

Monthly Market Detail - February 2018

Single Family Homes

Alachua County



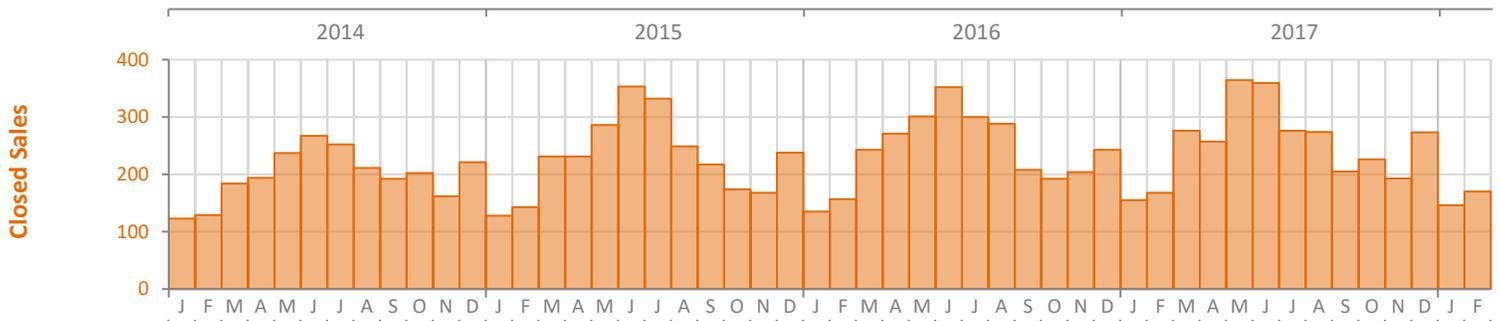
Summary Statistics	February 2018	February 2017	Percent Change Year-over-Year
Closed Sales	170	168	1.2%
Paid in Cash	40	45	-11.1%
Median Sale Price	\$215,000	\$185,000	16.2%
Average Sale Price	\$246,455	\$231,924	6.3%
Dollar Volume	\$41.9 Million	\$39.0 Million	7.5%
Median Percent of Original List Price Received	97.0%	96.0%	1.0%
Median Time to Contract	54 Days	74 Days	-27.0%
Median Time to Sale	87 Days	108 Days	-19.4%
New Pending Sales	299	319	-6.3%
New Listings	349	364	-4.1%
Pending Inventory	443	468	-5.3%
Inventory (Active Listings)	806	911	-11.5%
Months Supply of Inventory	3.2	3.7	-13.5%

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
Year-to-Date	316	-2.2%
February 2018	170	1.2%
January 2018	146	-5.8%
December 2017	273	12.3%
November 2017	193	-5.4%
October 2017	226	17.7%
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%



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	-20.0%
\$50,000 - \$99,999	13	18.2%
\$100,000 - \$149,999	26	-3.7%
\$150,000 - \$199,999	38	-20.8%
\$200,000 - \$249,999	29	45.0%
\$250,000 - \$299,999	28	27.3%
\$300,000 - \$399,999	17	0.0%
\$400,000 - \$599,999	8	-42.9%
\$600,000 - \$999,999	5	66.7%
\$1,000,000 or more	2	100.0%

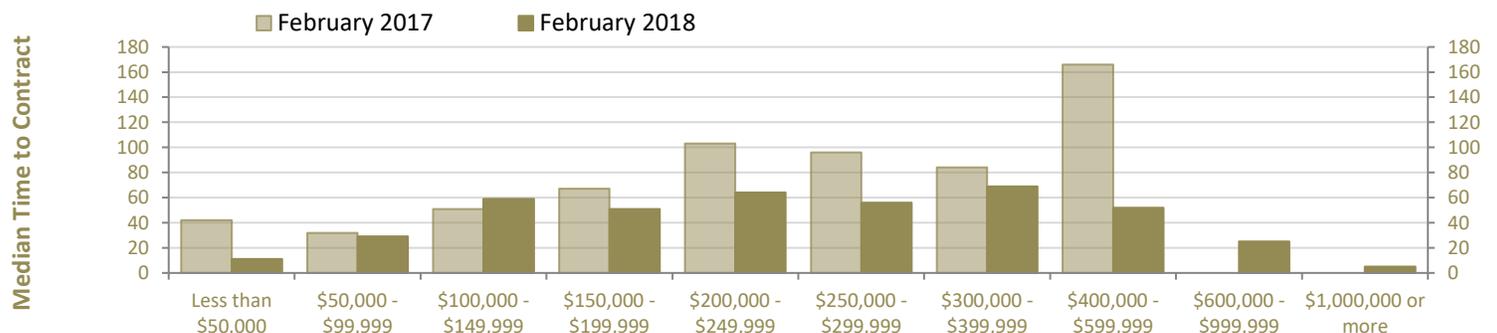


Median Time to Contract by Sale Price

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	11 Days	-73.8%
\$50,000 - \$99,999	29 Days	-9.4%
\$100,000 - \$149,999	59 Days	15.7%
\$150,000 - \$199,999	51 Days	-23.9%
\$200,000 - \$249,999	64 Days	-37.9%
\$250,000 - \$299,999	56 Days	-41.7%
\$300,000 - \$399,999	69 Days	-17.9%
\$400,000 - \$599,999	52 Days	-68.7%
\$600,000 - \$999,999	25 Days	N/A
\$1,000,000 or more	5 Days	N/A

