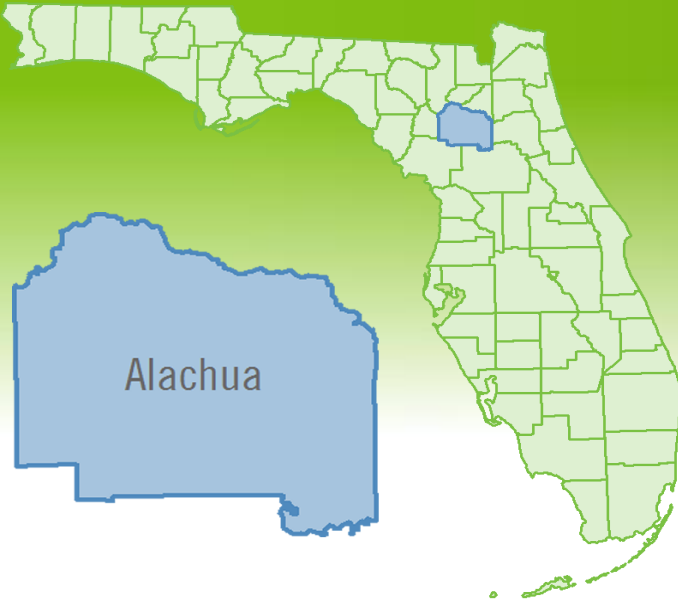


# Monthly Market Detail - August 2019

## Single Family Homes

### Alachua County



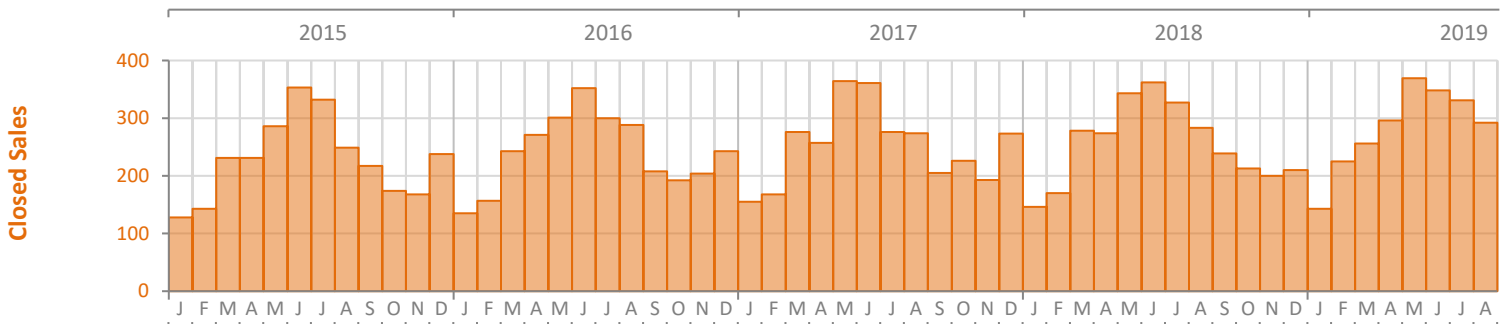
Summary Statistics	August 2019	August 2018	Percent Change Year-over-Year
Closed Sales	292	283	3.2%
Paid in Cash	62	72	-13.9%
Median Sale Price	\$238,500	\$225,000	6.0%
Average Sale Price	\$270,604	\$260,852	3.7%
Dollar Volume	\$79.0 Million	\$73.8 Million	7.0%
Median Percent of Original List Price Received	96.9%	97.1%	-0.2%
Median Time to Contract	37 Days	36 Days	2.8%
Median Time to Sale	86 Days	75 Days	14.7%
New Pending Sales	248	293	-15.4%
New Listings	263	301	-12.6%
Pending Inventory	406	394	3.0%
Inventory (Active Listings)	807	924	-12.7%
Months Supply of Inventory	3.1	3.6	-13.9%

## 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
Year-to-Date	2,260	3.5%
<b>August 2019</b>	<b>292</b>	<b>3.2%</b>
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%
October 2018	213	-5.8%
September 2018	239	16.6%
August 2018	283	3.3%

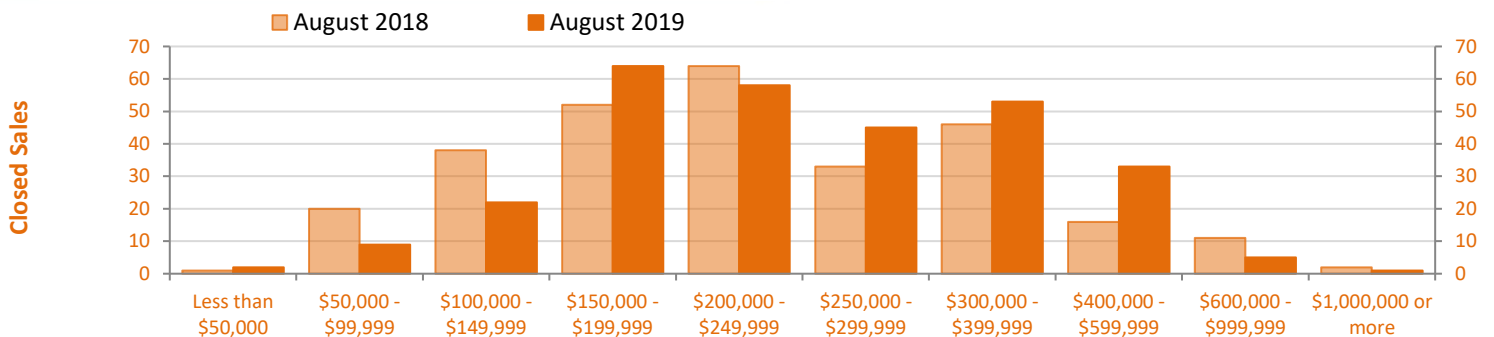


## Closed Sales by Sale Price

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	2	100.0%
\$50,000 - \$99,999	9	-55.0%
\$100,000 - \$149,999	22	-42.1%
\$150,000 - \$199,999	64	23.1%
\$200,000 - \$249,999	58	-9.4%
\$250,000 - \$299,999	45	36.4%
\$300,000 - \$399,999	53	15.2%
\$400,000 - \$599,999	33	106.3%
\$600,000 - \$999,999	5	-54.5%
\$1,000,000 or more	1	-50.0%

