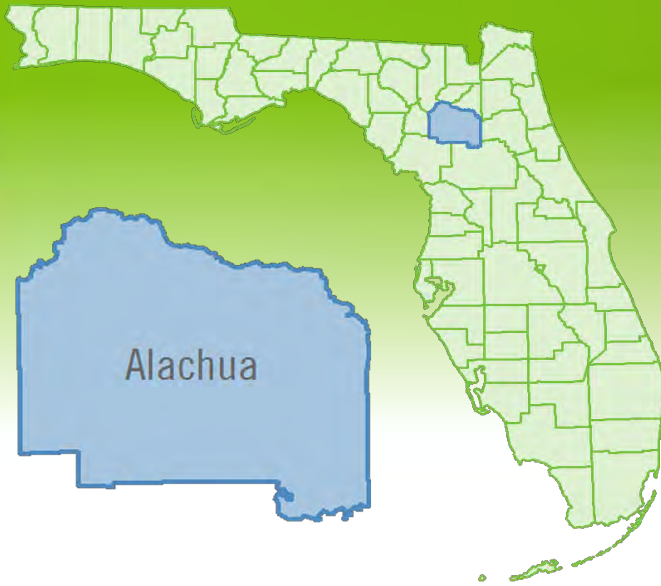


# Monthly Market Detail - June 2017

## Single Family Homes

### Alachua County



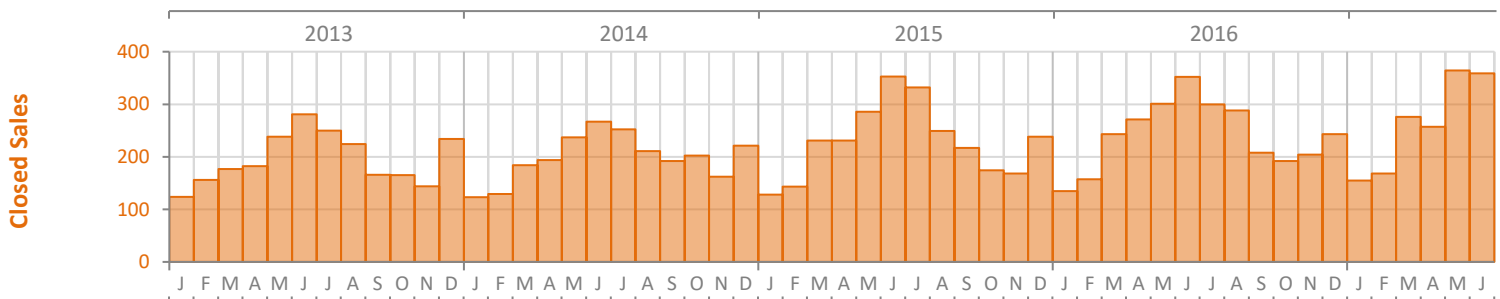
Summary Statistics	June 2017	June 2016	Percent Change Year-over-Year
Closed Sales	359	352	2.0%
Paid in Cash	75	57	31.6%
Median Sale Price	\$224,625	\$204,500	9.8%
Average Sale Price	\$274,387	\$230,955	18.8%
Dollar Volume	\$98.5 Million	\$81.3 Million	21.2%
Median Percent of Original List Price Received	97.8%	97.4%	0.4%
Median Time to Contract	42 Days	44 Days	-4.5%
Median Time to Sale	82 Days	89 Days	-7.9%
New Pending Sales	357	310	15.2%
New Listings	368	324	13.6%
Pending Inventory	472	534	-11.6%
Inventory (Active Listings)	1,003	1,037	-3.3%
Months Supply of Inventory	4.0	4.4	-9.1%

## 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
<b>June 2017</b>	<b>359</b>	<b>2.0%</b>
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%
September 2016	208	-4.1%
August 2016	288	15.7%
July 2016	300	-9.6%
June 2016	352	-0.3%

