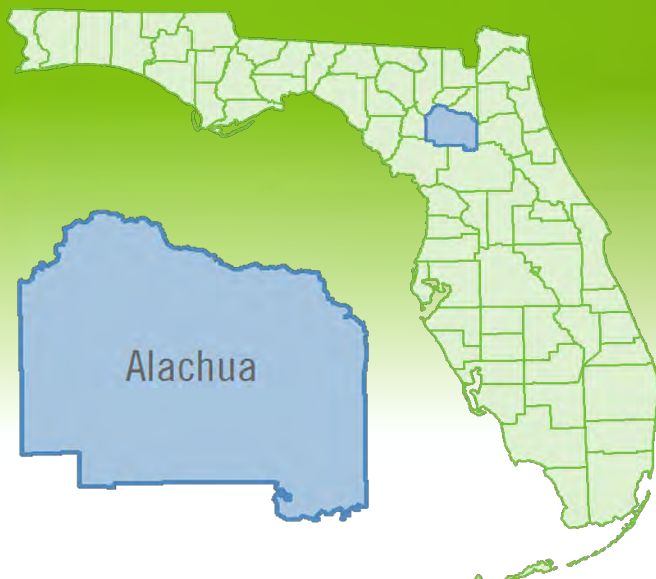


# Yearly Market Detail - 2017

## Single Family Homes

### Alachua County



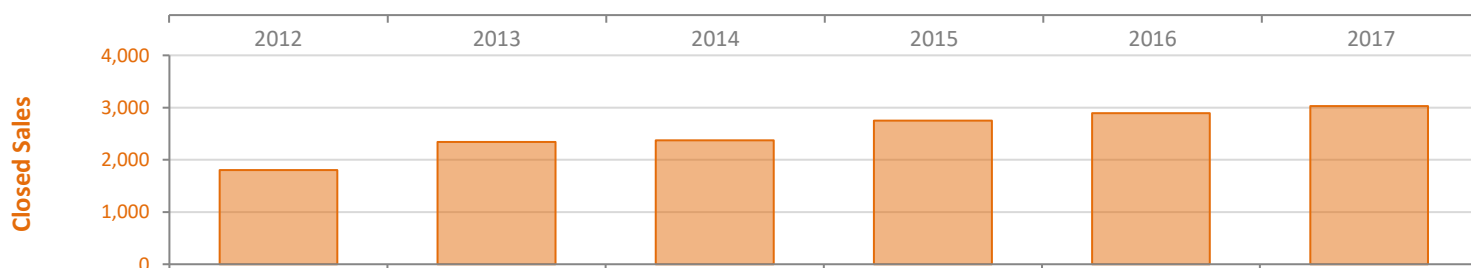
Summary Statistics	2017	2016	Percent Change Year-over-Year
Closed Sales	3,026	2,894	4.6%
Paid in Cash	680	646	5.3%
Median Sale Price	\$212,500	\$196,000	8.4%
Average Sale Price	\$245,192	\$231,459	5.9%
Dollar Volume	\$742.0 Million	\$669.8 Million	10.8%
Median Percent of Original List Price Received	97.2%	96.9%	0.3%
Median Time to Contract	51 Days	50 Days	2.0%
Median Time to Sale	88 Days	99 Days	-11.1%
New Pending Sales	3,728	3,342	11.5%
New Listings	3,565	3,531	1.0%
Pending Inventory	289	287	0.7%
Inventory (Active Listings)	722	849	-15.0%
Months Supply of Inventory	2.9	3.5	-17.1%

## Closed Sales

The number of sales transactions which closed during the year

**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.

Year	Closed Sales	Percent Change Year-over-Year
<b>2017</b>	<b>3,026</b>	<b>4.6%</b>
2016	2,894	5.2%
2015	2,750	15.8%
2014	2,374	1.4%
2013	2,341	30.0%
2012	1,801	17.0%

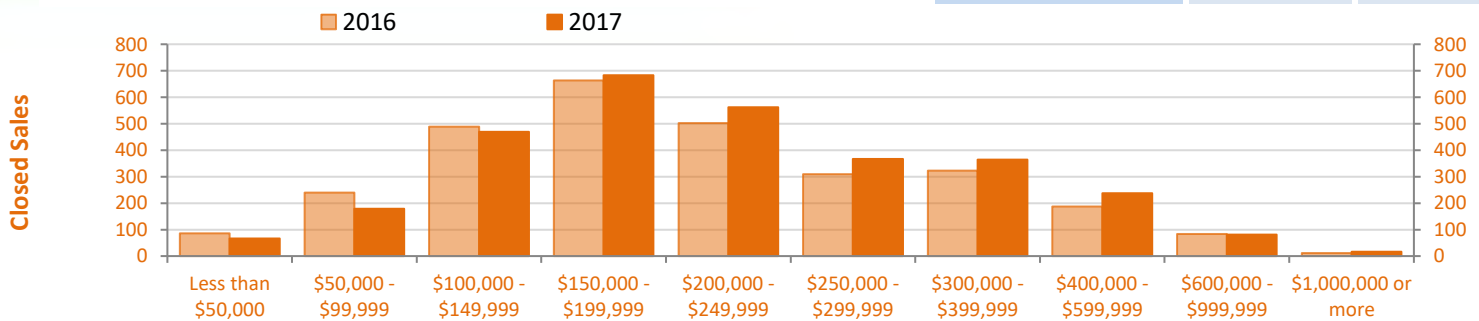


## Closed Sales by Sale Price

The number of sales transactions which closed during the year

**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.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	67	-22.1%
\$50,000 - \$99,999	179	-25.4%
\$100,000 - \$149,999	469	-4.1%
\$150,000 - \$199,999	683	2.9%
\$200,000 - \$249,999	562	12.0%
\$250,000 - \$299,999	367	18.8%
\$300,000 - \$399,999	364	12.7%
\$400,000 - \$599,999	237	26.7%
\$600,000 - \$999,999	81	-2.4%
\$1,000,000 or more	17	54.5%