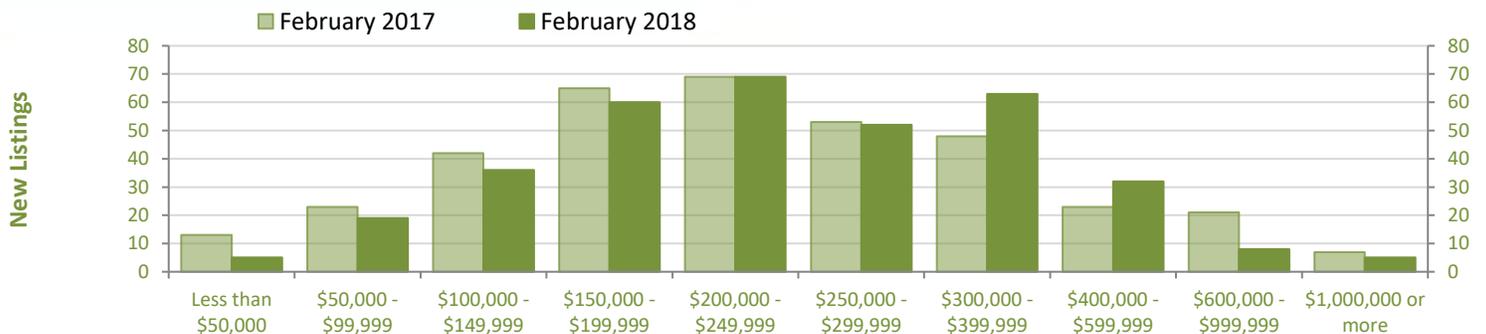


New Listings by Initial Listing Price

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	5	-61.5%
\$50,000 - \$99,999	19	-17.4%
\$100,000 - \$149,999	36	-14.3%
\$150,000 - \$199,999	60	-7.7%
\$200,000 - \$249,999	69	0.0%
\$250,000 - \$299,999	52	-1.9%
\$300,000 - \$399,999	63	31.3%
\$400,000 - \$599,999	32	39.1%
\$600,000 - \$999,999	8	-61.9%
\$1,000,000 or more	5	-28.6%

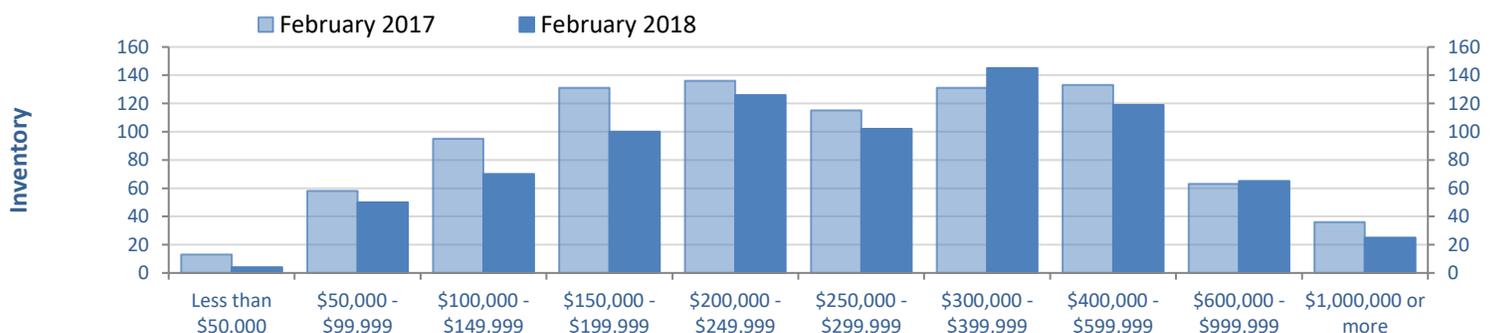


Inventory by Current Listing Price

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	-69.2%
\$50,000 - \$99,999	50	-13.8%
\$100,000 - \$149,999	70	-26.3%
\$150,000 - \$199,999	100	-23.7%
\$200,000 - \$249,999	126	-7.4%
\$250,000 - \$299,999	102	-11.3%
\$300,000 - \$399,999	145	10.7%
\$400,000 - \$599,999	119	-10.5%
\$600,000 - \$999,999	65	3.2%
\$1,000,000 or more	25	-30.6%



