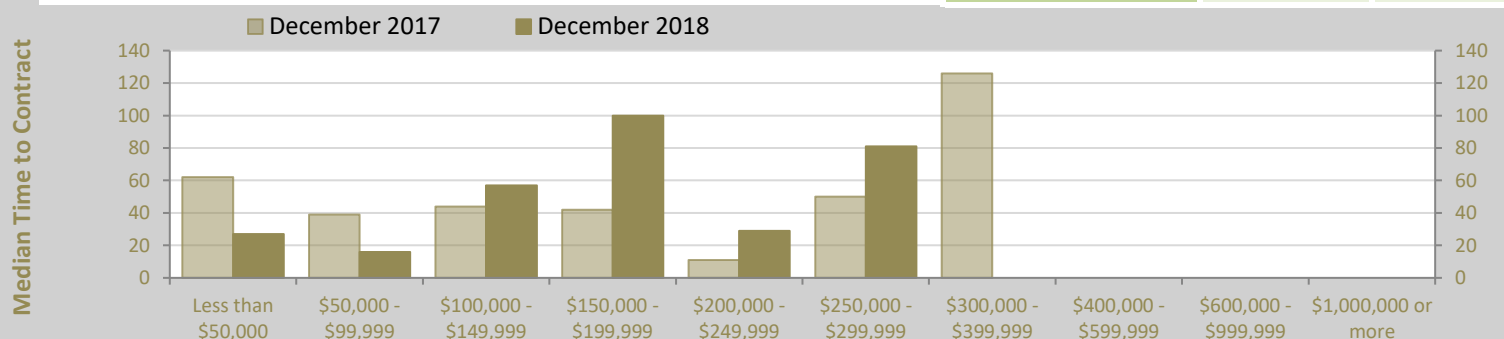


## Median Time to Contract by Sale Price

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	27 Days	-56.5%
\$50,000 - \$99,999	16 Days	-59.0%
\$100,000 - \$149,999	57 Days	29.5%
\$150,000 - \$199,999	100 Days	138.1%
\$200,000 - \$249,999	29 Days	163.6%
\$250,000 - \$299,999	81 Days	62.0%
\$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

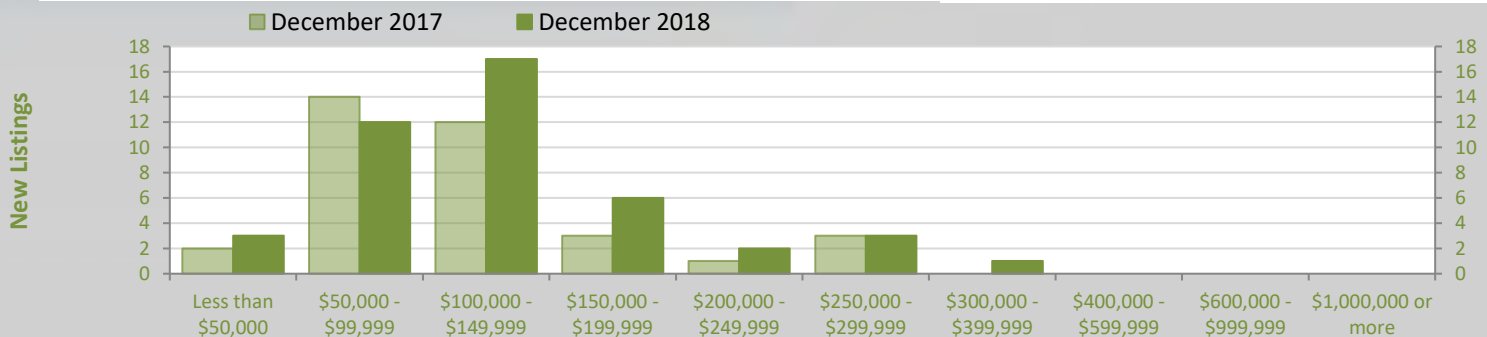


## New Listings by Initial Listing Price

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	3	50.0%
\$50,000 - \$99,999	12	-14.3%
\$100,000 - \$149,999	17	41.7%
\$150,000 - \$199,999	6	100.0%
\$200,000 - \$249,999	2	100.0%
\$250,000 - \$299,999	3	0.0%
\$300,000 - \$399,999	1	N/A
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