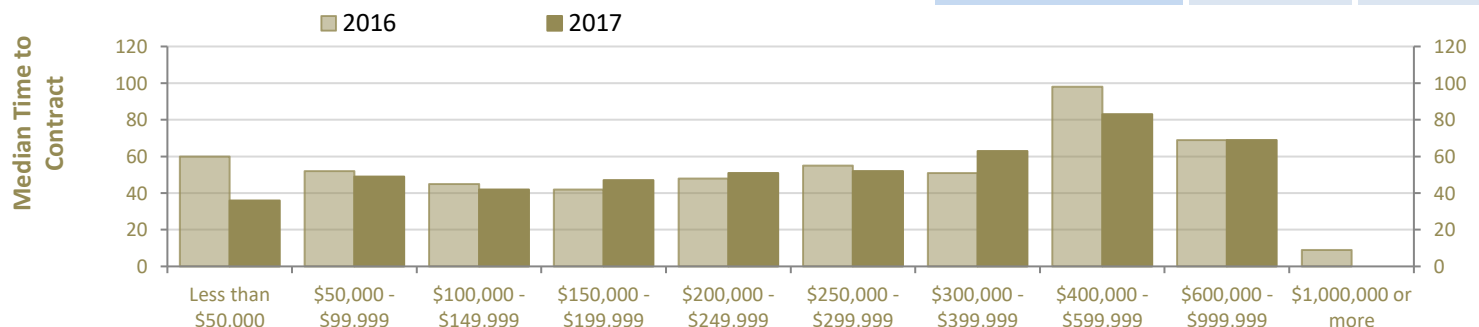


## Median Time to Contract by Sale Price

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

**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 year. 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	36 Days	-40.0%
\$50,000 - \$99,999	49 Days	-5.8%
\$100,000 - \$149,999	42 Days	-6.7%
\$150,000 - \$199,999	47 Days	11.9%
\$200,000 - \$249,999	51 Days	6.3%
\$250,000 - \$299,999	52 Days	-5.5%
\$300,000 - \$399,999	63 Days	23.5%
\$400,000 - \$599,999	83 Days	-15.3%
\$600,000 - \$999,999	69 Days	0.0%
\$1,000,000 or more	0 Days	-100.0%

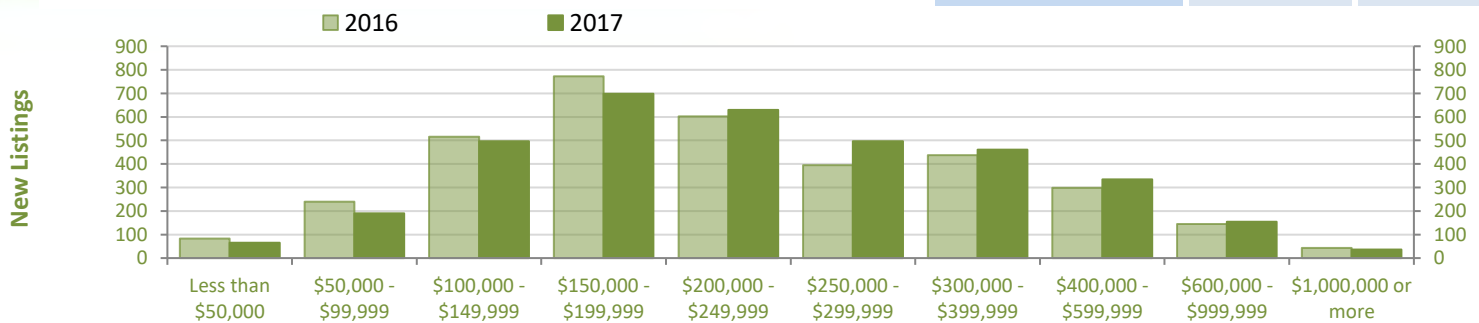


## New Listings by Initial Listing Price

The number of properties put onto the market during the year

**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	65	-21.7%
\$50,000 - \$99,999	190	-20.5%
\$100,000 - \$149,999	497	-3.7%
\$150,000 - \$199,999	698	-9.6%
\$200,000 - \$249,999	630	4.7%
\$250,000 - \$299,999	497	25.8%
\$300,000 - \$399,999	461	5.5%
\$400,000 - \$599,999	335	12.0%
\$600,000 - \$999,999	155	6.9%
\$1,000,000 or more	37	-14.0%

