

Monthly Market Detail - August 2017

Single Family Homes

Alachua County



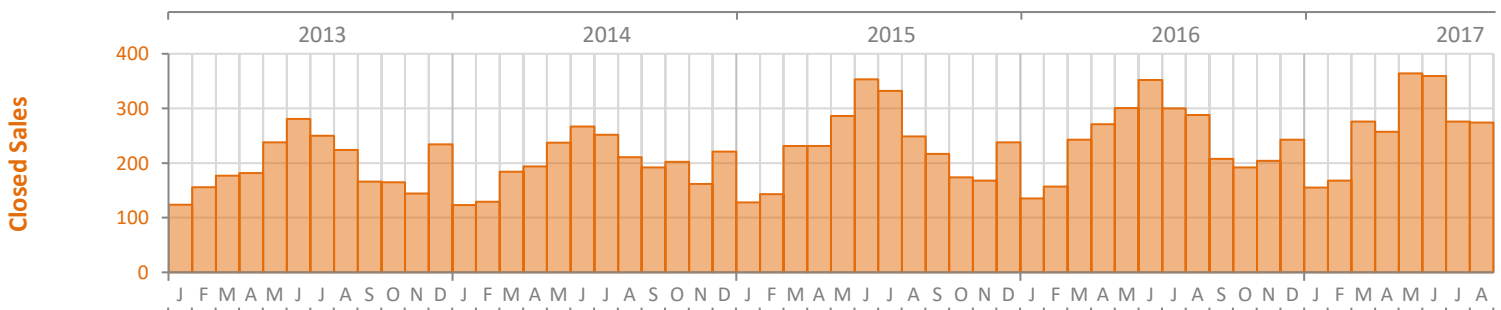
Summary Statistics	August 2017	August 2016	Percent Change Year-over-Year
Closed Sales	274	288	-4.9%
Paid in Cash	75	64	17.2%
Median Sale Price	\$199,000	\$194,200	2.5%
Average Sale Price	\$239,737	\$231,853	3.4%
Dollar Volume	\$65.7 Million	\$66.8 Million	-1.6%
Median Percent of Original List Price Received	96.7%	96.6%	0.1%
Median Time to Contract	47 Days	52 Days	-9.6%
Median Time to Sale	78 Days	96 Days	-18.8%
New Pending Sales	308	236	30.5%
New Listings	271	255	6.3%
Pending Inventory	419	386	8.5%
Inventory (Active Listings)	933	1,016	-8.2%
Months Supply of Inventory	3.8	4.3	-11.6%

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
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%
August 2016	288	15.7%

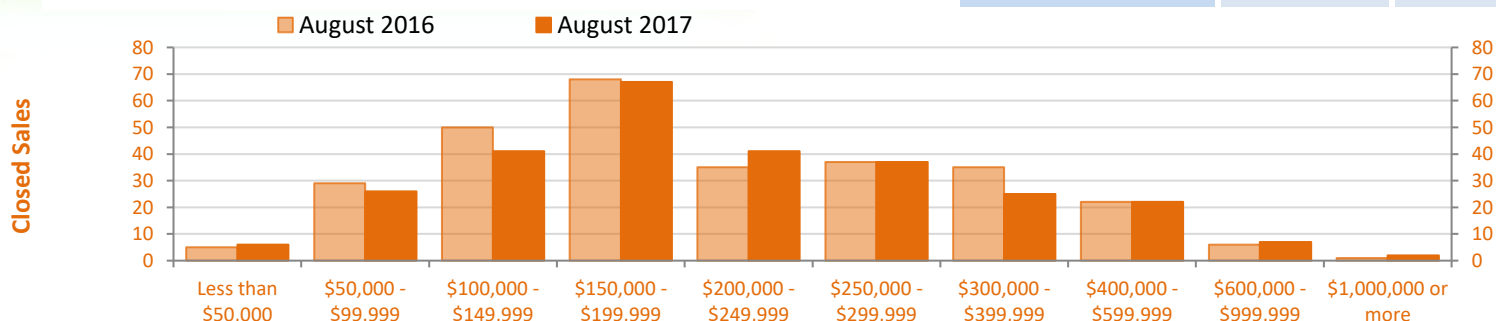


Closed Sales by Sale Price

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	6	20.0%
\$50,000 - \$99,999	26	-10.3%
\$100,000 - \$149,999	41	-18.0%
\$150,000 - \$199,999	67	-1.5%
\$200,000 - \$249,999	41	17.1%
\$250,000 - \$299,999	37	0.0%
\$300,000 - \$399,999	25	-28.6%
\$400,000 - \$599,999	22	0.0%
\$600,000 - \$999,999	7	16.7%
\$1,000,000 or more	2	100.0%

