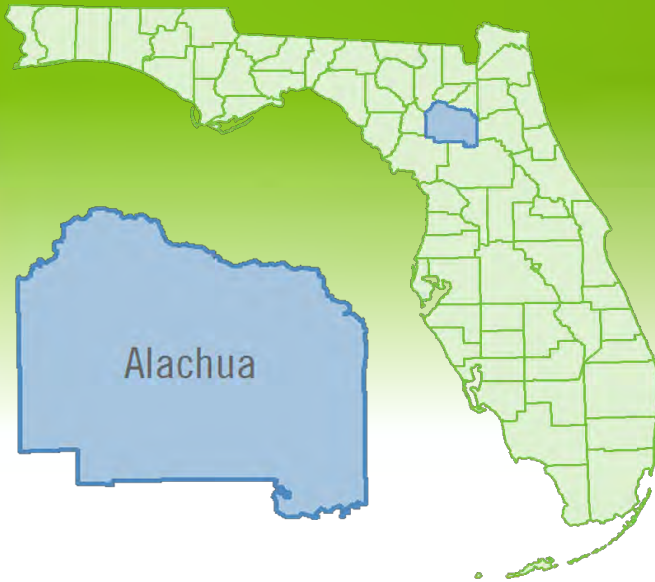


Monthly Market Detail - October 2017

Single Family Homes

Alachua County



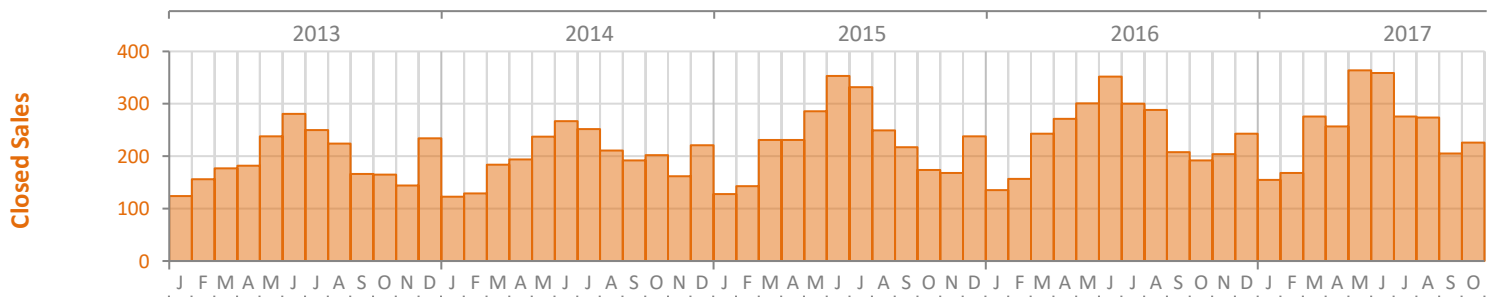
Summary Statistics	October 2017	October 2016	Percent Change Year-over-Year
Closed Sales	226	192	17.7%
Paid in Cash	50	43	16.3%
Median Sale Price	\$212,500	\$207,500	2.4%
Average Sale Price	\$235,798	\$242,407	-2.7%
Dollar Volume	\$53.3 Million	\$46.5 Million	14.5%
Median Percent of Original List Price Received	96.7%	96.7%	0.0%
Median Time to Contract	66 Days	50 Days	32.0%
Median Time to Sale	109 Days	104 Days	4.8%
New Pending Sales	268	258	3.9%
New Listings	257	219	17.4%
Pending Inventory	336	422	-20.4%
Inventory (Active Listings)	882	899	-1.9%
Months Supply of Inventory	3.5	3.8	-7.9%

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
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%
October 2016	192	10.3%

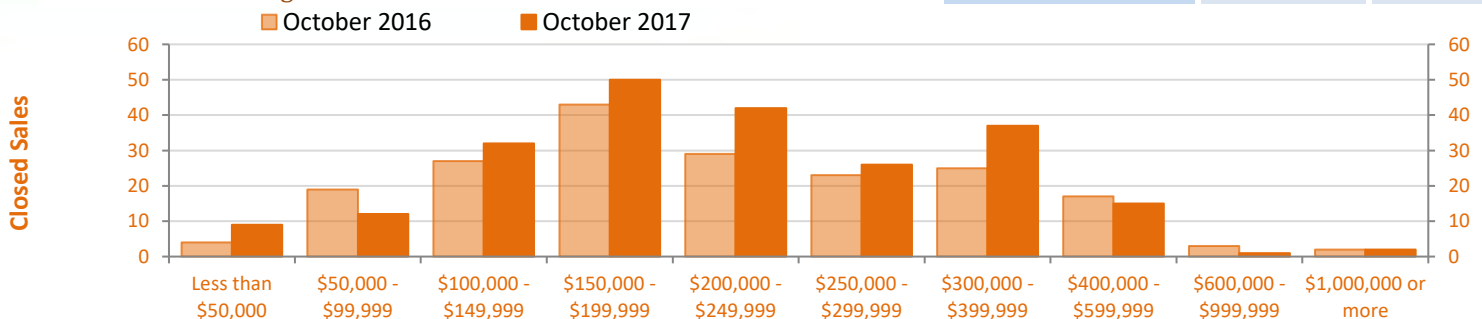


Closed Sales by Sale Price

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	9	125.0%
\$50,000 - \$99,999	12	-36.8%
\$100,000 - \$149,999	32	18.5%
\$150,000 - \$199,999	50	16.3%
\$200,000 - \$249,999	42	44.8%
\$250,000 - \$299,999	26	13.0%
\$300,000 - \$399,999	37	48.0%
\$400,000 - \$599,999	15	-11.8%
\$600,000 - \$999,999	1	-66.7%
\$1,000,000 or more	2	0.0%