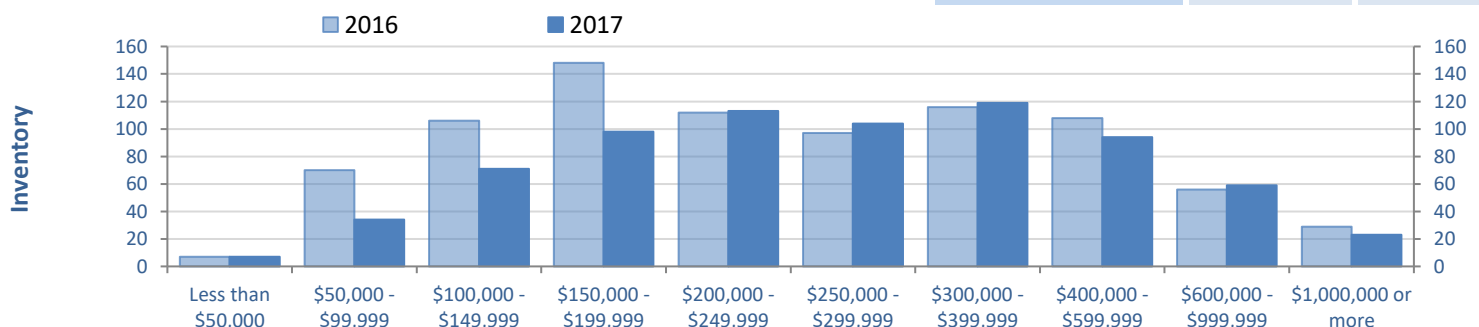


## Inventory by Current Listing Price

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

**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 year, since it is the most current. 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	0.0%
\$50,000 - \$99,999	34	-51.4%
\$100,000 - \$149,999	71	-33.0%
\$150,000 - \$199,999	98	-33.8%
\$200,000 - \$249,999	113	0.9%
\$250,000 - \$299,999	104	7.2%
\$300,000 - \$399,999	119	2.6%
\$400,000 - \$599,999	94	-13.0%
\$600,000 - \$999,999	59	5.4%
\$1,000,000 or more	23	-20.7%



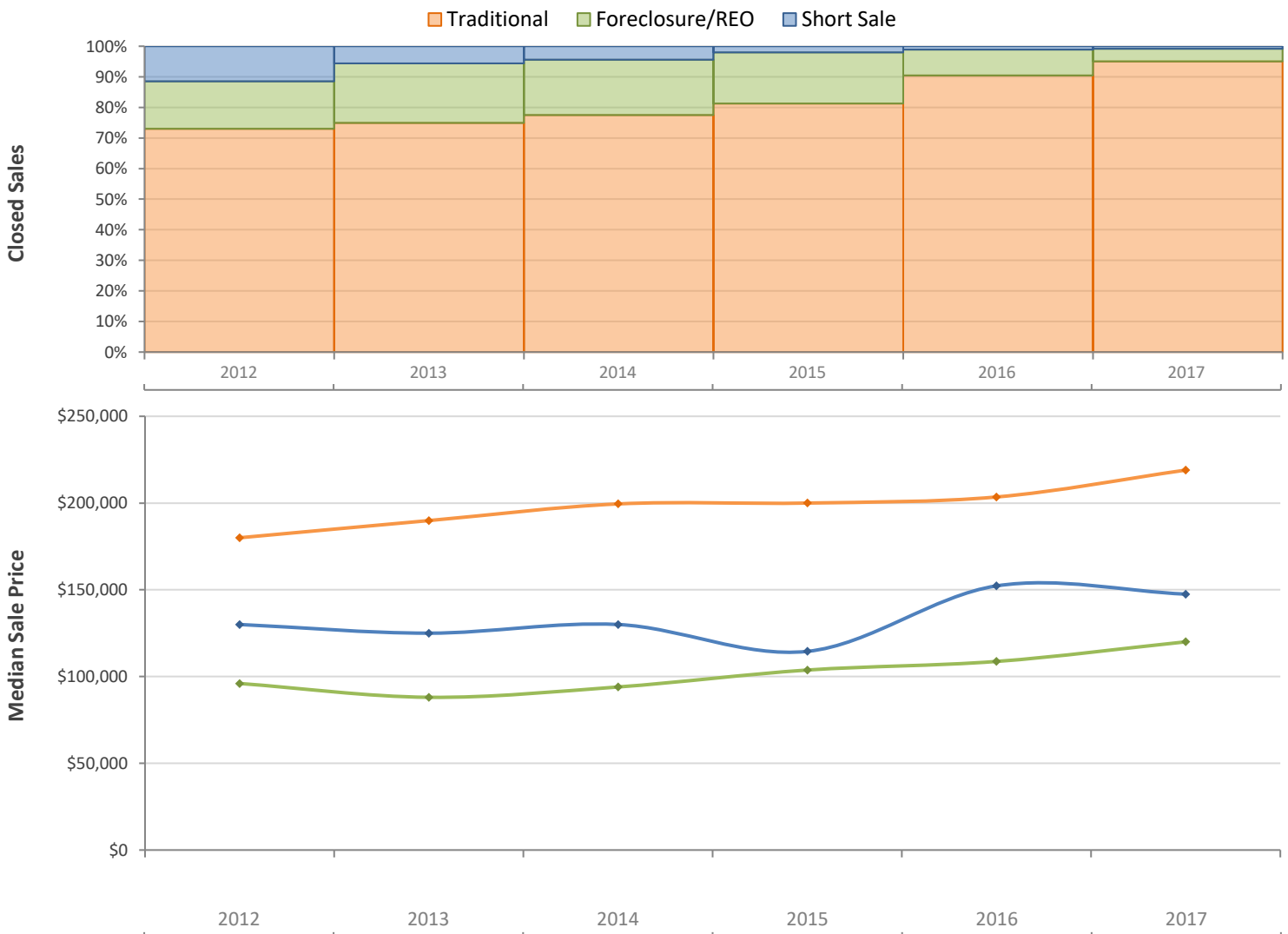
# Yearly Distressed Market - 2017

## Single Family Homes

### Alachua County



		2017	2016	Percent Change Year-over-Year
Traditional	Closed Sales	2,877	2,617	9.9%
	Median Sale Price	\$219,000	\$203,500	7.6%
Foreclosure/REO	Closed Sales	124	244	-49.2%
	Median Sale Price	\$120,000	\$108,696	10.4%
Short Sale	Closed Sales	25	33	-24.2%
	Median Sale Price	\$147,500	\$152,250	-3.1%



