

# Monthly Market Detail - November 2017

## Single Family Homes

### Alachua County



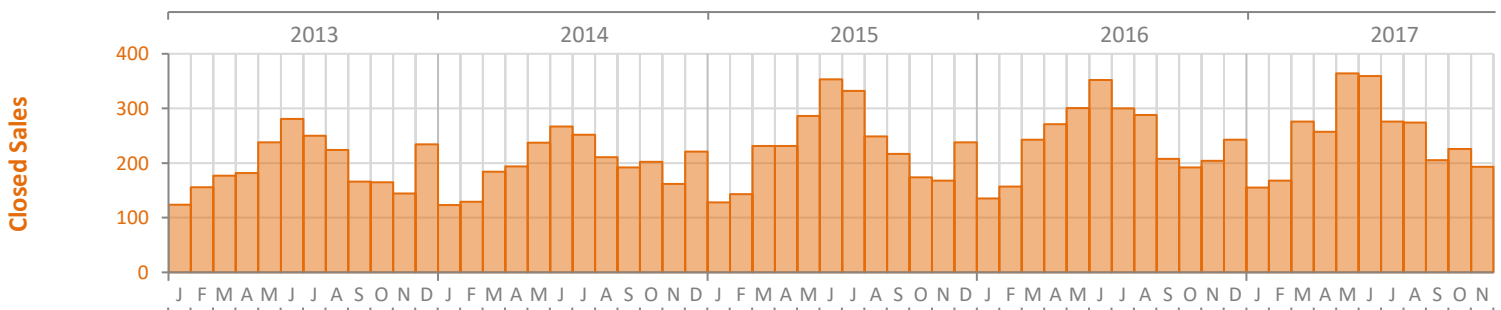
Summary Statistics	November 2017	November 2016	Percent Change Year-over-Year
Closed Sales	193	204	-5.4%
Paid in Cash	51	49	4.1%
Median Sale Price	\$225,500	\$192,450	17.2%
Average Sale Price	\$256,922	\$226,361	13.5%
Dollar Volume	\$49.6 Million	\$46.2 Million	7.4%
Median Percent of Original List Price Received	95.9%	95.9%	0.0%
Median Time to Contract	62 Days	62 Days	0.0%
Median Time to Sale	105 Days	110 Days	-4.5%
New Pending Sales	268	203	32.0%
New Listings	216	198	9.1%
Pending Inventory	376	354	6.2%
Inventory (Active Listings)	798	898	-11.1%
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
<b>November 2017</b>	<b>193</b>	<b>-5.4%</b>
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%
January 2017	155	14.8%
December 2016	243	2.1%
November 2016	204	21.4%

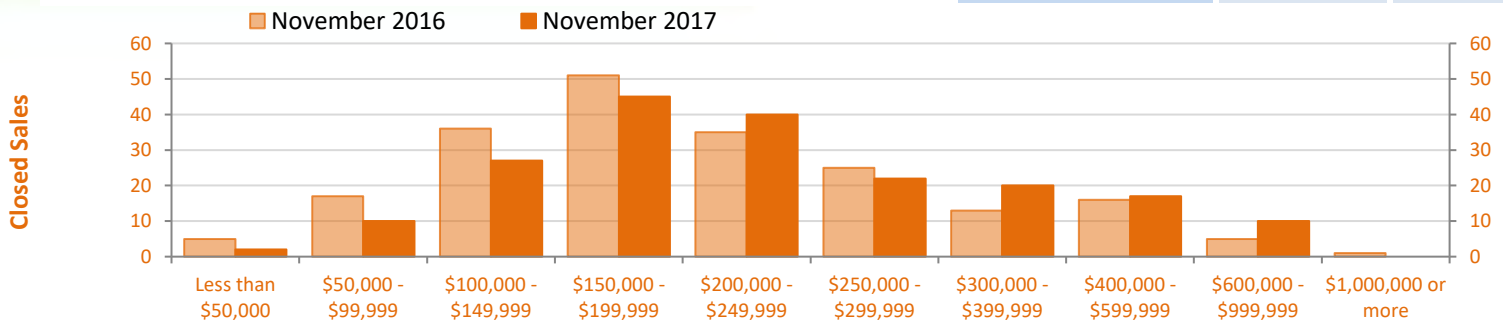


## Closed Sales by Sale Price

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	2	-60.0%
\$50,000 - \$99,999	10	-41.2%
\$100,000 - \$149,999	27	-25.0%
\$150,000 - \$199,999	45	-11.8%
\$200,000 - \$249,999	40	14.3%
\$250,000 - \$299,999	22	-12.0%
\$300,000 - \$399,999	20	53.8%
\$400,000 - \$599,999	17	6.3%
\$600,000 - \$999,999	10	100.0%
\$1,000,000 or more	0	-100.0%