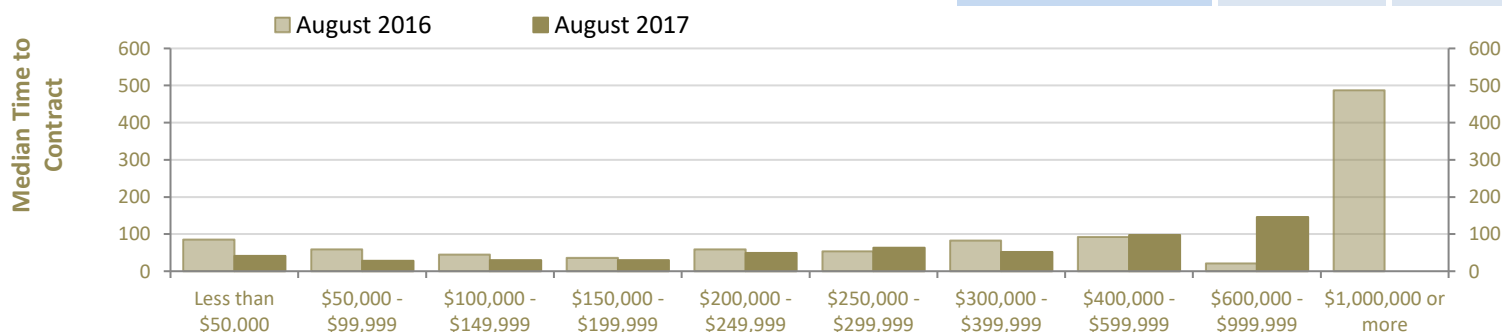


Median Time to Contract by Sale Price

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	41 Days	-51.8%
\$50,000 - \$99,999	28 Days	-52.5%
\$100,000 - \$149,999	30 Days	-33.3%
\$150,000 - \$199,999	30 Days	-16.7%
\$200,000 - \$249,999	49 Days	-16.9%
\$250,000 - \$299,999	63 Days	16.7%
\$300,000 - \$399,999	52 Days	-37.3%
\$400,000 - \$599,999	98 Days	6.5%
\$600,000 - \$999,999	146 Days	595.2%
\$1,000,000 or more	0 Days	-100.0%



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	14	-51.7%
\$100,000 - \$149,999	39	8.3%
\$150,000 - \$199,999	53	-10.2%
\$200,000 - \$249,999	45	28.6%
\$250,000 - \$299,999	44	37.5%
\$300,000 - \$399,999	27	3.8%
\$400,000 - \$599,999	27	58.8%
\$600,000 - \$999,999	13	62.5%
\$1,000,000 or more	5	-16.7%