# Yearly Market Detail - 2017

## Townhouses and Condos

### Alachua County



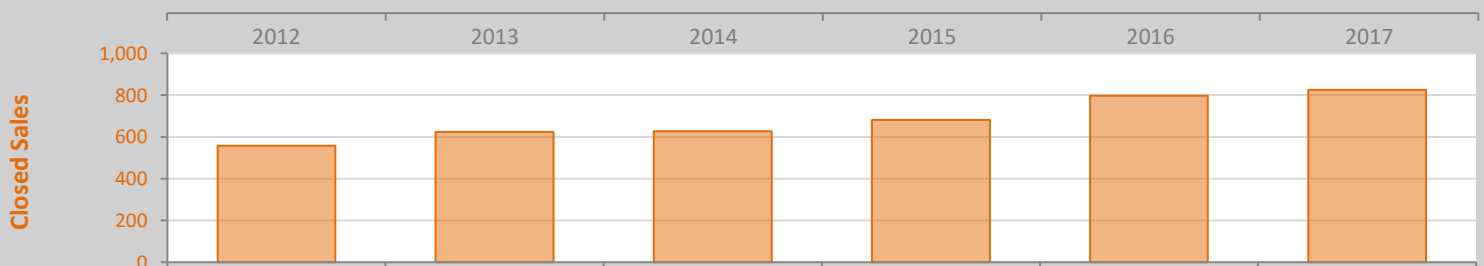
Summary Statistics	2017	2016	Percent Change Year-over-Year
Closed Sales	826	797	3.6%
Paid in Cash	497	456	9.0%
Median Sale Price	\$112,000	\$100,000	12.0%
Average Sale Price	\$115,534	\$109,156	5.8%
Dollar Volume	\$95.4 Million	\$87.0 Million	9.7%
Median Percent of Original List Price Received	96.2%	95.2%	1.1%
Median Time to Contract	34 Days	41 Days	-17.1%
Median Time to Sale	63 Days	86 Days	-26.7%
New Pending Sales	975	903	8.0%
New Listings	883	877	0.7%
Pending Inventory	63	57	10.5%
Inventory (Active Listings)	108	133	-18.8%
Months Supply of Inventory	1.6	2.0	-20.0%

## Closed Sales

The number of sales transactions which closed during the year

**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.

Year	Closed Sales	Percent Change Year-over-Year
2017	826	3.6%
2016	797	17.0%
2015	681	8.6%
2014	627	0.5%
2013	624	12.0%
2012	557	12.8%

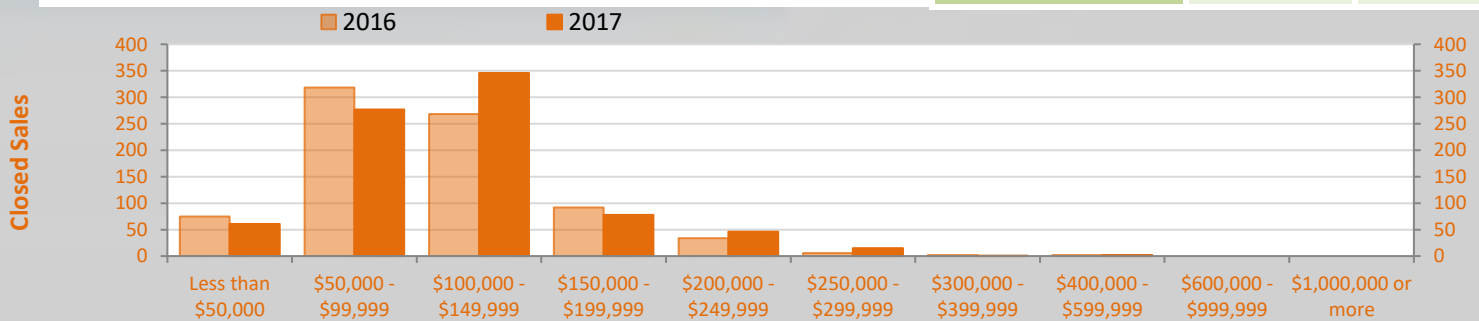


## Closed Sales by Sale Price

The number of sales transactions which closed during the year

**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.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	61	-18.7%
\$50,000 - \$99,999	277	-12.9%
\$100,000 - \$149,999	346	29.1%
\$150,000 - \$199,999	78	-15.2%
\$200,000 - \$249,999	46	35.3%
\$250,000 - \$299,999	15	150.0%
\$300,000 - \$399,999	1	-50.0%
\$400,000 - \$599,999	2	0.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