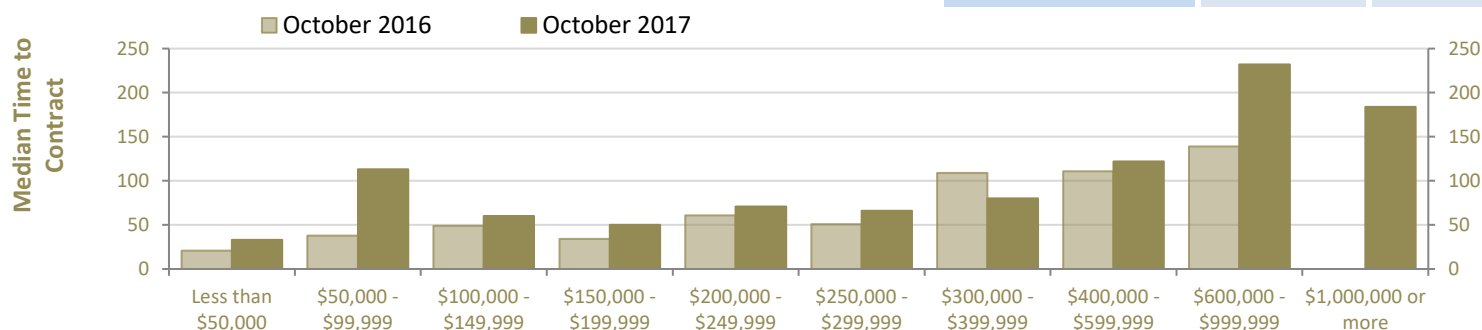


Median Time to Contract by Sale Price

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	33 Days	57.1%
\$50,000 - \$99,999	113 Days	197.4%
\$100,000 - \$149,999	60 Days	22.4%
\$150,000 - \$199,999	50 Days	47.1%
\$200,000 - \$249,999	71 Days	16.4%
\$250,000 - \$299,999	66 Days	29.4%
\$300,000 - \$399,999	80 Days	-26.6%
\$400,000 - \$599,999	122 Days	9.9%
\$600,000 - \$999,999	232 Days	66.9%
\$1,000,000 or more	184 Days	N/A

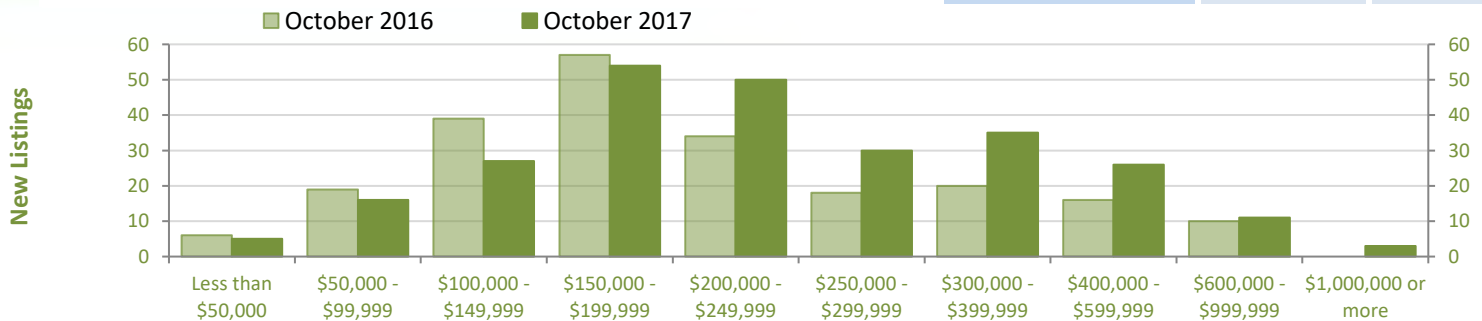


New Listings by Initial Listing Price

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	-16.7%
\$50,000 - \$99,999	16	-15.8%
\$100,000 - \$149,999	27	-30.8%
\$150,000 - \$199,999	54	-5.3%
\$200,000 - \$249,999	50	47.1%
\$250,000 - \$299,999	30	66.7%
\$300,000 - \$399,999	35	75.0%
\$400,000 - \$599,999	26	62.5%
\$600,000 - \$999,999	11	10.0%
\$1,000,000 or more	3	N/A

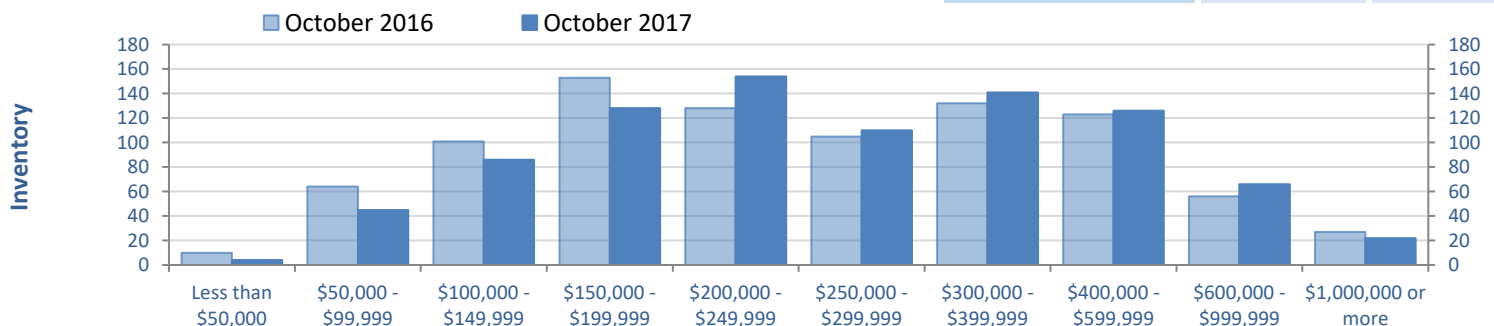


Inventory by Current Listing Price

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.