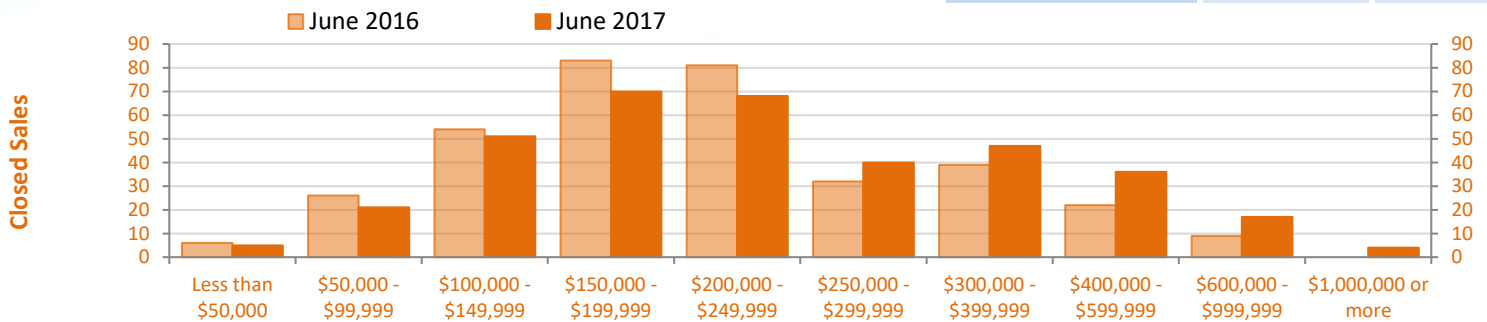


## Closed Sales by Sale Price

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	5	-16.7%
\$50,000 - \$99,999	21	-19.2%
\$100,000 - \$149,999	51	-5.6%
\$150,000 - \$199,999	70	-15.7%
\$200,000 - \$249,999	68	-16.0%
\$250,000 - \$299,999	40	25.0%
\$300,000 - \$399,999	47	20.5%
\$400,000 - \$599,999	36	63.6%
\$600,000 - \$999,999	17	88.9%
\$1,000,000 or more	4	N/A

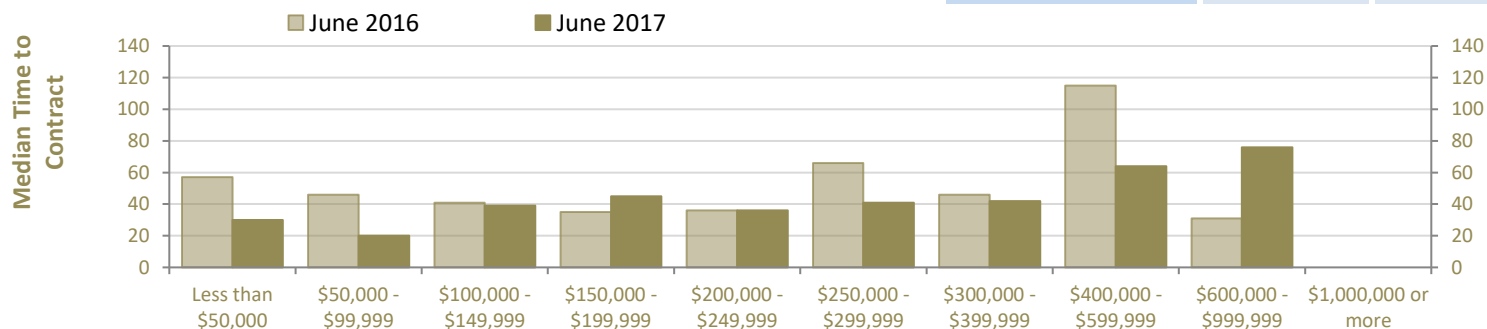


## Median Time to Contract by Sale Price

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	30 Days	-47.4%
\$50,000 - \$99,999	20 Days	-56.5%
\$100,000 - \$149,999	39 Days	-4.9%
\$150,000 - \$199,999	45 Days	28.6%
\$200,000 - \$249,999	36 Days	0.0%
\$250,000 - \$299,999	41 Days	-37.9%
\$300,000 - \$399,999	42 Days	-8.7%
\$400,000 - \$599,999	64 Days	-44.3%
\$600,000 - \$999,999	76 Days	145.2%
\$1,000,000 or more	0 Days	N/A

