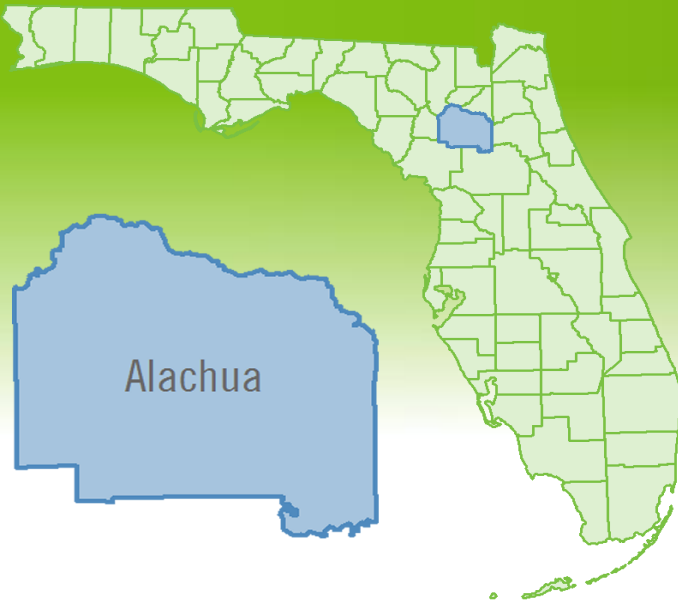


# Monthly Market Detail - November 2019

## Single Family Homes

### Alachua County



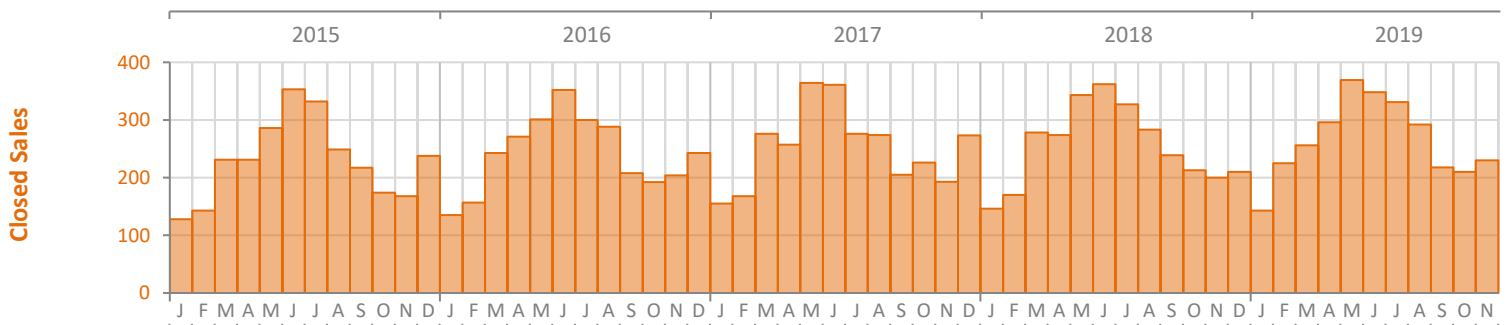
Summary Statistics	November 2019	November 2018	Percent Change Year-over-Year
Closed Sales	230	200	15.0%
Paid in Cash	50	49	2.0%
Median Sale Price	\$252,750	\$231,798	9.0%
Average Sale Price	\$284,609	\$277,705	2.5%
Dollar Volume	\$65.5 Million	\$55.5 Million	17.9%
Median Percent of Original List Price Received	97.7%	97.2%	0.5%
Median Time to Contract	28 Days	40 Days	-30.0%
Median Time to Sale	85 Days	89 Days	-4.5%
New Pending Sales	201	209	-3.8%
New Listings	230	224	2.7%
Pending Inventory	397	336	18.2%
Inventory (Active Listings)	758	837	-9.4%
Months Supply of Inventory	2.9	3.2	-9.4%

## 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	2,918	2.9%
<b>November 2019</b>	<b>230</b>	<b>15.0%</b>
October 2019	210	-1.4%
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%

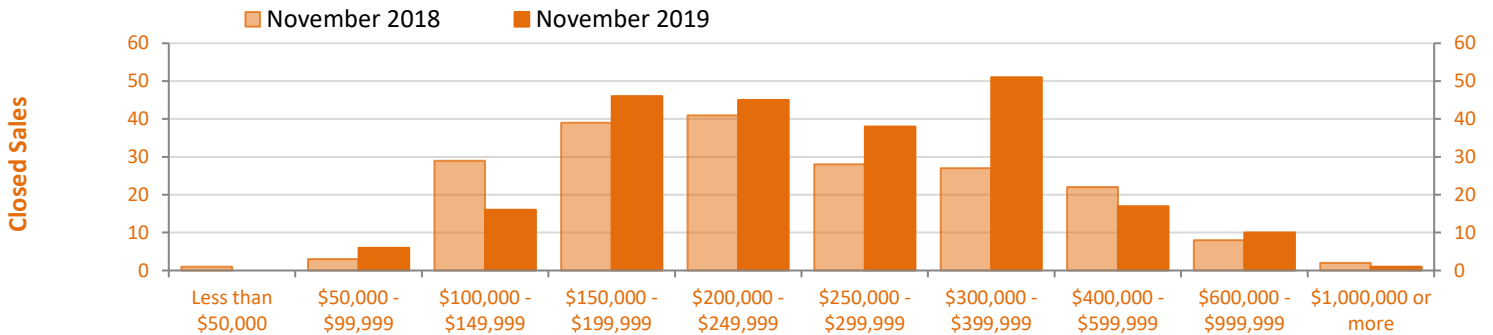


## Closed Sales by Sale Price

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	6	100.0%
\$100,000 - \$149,999	16	-44.8%
\$150,000 - \$199,999	46	17.9%
\$200,000 - \$249,999	45	9.8%
\$250,000 - \$299,999	38	35.7%
\$300,000 - \$399,999	51	88.9%
\$400,000 - \$599,999	17	-22.7%
\$600,000 - \$999,999	10	25.0%
\$1,000,000 or more	1	-50.0%