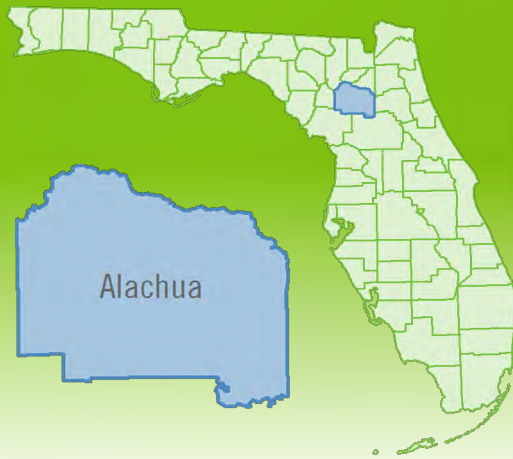
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	4	-60.0%
\$50,000 - \$99,999	45	-29.7%
\$100,000 - \$149,999	86	-14.9%
\$150,000 - \$199,999	128	-16.3%
\$200,000 - \$249,999	154	20.3%
\$250,000 - \$299,999	110	4.8%
\$300,000 - \$399,999	141	6.8%
\$400,000 - \$599,999	126	2.4%
\$600,000 - \$999,999	66	17.9%
\$1,000,000 or more	22	-18.5%



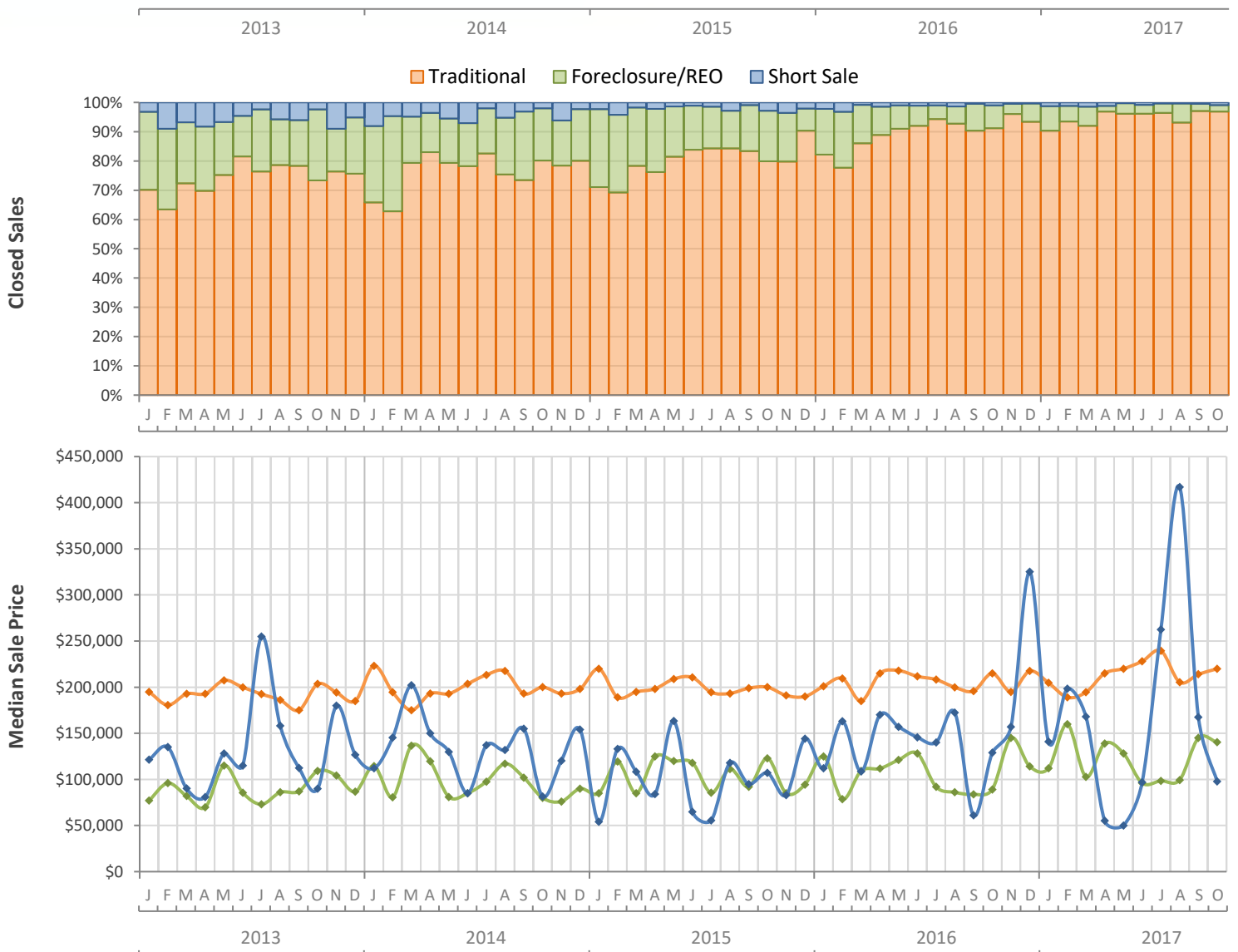
Monthly Distressed Market - October 2017