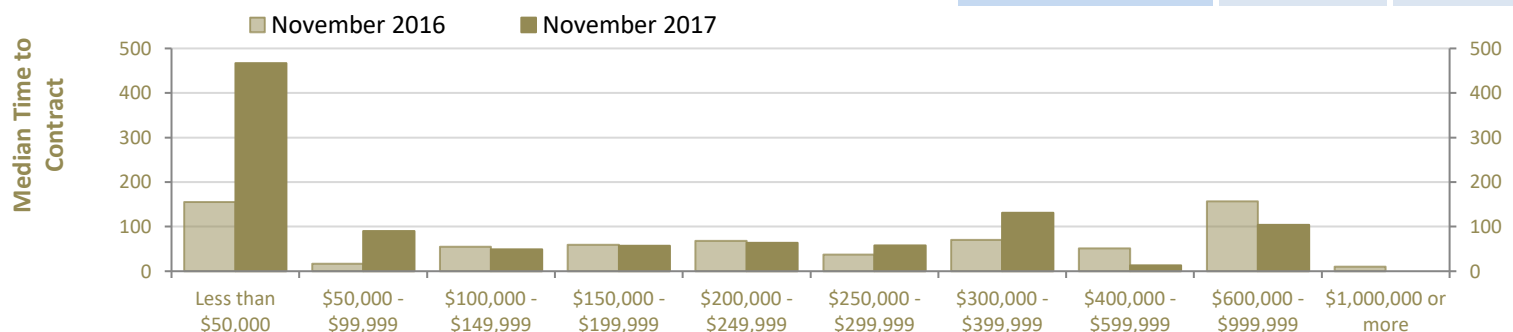


## Median Time to Contract by Sale Price

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	467 Days	201.3%
\$50,000 - \$99,999	90 Days	429.4%
\$100,000 - \$149,999	49 Days	-10.9%
\$150,000 - \$199,999	57 Days	-3.4%
\$200,000 - \$249,999	64 Days	-5.9%
\$250,000 - \$299,999	58 Days	56.8%
\$300,000 - \$399,999	131 Days	87.1%
\$400,000 - \$599,999	13 Days	-74.5%
\$600,000 - \$999,999	104 Days	-33.8%
\$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	7	16.7%
\$50,000 - \$99,999	13	-13.3%
\$100,000 - \$149,999	31	-16.2%
\$150,000 - \$199,999	46	7.0%
\$200,000 - \$249,999	33	32.0%
\$250,000 - \$299,999	25	-19.4%
\$300,000 - \$399,999	29	31.8%
\$400,000 - \$599,999	23	109.1%
\$600,000 - \$999,999	6	0.0%
\$1,000,000 or more	3	50.0%

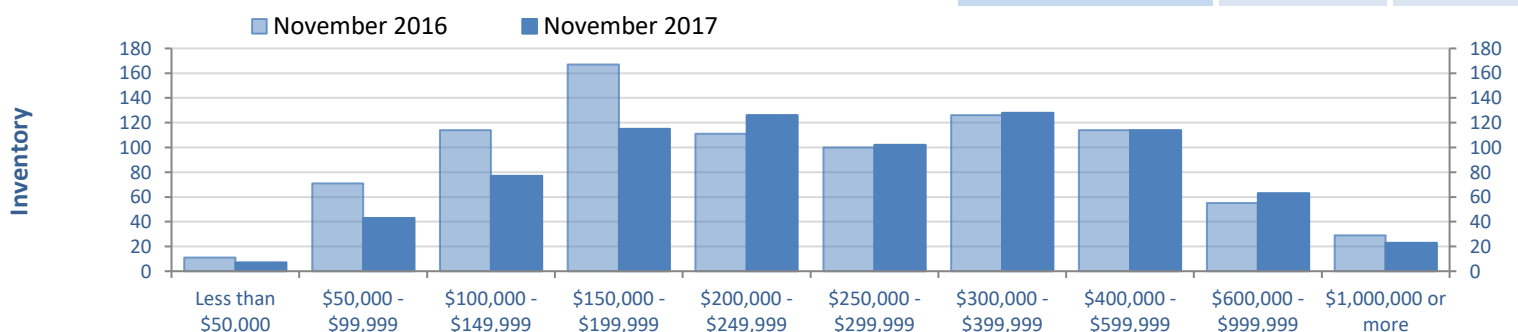


## Inventory by Current Listing Price

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	7	-36.4%
\$50,000 - \$99,999	43	-39.4%
\$100,000 - \$149,999	77	-32.5%
\$150,000 - \$199,999	115	-31.1%
\$200,000 - \$249,999	126	13.5%
\$250,000 - \$299,999	102	2.0%
\$300,000 - \$399,999	128	1.6%
\$400,000 - \$599,999	114	0.0%
\$600,000 - \$999,999	63	14.5%
\$1,000,000 or more	23	-20.7%