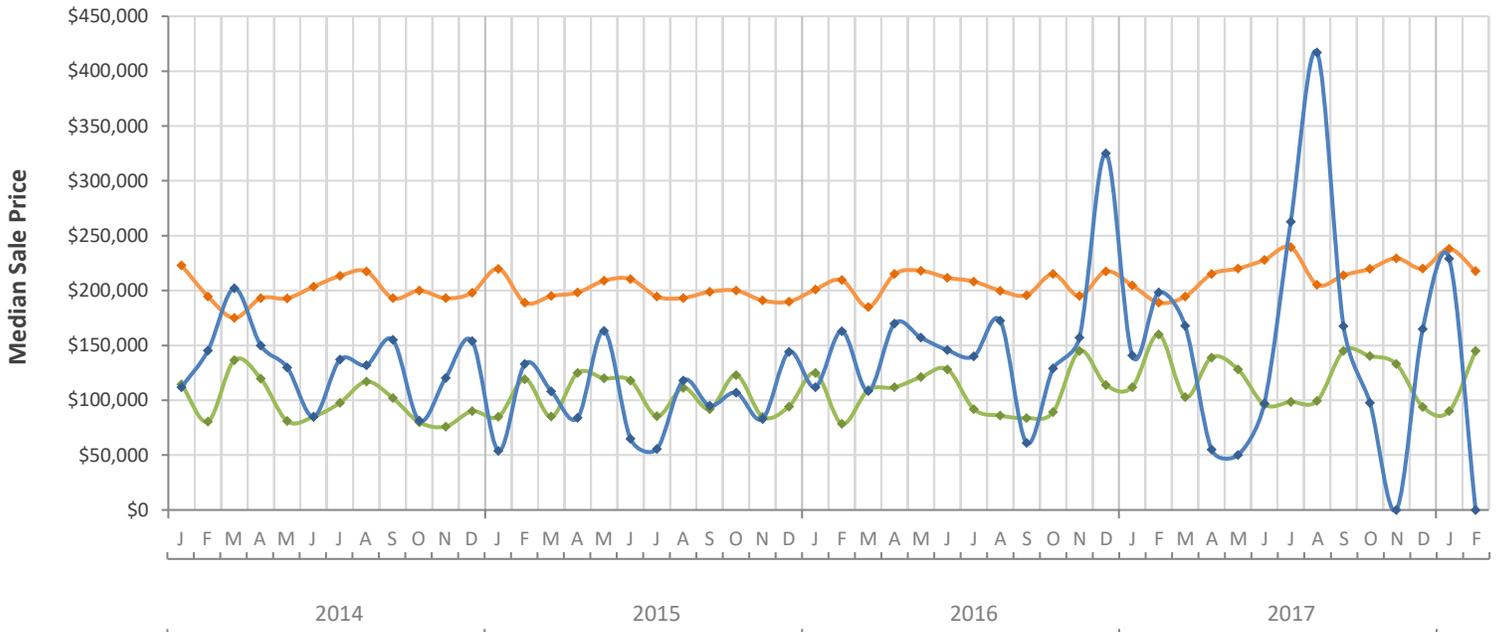
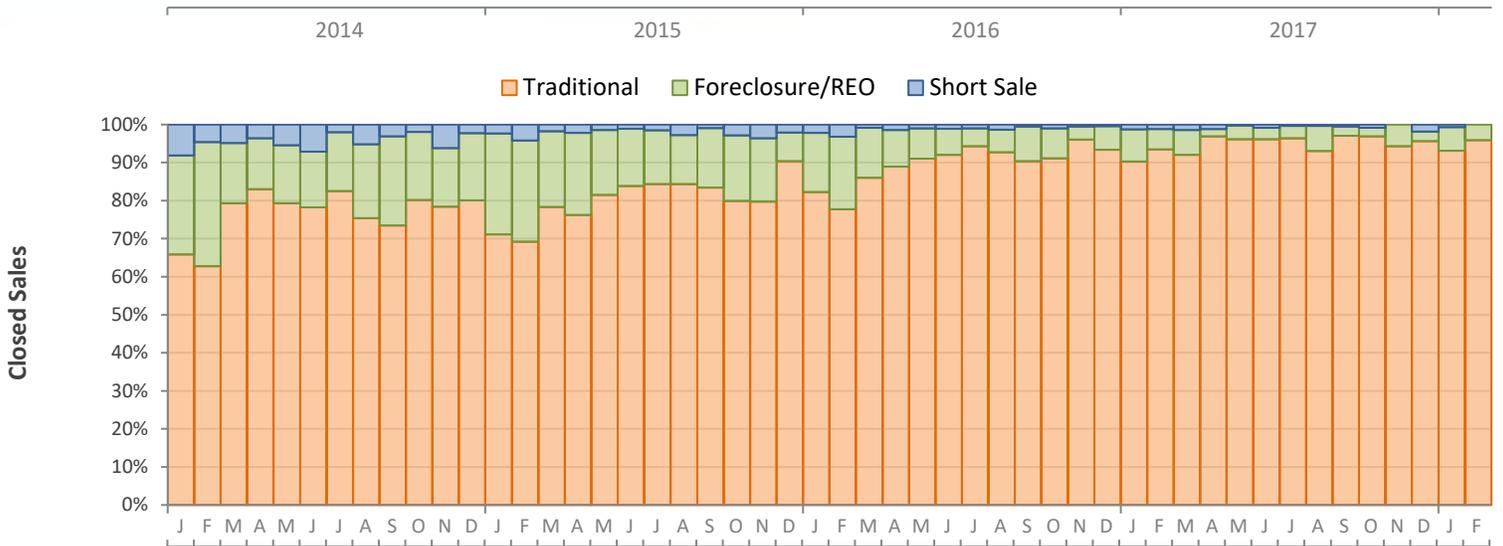
Monthly Distressed Market - February 2018

Single Family Homes

Alachua County



		February 2018	February 2017	Percent Change Year-over-Year
Traditional	Closed Sales	163	157	3.8%
	Median Sale Price	\$217,750	\$189,000	15.2%
Foreclosure/REO	Closed Sales	7	9	-22.2%
	Median Sale Price	\$145,000	\$160,000	-9.4%
Short Sale	Closed Sales	0	2	-100.0%
	Median Sale Price	(No Sales)	\$198,250	N/A