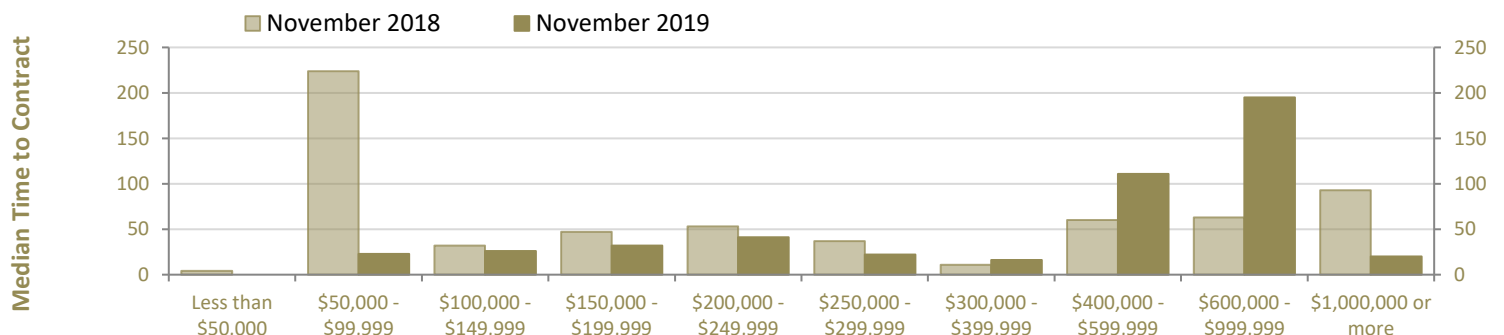


## Median Time to Contract by Sale Price

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	(No Sales)	N/A
\$50,000 - \$99,999	23 Days	-89.7%
\$100,000 - \$149,999	26 Days	-18.8%
\$150,000 - \$199,999	32 Days	-31.9%
\$200,000 - \$249,999	41 Days	-22.6%
\$250,000 - \$299,999	22 Days	-40.5%
\$300,000 - \$399,999	16 Days	45.5%
\$400,000 - \$599,999	111 Days	85.0%
\$600,000 - \$999,999	195 Days	209.5%
\$1,000,000 or more	20 Days	-78.5%

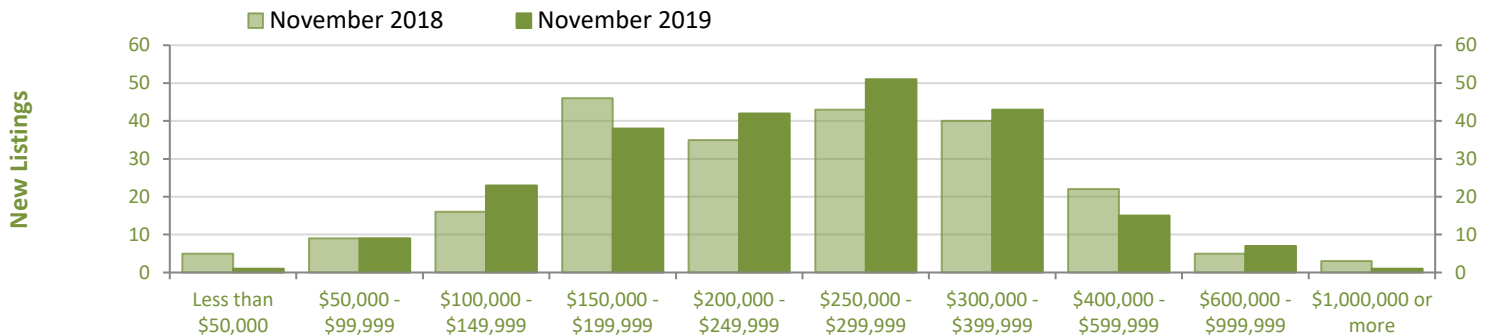


## New Listings by Initial Listing Price

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	-80.0%
\$50,000 - \$99,999	9	0.0%
\$100,000 - \$149,999	23	43.8%
\$150,000 - \$199,999	38	-17.4%
\$200,000 - \$249,999	42	20.0%
\$250,000 - \$299,999	51	18.6%
\$300,000 - \$399,999	43	7.5%
\$400,000 - \$599,999	15	-31.8%
\$600,000 - \$999,999	7	40.0%
\$1,000,000 or more	1	-66.7%

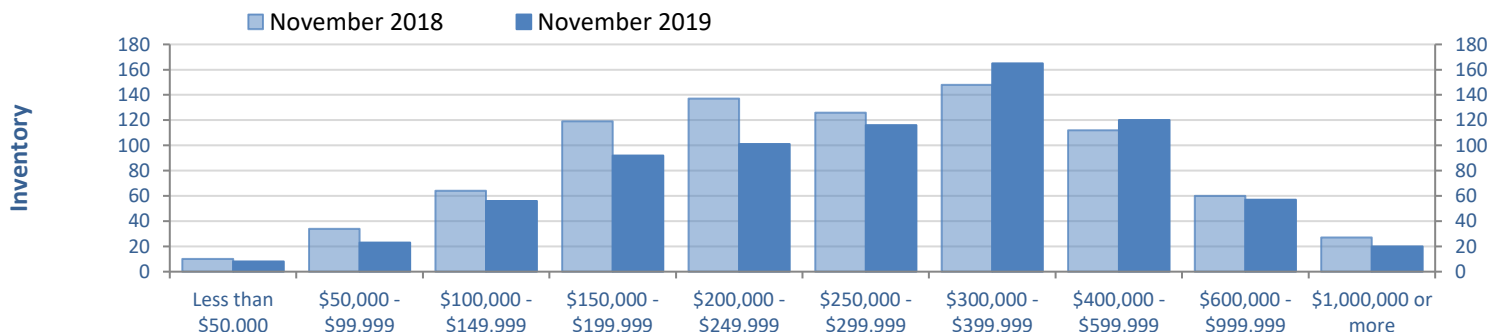


## Inventory by Current Listing Price

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	8	-20.0%
\$50,000 - \$99,999	23	-32.4%
\$100,000 - \$149,999	56	-12.5%
\$150,000 - \$199,999	92	-22.7%
\$200,000 - \$249,999	101	-26.3%
\$250,000 - \$299,999	116	-7.9%
\$300,000 - \$399,999	165	11.5%
\$400,000 - \$599,999	120	7.1%
\$600,000 - \$999,999	57	-5.0%
\$1,000,000 or more	20	-25.9%