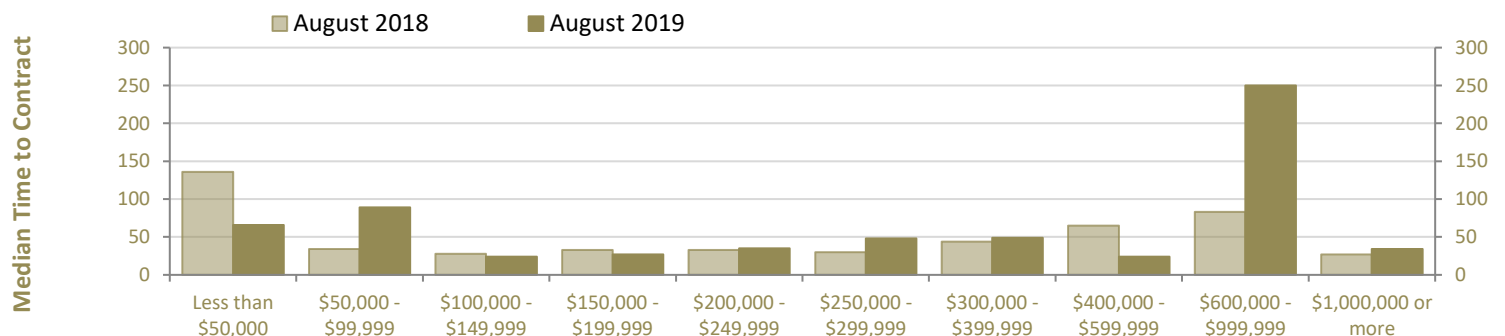


## Median Time to Contract by Sale Price

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	66 Days	-51.5%
\$50,000 - \$99,999	89 Days	161.8%
\$100,000 - \$149,999	24 Days	-14.3%
\$150,000 - \$199,999	27 Days	-18.2%
\$200,000 - \$249,999	35 Days	6.1%
\$250,000 - \$299,999	48 Days	60.0%
\$300,000 - \$399,999	49 Days	11.4%
\$400,000 - \$599,999	24 Days	-63.1%
\$600,000 - \$999,999	250 Days	201.2%
\$1,000,000 or more	34 Days	25.9%

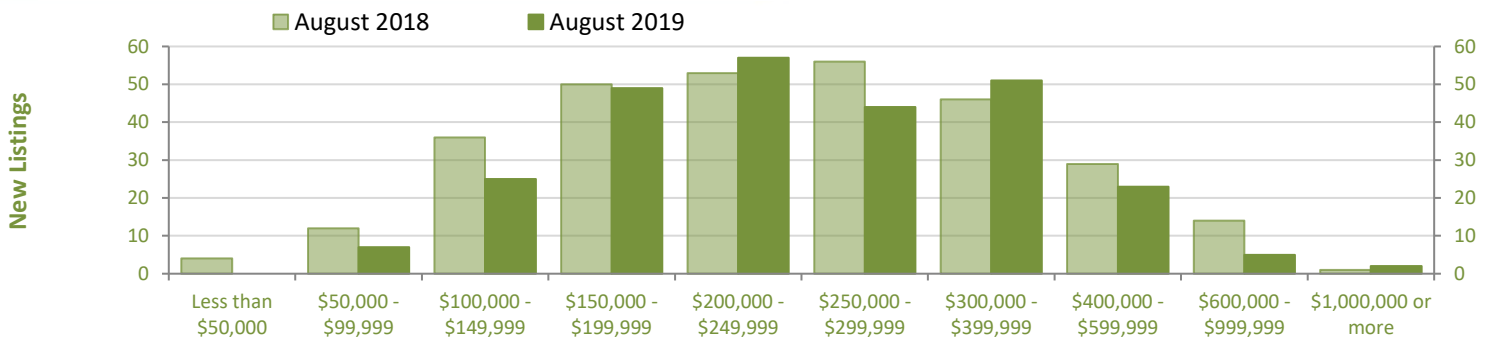


## New Listings by Initial Listing Price

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	7	-41.7%
\$100,000 - \$149,999	25	-30.6%
\$150,000 - \$199,999	49	-2.0%
\$200,000 - \$249,999	57	7.5%
\$250,000 - \$299,999	44	-21.4%
\$300,000 - \$399,999	51	10.9%
\$400,000 - \$599,999	23	-20.7%
\$600,000 - \$999,999	5	-64.3%
\$1,000,000 or more	2	100.0%

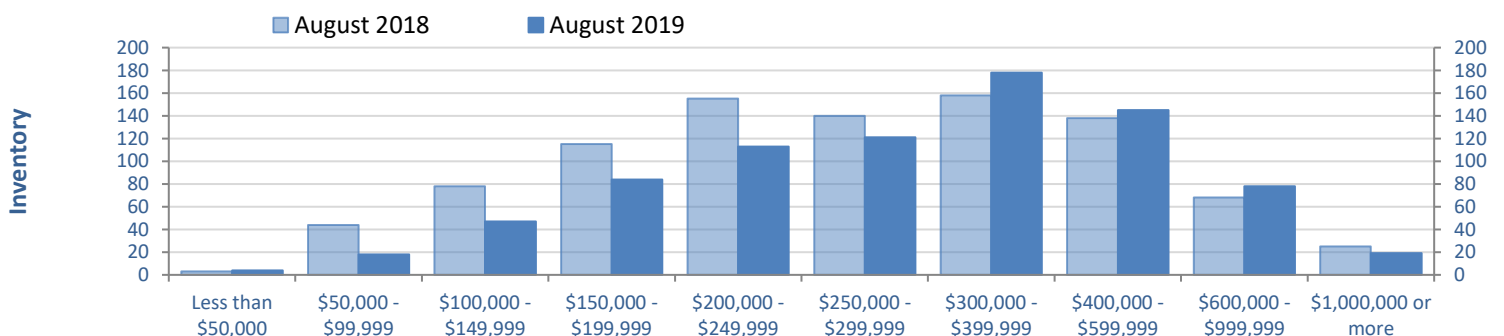


## Inventory by Current Listing Price

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.