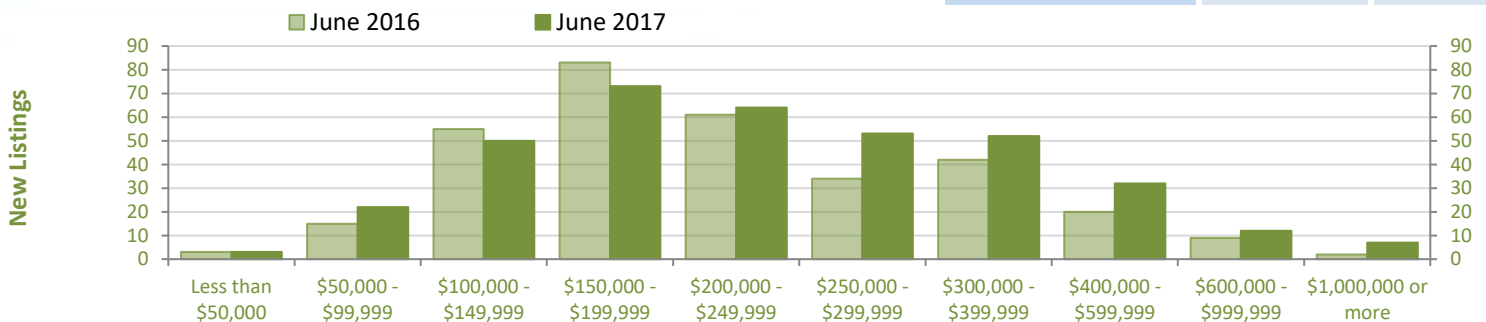


## New Listings by Initial Listing Price

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	3	0.0%
\$50,000 - \$99,999	22	46.7%
\$100,000 - \$149,999	50	-9.1%
\$150,000 - \$199,999	73	-12.0%
\$200,000 - \$249,999	64	4.9%
\$250,000 - \$299,999	53	55.9%
\$300,000 - \$399,999	52	23.8%
\$400,000 - \$599,999	32	60.0%
\$600,000 - \$999,999	12	33.3%
\$1,000,000 or more	7	250.0%

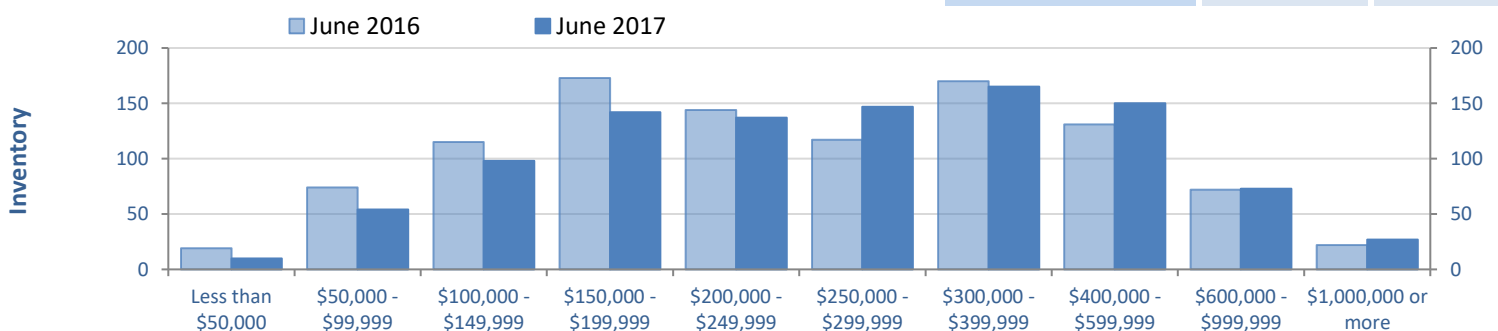


## Inventory by Current Listing Price

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.

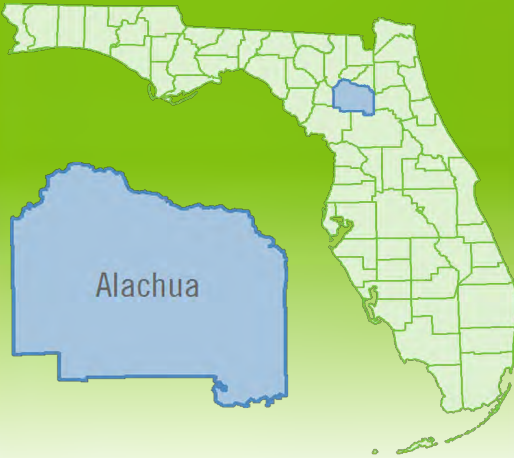
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	10	-47.4%
\$50,000 - \$99,999	54	-27.0%
\$100,000 - \$149,999	98	-14.8%
\$150,000 - \$199,999	142	-17.9%
\$200,000 - \$249,999	137	-4.9%
\$250,000 - \$299,999	147	25.6%
\$300,000 - \$399,999	165	-2.9%
\$400,000 - \$599,999	150	14.5%
\$600,000 - \$999,999	73	1.4%
\$1,000,000 or more	27	22.7%