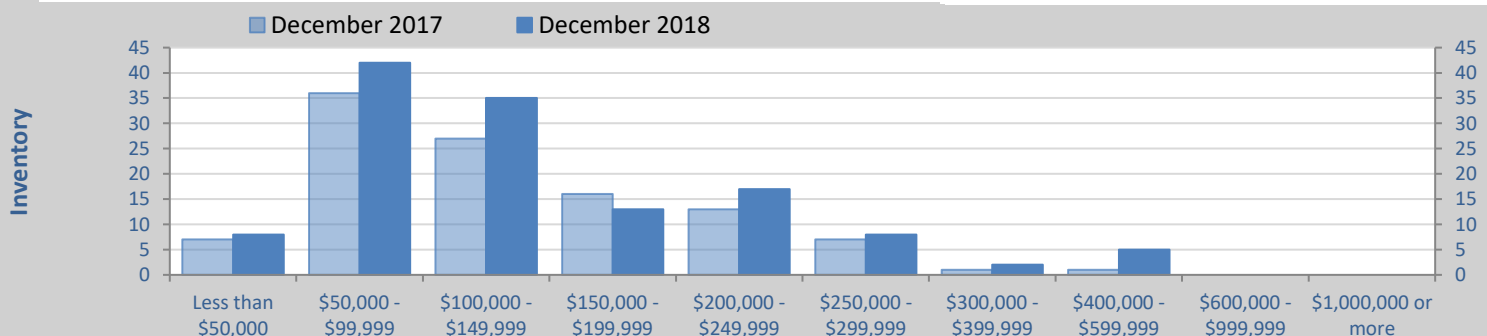


## Inventory by Current Listing Price

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	14.3%
\$50,000 - \$99,999	42	16.7%
\$100,000 - \$149,999	35	29.6%
\$150,000 - \$199,999	13	-18.8%
\$200,000 - \$249,999	17	30.8%
\$250,000 - \$299,999	8	14.3%
\$300,000 - \$399,999	2	100.0%
\$400,000 - \$599,999	5	400.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A