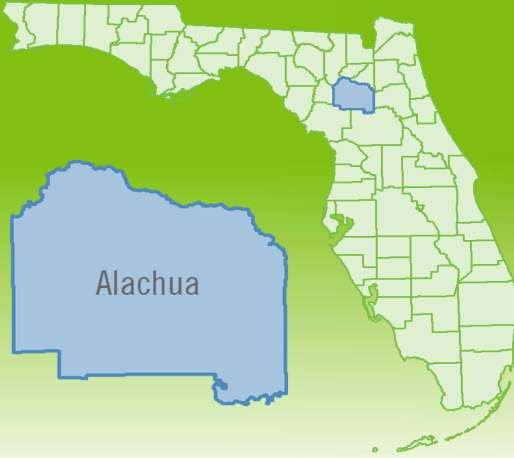
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	4	33.3%
\$50,000 - \$99,999	18	-59.1%
\$100,000 - \$149,999	47	-39.7%
\$150,000 - \$199,999	84	-27.0%
\$200,000 - \$249,999	113	-27.1%
\$250,000 - \$299,999	121	-13.6%
\$300,000 - \$399,999	178	12.7%
\$400,000 - \$599,999	145	5.1%
\$600,000 - \$999,999	78	14.7%
\$1,000,000 or more	19	-24.0%



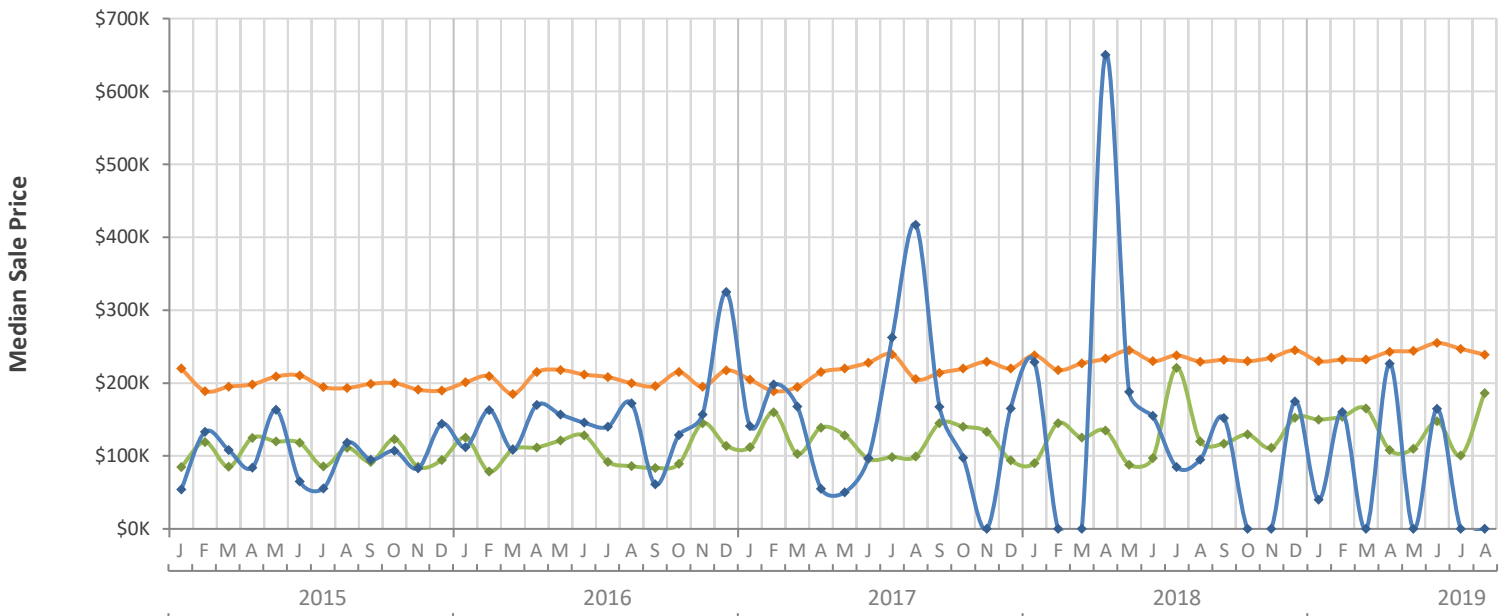
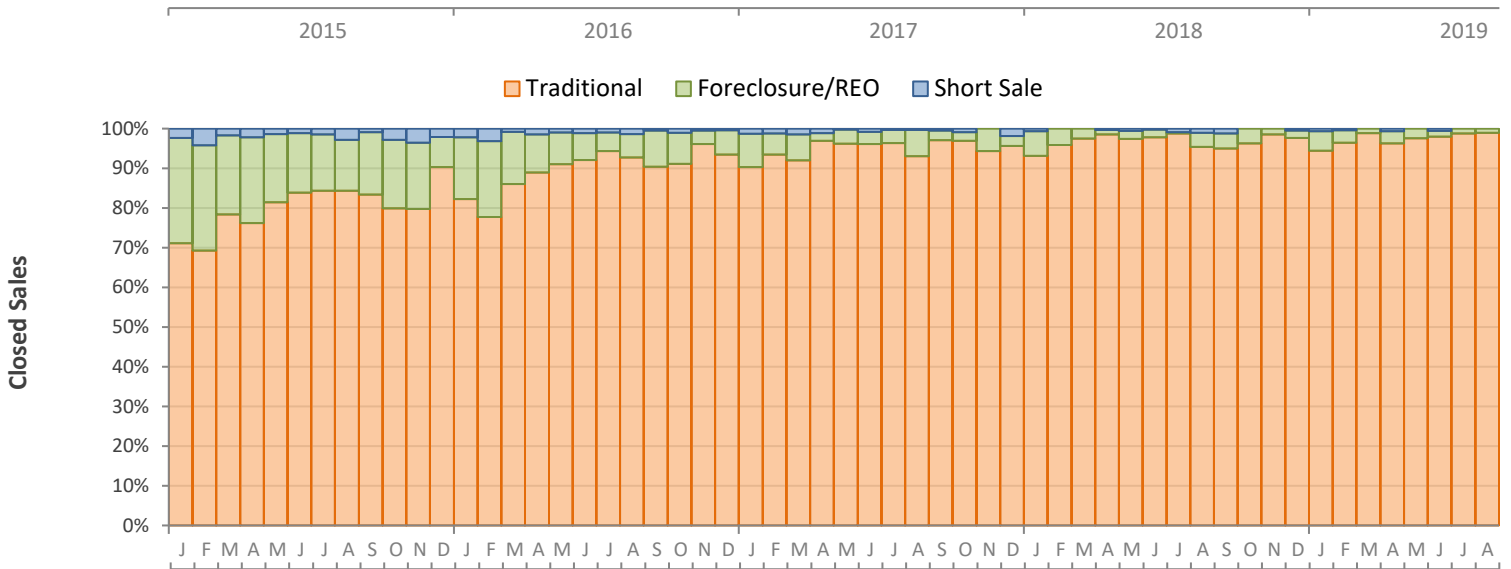
# Monthly Distressed Market - August 2019