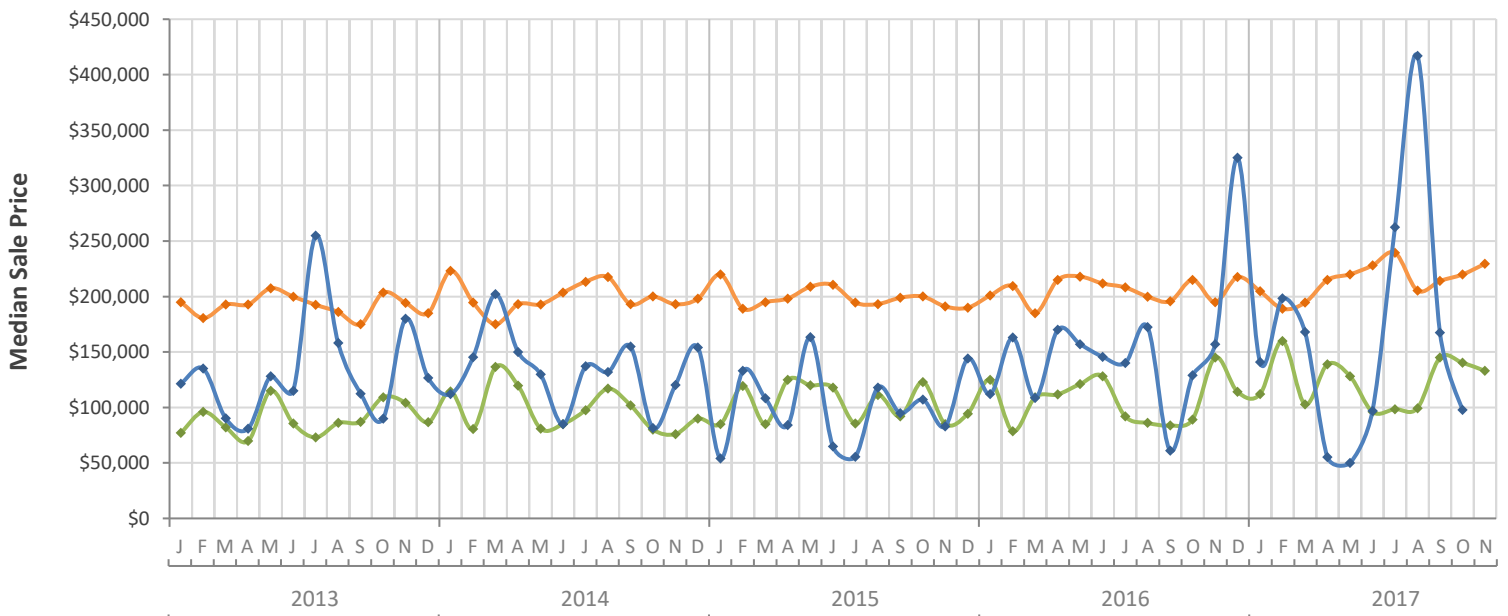
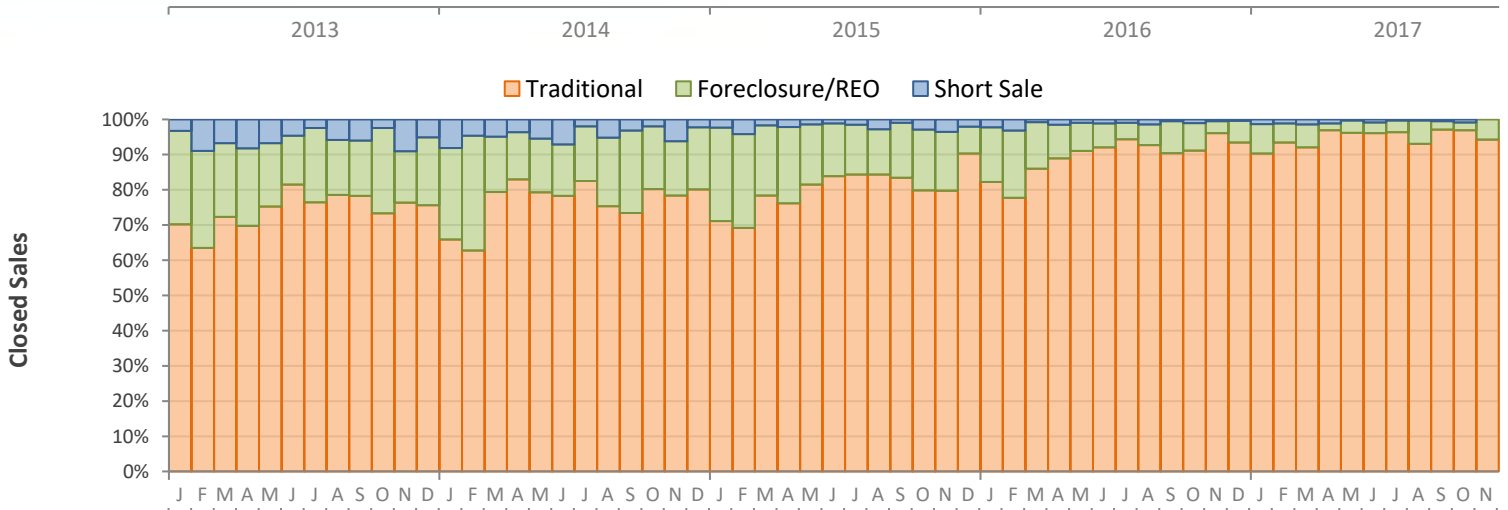
# Monthly Distressed Market - November 2017

## Single Family Homes

### Alachua County



		November 2017	November 2016	Percent Change Year-over-Year
Traditional	Closed Sales	182	196	-7.1%
	Median Sale Price	\$229,440	\$195,000	17.7%
Foreclosure/REO	Closed Sales	11	7	57.1%
	Median Sale Price	\$133,014	\$145,000	-8.3%
Short Sale	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$157,000	N/A