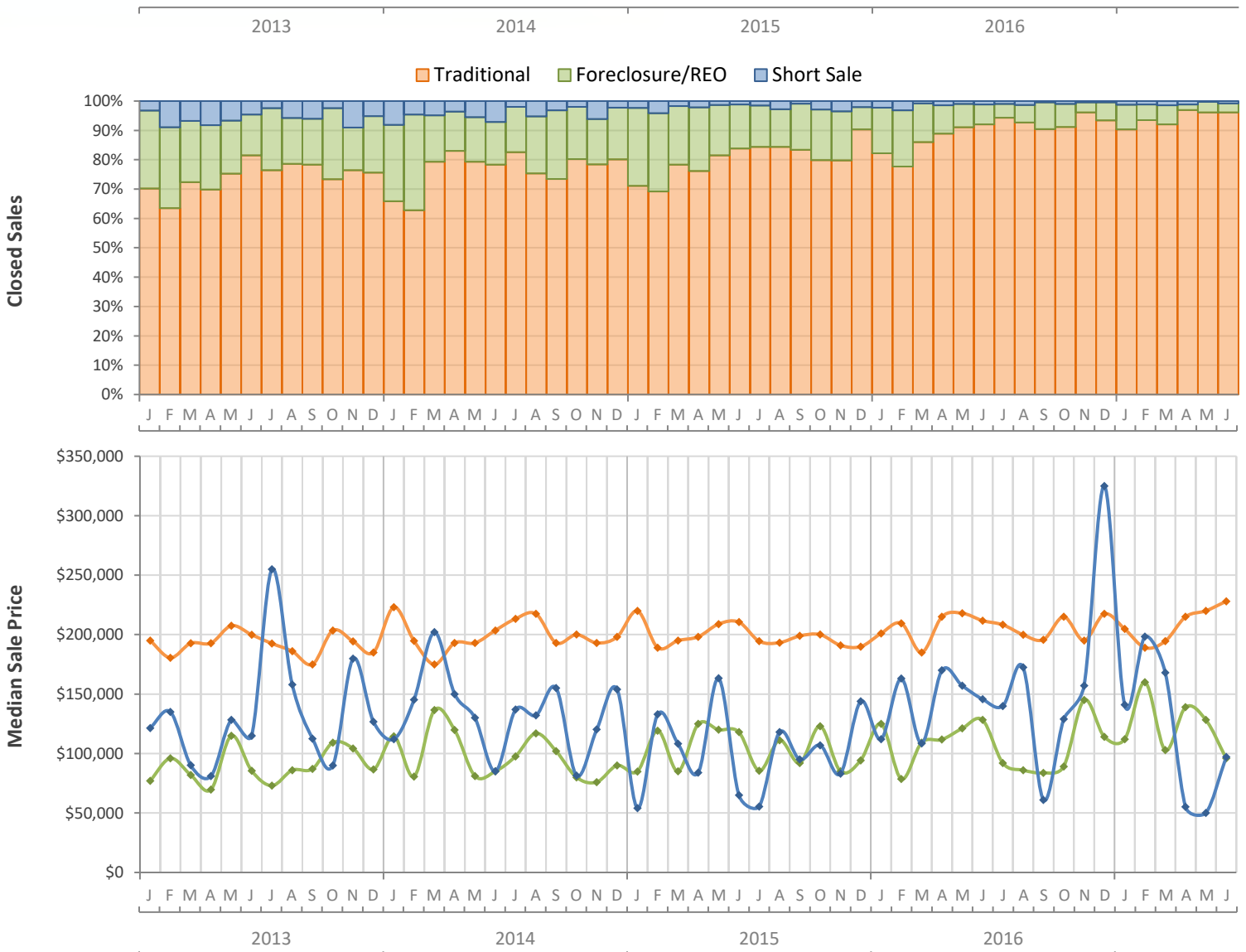
# Monthly Distressed Market - June 2017

## Single Family Homes

### Alachua County



		June 2017	June 2016	Percent Change Year-over-Year
Traditional	Closed Sales	345	324	6.5%
	Median Sale Price	\$228,000	\$211,750	7.7%
Foreclosure/REO	Closed Sales	11	24	-54.2%
	Median Sale Price	\$96,000	\$128,253	-25.1%
Short Sale	Closed Sales	3	4	-25.0%
	Median Sale Price	\$97,000	\$145,700	-33.4%