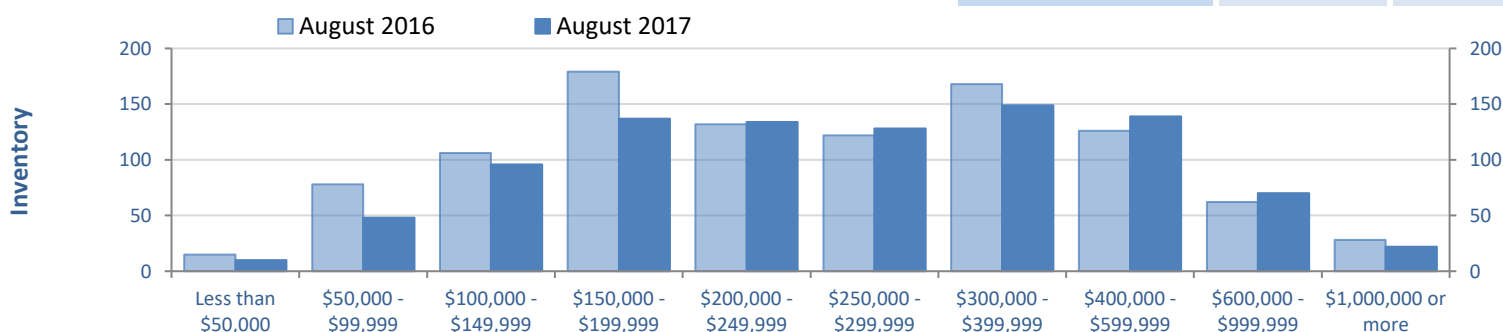


Inventory by Current Listing Price

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	10	-33.3%
\$50,000 - \$99,999	48	-38.5%
\$100,000 - \$149,999	96	-9.4%
\$150,000 - \$199,999	137	-23.5%
\$200,000 - \$249,999	134	1.5%
\$250,000 - \$299,999	128	4.9%
\$300,000 - \$399,999	149	-11.3%
\$400,000 - \$599,999	139	10.3%
\$600,000 - \$999,999	70	12.9%
\$1,000,000 or more	22	-21.4%



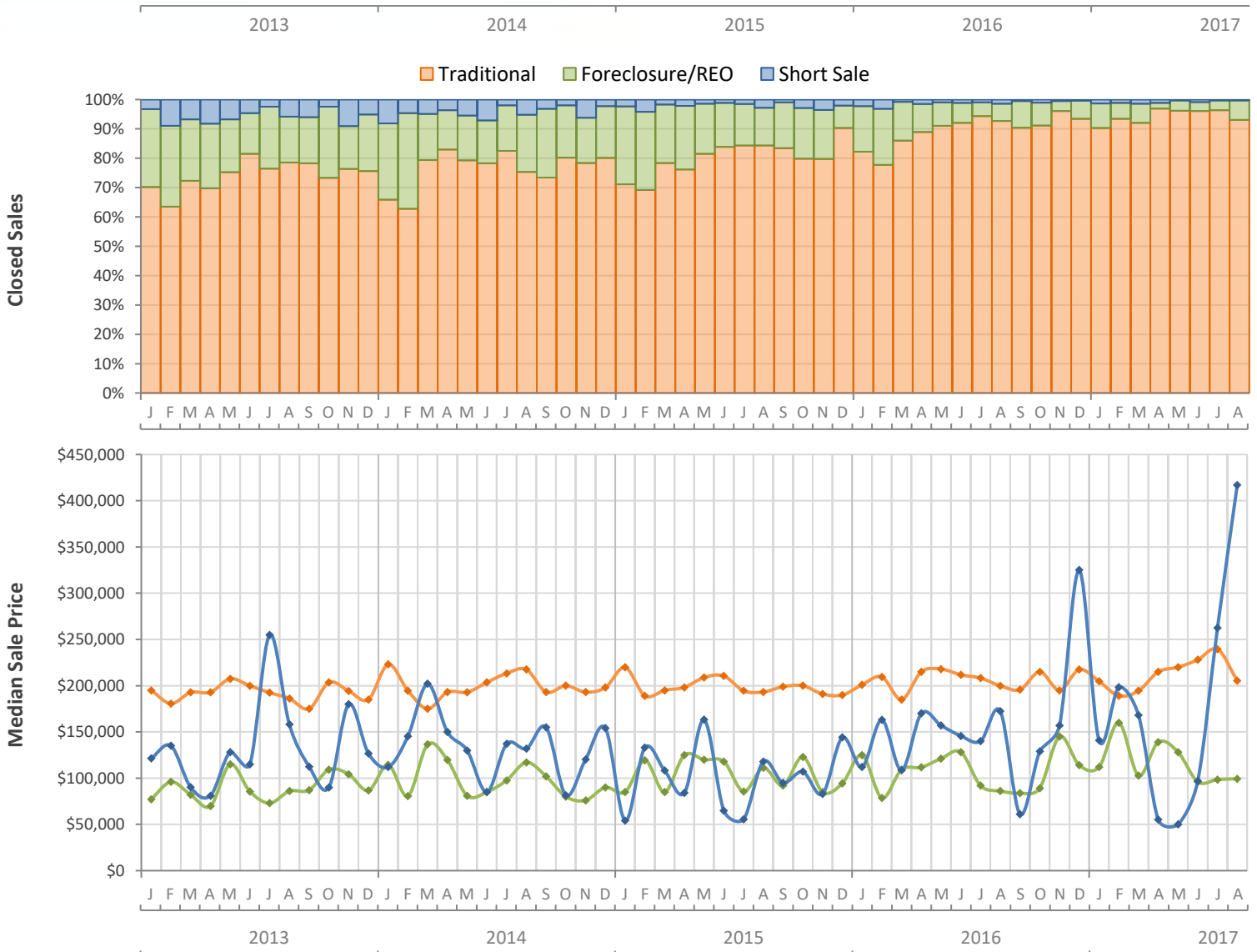
Monthly Distressed Market - August 2017

Single Family Homes

Alachua County



		August 2017	August 2016	Percent Change Year-over-Year
Traditional	Closed Sales	255	267	-4.5%
	Median Sale Price	\$205,375	\$199,900	2.7%
Foreclosure/REO	Closed Sales	18	17	5.9%
	Median Sale Price	\$99,366	\$86,000	15.5%
Short Sale	Closed Sales	1	4	-75.0%
	Median Sale Price	\$417,000	\$172,400	141.9%