Monthly Market Detail - February 2018

Townhouses and Condos

Alachua County



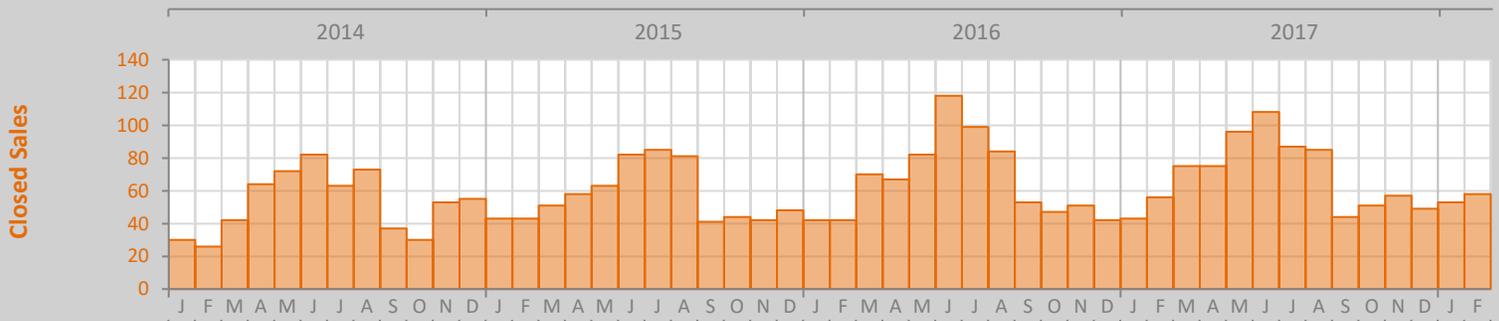
Summary Statistics	February 2018	February 2017	Percent Change Year-over-Year
Closed Sales	58	56	3.6%
Paid in Cash	32	43	-25.6%
Median Sale Price	\$117,000	\$113,500	3.1%
Average Sale Price	\$107,325	\$115,225	-6.9%
Dollar Volume	\$6.2 Million	\$6.5 Million	-3.5%
Median Percent of Original List Price Received	96.8%	96.3%	0.5%
Median Time to Contract	27 Days	32 Days	-15.6%
Median Time to Sale	49 Days	57 Days	-14.0%
New Pending Sales	87	77	13.0%
New Listings	96	86	11.6%
Pending Inventory	102	90	13.3%
Inventory (Active Listings)	127	143	-11.2%
Months Supply of Inventory	1.8	2.1	-14.3%

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
Year-to-Date	111	12.1%
February 2018	58	3.6%
January 2018	53	23.3%
December 2017	49	16.7%
November 2017	57	11.8%
October 2017	51	8.5%
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%

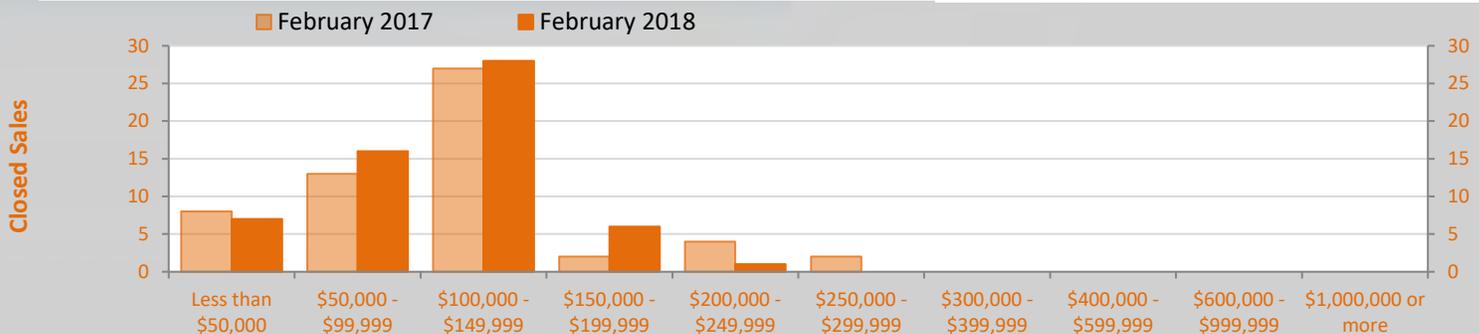


Closed Sales by Sale Price

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	7	-12.5%
\$50,000 - \$99,999	16	23.1%
\$100,000 - \$149,999	28	3.7%
\$150,000 - \$199,999	6	200.0%
\$200,000 - \$249,999	1	-75.0%
\$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

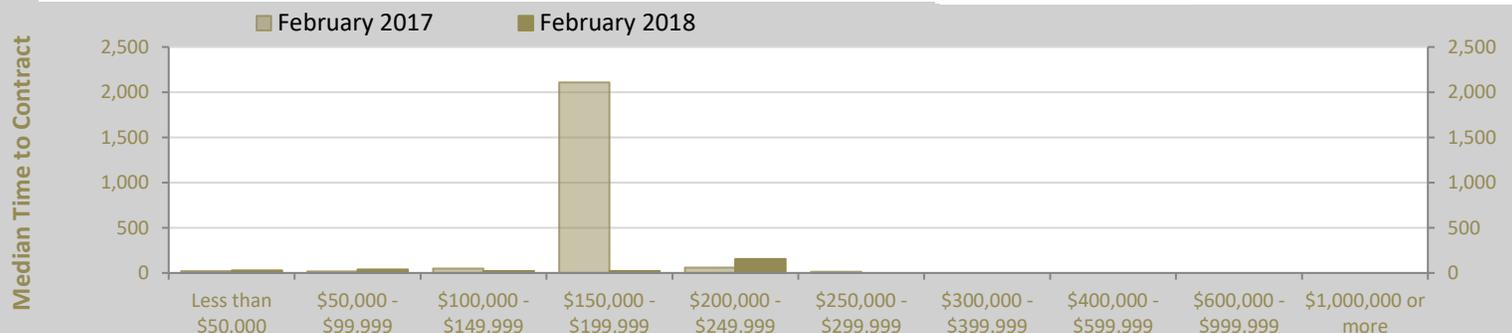


Median Time to Contract by Sale Price

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	28 Days	47.4%
\$50,000 - \$99,999	39 Days	116.7%
\$100,000 - \$149,999	22 Days	-55.1%
\$150,000 - \$199,999	20 Days	-99.1%
\$200,000 - \$249,999	153 Days	150.8%
\$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