## Single Family Homes

### Alachua County



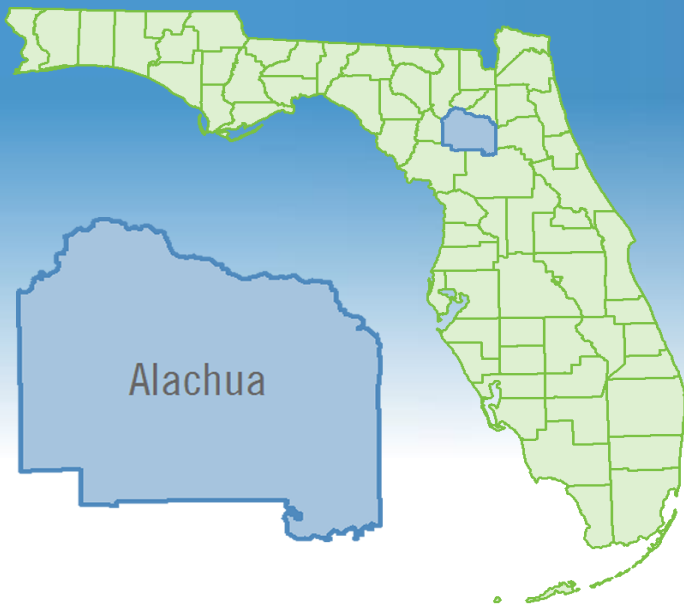
		August 2019	August 2018	Percent Change Year-over-Year
Traditional	Closed Sales	289	270	7.0%
	Median Sale Price	\$239,000	\$229,391	4.2%
Foreclosure/REO	Closed Sales	3	10	-70.0%
	Median Sale Price	\$186,300	\$120,000	55.3%
Short Sale	Closed Sales	0	3	-100.0%
	Median Sale Price	(No Sales)	\$95,000	N/A



# Monthly Market Detail - August 2019

## Townhouses and Condos

### Alachua County



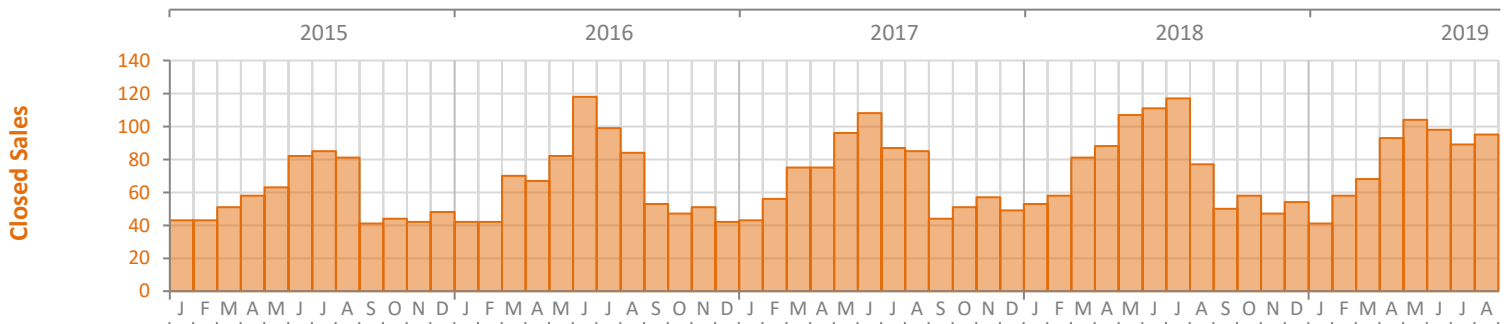
Summary Statistics	August 2019	August 2018	Percent Change Year-over-Year
Closed Sales	95	77	23.4%
Paid in Cash	49	40	22.5%
Median Sale Price	\$127,000	\$115,000	10.4%
Average Sale Price	\$139,790	\$122,289	14.3%
Dollar Volume	\$13.3 Million	\$9.4 Million	41.0%
Median Percent of Original List Price Received	97.4%	96.6%	0.8%
Median Time to Contract	19 Days	35 Days	-45.7%
Median Time to Sale	61 Days	62 Days	-1.6%
New Pending Sales	65	70	-7.1%
New Listings	63	71	-11.3%
Pending Inventory	69	55	25.5%
Inventory (Active Listings)	106	145	-26.9%
Months Supply of Inventory	1.5	1.9	-21.1%

## 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	646	-6.6%
<b>August 2019</b>	<b>95</b>	<b>23.4%</b>
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%
October 2018	58	13.7%
September 2018	50	13.6%
August 2018	77	-9.4%

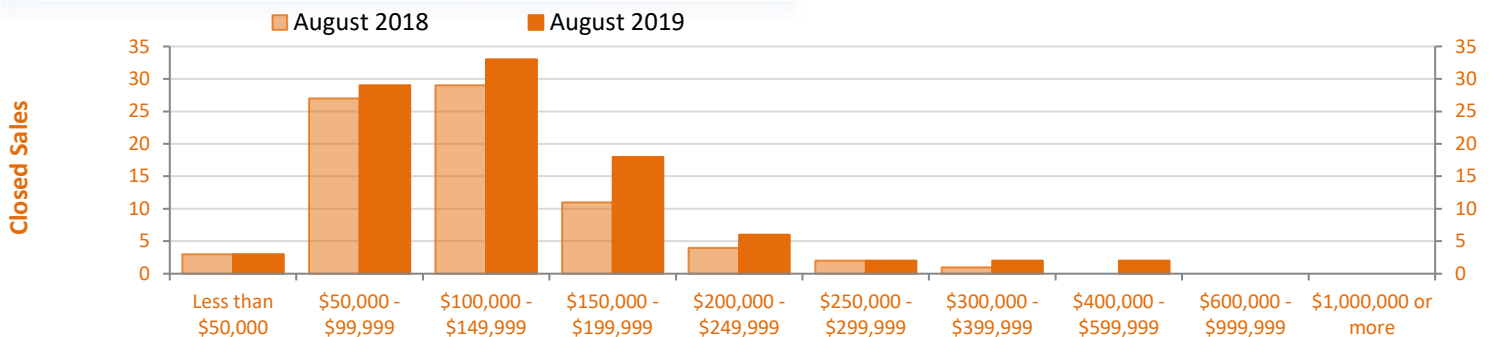


## Closed Sales by Sale Price

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	3	0.0%
\$50,000 - \$99,999	29	7.4%
\$100,000 - \$149,999	33	13.8%
\$150,000 - \$199,999	18	63.6%
\$200,000 - \$249,999	6	50.0%
\$250,000 - \$299,999	2	0.0%
\$300,000 - \$399,999	2	100.0%
\$400,000 - \$599,999	2	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