# Monthly Market Detail - June 2017

## Townhouses and Condos

### Alachua County



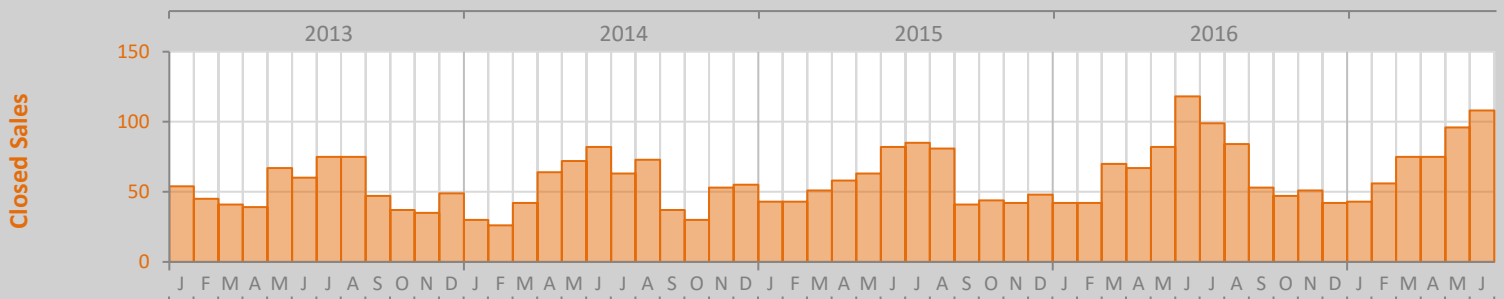
Summary Statistics	June 2017	June 2016	Percent Change Year-over-Year
Closed Sales	108	118	-8.5%
Paid in Cash	61	58	5.2%
Median Sale Price	\$120,500	\$114,445	5.3%
Average Sale Price	\$116,682	\$114,250	2.1%
Dollar Volume	\$12.6 Million	\$13.5 Million	-6.5%
Median Percent of Original List Price Received	96.7%	95.4%	1.4%
Median Time to Contract	26 Days	34 Days	-23.5%
Median Time to Sale	60 Days	91 Days	-34.1%
New Pending Sales	103	83	24.1%
New Listings	96	87	10.3%
Pending Inventory	110	146	-24.7%
Inventory (Active Listings)	164	220	-25.5%
Months Supply of Inventory	2.4	3.5	-31.4%

## 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
<b>June 2017</b>	<b>108</b>	<b>-8.5%</b>
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%
September 2016	53	29.3%
August 2016	84	3.7%
July 2016	99	16.5%
June 2016	118	43.9%

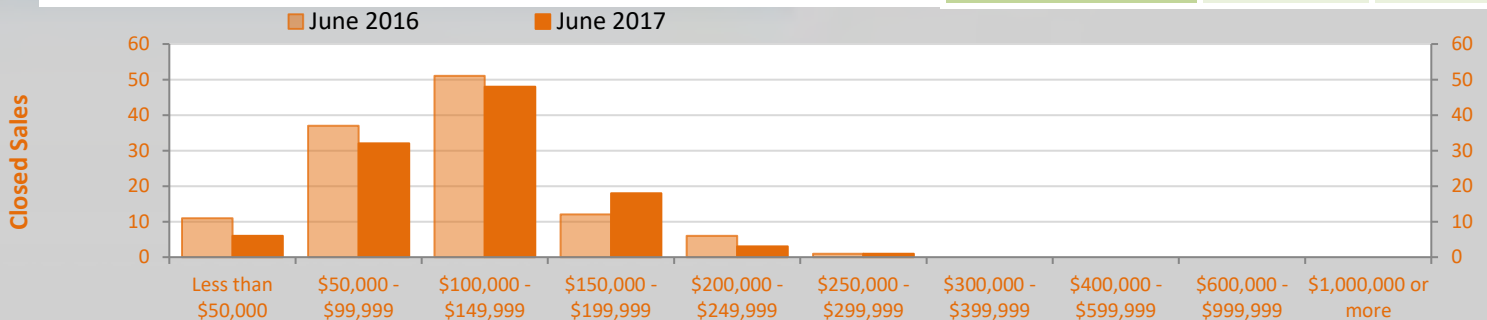


## Closed Sales by Sale Price

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	6	-45.5%
\$50,000 - \$99,999	32	-13.5%
\$100,000 - \$149,999	48	-5.9%
\$150,000 - \$199,999	18	50.0%
\$200,000 - \$249,999	3	-50.0%
\$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