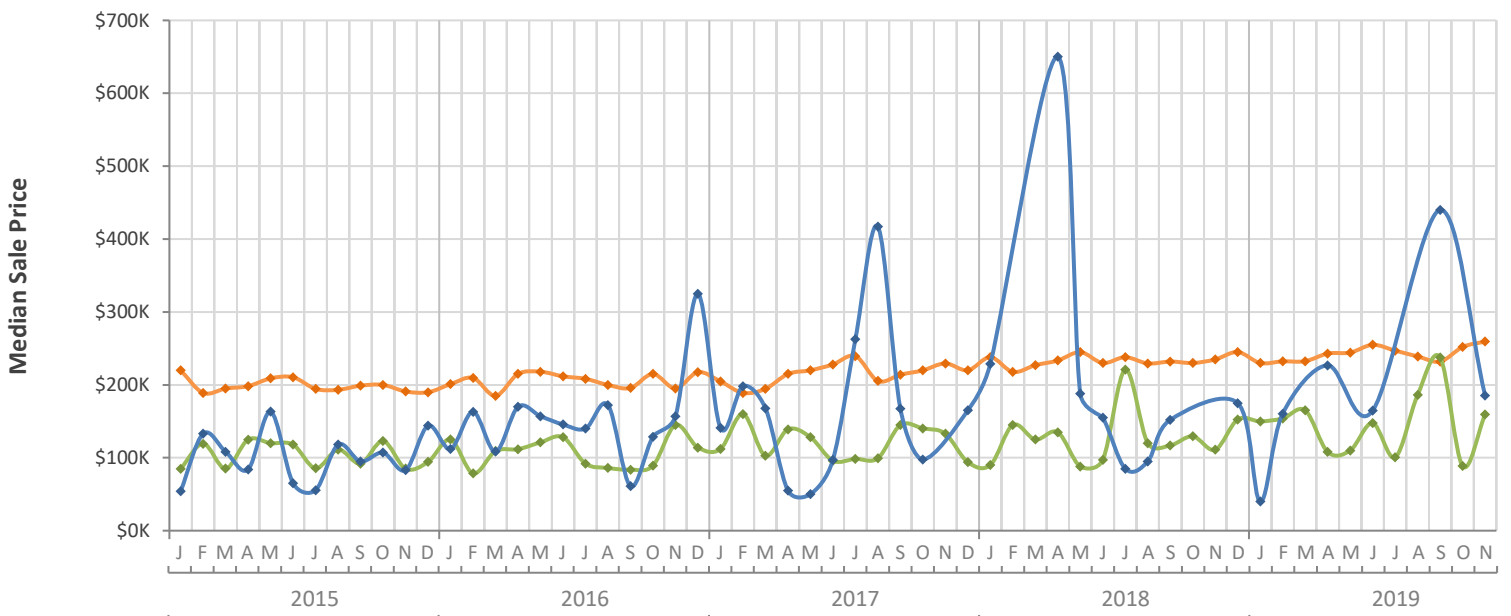
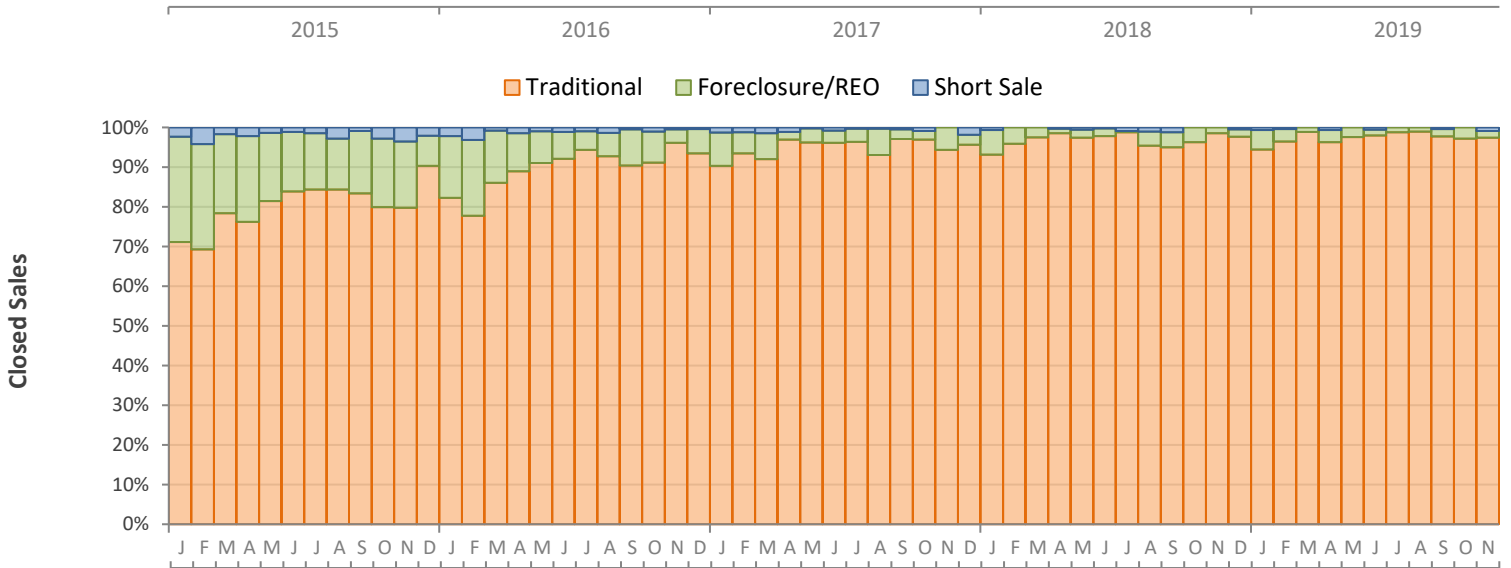
# Monthly Distressed Market - November 2019