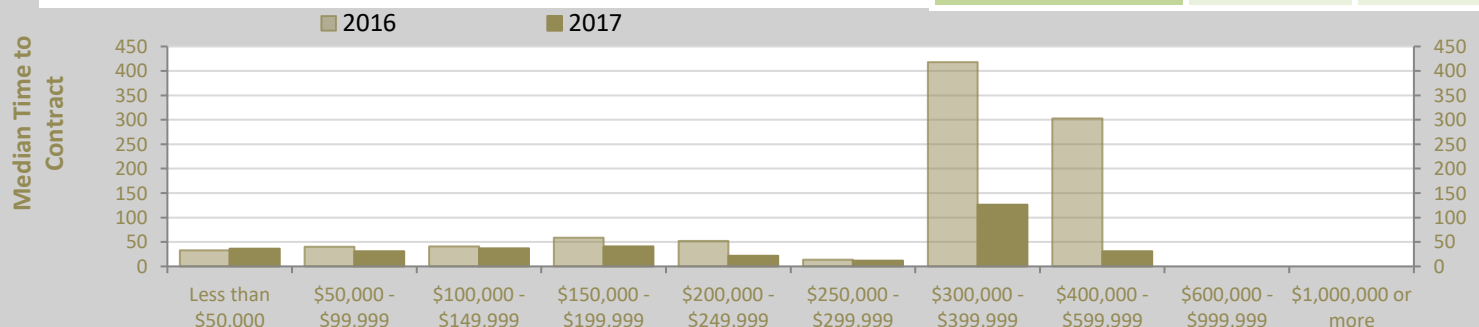


## Median Time to Contract by Sale Price

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

**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 year. 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	36 Days	9.1%
\$50,000 - \$99,999	31 Days	-22.5%
\$100,000 - \$149,999	37 Days	-9.8%
\$150,000 - \$199,999	41 Days	-30.5%
\$200,000 - \$249,999	22 Days	-57.7%
\$250,000 - \$299,999	12 Days	-14.3%
\$300,000 - \$399,999	126 Days	-69.9%
\$400,000 - \$599,999	31 Days	-89.8%
\$600,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	(No Sales)	N/A

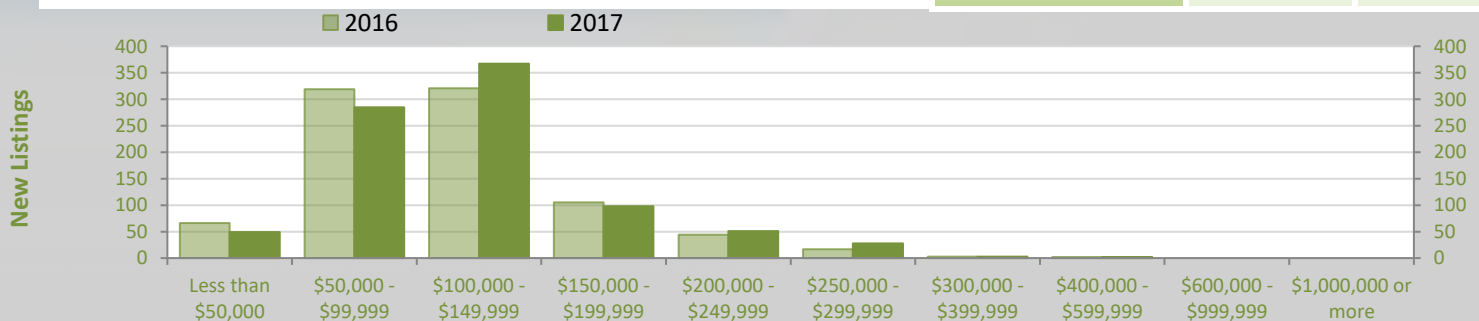


## New Listings by Initial Listing Price

The number of properties put onto the market during the year

**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	49	-25.8%
\$50,000 - \$99,999	285	-10.7%
\$100,000 - \$149,999	367	14.3%
\$150,000 - \$199,999	98	-6.7%
\$200,000 - \$249,999	51	15.9%
\$250,000 - \$299,999	28	64.7%
\$300,000 - \$399,999	3	0.0%
\$400,000 - \$599,999	2	0.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

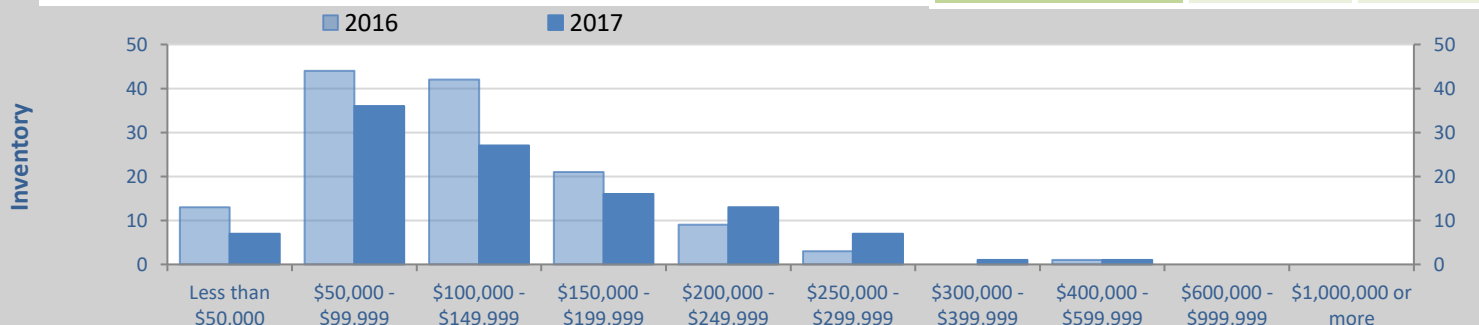


## Inventory by Current Listing Price

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

**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 year, since it is the most current. 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	-46.2%
\$50,000 - \$99,999	36	-18.2%
\$100,000 - \$149,999	27	-35.7%
\$150,000 - \$199,999	16	-23.8%
\$200,000 - \$249,999	13	44.4%
\$250,000 - \$299,999	7	133.3%
\$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