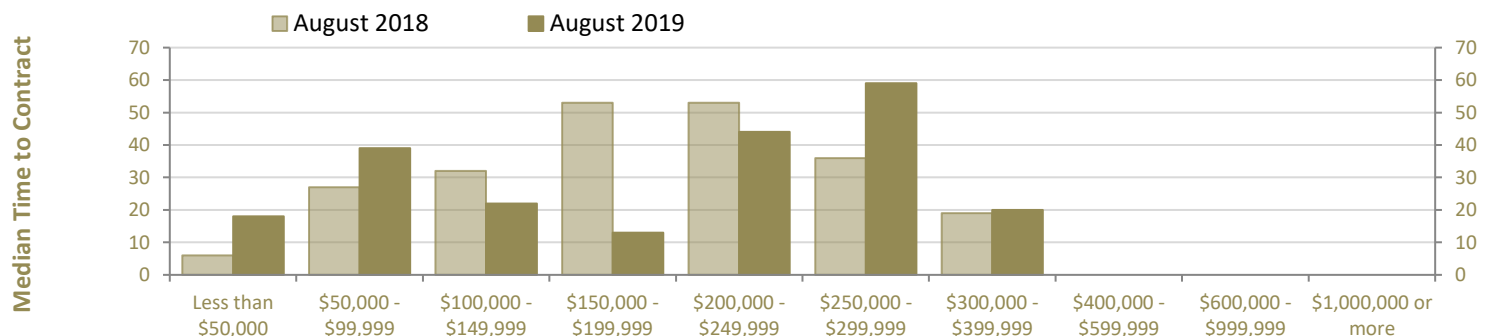


## Median Time to Contract by Sale Price

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	18 Days	200.0%
\$50,000 - \$99,999	39 Days	44.4%
\$100,000 - \$149,999	22 Days	-31.3%
\$150,000 - \$199,999	13 Days	-75.5%
\$200,000 - \$249,999	44 Days	-17.0%
\$250,000 - \$299,999	59 Days	63.9%
\$300,000 - \$399,999	20 Days	5.3%
\$400,000 - \$599,999	0 Days	N/A
\$600,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	(No Sales)	N/A



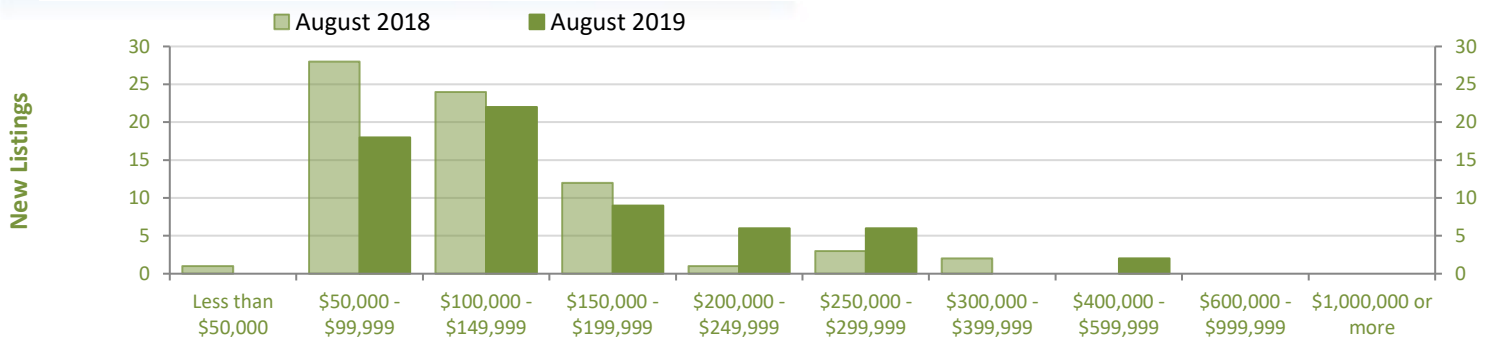


## New Listings by Initial Listing Price

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	18	-35.7%
\$100,000 - \$149,999	22	-8.3%
\$150,000 - \$199,999	9	-25.0%
\$200,000 - \$249,999	6	500.0%
\$250,000 - \$299,999	6	100.0%
\$300,000 - \$399,999	0	-100.0%
\$400,000 - \$599,999	2	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

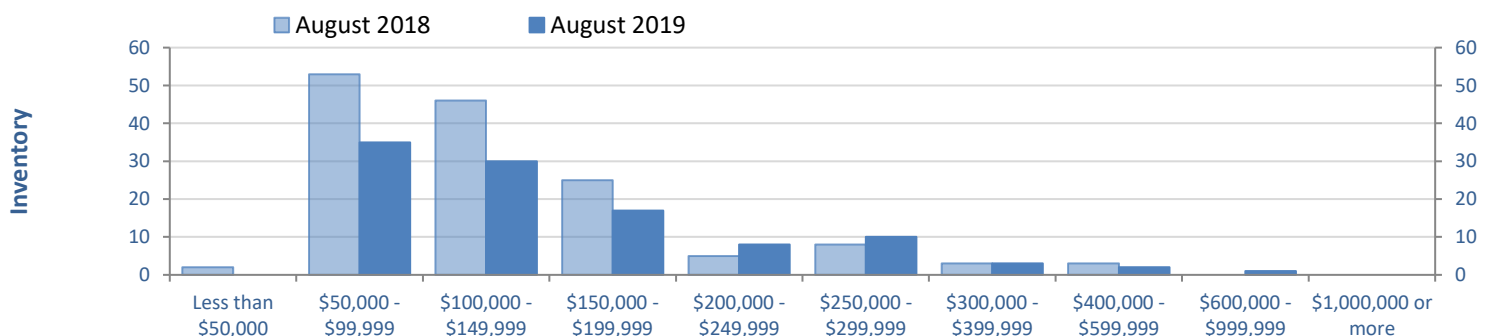


## Inventory by Current Listing Price

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	0	-100.0%
\$50,000 - \$99,999	35	-34.0%
\$100,000 - \$149,999	30	-34.8%
\$150,000 - \$199,999	17	-32.0%
\$200,000 - \$249,999	8	60.0%
\$250,000 - \$299,999	10	25.0%
\$300,000 - \$399,999	3	0.0%
\$400,000 - \$599,999	2	-33.3%
\$600,000 - \$999,999	1	N/A
\$1,000,000 or more	0	N/A