Single Family Homes

Alachua County



		October 2017	October 2016	Percent Change Year-over-Year
Traditional	Closed Sales	219	175	25.1%
	Median Sale Price	\$219,900	\$215,000	2.3%
Foreclosure/REO	Closed Sales	5	15	-66.7%
	Median Sale Price	\$140,329	\$89,124	57.5%
Short Sale	Closed Sales	2	2	0.0%
	Median Sale Price	\$97,750	\$128,875	-24.2%



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Monthly Market Detail - October 2017

Townhouses and Condos

Alachua County



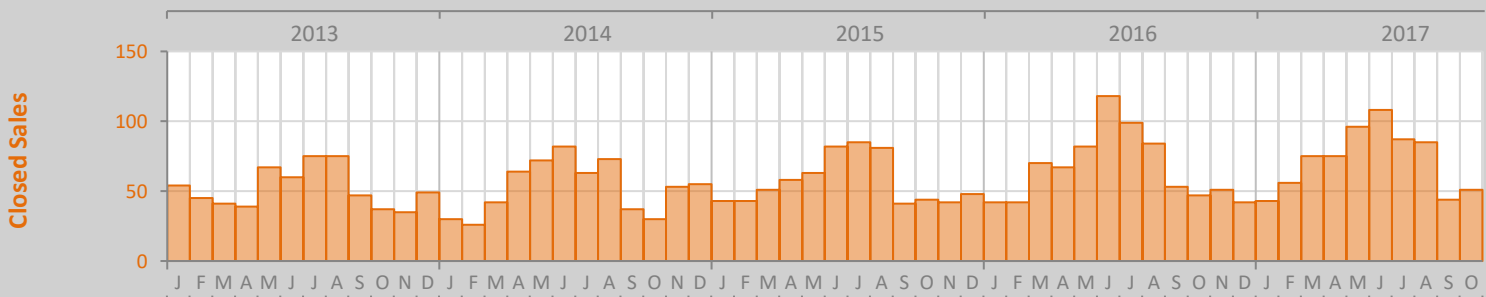
Summary Statistics	October 2017	October 2016	Percent Change Year-over-Year
Closed Sales	51	47	8.5%
Paid in Cash	28	24	16.7%
Median Sale Price	\$121,000	\$108,000	12.0%
Average Sale Price	\$123,418	\$106,734	15.6%
Dollar Volume	\$6.3 Million	\$5.0 Million	25.5%
Median Percent of Original List Price Received	96.2%	94.5%	1.8%
Median Time to Contract	53 Days	40 Days	32.5%
Median Time to Sale	78 Days	106 Days	-26.4%
New Pending Sales	66	53	24.5%
New Listings	59	44	34.1%
Pending Inventory	68	75	-9.3%
Inventory (Active Listings)	139	147	-5.4%
Months Supply of Inventory	2.1	2.2	-4.5%

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
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%
October 2016	47	6.8%

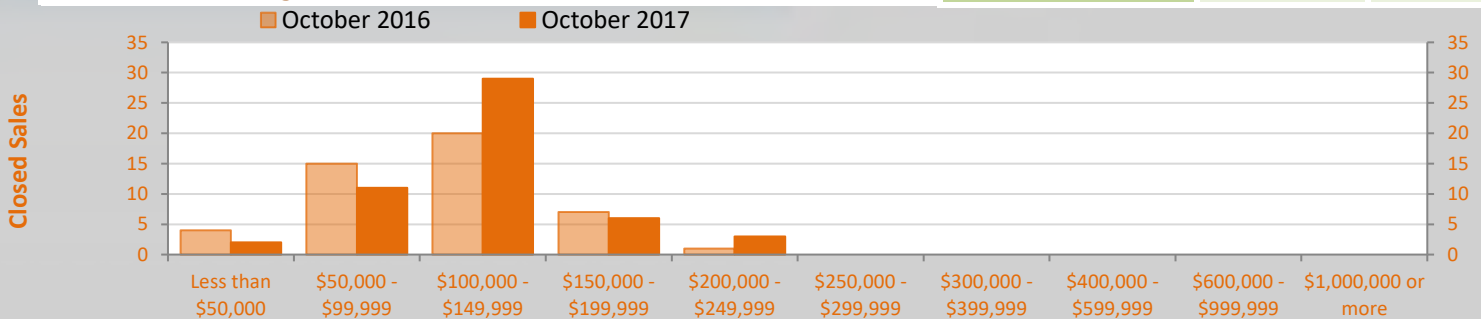


Closed Sales by Sale Price

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	-50.0%
\$50,000 - \$99,999	11	-26.7%
\$100,000 - \$149,999	29	45.0%
\$150,000 - \$199,999	6	-14.3%
\$200,000 - \$249,999	3	200.0%
\$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

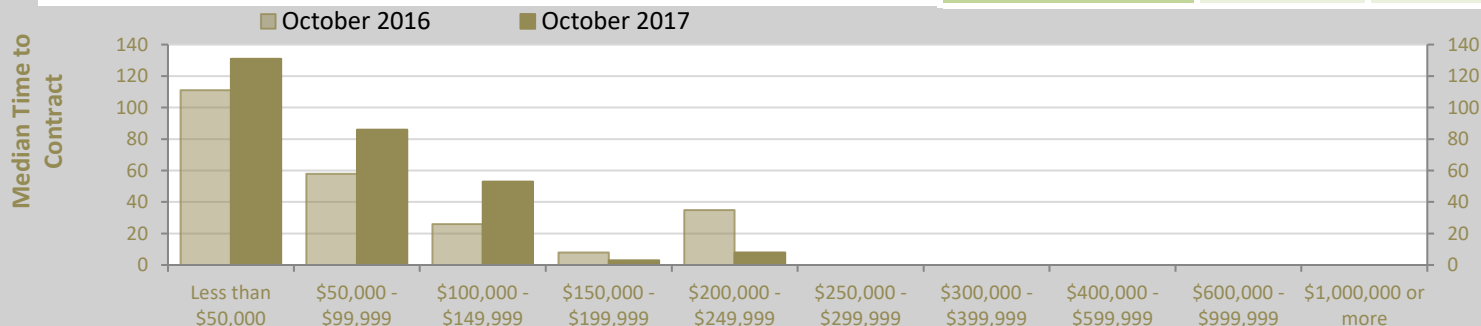


Median Time to Contract by Sale Price

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	131 Days	18.0%
\$50,000 - \$99,999	86 Days	48.3%
\$100,000 - \$149,999	53 Days	103.8%
\$150,000 - \$199,999	3 Days	-62.5%
\$200,000 - \$249,999	8 Days	-77.1%
\$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