## Single Family Homes

### Alachua County



		November 2019	November 2018	Percent Change Year-over-Year
Traditional	Closed Sales	224	197	13.7%
	Median Sale Price	\$259,500	\$234,841	10.5%
Foreclosure/REO	Closed Sales	4	3	33.3%
	Median Sale Price	\$159,500	\$111,000	43.7%
Short Sale	Closed Sales	2	0	N/A
	Median Sale Price	\$185,303	(No Sales)	N/A



# Monthly Market Detail - November 2019

## Townhouses and Condos

### Alachua County



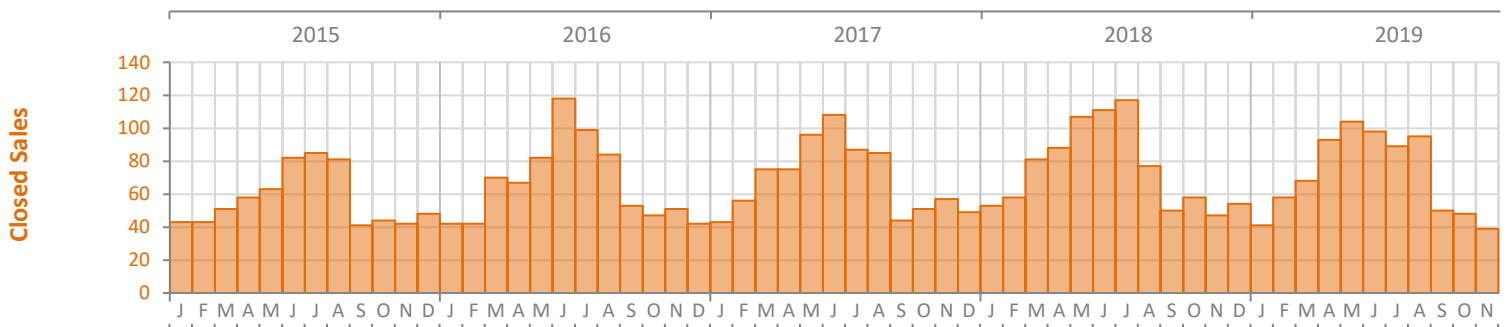
Summary Statistics	November 2019	November 2018	Percent Change Year-over-Year
Closed Sales	39	47	-17.0%
Paid in Cash	20	28	-28.6%
Median Sale Price	\$130,000	\$129,000	0.8%
Average Sale Price	\$121,401	\$128,768	-5.7%
Dollar Volume	\$4.7 Million	\$6.1 Million	-21.8%
Median Percent of Original List Price Received	96.9%	95.8%	1.1%
Median Time to Contract	22 Days	48 Days	-54.2%
Median Time to Sale	61 Days	66 Days	-7.6%
New Pending Sales	51	64	-20.3%
New Listings	59	66	-10.6%
Pending Inventory	87	56	55.4%
Inventory (Active Listings)	102	151	-32.5%
Months Supply of Inventory	1.5	2.0	-25.0%

## 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	783	-7.6%
<b>November 2019</b>	<b>39</b>	<b>-17.0%</b>
October 2019	48	-17.2%
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%

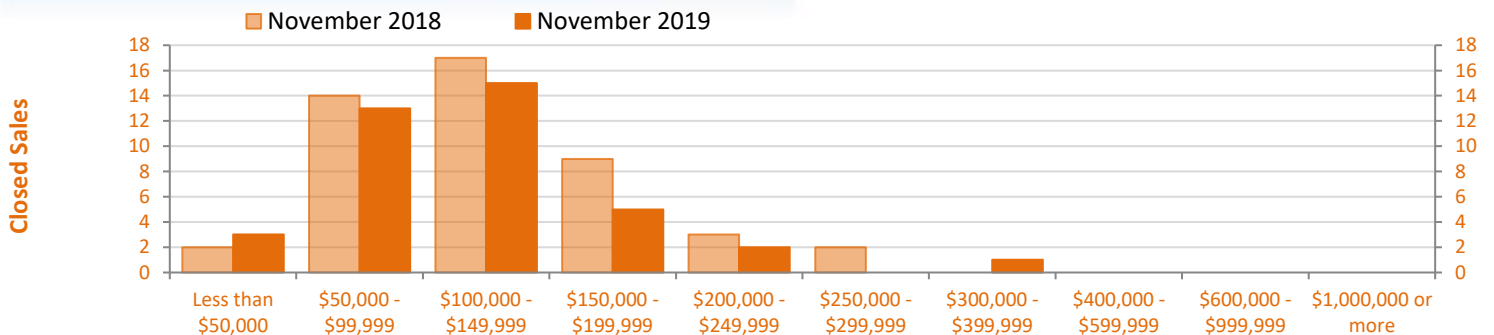


## Closed Sales by Sale Price

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	50.0%
\$50,000 - \$99,999	13	-7.1%
\$100,000 - \$149,999	15	-11.8%
\$150,000 - \$199,999	5	-44.4%
\$200,000 - \$249,999	2	-33.3%
\$250,000 - \$299,999	0	-100.0%
\$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