Monthly Market Detail - August 2017

Townhouses and Condos

Alachua County



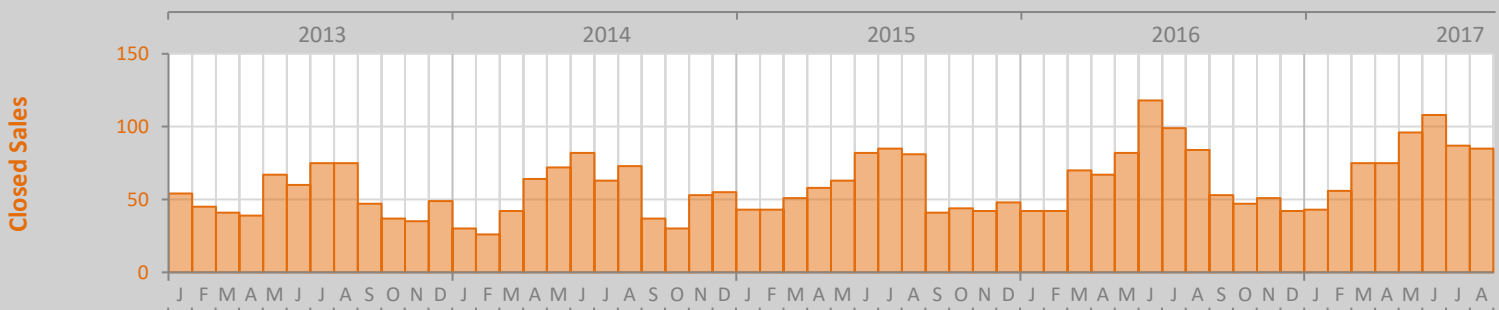
Summary Statistics	August 2017	August 2016	Percent Change Year-over-Year
Closed Sales	85	84	1.2%
Paid in Cash	50	42	19.0%
Median Sale Price	\$91,500	\$95,000	-3.7%
Average Sale Price	\$107,770	\$103,175	4.5%
Dollar Volume	\$9.2 Million	\$8.7 Million	5.7%
Median Percent of Original List Price Received	95.3%	95.7%	-0.4%
Median Time to Contract	31 Days	37 Days	-16.2%
Median Time to Sale	60 Days	80 Days	-25.0%
New Pending Sales	61	65	-6.2%
New Listings	64	45	42.2%
Pending Inventory	64	76	-15.8%
Inventory (Active Listings)	152	173	-12.1%
Months Supply of Inventory	2.2	2.7	-18.5%

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
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%
August 2016	84	3.7%