# Monthly Market Detail - November 2017

## Townhouses and Condos

### Alachua County



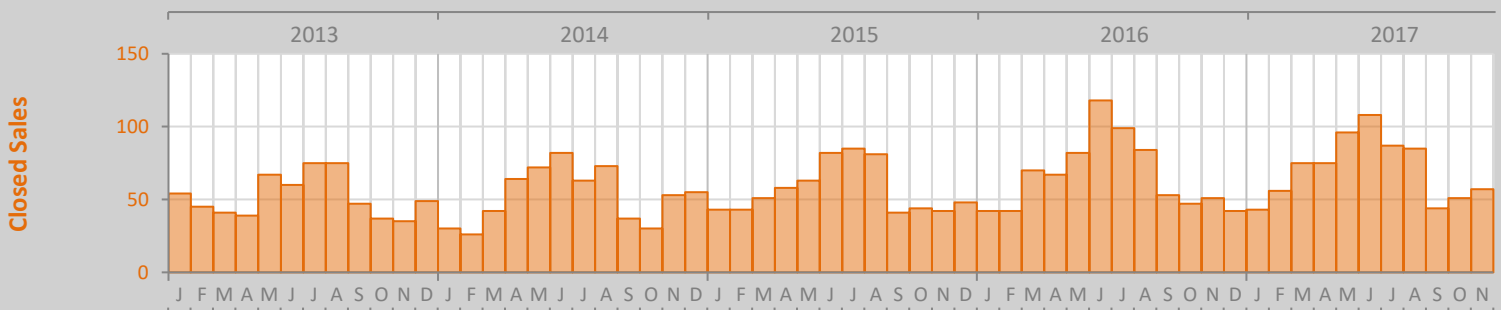
Summary Statistics	November 2017	November 2016	Percent Change Year-over-Year
Closed Sales	57	51	11.8%
Paid in Cash	34	33	3.0%
Median Sale Price	\$118,000	\$113,500	4.0%
Average Sale Price	\$122,027	\$113,359	7.6%
Dollar Volume	\$7.0 Million	\$5.8 Million	20.3%
Median Percent of Original List Price Received	95.9%	95.6%	0.3%
Median Time to Contract	41 Days	37 Days	10.8%
Median Time to Sale	69 Days	71 Days	-2.8%
New Pending Sales	71	49	44.9%
New Listings	45	34	32.4%
Pending Inventory	70	57	22.8%
Inventory (Active Listings)	120	138	-13.0%
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
<b>November 2017</b>	<b>57</b>	<b>11.8%</b>
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%
January 2017	43	2.4%
December 2016	42	-12.5%
November 2016	51	21.4%

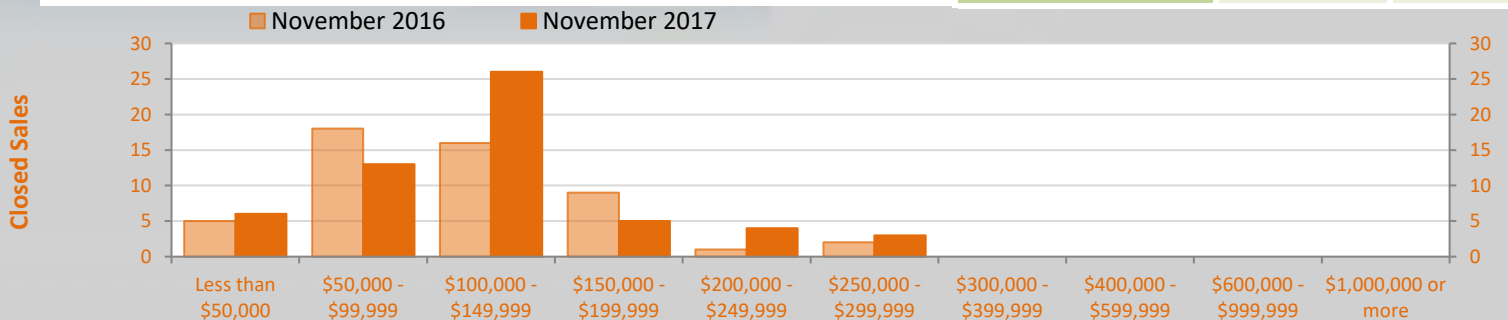


## Closed Sales by Sale Price

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	6	20.0%
\$50,000 - \$99,999	13	-27.8%
\$100,000 - \$149,999	26	62.5%
\$150,000 - \$199,999	5	-44.4%
\$200,000 - \$249,999	4	300.0%
\$250,000 - \$299,999	3	50.0%
\$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