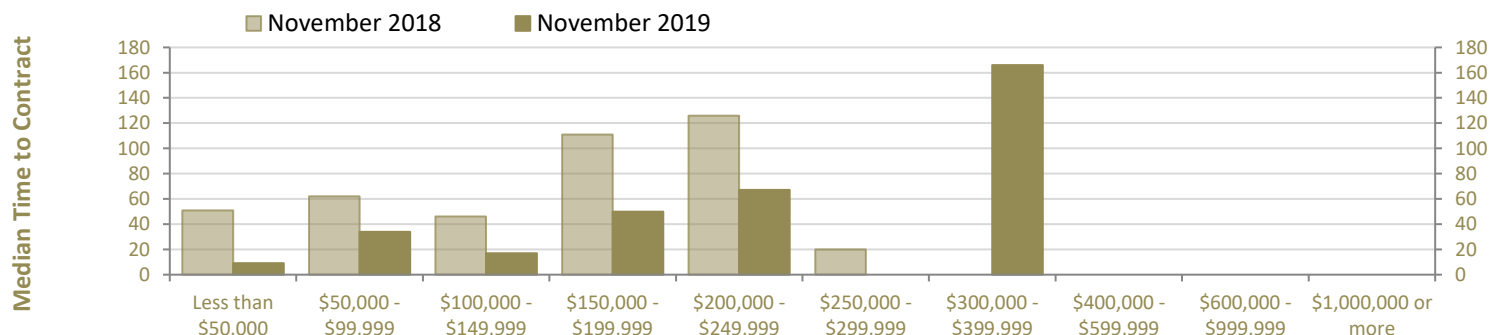


## Median Time to Contract by Sale Price

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	9 Days	-82.4%
\$50,000 - \$99,999	34 Days	-45.2%
\$100,000 - \$149,999	17 Days	-63.0%
\$150,000 - \$199,999	50 Days	-55.0%
\$200,000 - \$249,999	67 Days	-46.8%
\$250,000 - \$299,999	(No Sales)	N/A
\$300,000 - \$399,999	166 Days	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

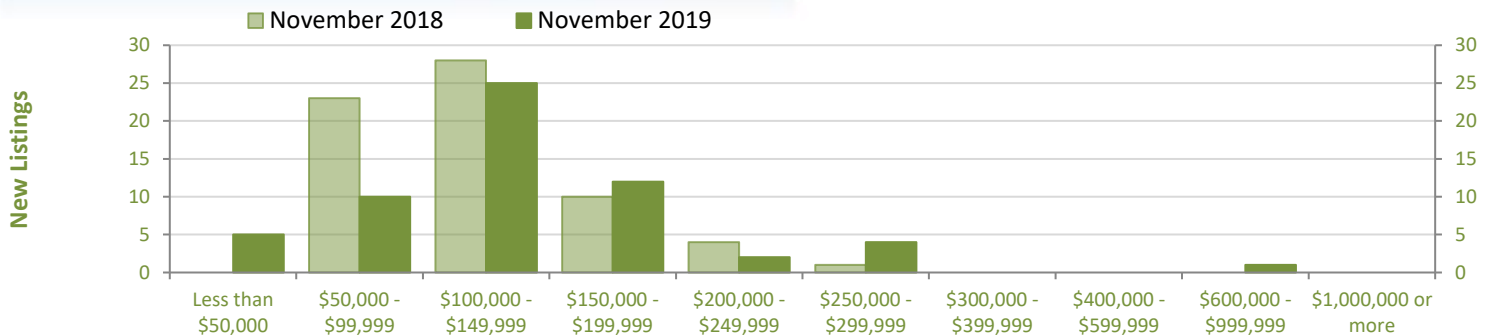


## New Listings by Initial Listing Price

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	N/A
\$50,000 - \$99,999	10	-56.5%
\$100,000 - \$149,999	25	-10.7%
\$150,000 - \$199,999	12	20.0%
\$200,000 - \$249,999	2	-50.0%
\$250,000 - \$299,999	4	300.0%
\$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

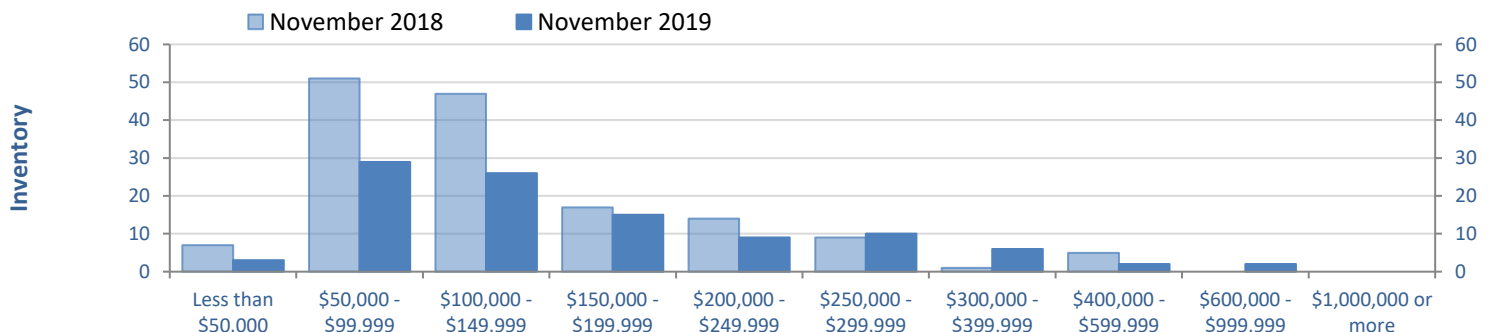


## Inventory by Current Listing Price

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	3	-57.1%
\$50,000 - \$99,999	29	-43.1%
\$100,000 - \$149,999	26	-44.7%
\$150,000 - \$199,999	15	-11.8%
\$200,000 - \$249,999	9	-35.7%
\$250,000 - \$299,999	10	11.1%
\$300,000 - \$399,999	6	500.0%
\$400,000 - \$599,999	2	-60.0%
\$600,000 - \$999,999	2	N/A
\$1,000,000 or more	0	N/A