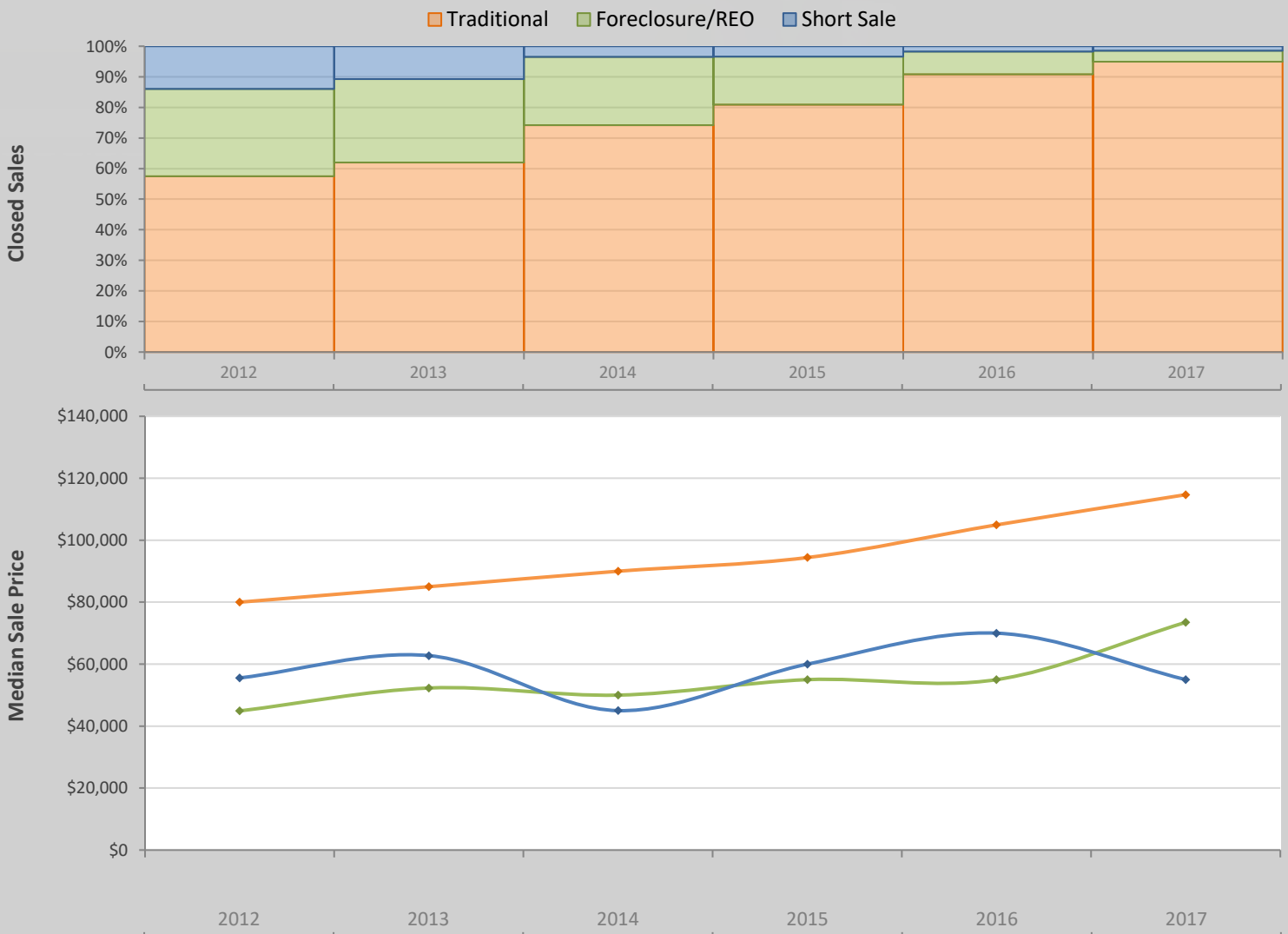
# Yearly Distressed Market - 2017

## Townhouses and Condos

### Alachua County



		2017	2016	Percent Change Year-over-Year
Traditional	Closed Sales	784	724	8.3%
	Median Sale Price	\$114,700	\$104,950	9.3%
Foreclosure/REO	Closed Sales	30	59	-49.2%
	Median Sale Price	\$73,500	\$55,000	33.6%
Short Sale	Closed Sales	12	14	-14.3%
	Median Sale Price	\$55,000	\$70,000	-21.4%