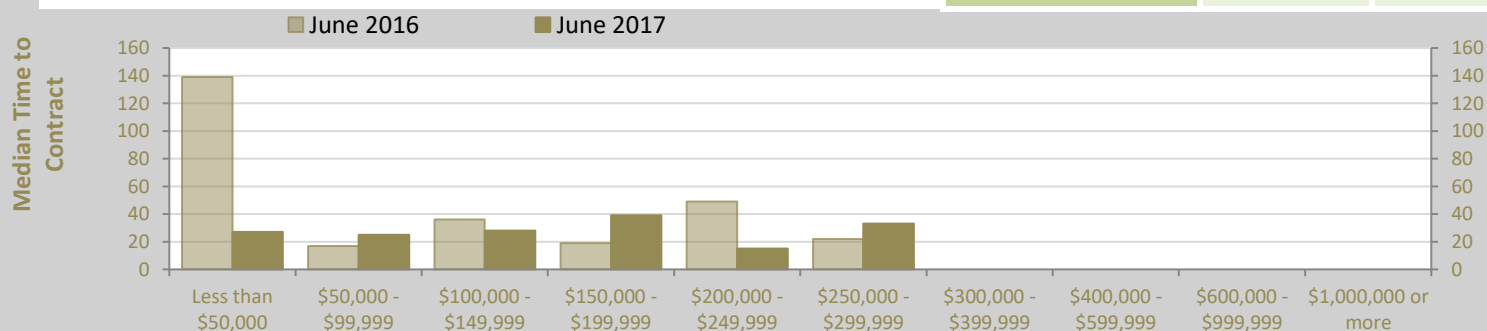


## Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the 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	27 Days	-80.6%
\$50,000 - \$99,999	25 Days	47.1%
\$100,000 - \$149,999	28 Days	-22.2%
\$150,000 - \$199,999	39 Days	105.3%
\$200,000 - \$249,999	15 Days	-69.4%
\$250,000 - \$299,999	33 Days	50.0%
\$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

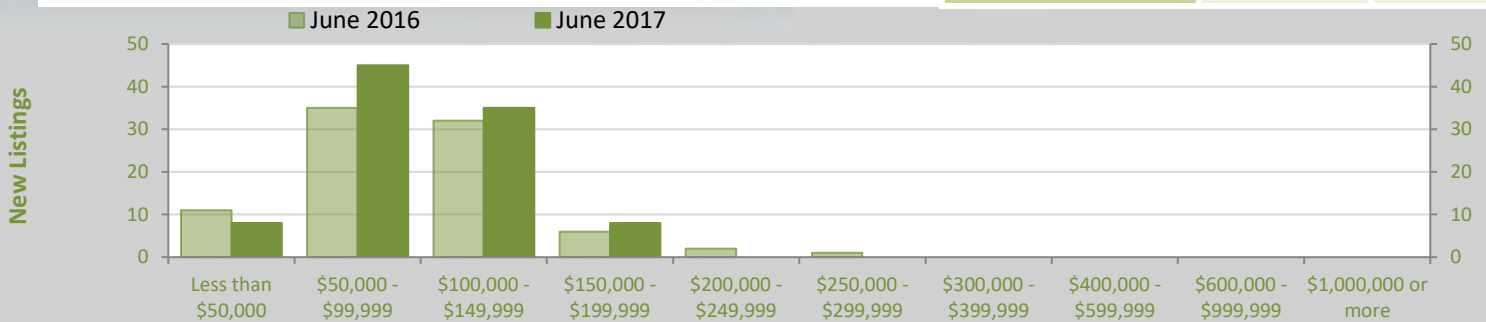


## New Listings by Initial Listing Price

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	8	-27.3%
\$50,000 - \$99,999	45	28.6%
\$100,000 - \$149,999	35	9.4%
\$150,000 - \$199,999	8	33.3%
\$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