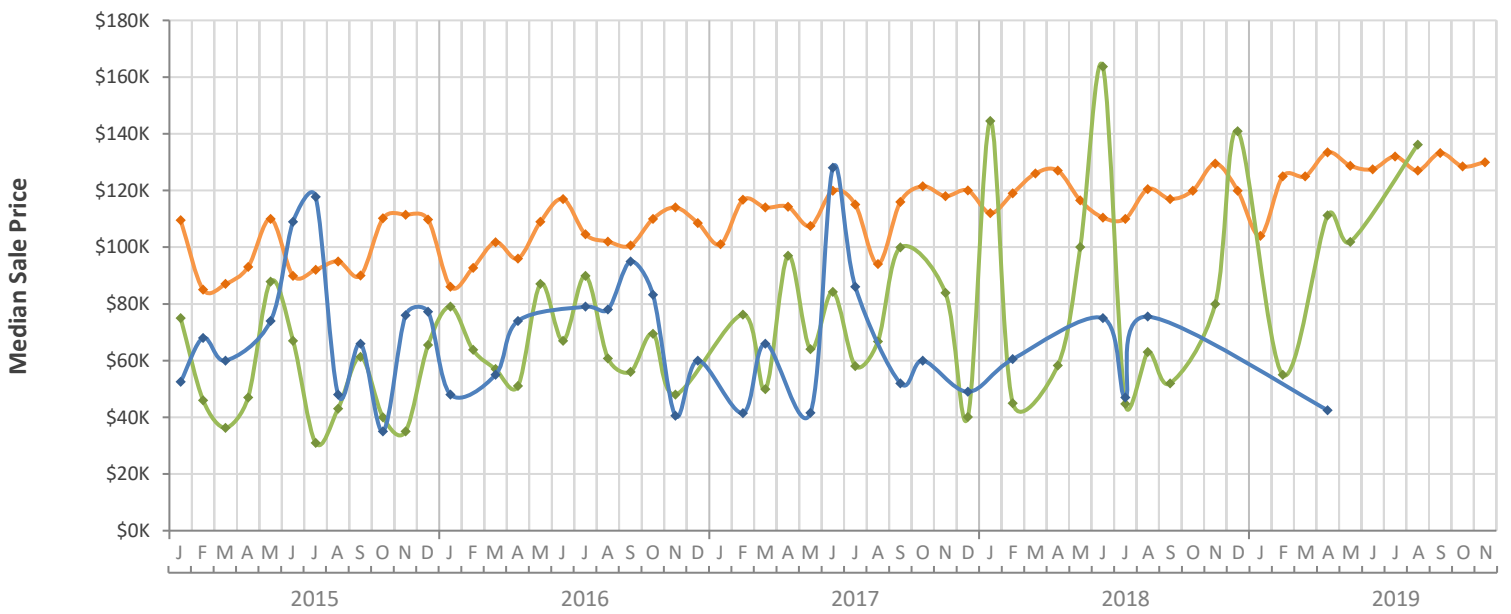
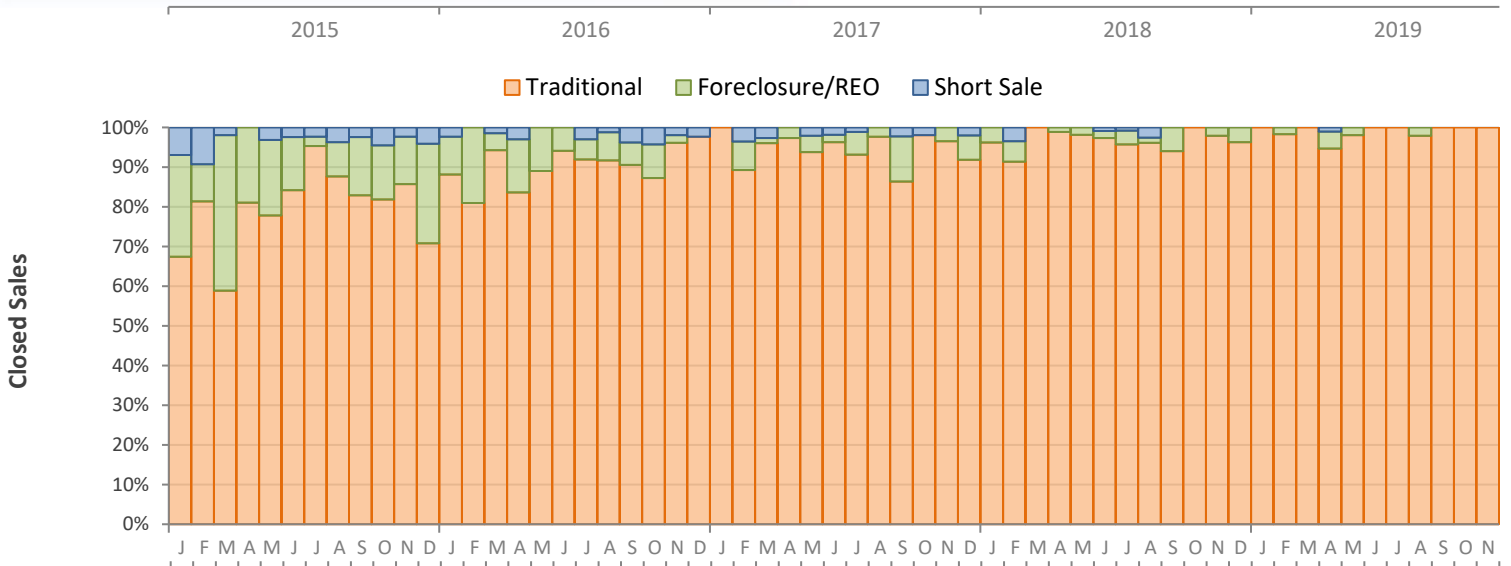
# Monthly Distressed Market - November 2019

## Townhouses and Condos

### Alachua County



		November 2019	November 2018	Percent Change Year-over-Year
Traditional	Closed Sales	39	46	-15.2%
	Median Sale Price	\$130,000	\$129,450	0.4%
Foreclosure/REO	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$80,000	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