Monthly Market Detail - August 2017

Townhouses and Condos

Alachua County

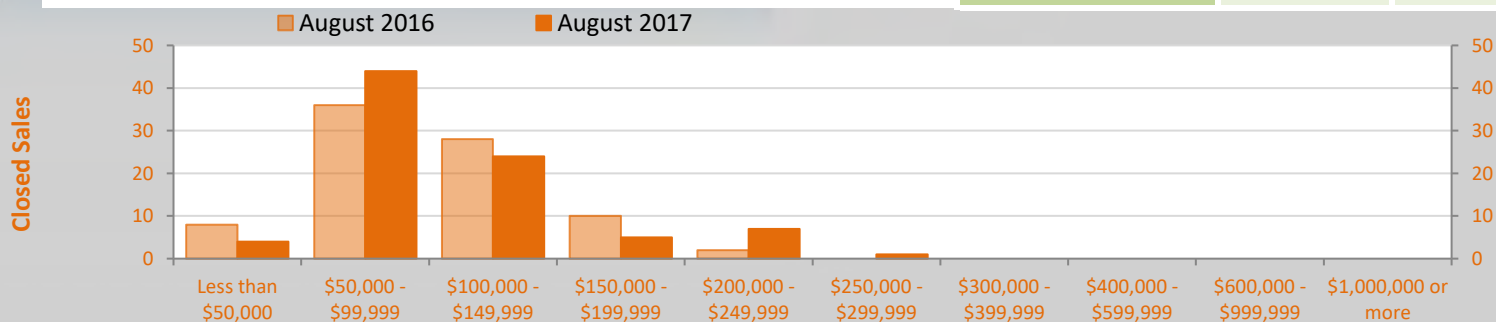


Closed Sales by Sale Price

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	4	-50.0%
\$50,000 - \$99,999	44	22.2%
\$100,000 - \$149,999	24	-14.3%
\$150,000 - \$199,999	5	-50.0%
\$200,000 - \$249,999	7	250.0%
\$250,000 - \$299,999	1	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

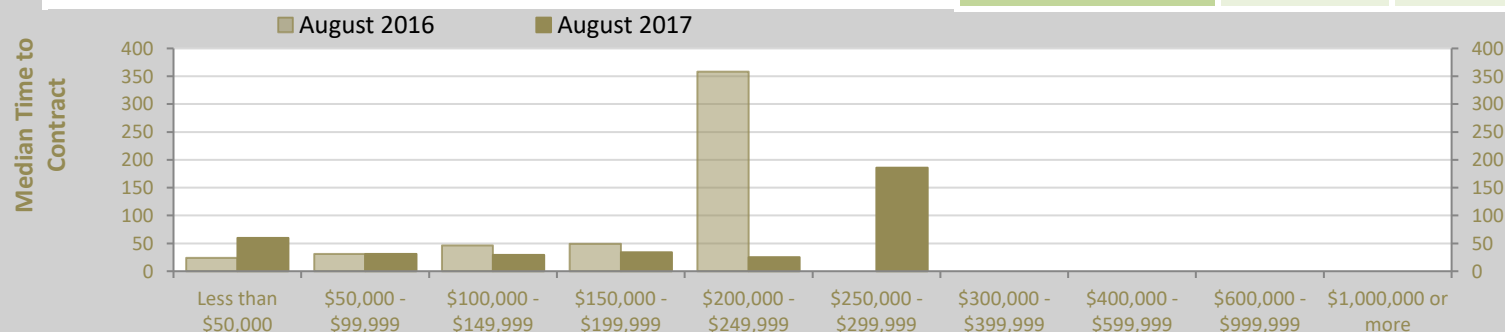


Median Time to Contract by Sale Price

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	60 Days	150.0%
\$50,000 - \$99,999	31 Days	0.0%
\$100,000 - \$149,999	29 Days	-37.0%
\$150,000 - \$199,999	34 Days	-30.6%
\$200,000 - \$249,999	25 Days	-93.0%
\$250,000 - \$299,999	186 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

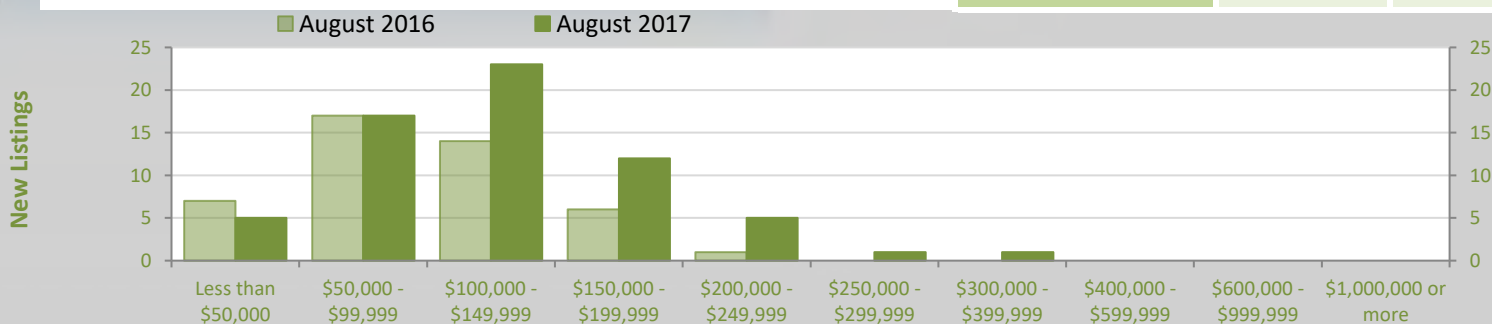


New Listings by Initial Listing Price

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	5	-28.6%
\$50,000 - \$99,999	17	0.0%
\$100,000 - \$149,999	23	64.3%
\$150,000 - \$199,999	12	100.0%
\$200,000 - \$249,999	5	400.0%
\$250,000 - \$299,999	1	N/A
\$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