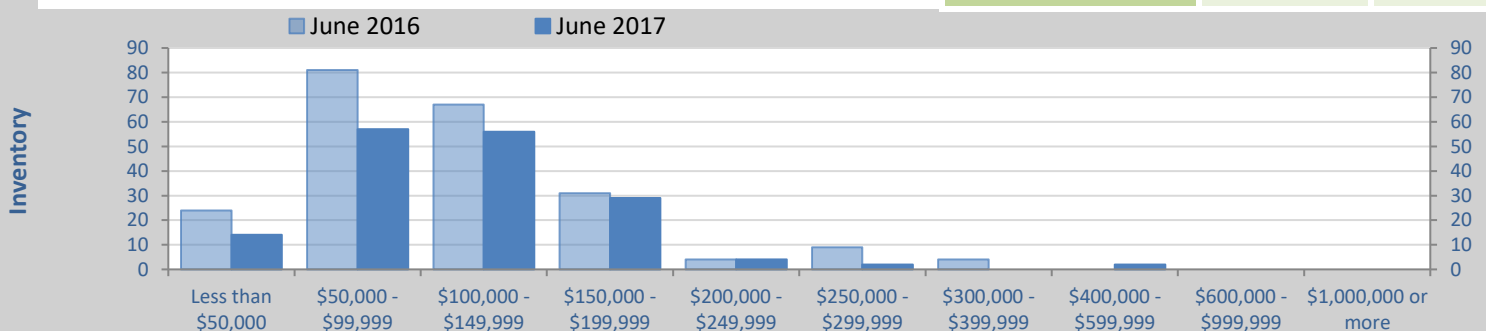


## Inventory by Current Listing Price

The number of property listings active at the end of the 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	14	-41.7%
\$50,000 - \$99,999	57	-29.6%
\$100,000 - \$149,999	56	-16.4%
\$150,000 - \$199,999	29	-6.5%
\$200,000 - \$249,999	4	0.0%
\$250,000 - \$299,999	2	-77.8%
\$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