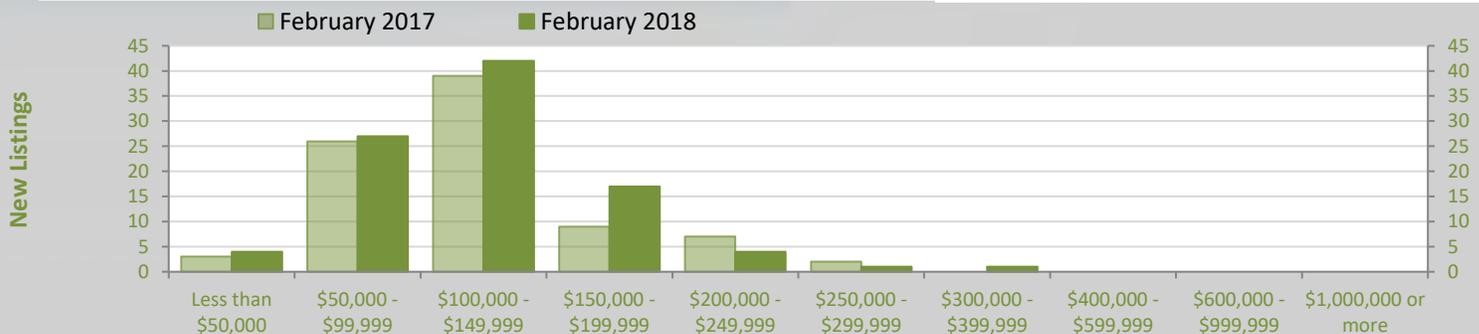


New Listings by Initial Listing Price

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	33.3%
\$50,000 - \$99,999	27	3.8%
\$100,000 - \$149,999	42	7.7%
\$150,000 - \$199,999	17	88.9%
\$200,000 - \$249,999	4	-42.9%
\$250,000 - \$299,999	1	-50.0%
\$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

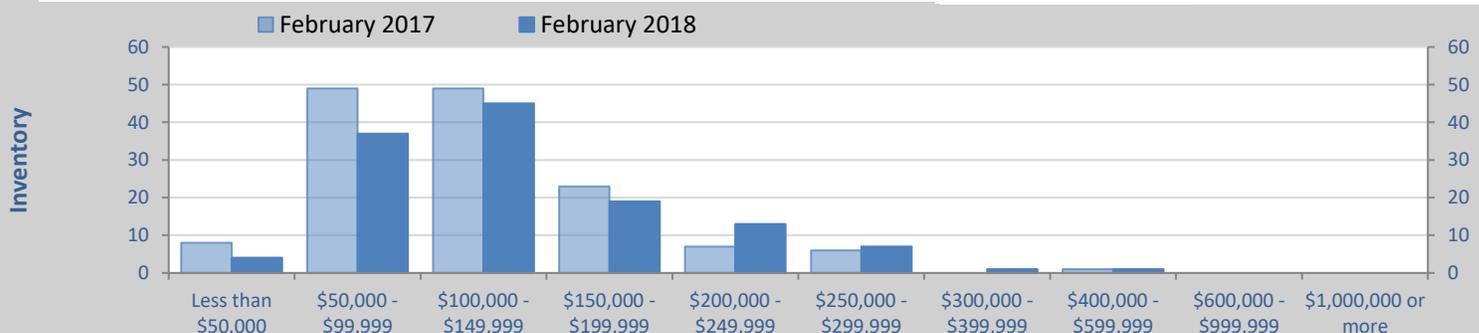


Inventory by Current Listing Price

The number of property listings active at the end of the month

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Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	4	-50.0%
\$50,000 - \$99,999	37	-24.5%
\$100,000 - \$149,999	45	-8.2%
\$150,000 - \$199,999	19	-17.4%
\$200,000 - \$249,999	13	85.7%
\$250,000 - \$299,999	7	16.7%
\$300,000 - \$399,999	1	N/A
\$400,000 - \$599,999	1	0.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A