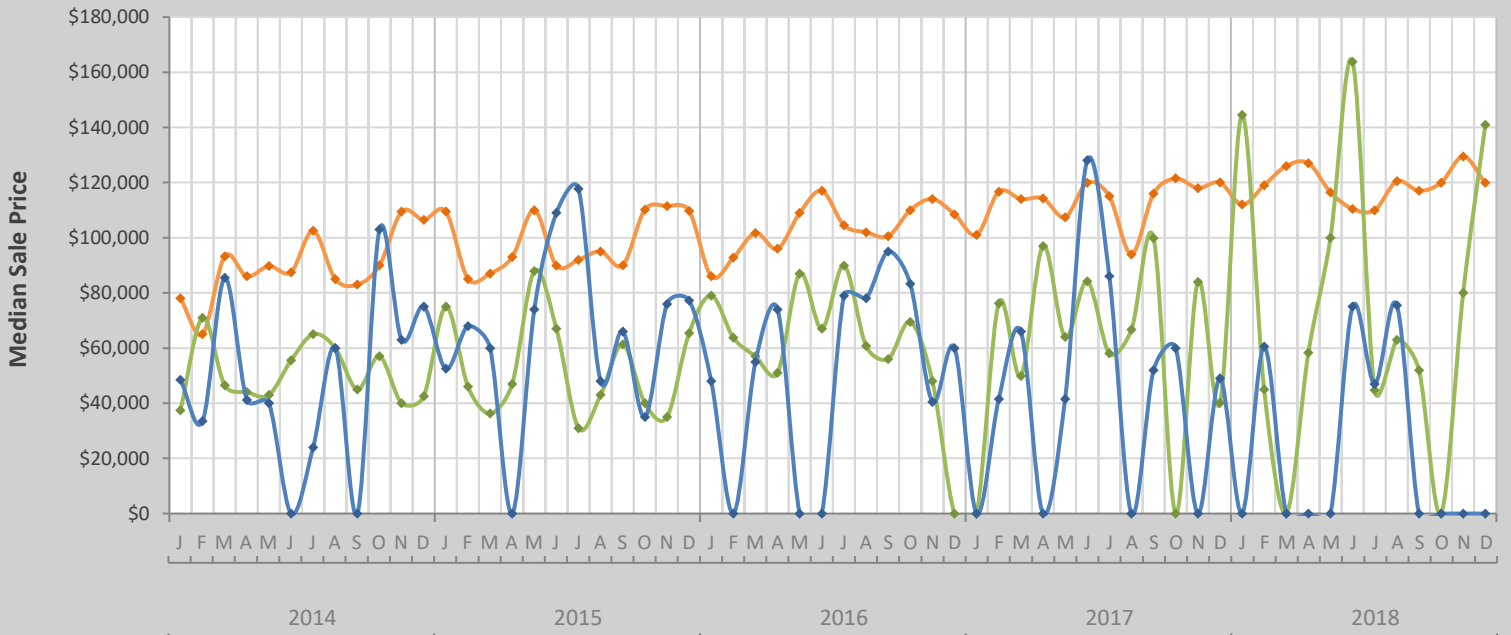
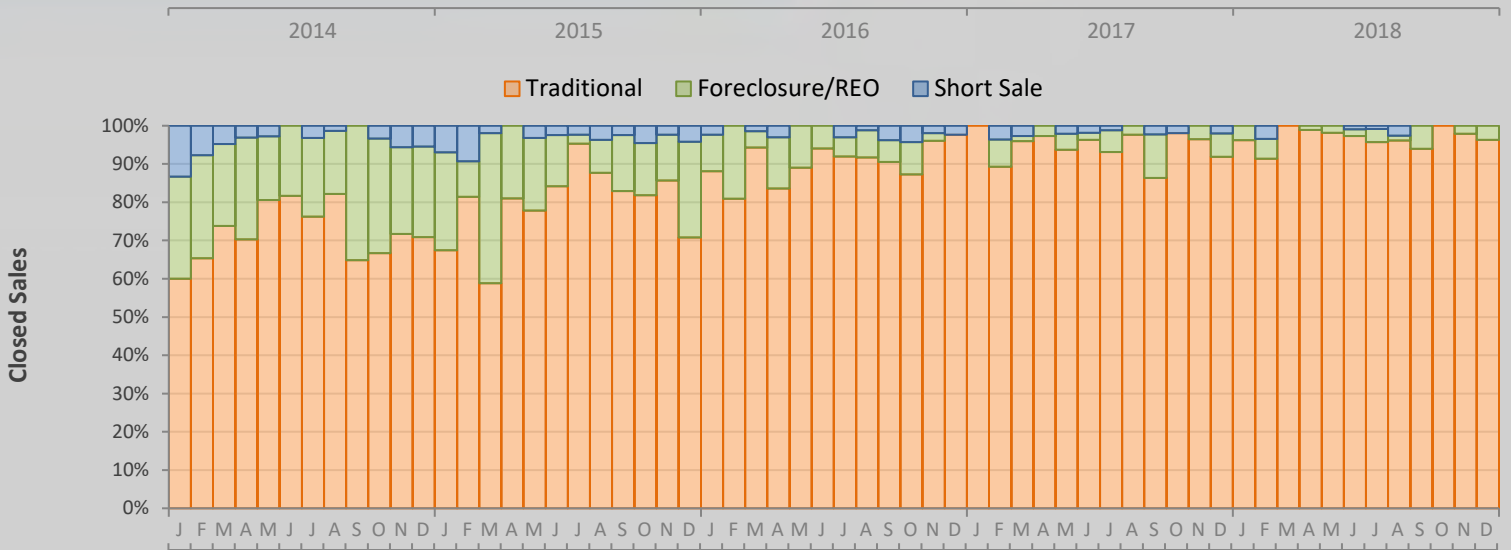
# Monthly Distressed Market - December 2018

## Townhouses and Condos

### Alachua County



		December 2018	December 2017	Percent Change Year-over-Year
Traditional	Closed Sales	52	45	15.6%
	Median Sale Price	\$119,950	\$120,000	0.0%
Foreclosure/REO	Closed Sales	2	3	-33.3%
	Median Sale Price	\$140,950	\$40,100	251.5%
Short Sale	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$49,000	N/A