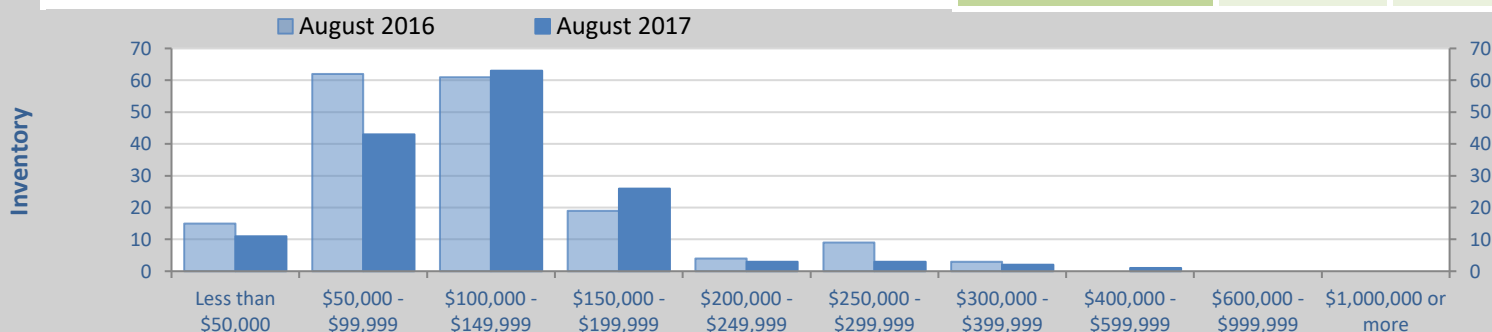


Inventory by Current Listing Price

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	11	-26.7%
\$50,000 - \$99,999	43	-30.6%
\$100,000 - \$149,999	63	3.3%
\$150,000 - \$199,999	26	36.8%
\$200,000 - \$249,999	3	-25.0%
\$250,000 - \$299,999	3	-66.7%
\$300,000 - \$399,999	2	-33.3%
\$400,000 - \$599,999	1	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A