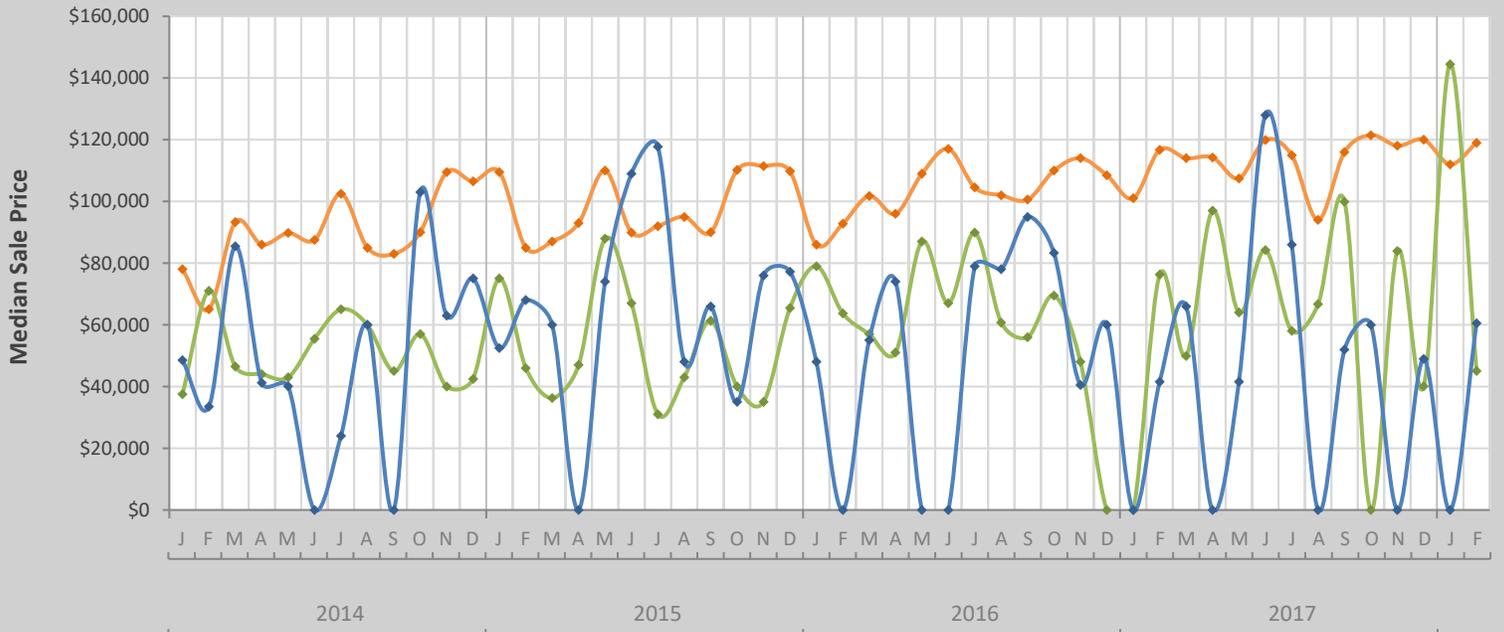
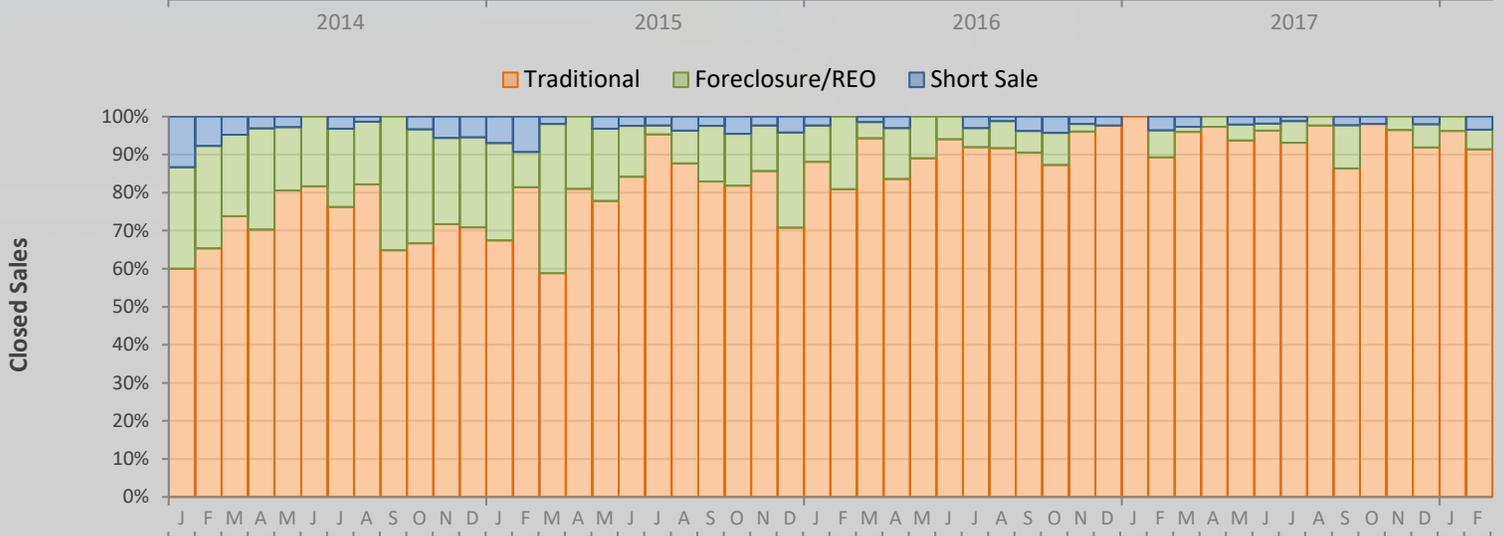
Monthly Distressed Market - February 2018

Townhouses and Condos

Alachua County



		February 2018	February 2017	Percent Change Year-over-Year
Traditional	Closed Sales	53	50	6.0%
	Median Sale Price	\$119,000	\$116,700	2.0%
Foreclosure/REO	Closed Sales	3	4	-25.0%
	Median Sale Price	\$45,000	\$76,250	-41.0%
Short Sale	Closed Sales	2	2	0.0%
	Median Sale Price	\$60,500	\$41,505	45.8%