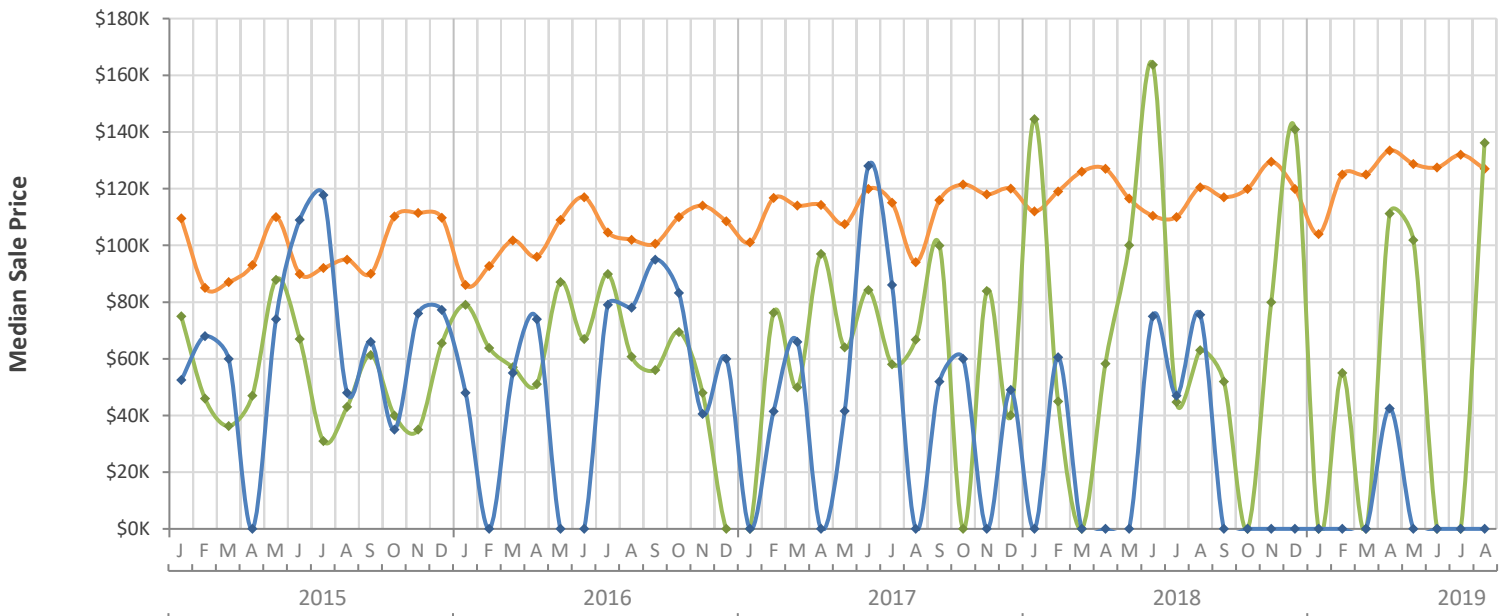
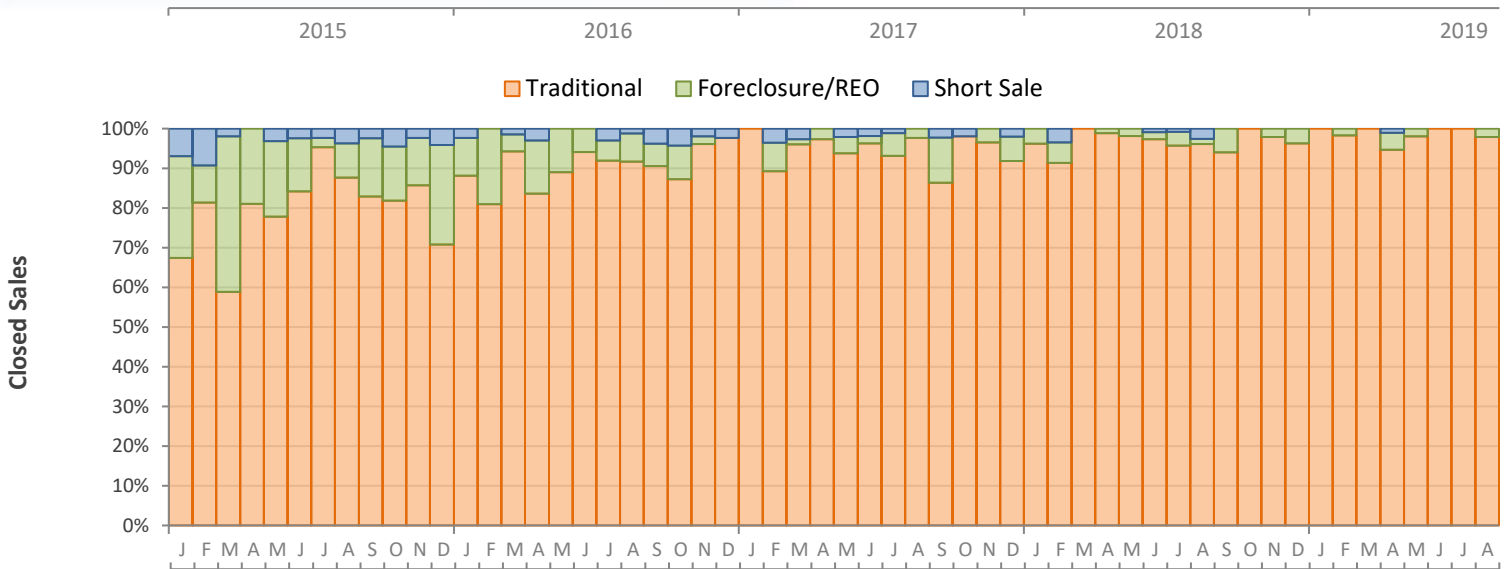
# Monthly Distressed Market - August 2019

## Townhouses and Condos

### Alachua County



		August 2019	August 2018	Percent Change Year-over-Year
Traditional	Closed Sales	93	74	25.7%
	Median Sale Price	\$127,000	\$120,500	5.4%
Foreclosure/REO	Closed Sales	2	1	100.0%
	Median Sale Price	\$136,200	\$63,000	116.2%
Short Sale	Closed Sales	0	2	-100.0%
	Median Sale Price	(No Sales)	\$75,500	N/A