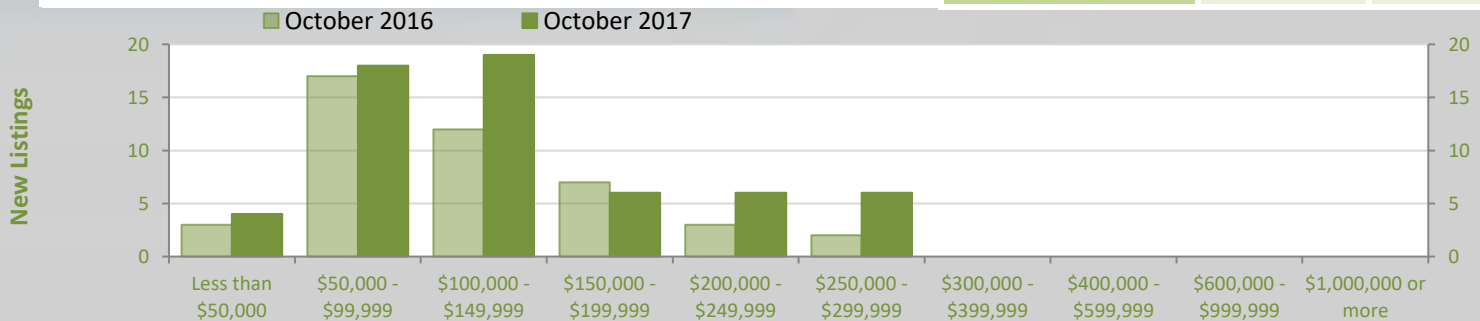


New Listings by Initial Listing Price

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	18	5.9%
\$100,000 - \$149,999	19	58.3%
\$150,000 - \$199,999	6	-14.3%
\$200,000 - \$249,999	6	100.0%
\$250,000 - \$299,999	6	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

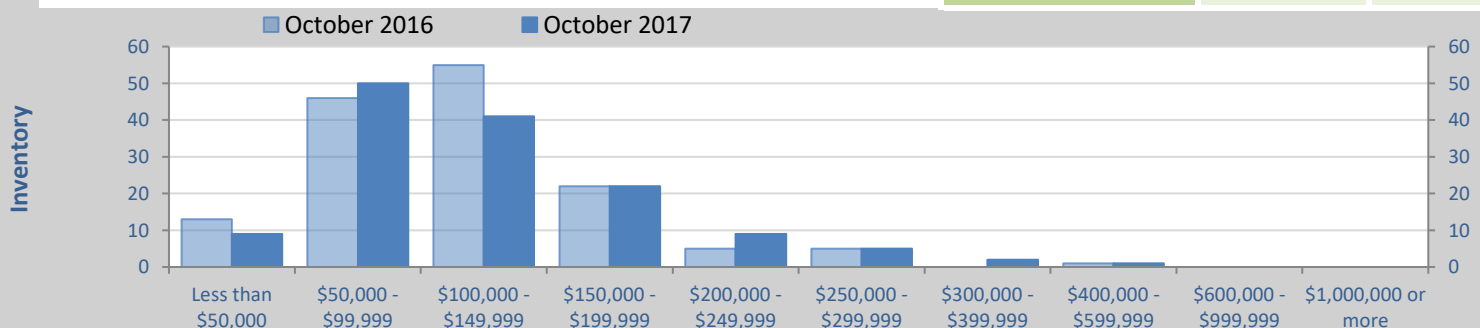


Inventory by Current Listing Price

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	9	-30.8%
\$50,000 - \$99,999	50	8.7%
\$100,000 - \$149,999	41	-25.5%
\$150,000 - \$199,999	22	0.0%
\$200,000 - \$249,999	9	80.0%
\$250,000 - \$299,999	5	0.0%
\$300,000 - \$399,999	2	N/A
\$400,000 - \$599,999	1	0.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A