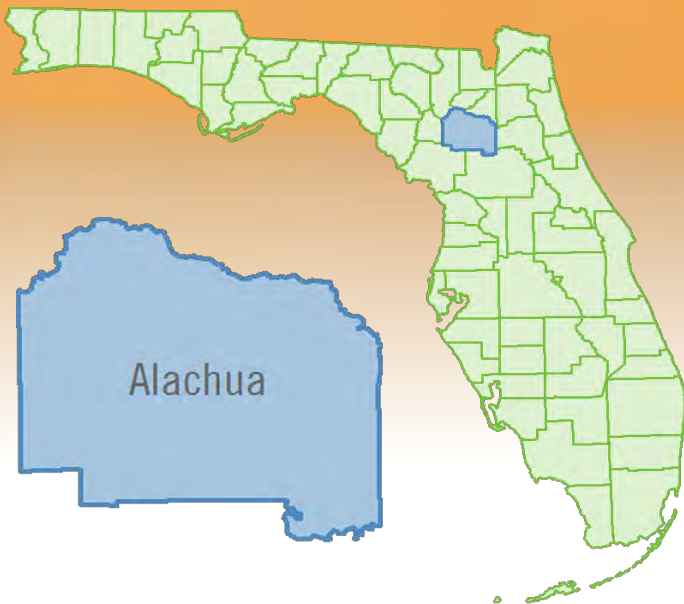




# Monthly Market Detail - December 2018

## Manufactured Homes

### Alachua County



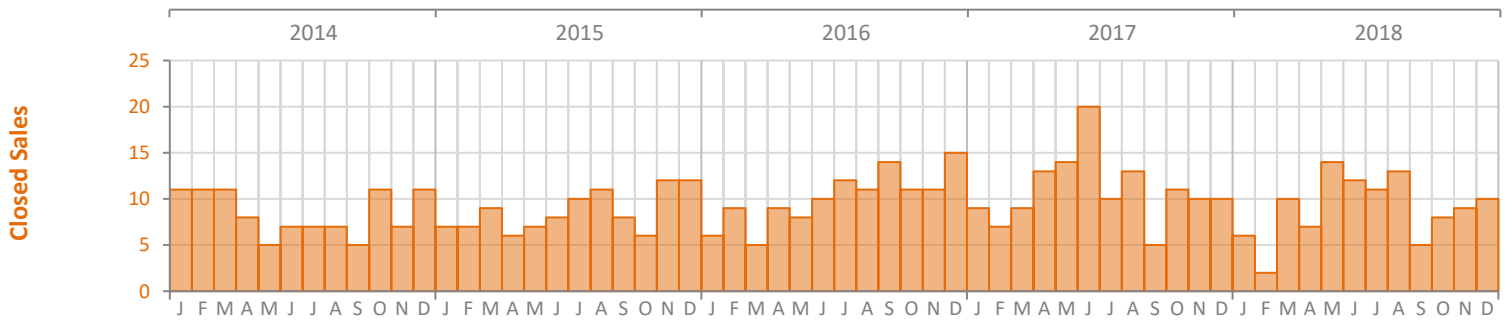
Summary Statistics	December 2018	December 2017	Percent Change Year-over-Year
Closed Sales	10	10	0.0%
Paid in Cash	5	8	-37.5%
Median Sale Price	\$85,250	\$75,500	12.9%
Average Sale Price	\$93,440	\$95,225	-1.9%
Dollar Volume	\$934,400	\$952,250	-1.9%
Median Percent of Original List Price Received	95.1%	87.7%	8.4%
Median Time to Contract	23 Days	92 Days	-75.0%
Median Time to Sale	88 Days	126 Days	-30.2%
New Pending Sales	6	9	-33.3%
New Listings	10	12	-16.7%
Pending Inventory	16	14	14.3%
Inventory (Active Listings)	54	34	58.8%
Months Supply of Inventory	6.1	3.1	96.8%

## 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>Year-to-Date</b>	<b>107</b>	<b>-18.3%</b>
<b>December 2018</b>	<b>10</b>	<b>0.0%</b>
November 2018	9	-10.0%
October 2018	8	-27.3%
September 2018	5	0.0%
August 2018	13	0.0%
July 2018	11	10.0%
June 2018	12	-40.0%
May 2018	14	0.0%
April 2018	7	-46.2%
March 2018	10	11.1%
February 2018	2	-71.4%
January 2018	6	-33.3%
December 2017	10	-33.3%