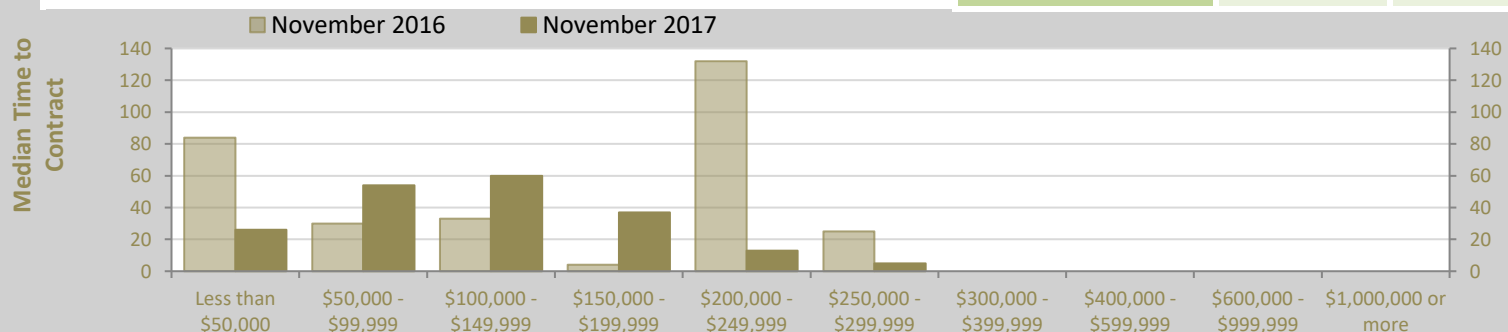


## Median Time to Contract by Sale Price

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

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Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$50,000	26 Days	-69.0%
\$50,000 - \$99,999	54 Days	80.0%
\$100,000 - \$149,999	60 Days	81.8%
\$150,000 - \$199,999	37 Days	825.0%
\$200,000 - \$249,999	13 Days	-90.2%
\$250,000 - \$299,999	5 Days	-80.0%
\$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

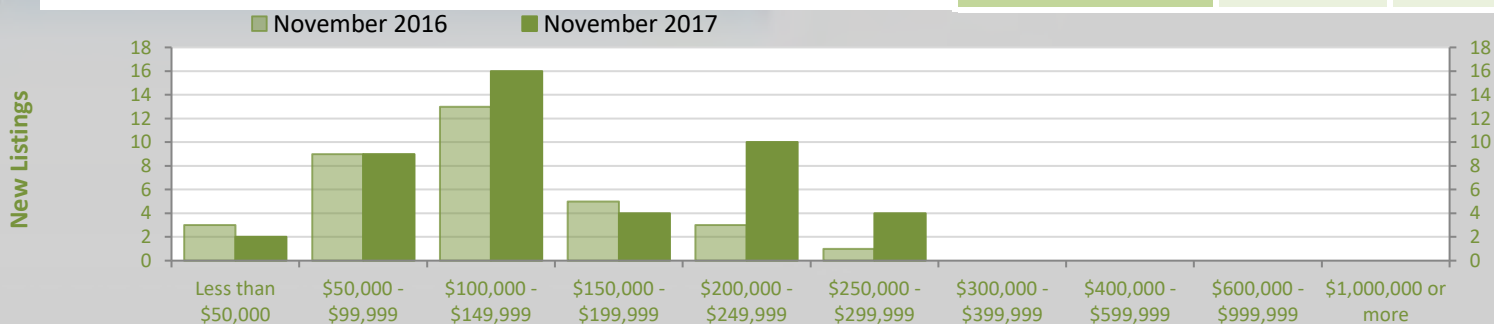


## New Listings by Initial Listing Price

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	2	-33.3%
\$50,000 - \$99,999	9	0.0%
\$100,000 - \$149,999	16	23.1%
\$150,000 - \$199,999	4	-20.0%
\$200,000 - \$249,999	10	233.3%
\$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	0	N/A
\$1,000,000 or more	0	N/A

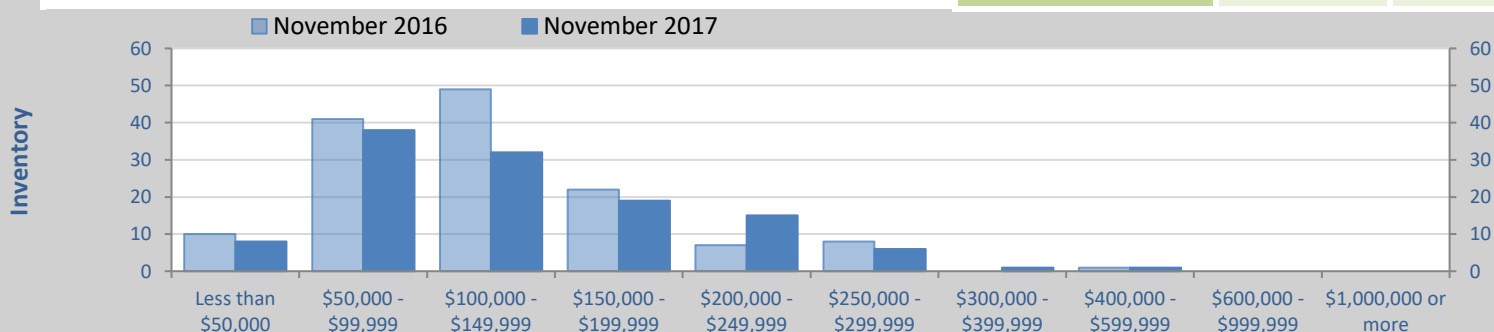


## Inventory by Current Listing Price

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	8	-20.0%
\$50,000 - \$99,999	38	-7.3%
\$100,000 - \$149,999	32	-34.7%
\$150,000 - \$199,999	19	-13.6%
\$200,000 - \$249,999	15	114.3%
\$250,000 - \$299,999	6	-25.0%
\$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