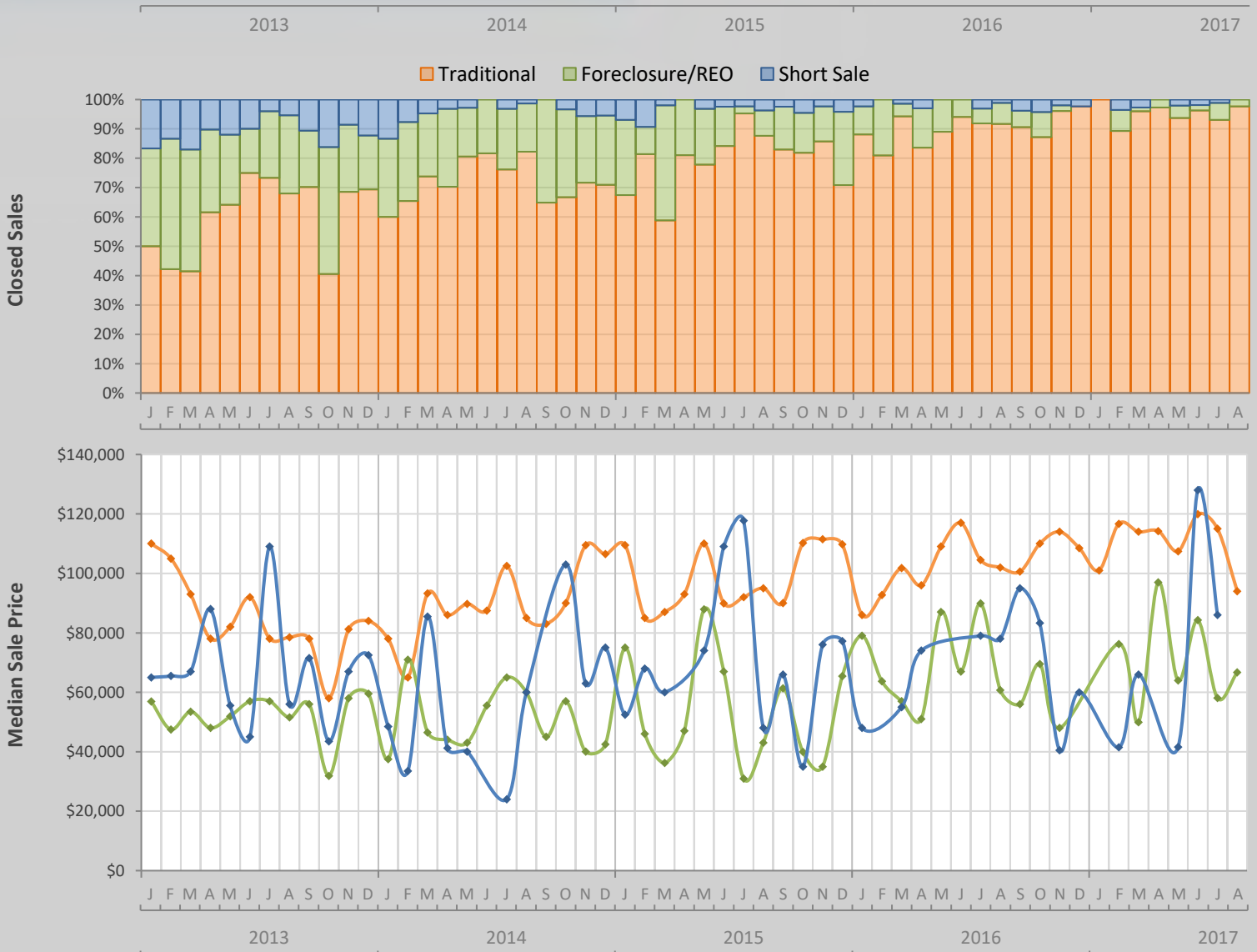
Monthly Distressed Market - August 2017

Townhouses and Condos

Alachua County



		August 2017	August 2016	Percent Change Year-over-Year
Traditional	Closed Sales	83	77	7.8%
	Median Sale Price	\$94,000	\$102,000	-7.8%
Foreclosure/REO	Closed Sales	2	6	-66.7%
	Median Sale Price	\$66,700	\$60,750	9.8%
Short Sale	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$78,000	N/A



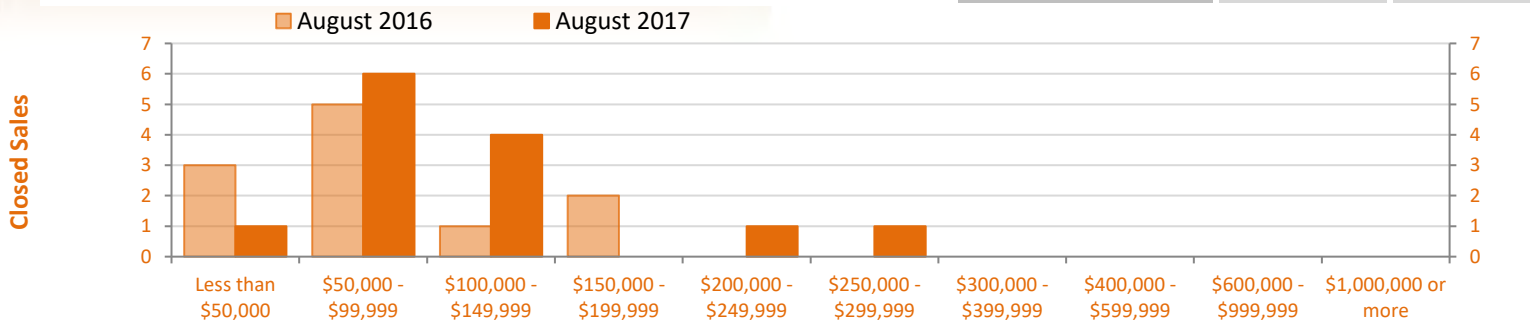
Produced by Florida REALTORS® with data provided by Florida's multiple listing services. Statistics for each month compiled from MLS feeds on the 15th day of the following month. Data released on Wednesday, September 20, 2017. Data revised on Monday, January 16, 2017. Next data release is Friday, October 20, 2017.