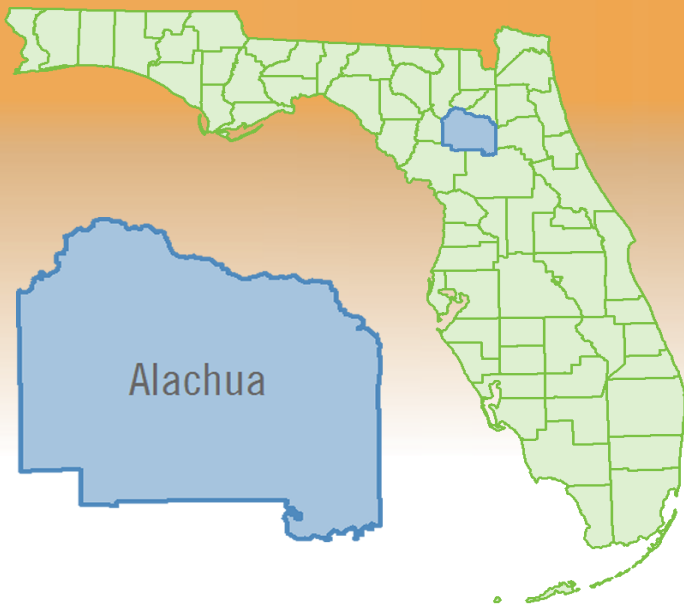




# Monthly Market Detail - August 2019

## Manufactured Homes

### Alachua County



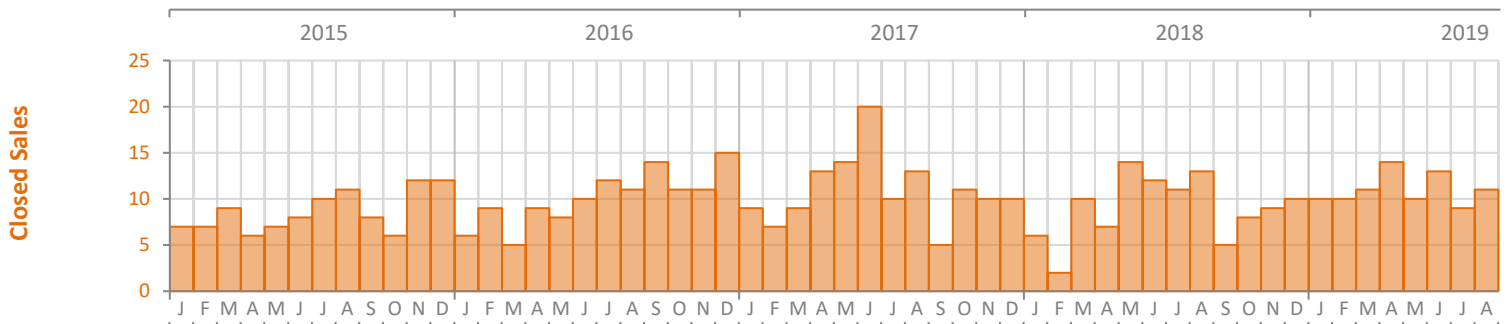
Summary Statistics	August 2019	August 2018	Percent Change Year-over-Year
Closed Sales	11	13	-15.4%
Paid in Cash	5	7	-28.6%
Median Sale Price	\$95,000	\$80,000	18.8%
Average Sale Price	\$101,773	\$94,331	7.9%
Dollar Volume	\$1.1 Million	\$1.2 Million	-8.7%
Median Percent of Original List Price Received	98.0%	96.7%	1.3%
Median Time to Contract	65 Days	81 Days	-19.8%
Median Time to Sale	150 Days	90 Days	66.7%
New Pending Sales	15	12	25.0%
New Listings	19	17	11.8%
Pending Inventory	25	17	47.1%
Inventory (Active Listings)	54	44	22.7%
Months Supply of Inventory	5.4	4.8	12.5%

## 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	88	17.3%
<b>August 2019</b>	<b>11</b>	<b>-15.4%</b>
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%
October 2018	8	-27.3%
September 2018	5	0.0%
August 2018	13	0.0%

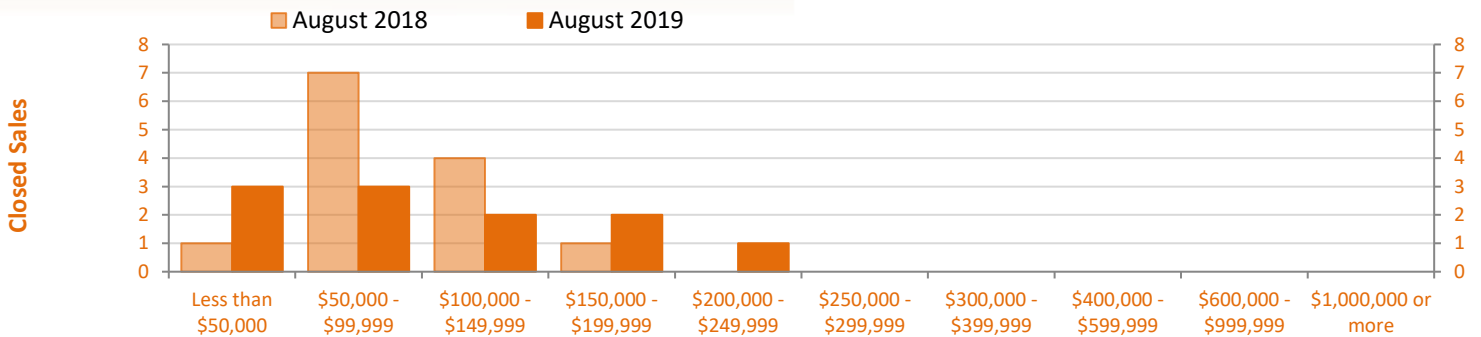


## Closed Sales by Sale Price

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	3	200.0%
\$50,000 - \$99,999	3	-57.1%
\$100,000 - \$149,999	2	-50.0%
\$150,000 - \$199,999	2	100.0%
\$200,000 - \$249,999	1	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