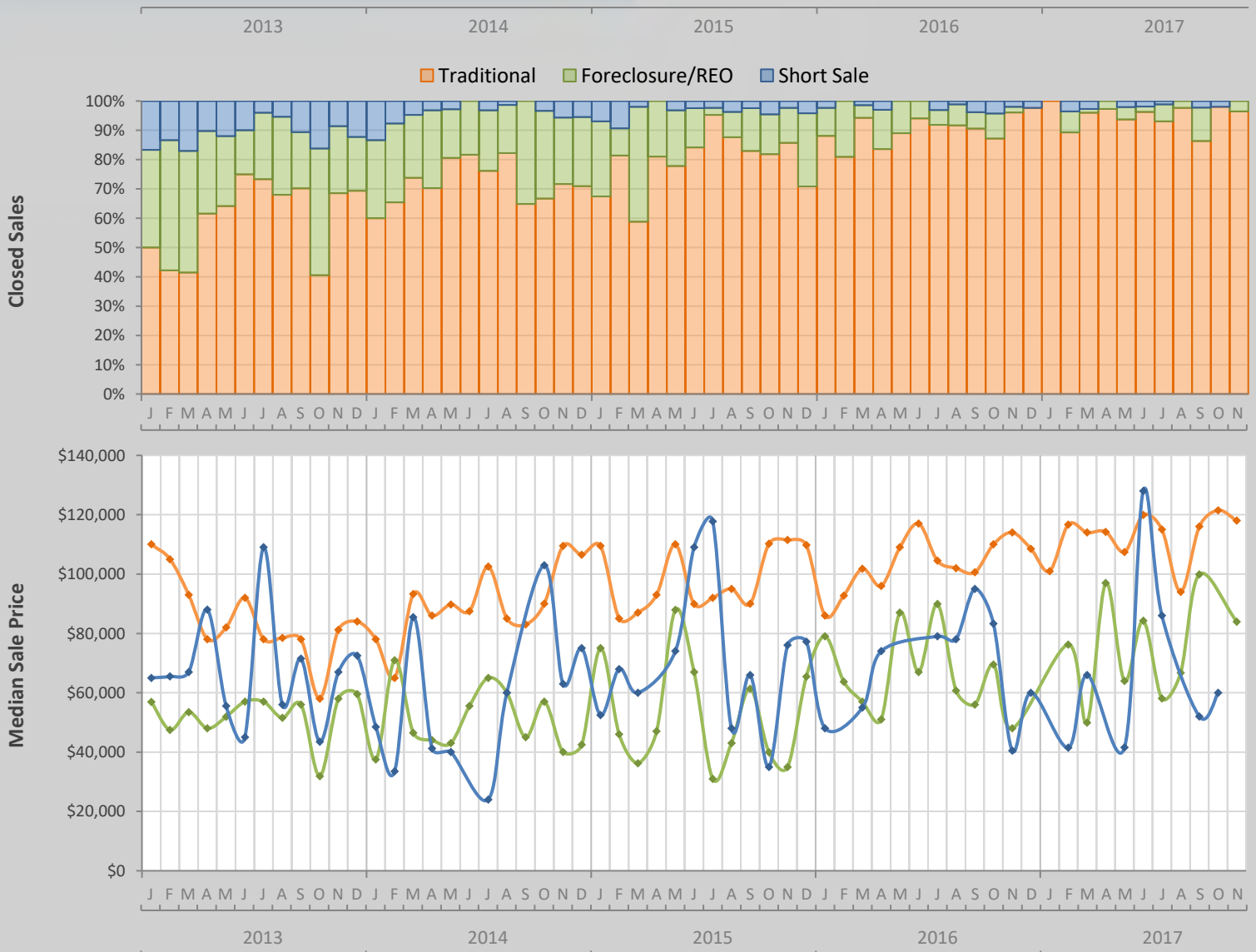
# Monthly Distressed Market - November 2017

## Townhouses and Condos

### Alachua County



		November 2017	November 2016	Percent Change Year-over-Year
Traditional	Closed Sales	55	49	12.2%
	Median Sale Price	\$118,000	\$114,000	3.5%
Foreclosure/REO	Closed Sales	2	1	100.0%
	Median Sale Price	\$83,950	\$48,000	74.9%
Short Sale	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$40,500	N/A