Monthly Market Detail - February 2018

Manufactured Homes

Alachua County



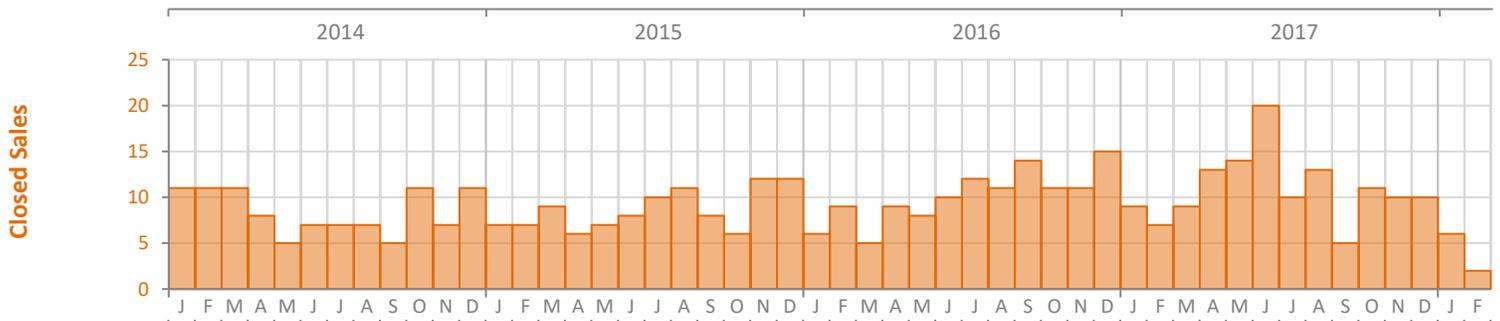
Summary Statistics	February 2018	February 2017	Percent Change Year-over-Year
Closed Sales	2	7	-71.4%
Paid in Cash	1	6	-83.3%
Median Sale Price	\$121,000	\$32,500	272.3%
Average Sale Price	\$121,000	\$43,059	181.0%
Dollar Volume	\$242,000	\$301,413	-19.7%
Median Percent of Original List Price Received	87.9%	78.0%	12.7%
Median Time to Contract	64 Days	90 Days	-28.9%
Median Time to Sale	89 Days	125 Days	-28.8%
New Pending Sales	8	12	-33.3%
New Listings	19	10	90.0%
Pending Inventory	17	19	-10.5%
Inventory (Active Listings)	52	52	0.0%
Months Supply of Inventory	5.1	5.1	0.0%

Closed Sales

The number of sales transactions which closed during the month

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Month	Closed Sales	Percent Change Year-over-Year
Year-to-Date	8	-50.0%
February 2018	2	-71.4%
January 2018	6	-33.3%
December 2017	10	-33.3%
November 2017	10	-9.1%
October 2017	11	0.0%
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%

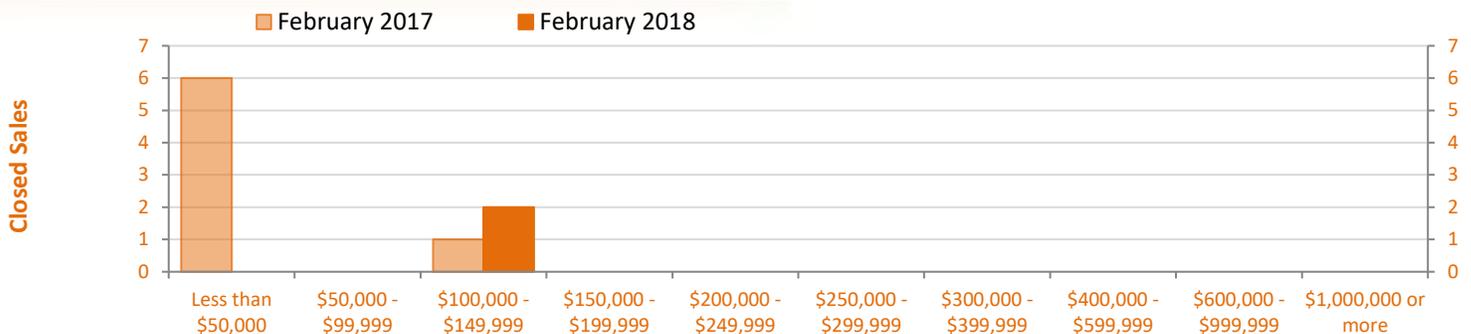


Closed Sales by Sale Price

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Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	0	-100.0%
\$50,000 - \$99,999	0	N/A
\$100,000 - \$149,999	2	100.0%
\$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