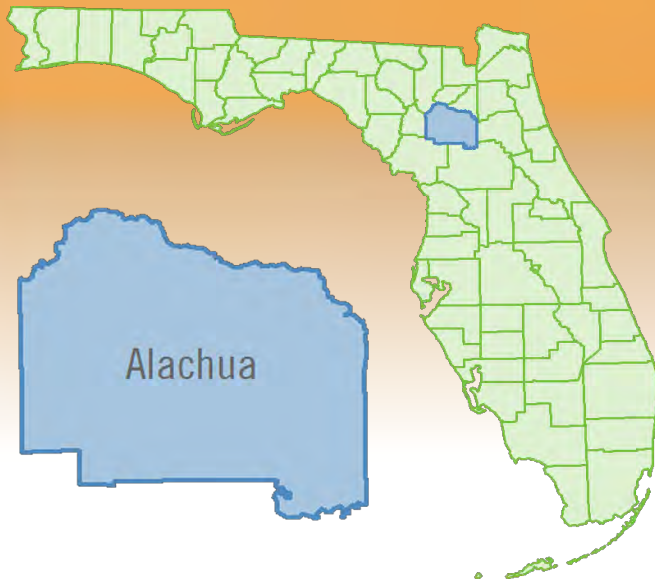




# Yearly Market Detail - 2017

## Manufactured Homes

### Alachua County



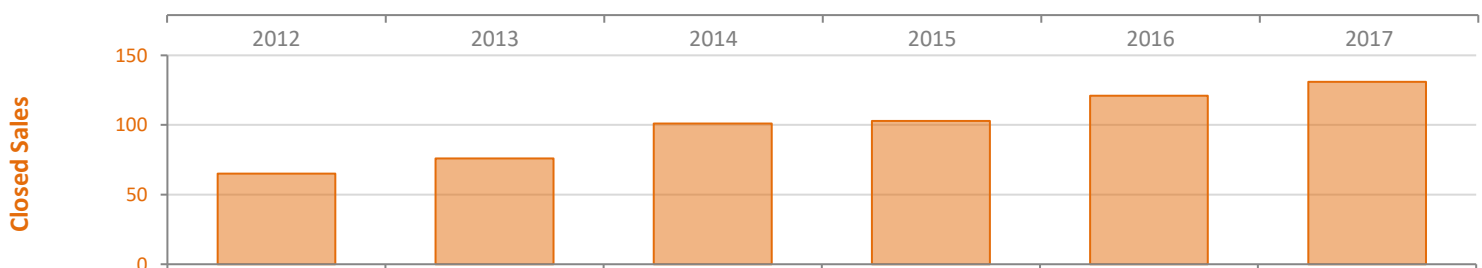
Summary Statistics	2017	2016	Percent Change Year-over-Year
Closed Sales	131	121	8.3%
Paid in Cash	79	70	12.9%
Median Sale Price	\$74,450	\$60,000	24.1%
Average Sale Price	\$84,797	\$73,581	15.2%
Dollar Volume	\$11.1 Million	\$8.9 Million	24.8%
Median Percent of Original List Price Received	94.5%	92.6%	2.1%
Median Time to Contract	64 Days	53 Days	20.8%
Median Time to Sale	100 Days	95 Days	5.3%
New Pending Sales	158	159	-0.6%
New Listings	159	176	-9.7%
Pending Inventory	14	16	-12.5%
Inventory (Active Listings)	34	55	-38.2%
Months Supply of Inventory	3.1	5.5	-43.6%

## Closed Sales

The number of sales transactions which closed during the year

**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.

Year	Closed Sales	Percent Change Year-over-Year
<b>2017</b>	<b>131</b>	<b>8.3%</b>
2016	121	17.5%
2015	103	2.0%
2014	101	32.9%
2013	76	16.9%
2012	65	-3.0%

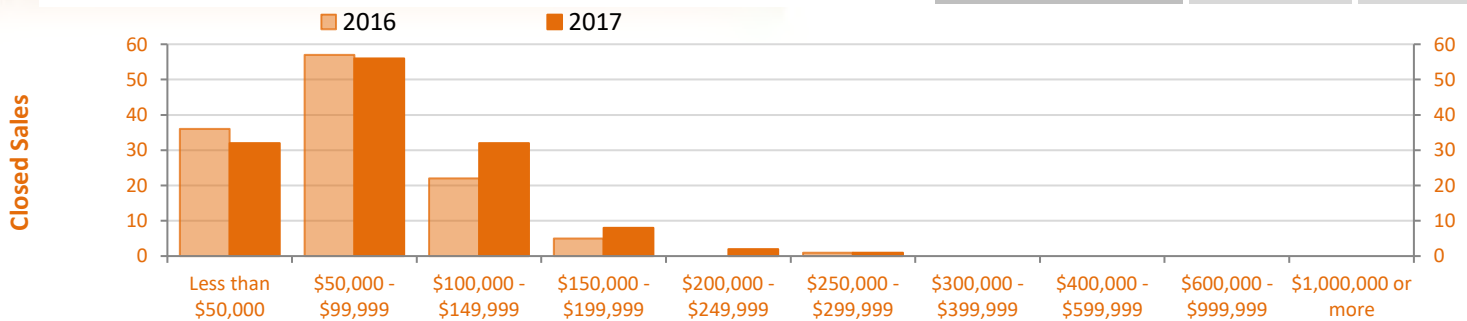


## Closed Sales by Sale Price

The number of sales transactions which closed during the year

**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.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	32	-11.1%
\$50,000 - \$99,999	56	-1.8%
\$100,000 - \$149,999	32	45.5%
\$150,000 - \$199,999	8	60.0%
\$200,000 - \$249,999	2	N/A
\$250,000 - \$299,999	1	0.0%
\$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