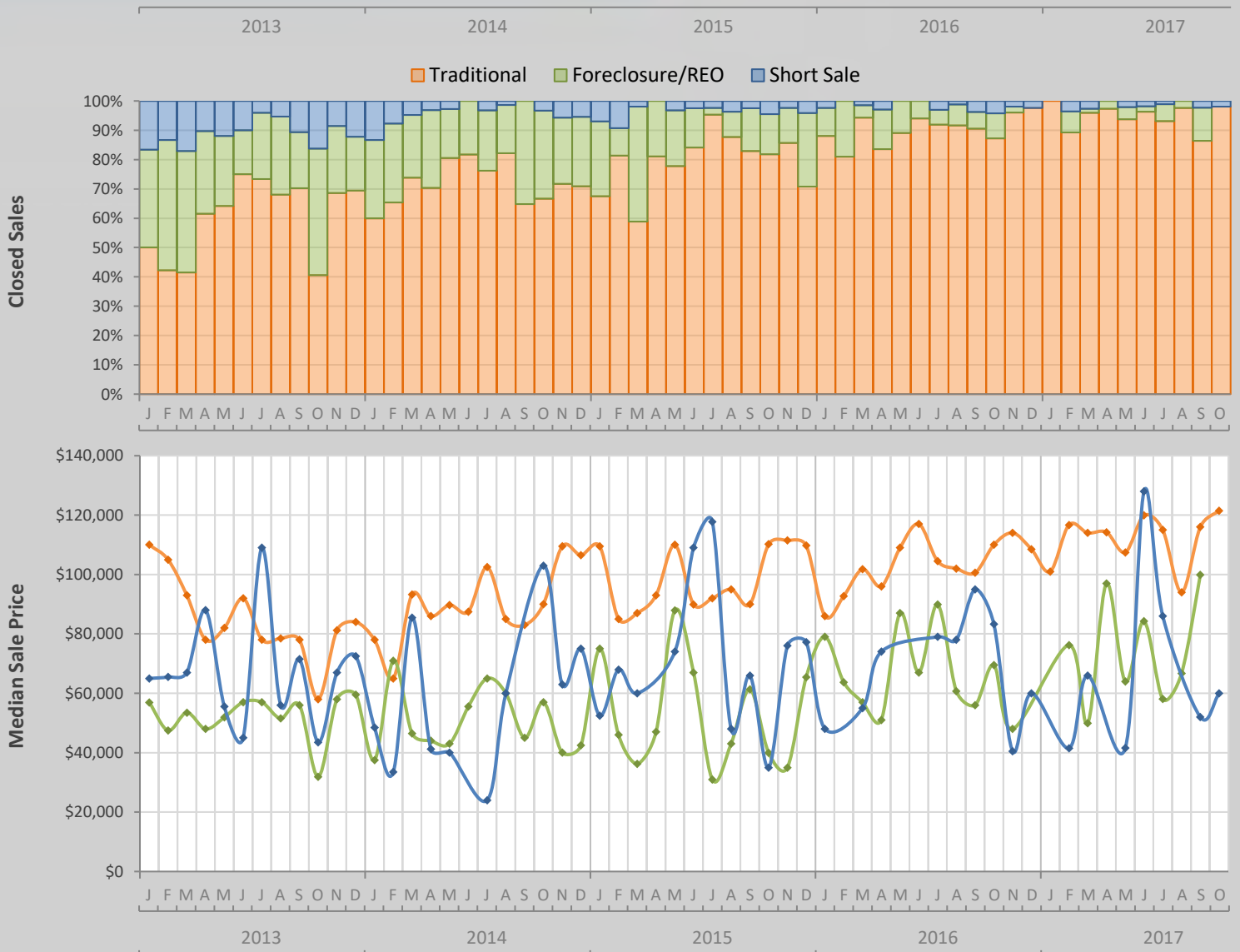
Monthly Distressed Market - October 2017

Townhouses and Condos

Alachua County



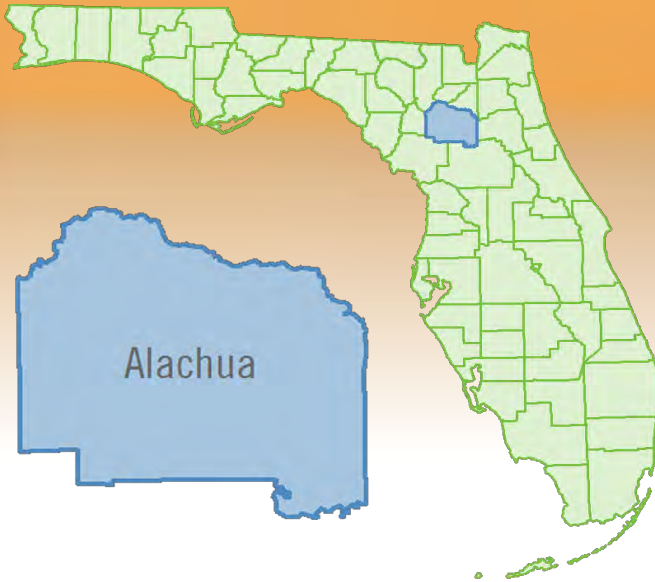
		October 2017	October 2016	Percent Change Year-over-Year
Traditional	Closed Sales	50	41	22.0%
	Median Sale Price	\$121,500	\$110,000	10.5%
Foreclosure/REO	Closed Sales	0	4	-100.0%
	Median Sale Price	(No Sales)	\$69,500	N/A
Short Sale	Closed Sales	1	2	-50.0%
	Median Sale Price	\$60,000	\$83,250	-27.9%