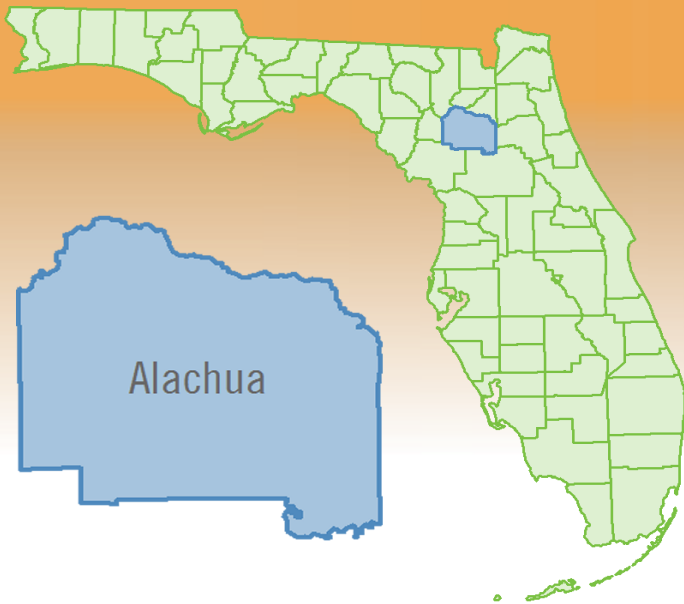




# Monthly Market Detail - November 2019

## Manufactured Homes

### Alachua County



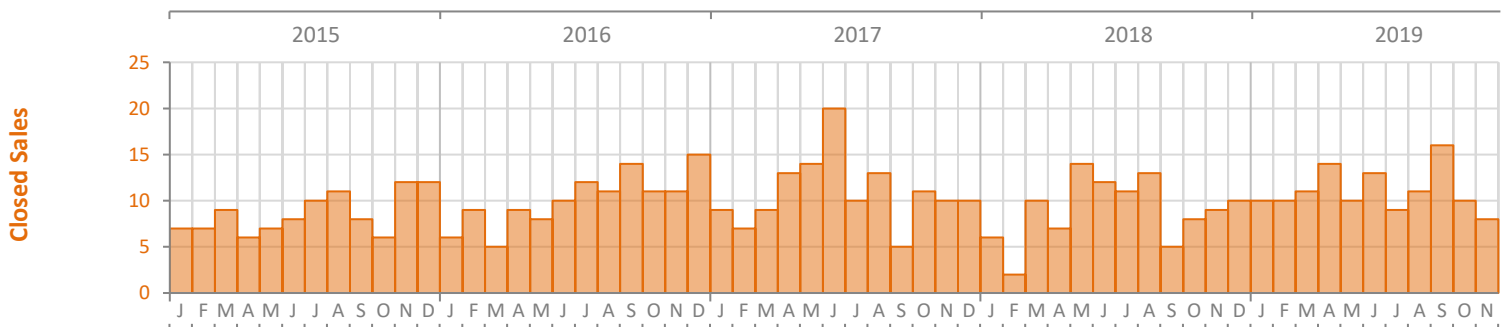
Summary Statistics	November 2019	November 2018	Percent Change Year-over-Year
Closed Sales	8	9	-11.1%
Paid in Cash	4	6	-33.3%
Median Sale Price	\$115,000	\$112,222	2.5%
Average Sale Price	\$129,201	\$94,482	36.7%
Dollar Volume	\$1.0 Million	\$850,338	21.6%
Median Percent of Original List Price Received	88.6%	100.0%	-11.4%
Median Time to Contract	46 Days	29 Days	58.6%
Median Time to Sale	86 Days	71 Days	21.1%
New Pending Sales	11	9	22.2%
New Listings	10	14	-28.6%
Pending Inventory	23	24	-4.2%
Inventory (Active Listings)	48	52	-7.7%
Months Supply of Inventory	4.4	5.8	-24.1%

## 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	122	25.8%
<b>November 2019</b>	<b>8</b>	<b>-11.1%</b>
October 2019	10	25.0%
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%

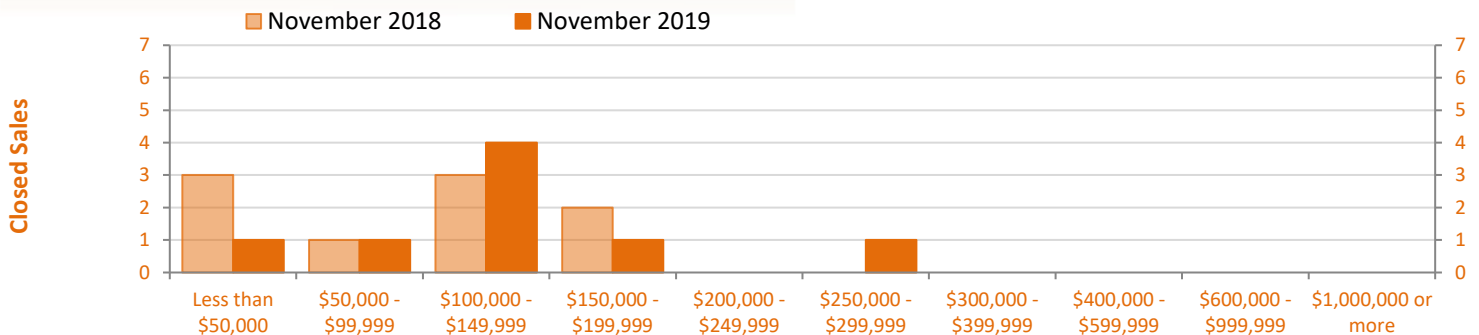


## Closed Sales by Sale Price

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	1	0.0%
\$100,000 - \$149,999	4	33.3%
\$150,000 - \$199,999	1	-50.0%
\$200,000 - \$249,999	0	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