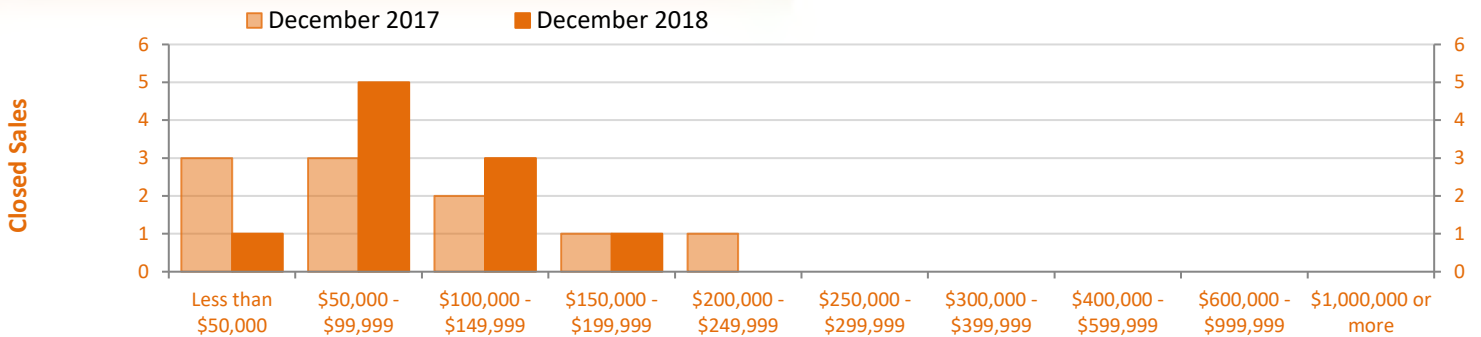


## Closed Sales by Sale Price

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	-66.7%
\$50,000 - \$99,999	5	66.7%
\$100,000 - \$149,999	3	50.0%
\$150,000 - \$199,999	1	0.0%
\$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

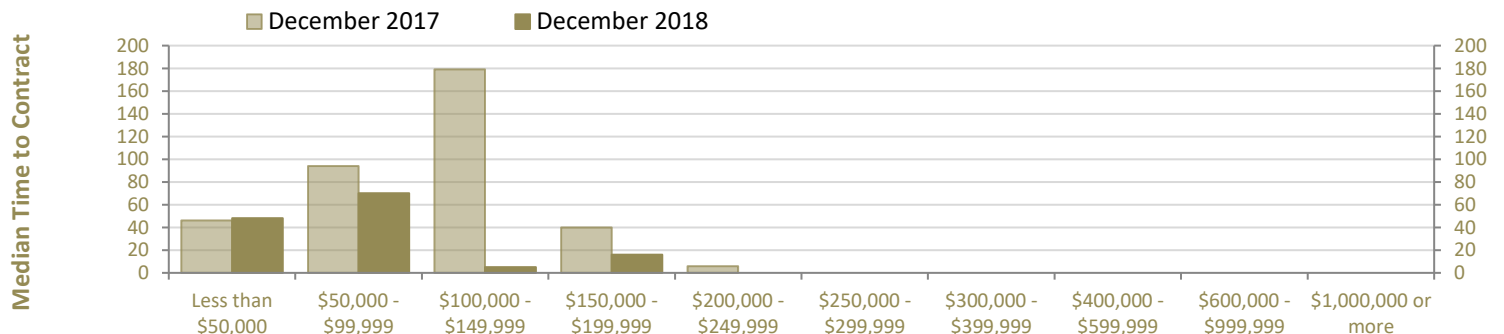


## Median Time to Contract by Sale Price

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	48 Days	4.3%
\$50,000 - \$99,999	70 Days	-25.5%
\$100,000 - \$149,999	5 Days	-97.2%
\$150,000 - \$199,999	16 Days	-60.0%
\$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