Monthly Market Detail - October 2017

Manufactured Homes

Alachua County



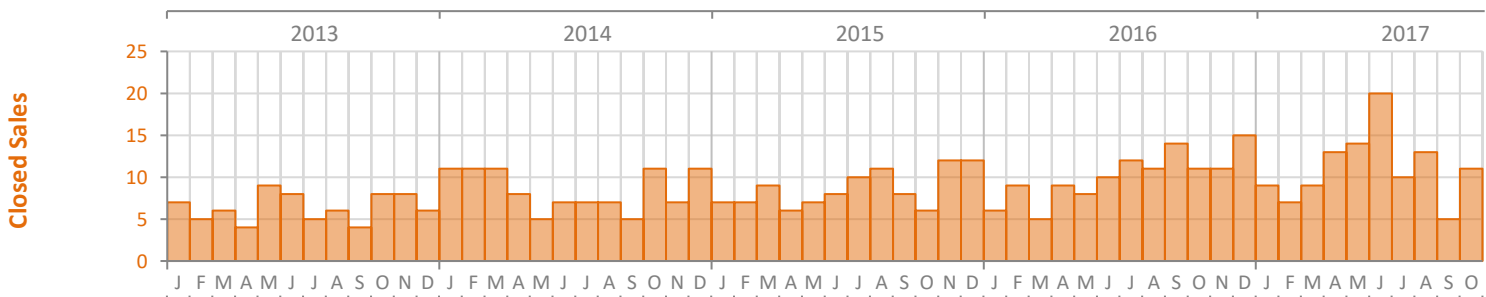
Summary Statistics	October 2017	October 2016	Percent Change Year-over-Year
Closed Sales	11	11	0.0%
Paid in Cash	7	4	75.0%
Median Sale Price	\$65,100	\$65,000	0.2%
Average Sale Price	\$70,818	\$84,173	-15.9%
Dollar Volume	\$778,998	\$925,903	-15.9%
Median Percent of Original List Price Received	90.9%	89.2%	1.9%
Median Time to Contract	66 Days	99 Days	-33.3%
Median Time to Sale	106 Days	125 Days	-15.2%
New Pending Sales	9	22	-59.1%
New Listings	18	13	38.5%
Pending Inventory	11	25	-56.0%
Inventory (Active Listings)	36	62	-41.9%
Months Supply of Inventory	3.2	6.3	-49.2%

Closed Sales

The number of sales transactions which closed during the month

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Month	Closed Sales	Percent Change Year-over-Year
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%
January 2017	9	50.0%
December 2016	15	25.0%
November 2016	11	-8.3%
October 2016	11	83.3%

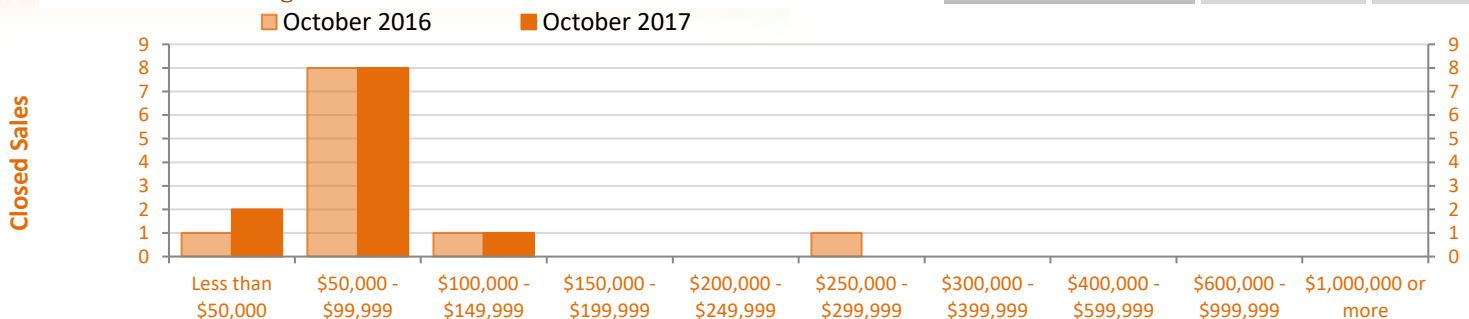


Closed Sales by Sale Price

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	2	100.0%
\$50,000 - \$99,999	8	0.0%
\$100,000 - \$149,999	1	0.0%
\$150,000 - \$199,999	0	N/A
\$200,000 - \$249,999	0	N/A
\$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

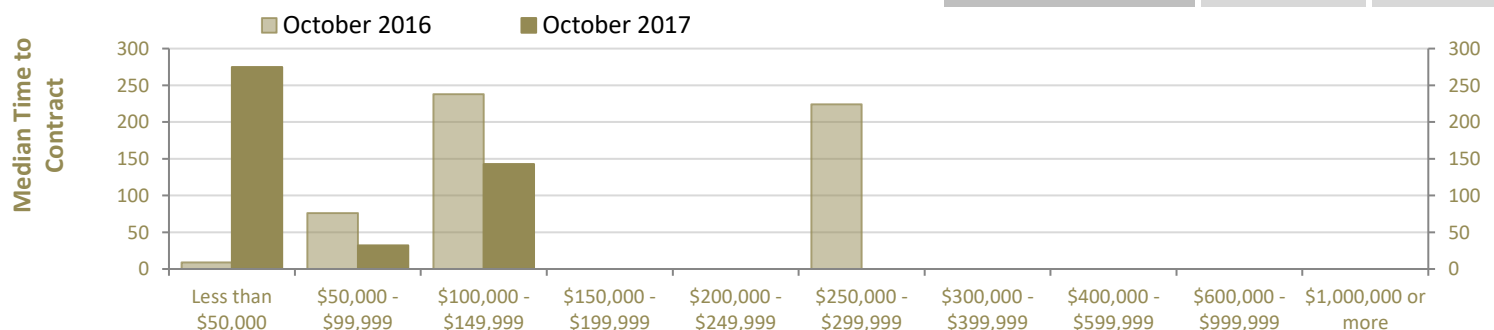


Median Time to Contract by Sale Price

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	275 Days	2955.6%
\$50,000 - \$99,999	32 Days	-57.9%
\$100,000 - \$149,999	143 Days	-39.9%
\$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

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	-75.0%
\$50,000 - \$99,999	8	14.3%
\$100,000 - \$149,999	6	N/A
\$150,000 - \$199,999	3	200.0%
\$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