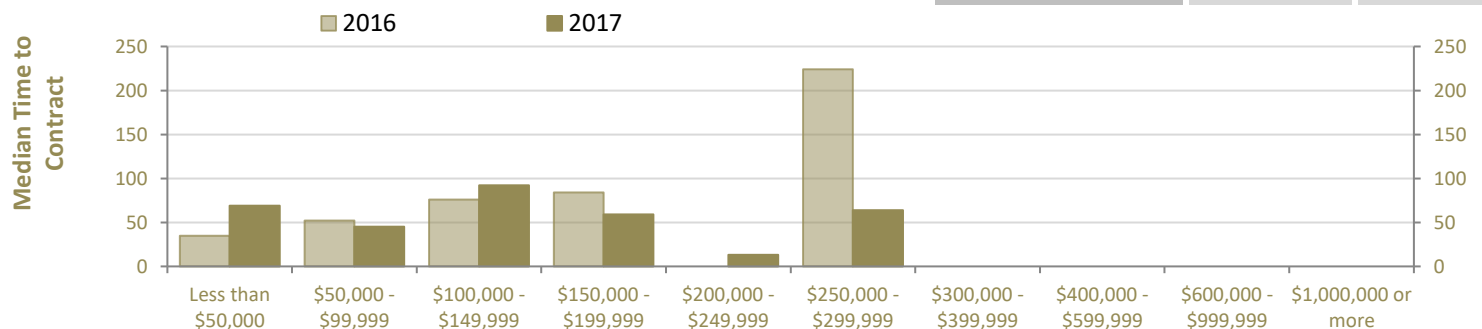


## Median Time to Contract by Sale Price

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

**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 year. 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	69 Days	97.1%
\$50,000 - \$99,999	45 Days	-13.5%
\$100,000 - \$149,999	92 Days	21.1%
\$150,000 - \$199,999	59 Days	-29.8%
\$200,000 - \$249,999	13 Days	N/A
\$250,000 - \$299,999	64 Days	-71.4%
\$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

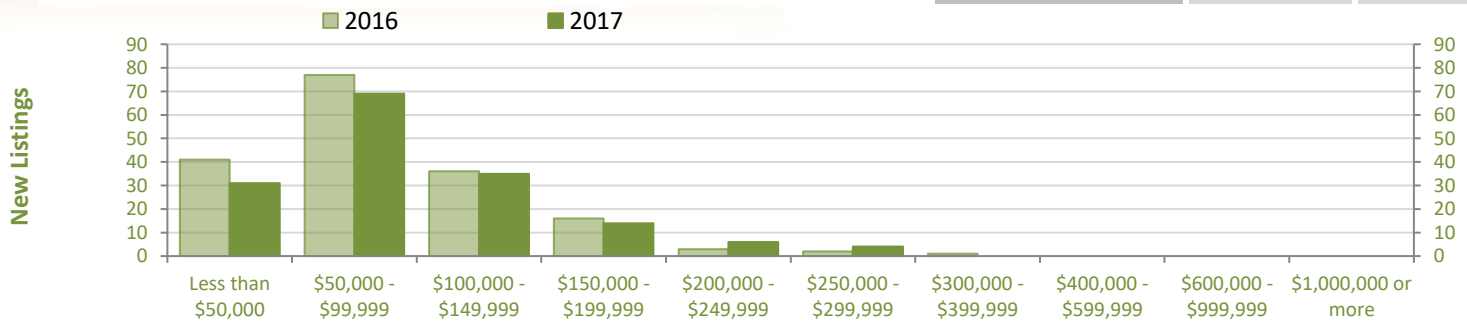


## New Listings by Initial Listing Price

The number of properties put onto the market during the year

**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	31	-24.4%
\$50,000 - \$99,999	69	-10.4%
\$100,000 - \$149,999	35	-2.8%
\$150,000 - \$199,999	14	-12.5%
\$200,000 - \$249,999	6	100.0%
\$250,000 - \$299,999	4	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

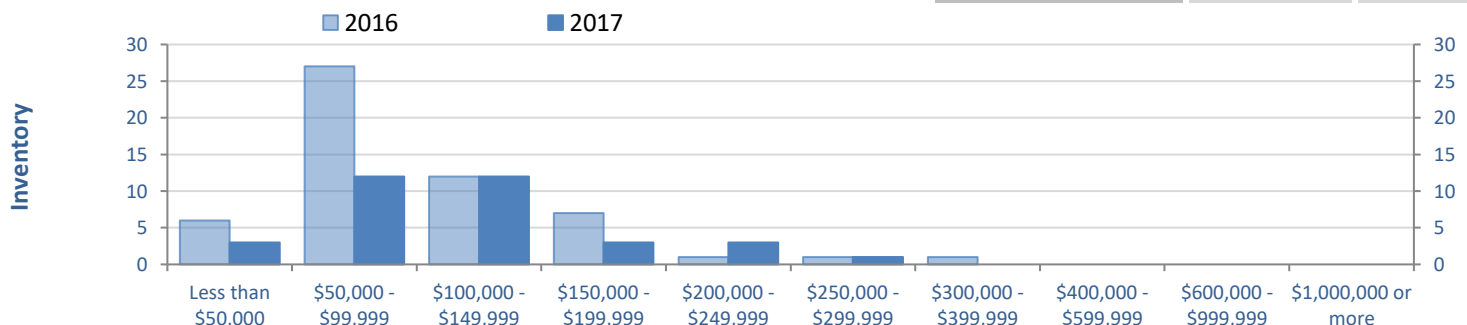


## Inventory by Current Listing Price

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

**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 year, since it is the most current. 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	-50.0%
\$50,000 - \$99,999	12	-55.6%
\$100,000 - \$149,999	12	0.0%
\$150,000 - \$199,999	3	-57.1%
\$200,000 - \$249,999	3	200.0%
\$250,000 - \$299,999	1	0.0%
\$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



# Yearly Distressed Market - 2017

## Manufactured Homes

### Alachua County



		2017	2016	Percent Change Year-over-Year
Traditional	Closed Sales	110	82	34.1%
	Median Sale Price	\$80,000	\$70,000	14.3%
Foreclosure/REO	Closed Sales	20	37	-45.9%
	Median Sale Price	\$49,000	\$41,500	18.1%
Short Sale	Closed Sales	1	2	-50.0%
	Median Sale Price	\$66,500	\$55,000	20.9%