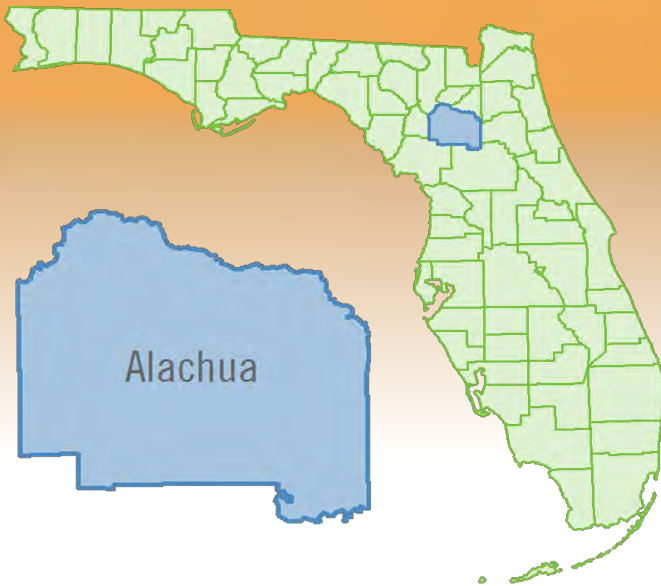




# Quarterly Market Detail - Q1 2017

## Manufactured Homes

### Alachua County



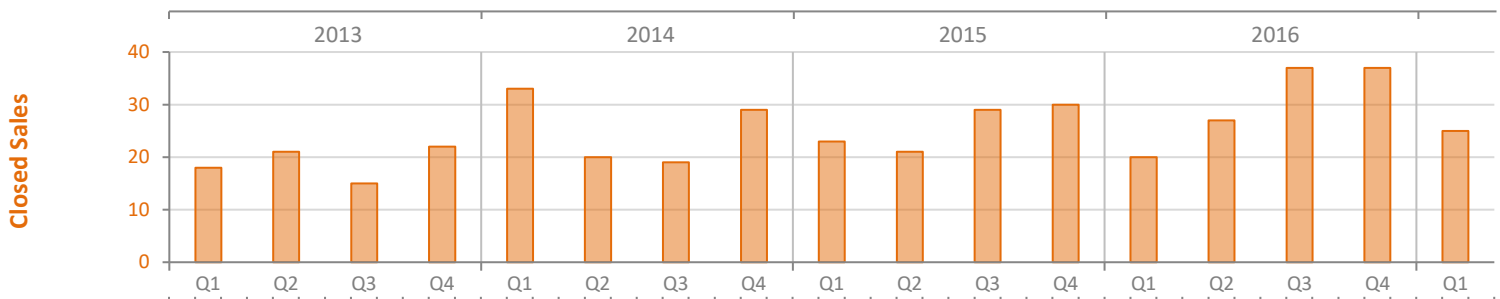
Summary Statistics	Q1 2017	Q1 2016	Percent Change Year-over-Year
Closed Sales	25	20	25.0%
Paid in Cash	15	15	0.0%
Median Sale Price	\$59,900	\$49,076	22.1%
Average Sale Price	\$63,659	\$54,541	16.7%
Dollar Volume	\$1.6 Million	\$1.1 Million	45.9%
Median Percent of Original List Price Received	86.3%	93.5%	-7.7%
Median Time to Contract	84 Days	31 Days	171.0%
Median Time to Sale	125 Days	73 Days	71.2%
New Pending Sales	38	40	-5.0%
New Listings	39	54	-27.8%
Pending Inventory	25	28	-10.7%
Inventory (Active Listings)	46	72	-36.1%
Months Supply of Inventory	4.4	8.6	-48.8%

## Closed Sales

The number of sales transactions which closed during the quarter

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Quarter	Closed Sales	Percent Change Year-over-Year
<b>Q1 2017</b>	<b>25</b>	<b>25.0%</b>
Q4 2016	37	23.3%
Q3 2016	37	27.6%
Q2 2016	27	28.6%
Q1 2016	20	-13.0%
Q4 2015	30	3.4%
Q3 2015	29	52.6%
Q2 2015	21	5.0%
Q1 2015	23	-30.3%
Q4 2014	29	31.8%
Q3 2014	19	26.7%
Q2 2014	20	-4.8%
Q1 2014	33	83.3%

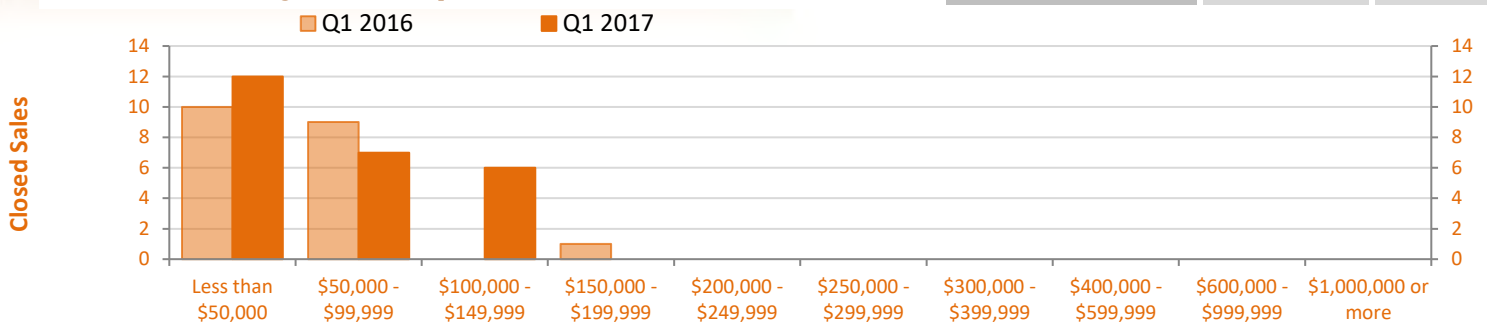


## Closed Sales by Sale Price

The number of sales transactions which closed during the quarter

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Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	12	20.0%
\$50,000 - \$99,999	7	-22.2%
\$100,000 - \$149,999	6	N/A
\$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