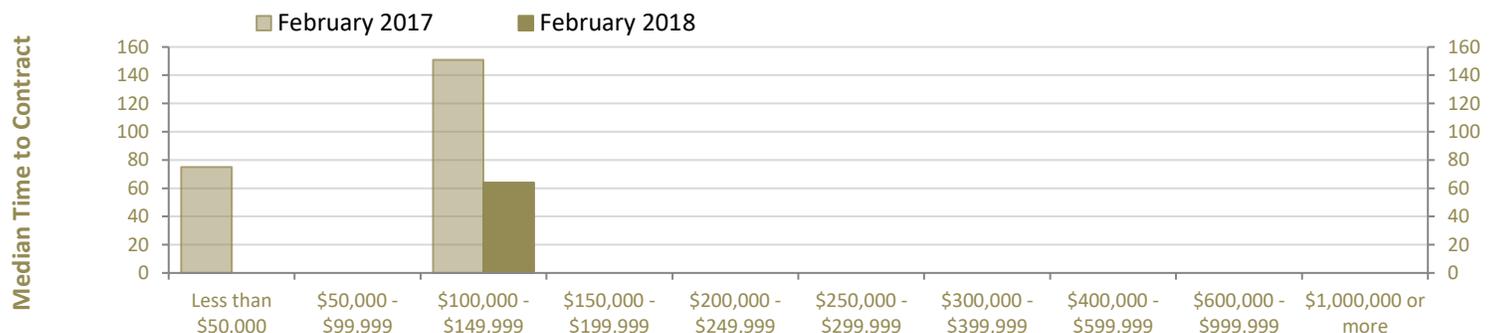


Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the month

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Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$50,000	(No Sales)	N/A
\$50,000 - \$99,999	(No Sales)	N/A
\$100,000 - \$149,999	64 Days	-57.6%
\$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

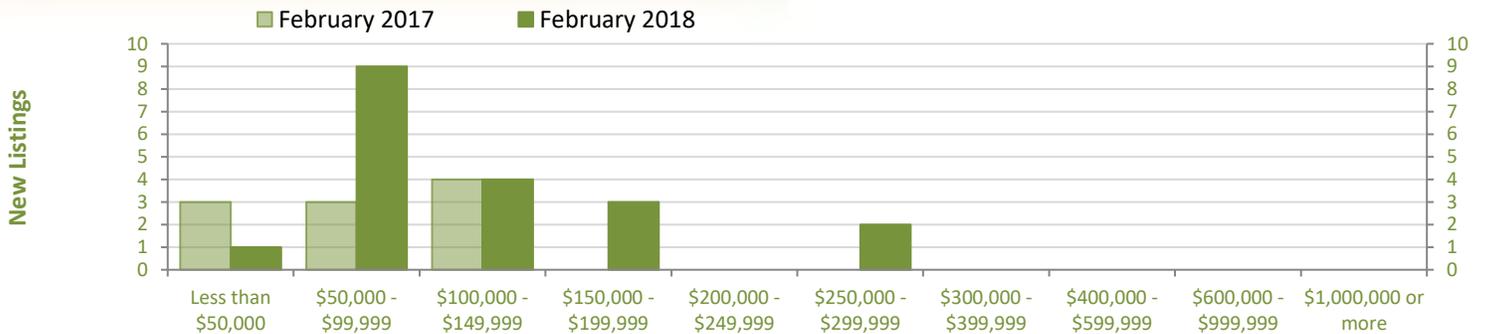


New Listings by Initial Listing Price

The number of properties put onto the market during the month

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Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$50,000	1	-66.7%
\$50,000 - \$99,999	9	200.0%
\$100,000 - \$149,999	4	0.0%
\$150,000 - \$199,999	3	N/A
\$200,000 - \$249,999	0	N/A
\$250,000 - \$299,999	2	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

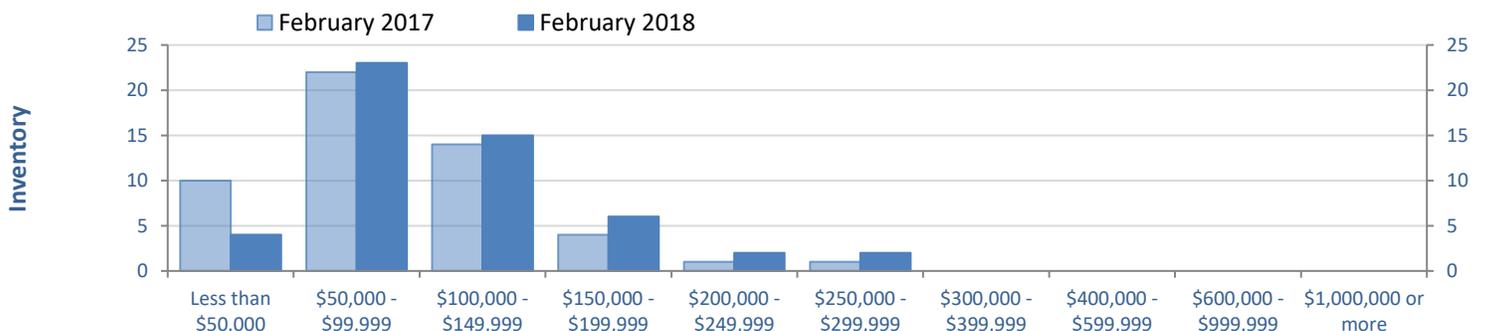


Inventory by Current Listing Price

The number of property listings active at the end of the month

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Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	4	-60.0%
\$50,000 - \$99,999	23	4.5%
\$100,000 - \$149,999	15	7.1%
\$150,000 - \$199,999	6	50.0%
\$200,000 - \$249,999	2	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



Monthly Distressed Market - February 2018

Manufactured Homes

Alachua County



		February 2018	February 2017	Percent Change Year-over-Year
Traditional	Closed Sales	2	4	-50.0%
	Median Sale Price	\$121,000	\$31,756	281.0%
Foreclosure/REO	Closed Sales	0	3	-100.0%
	Median Sale Price	(No Sales)	\$32,500	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