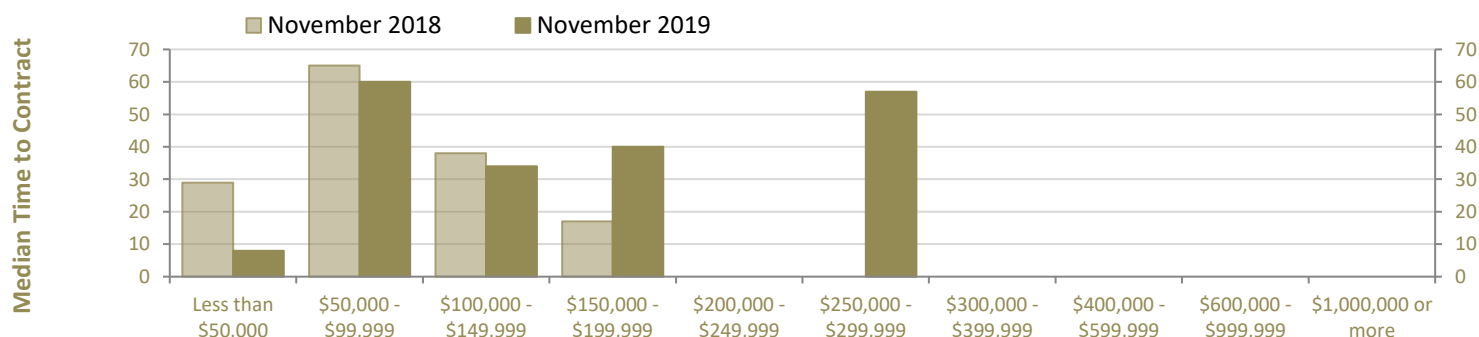


## Median Time to Contract by Sale Price

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	8 Days	-72.4%
\$50,000 - \$99,999	60 Days	-7.7%
\$100,000 - \$149,999	34 Days	-10.5%
\$150,000 - \$199,999	40 Days	135.3%
\$200,000 - \$249,999	(No Sales)	N/A
\$250,000 - \$299,999	57 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

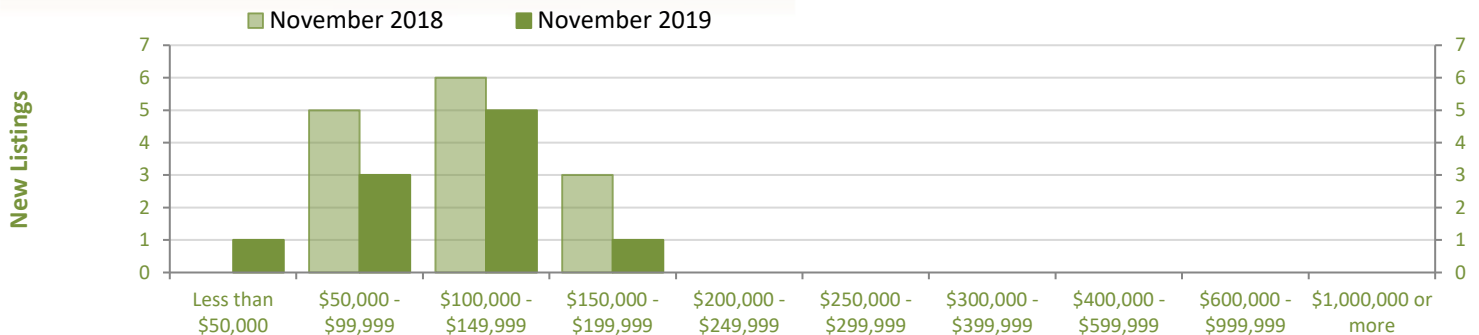


## New Listings by Initial Listing Price

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	N/A
\$50,000 - \$99,999	3	-40.0%
\$100,000 - \$149,999	5	-16.7%
\$150,000 - \$199,999	1	-66.7%
\$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

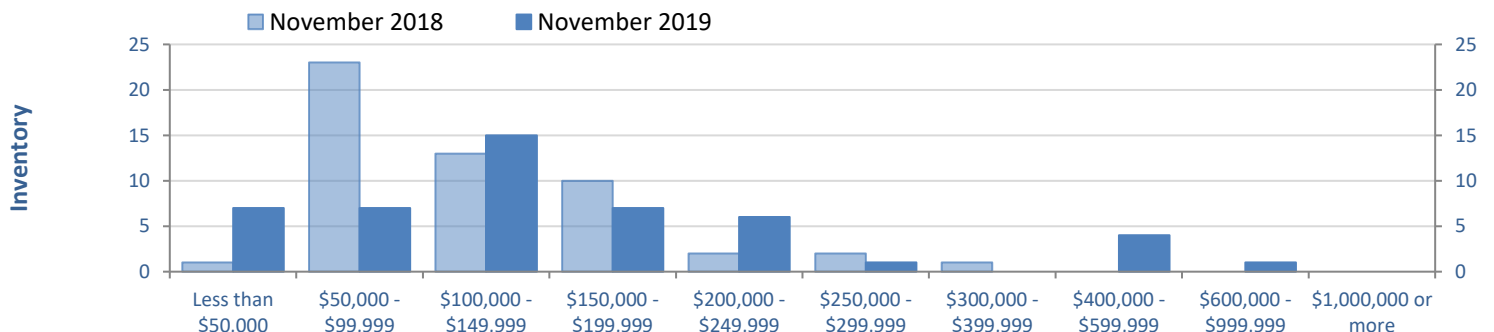


## Inventory by Current Listing Price

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.

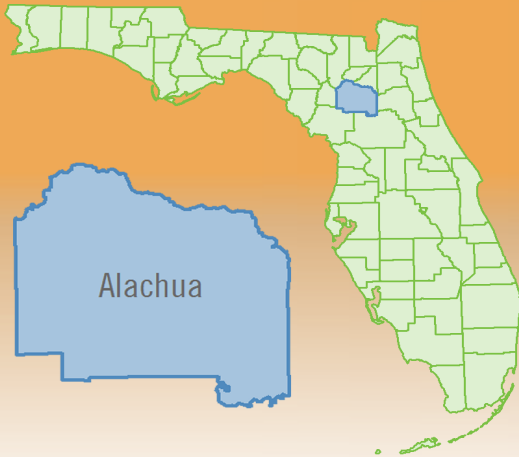
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	7	600.0%
\$50,000 - \$99,999	7	-69.6%
\$100,000 - \$149,999	15	15.4%
\$150,000 - \$199,999	7	-30.0%
\$200,000 - \$249,999	6	200.0%
\$250,000 - \$299,999	1	-50.0%
\$300,000 - \$399,999	0	-100.0%
\$400,000 - \$599,999	4	N/A
\$600,000 - \$999,999	1	N/A
\$1,000,000 or more	0	N/A



# Monthly Distressed Market - November 2019

## Manufactured Homes

### Alachua County



		November 2019	November 2018	Percent Change Year-over-Year
Traditional	Closed Sales	8	9	-11.1%
	Median Sale Price	\$115,000	\$112,222	2.5%
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