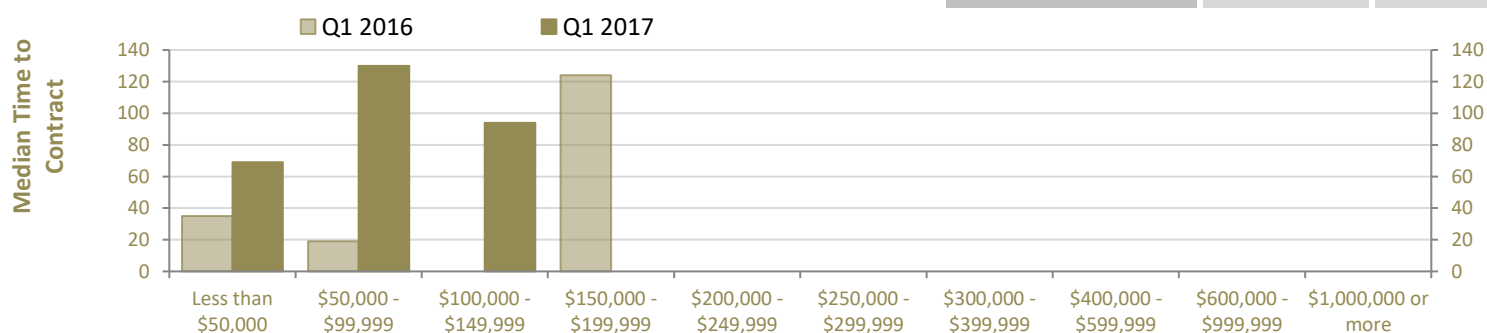


## Median Time to Contract by Sale Price

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

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Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$50,000	69 Days	97.1%
\$50,000 - \$99,999	130 Days	584.2%
\$100,000 - \$149,999	94 Days	N/A
\$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

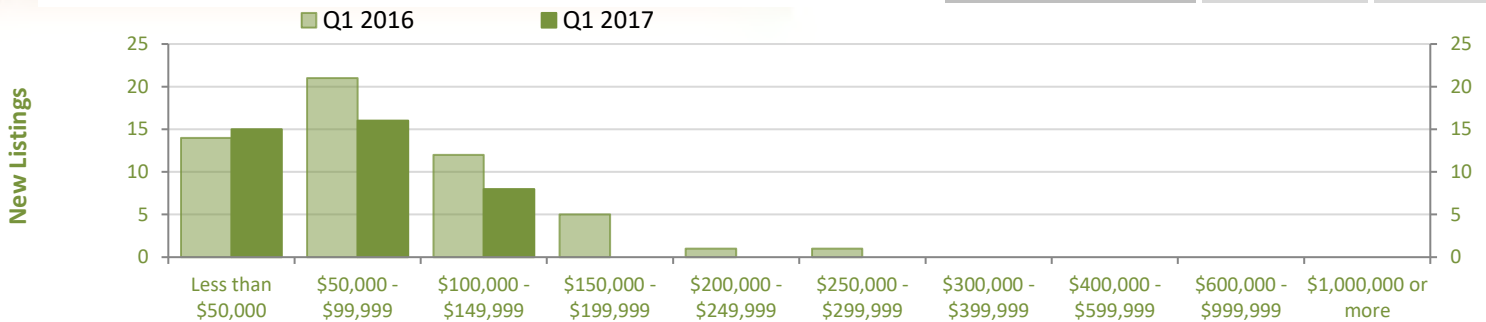


## New Listings by Initial Listing Price

The number of properties put onto the market during the quarter

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Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$50,000	15	7.1%
\$50,000 - \$99,999	16	-23.8%
\$100,000 - \$149,999	8	-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

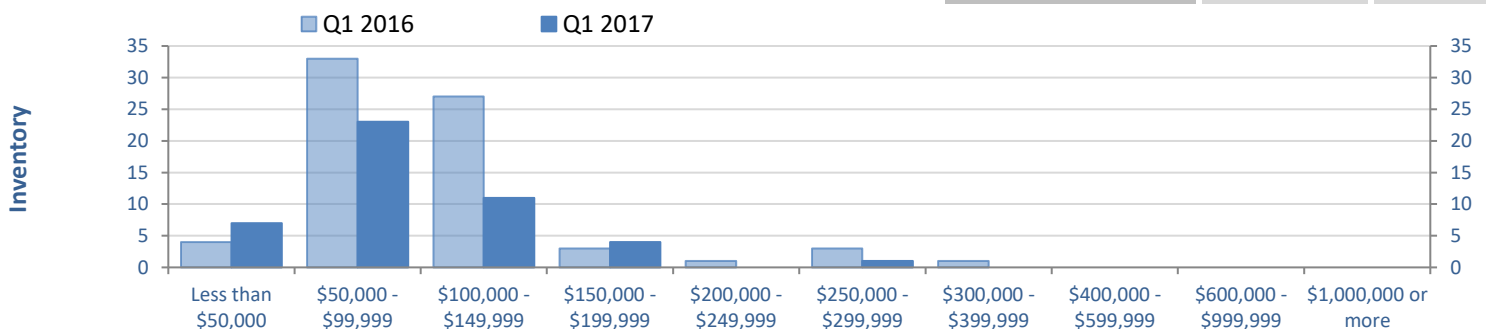


## Inventory by Current Listing Price

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

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Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	7	75.0%
\$50,000 - \$99,999	23	-30.3%
\$100,000 - \$149,999	11	-59.3%
\$150,000 - \$199,999	4	33.3%
\$200,000 - \$249,999	0	-100.0%
\$250,000 - \$299,999	1	-66.7%
\$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



# Quarterly Distressed Market - Q1 2017

## Manufactured Homes

### Alachua County



		Q1 2017	Q1 2016	Percent Change Year-over-Year
Traditional	Closed Sales	19	5	280.0%
	Median Sale Price	\$68,000	\$70,000	-2.9%
Foreclosure/REO	Closed Sales	6	14	-57.1%
	Median Sale Price	\$41,750	\$45,613	-8.5%
Short Sale	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$60,000	N/A