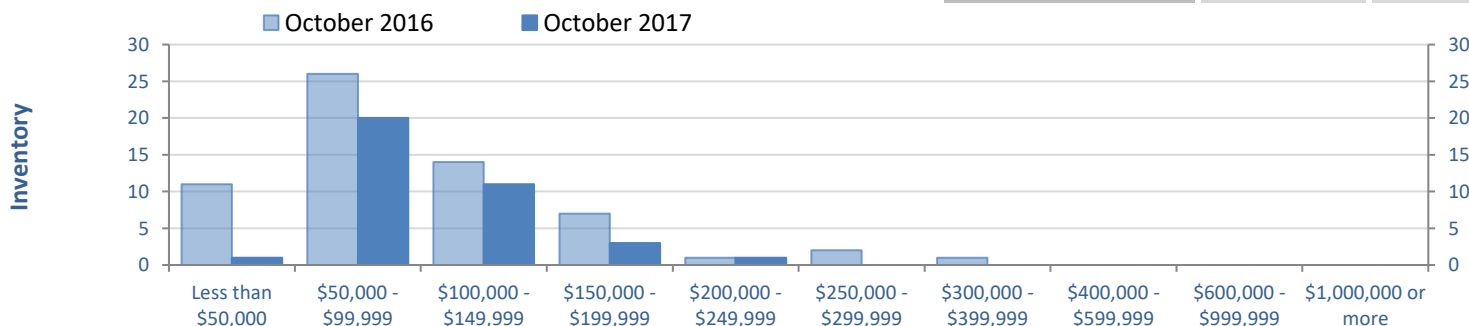


Inventory by Current Listing Price

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	1	-90.9%
\$50,000 - \$99,999	20	-23.1%
\$100,000 - \$149,999	11	-21.4%
\$150,000 - \$199,999	3	-57.1%
\$200,000 - \$249,999	1	0.0%
\$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



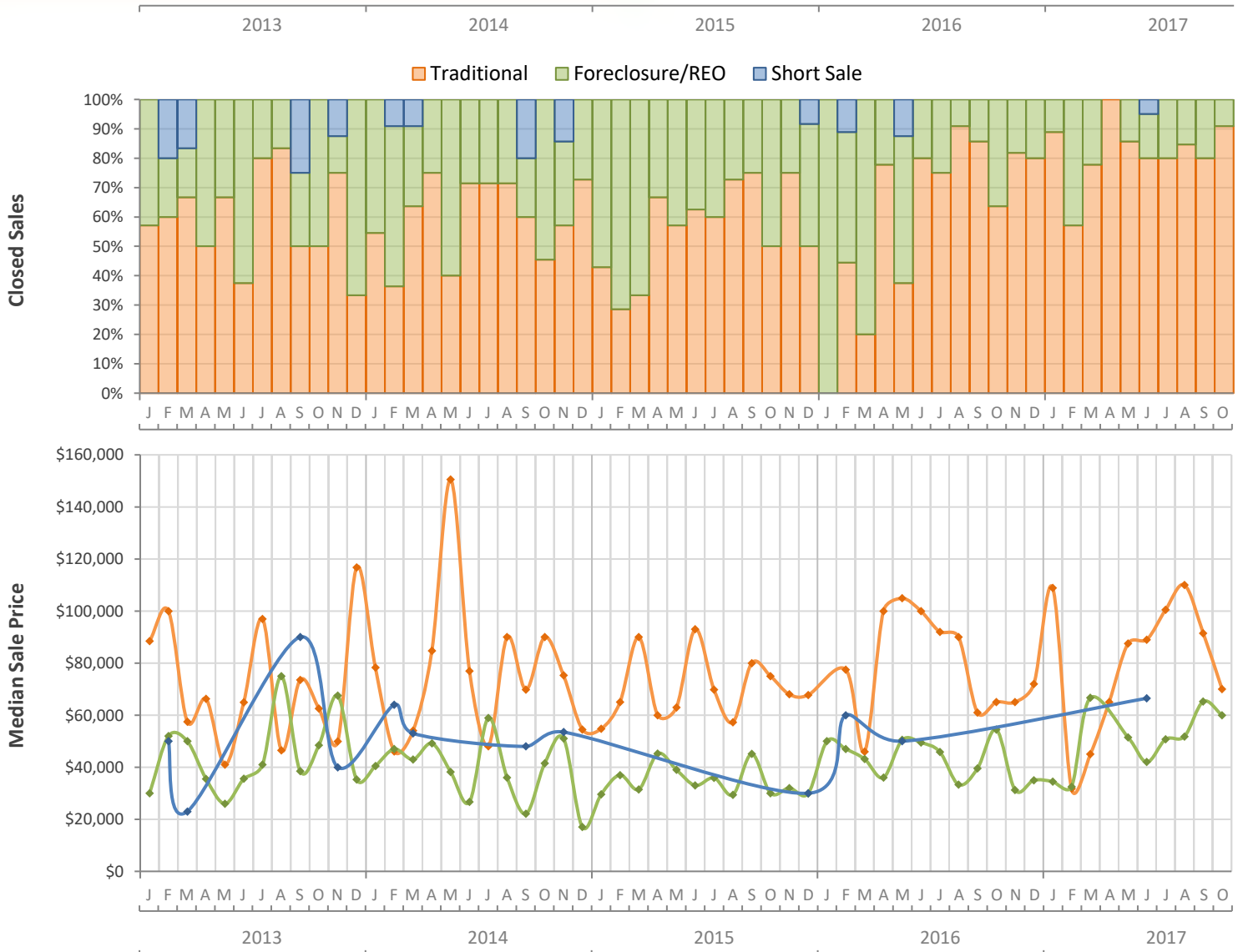
Monthly Distressed Market - October 2017

Manufactured Homes

Alachua County



		October 2017	October 2016	Percent Change Year-over-Year
Traditional	Closed Sales	10	7	42.9%
	Median Sale Price	\$70,000	\$65,000	7.7%
Foreclosure/REO	Closed Sales	1	4	-75.0%
	Median Sale Price	\$60,000	\$54,501	10.1%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



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