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	1	-66.7%
\$50,000 - \$99,999	6	20.0%
\$100,000 - \$149,999	4	300.0%
\$150,000 - \$199,999	0	-100.0%
\$200,000 - \$249,999	1	N/A
\$250,000 - \$299,999	1	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

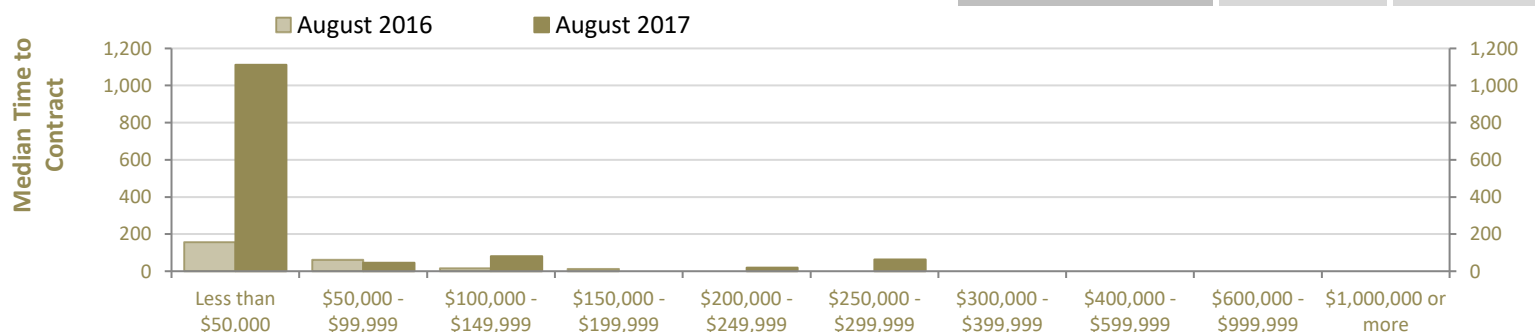


Median Time to Contract by Sale Price

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	1112 Days	608.3%
\$50,000 - \$99,999	46 Days	-24.6%
\$100,000 - \$149,999	81 Days	406.3%
\$150,000 - \$199,999	(No Sales)	N/A
\$200,000 - \$249,999	19 Days	N/A
\$250,000 - \$299,999	64 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	0	-100.0%
\$50,000 - \$99,999	9	-10.0%
\$100,000 - \$149,999	2	0.0%
\$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

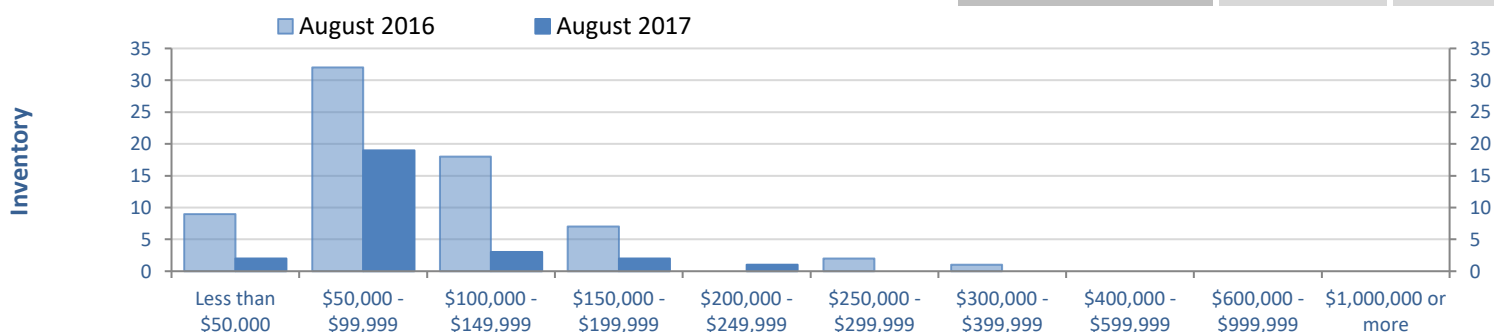


Inventory by Current Listing Price

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	2	-77.8%
\$50,000 - \$99,999	19	-40.6%
\$100,000 - \$149,999	3	-83.3%
\$150,000 - \$199,999	2	-71.4%
\$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 - August 2017

Manufactured Homes

Alachua County



		August 2017	August 2016	Percent Change Year-over-Year
Traditional	Closed Sales	11	10	10.0%
	Median Sale Price	\$110,000	\$90,000	22.2%
Foreclosure/REO	Closed Sales	2	1	100.0%
	Median Sale Price	\$51,800	\$33,313	55.5%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