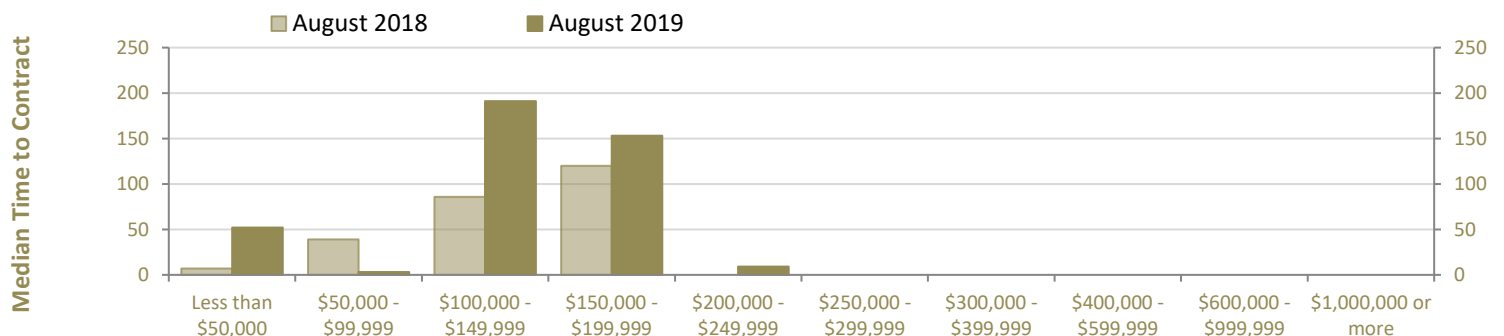


## Median Time to Contract by Sale Price

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

**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	52 Days	642.9%
\$50,000 - \$99,999	3 Days	-92.3%
\$100,000 - \$149,999	191 Days	122.1%
\$150,000 - \$199,999	153 Days	27.5%
\$200,000 - \$249,999	9 Days	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

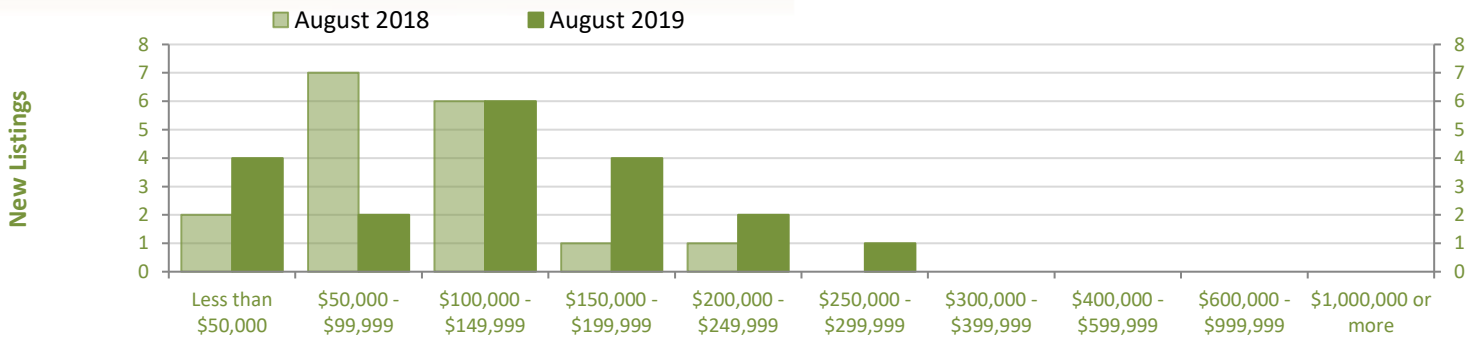


## New Listings by Initial Listing Price

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	4	100.0%
\$50,000 - \$99,999	2	-71.4%
\$100,000 - \$149,999	6	0.0%
\$150,000 - \$199,999	4	300.0%
\$200,000 - \$249,999	2	100.0%
\$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

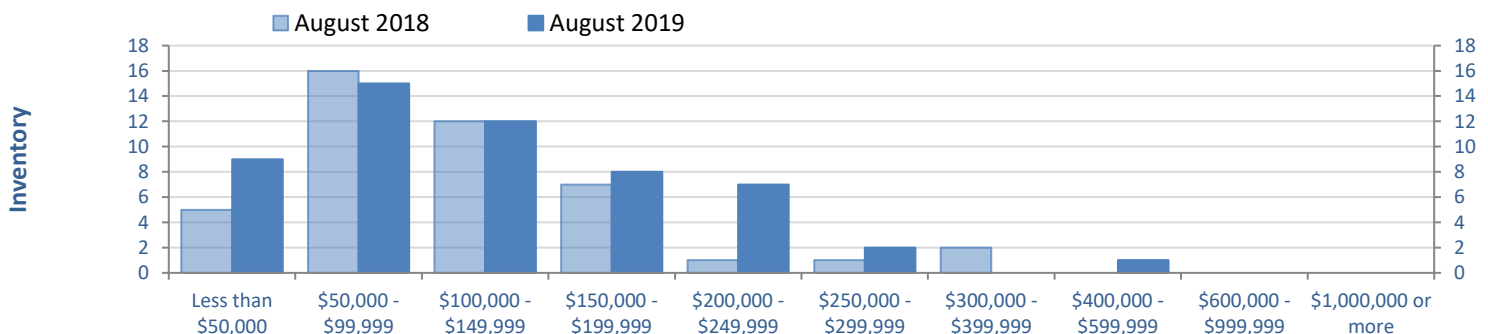


## Inventory by Current Listing Price

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.

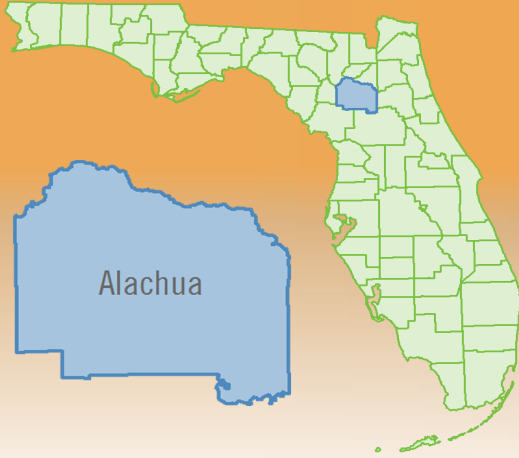
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	9	80.0%
\$50,000 - \$99,999	15	-6.3%
\$100,000 - \$149,999	12	0.0%
\$150,000 - \$199,999	8	14.3%
\$200,000 - \$249,999	7	600.0%
\$250,000 - \$299,999	2	100.0%
\$300,000 - \$399,999	0	-100.0%
\$400,000 - \$599,999	1	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A



# Monthly Distressed Market - August 2019

## Manufactured Homes

### Alachua County



		August 2019	August 2018	Percent Change Year-over-Year
Traditional	Closed Sales	9	13	-30.8%
	Median Sale Price	\$110,000	\$80,000	37.5%
Foreclosure/REO	Closed Sales	2	0	N/A
	Median Sale Price	\$28,500	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