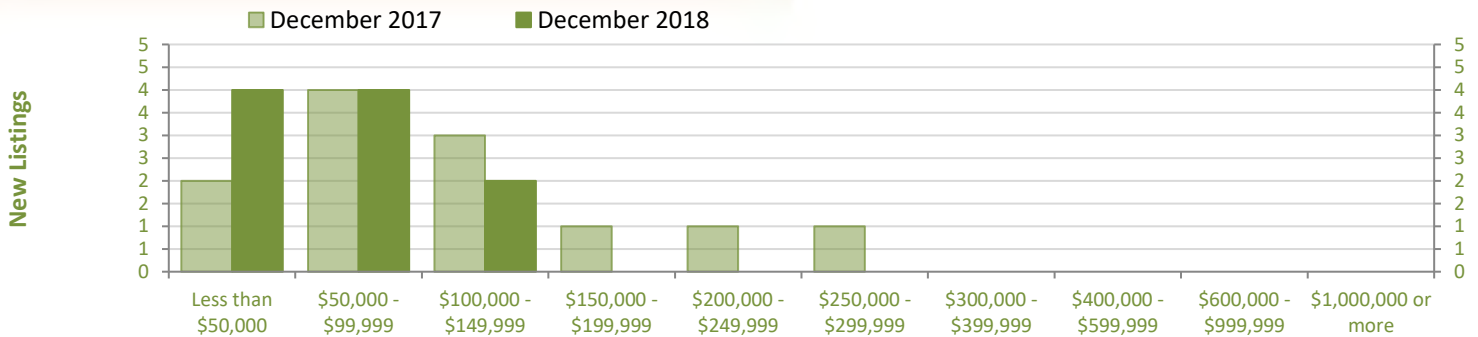


## New Listings by Initial Listing Price

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	4	100.0%
\$50,000 - \$99,999	4	0.0%
\$100,000 - \$149,999	2	-33.3%
\$150,000 - \$199,999	0	-100.0%
\$200,000 - \$249,999	0	-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	0	N/A
\$1,000,000 or more	0	N/A

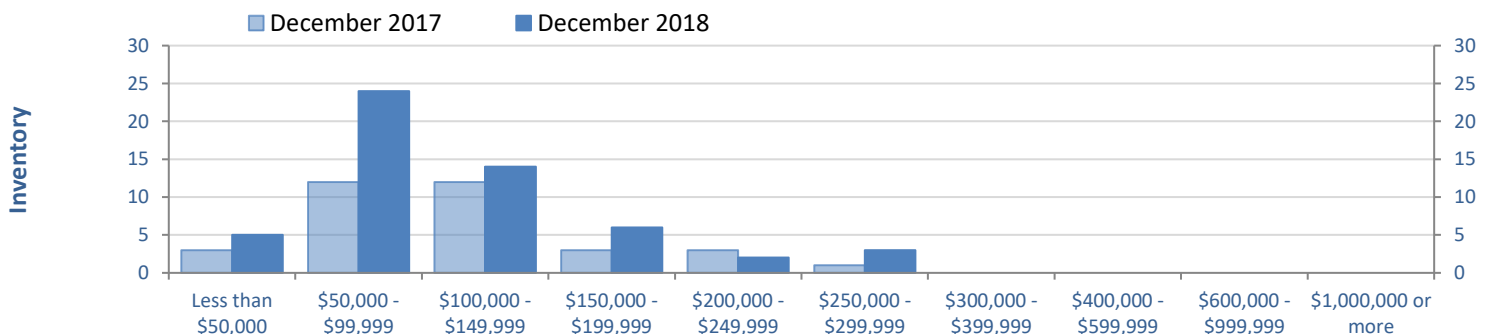


## Inventory by Current Listing Price

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.

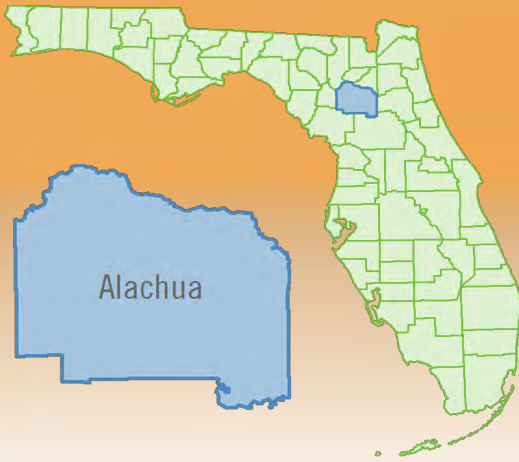
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	5	66.7%
\$50,000 - \$99,999	24	100.0%
\$100,000 - \$149,999	14	16.7%
\$150,000 - \$199,999	6	100.0%
\$200,000 - \$249,999	2	-33.3%
\$250,000 - \$299,999	3	200.0%
\$300,000 - \$399,999	0	N/A
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A



# Monthly Distressed Market - December 2018

## Manufactured Homes

### Alachua County



		December 2018	December 2017	Percent Change Year-over-Year
Traditional	Closed Sales	9	8	12.5%
	Median Sale Price	\$87,500	\$75,500	15.9%
Foreclosure/REO	Closed Sales	1	2	-50.0%
	Median Sale Price	\$83,000	\$96,625	-14.1%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