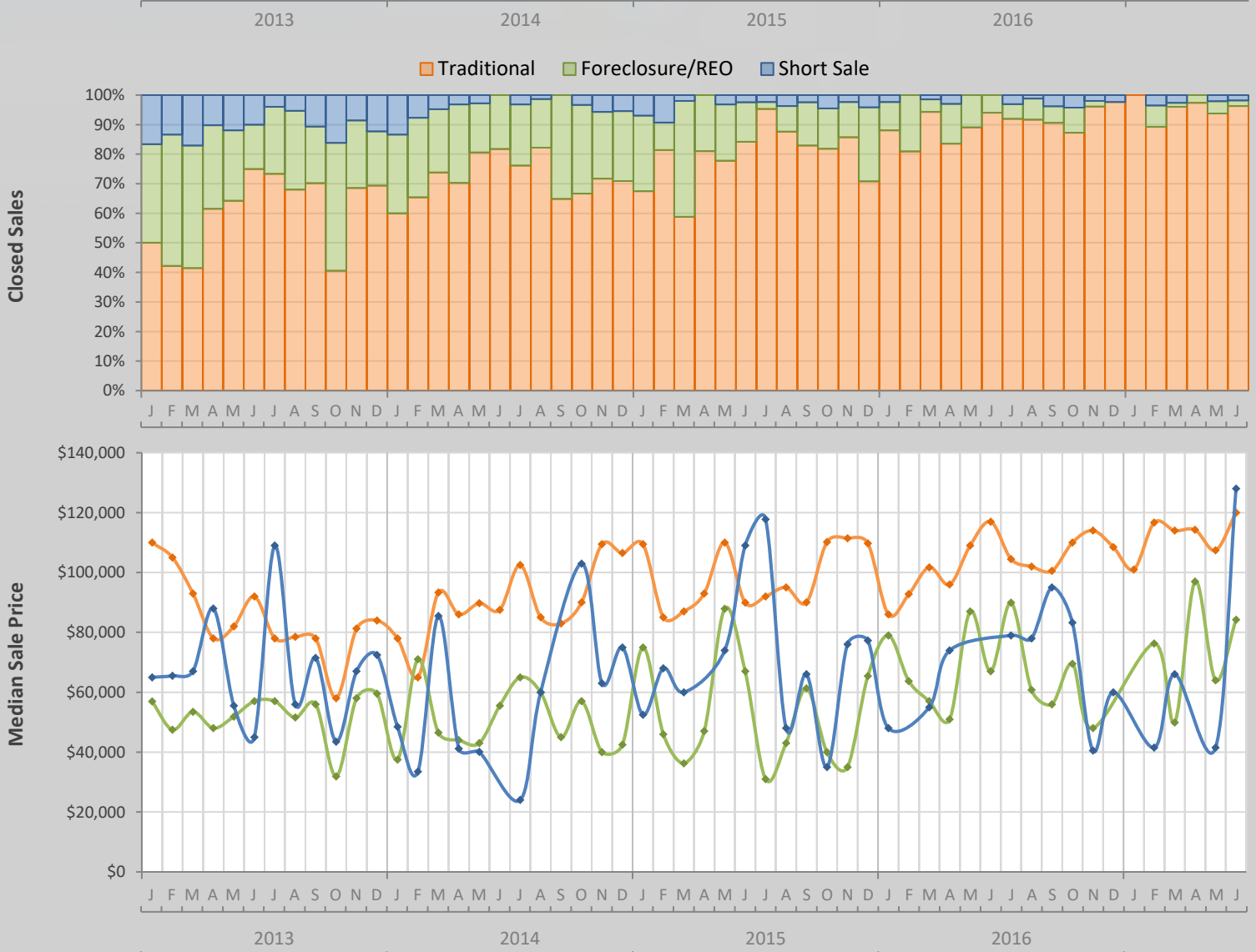
# Monthly Distressed Market - June 2017

## Townhouses and Condos

### Alachua County



		June 2017	June 2016	Percent Change Year-over-Year
Traditional	Closed Sales	104	111	-6.3%
	Median Sale Price	\$119,950	\$117,000	2.5%
Foreclosure/REO	Closed Sales	2	7	-71.4%
	Median Sale Price	\$84,250	\$67,000	25.7%
Short Sale	Closed Sales	2	0	N/A
	Median Sale Price	\$128,000	(No Sales)	N/A

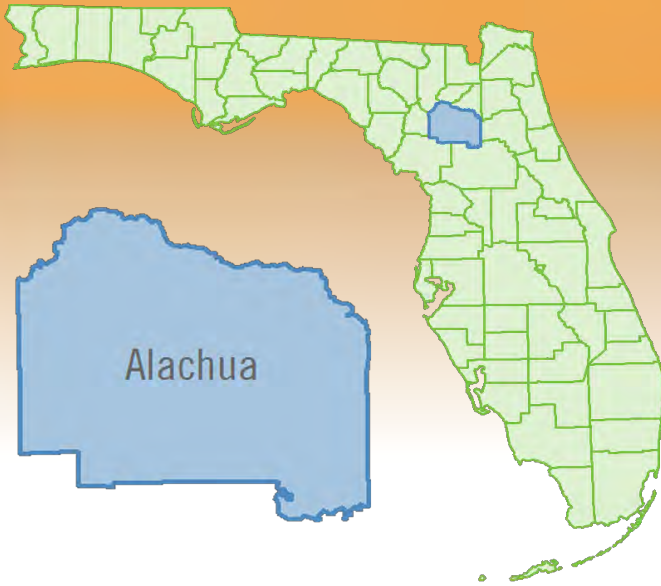




# Monthly Market Detail - June 2017

## Manufactured Homes

### Alachua County



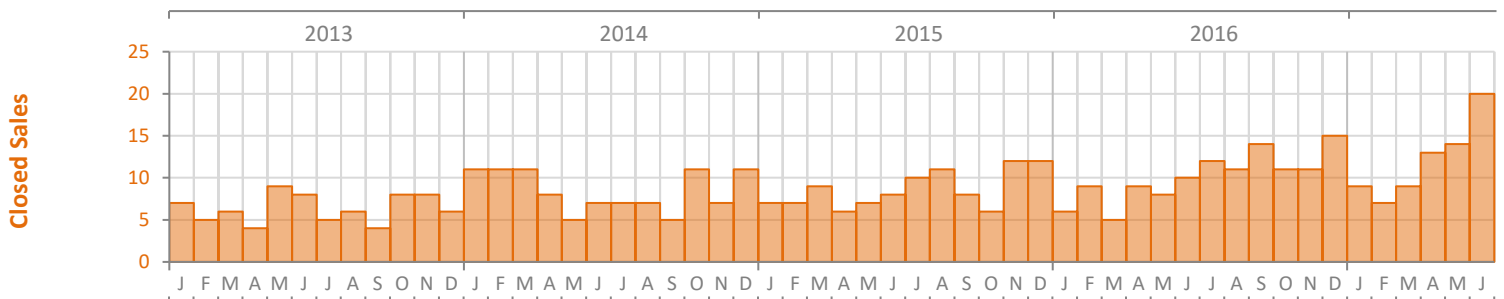
Summary Statistics	June 2017	June 2016	Percent Change Year-over-Year
Closed Sales	20	10	100.0%
Paid in Cash	10	4	150.0%
Median Sale Price	\$83,750	\$80,450	4.1%
Average Sale Price	\$89,615	\$93,180	-3.8%
Dollar Volume	\$1.8 Million	\$931,800	92.3%
Median Percent of Original List Price Received	96.9%	97.5%	-0.6%
Median Time to Contract	69 Days	59 Days	16.9%
Median Time to Sale	98 Days	143 Days	-31.5%
New Pending Sales	22	13	69.2%
New Listings	13	16	-18.8%
Pending Inventory	24	21	14.3%
Inventory (Active Listings)	37	69	-46.4%
Months Supply of Inventory	3.0	7.8	-61.5%

## 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>June 2017</b>	<b>20</b>	<b>100.0%</b>
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%
September 2016	14	75.0%
August 2016	11	0.0%
July 2016	12	20.0%
June 2016	10	25.0%

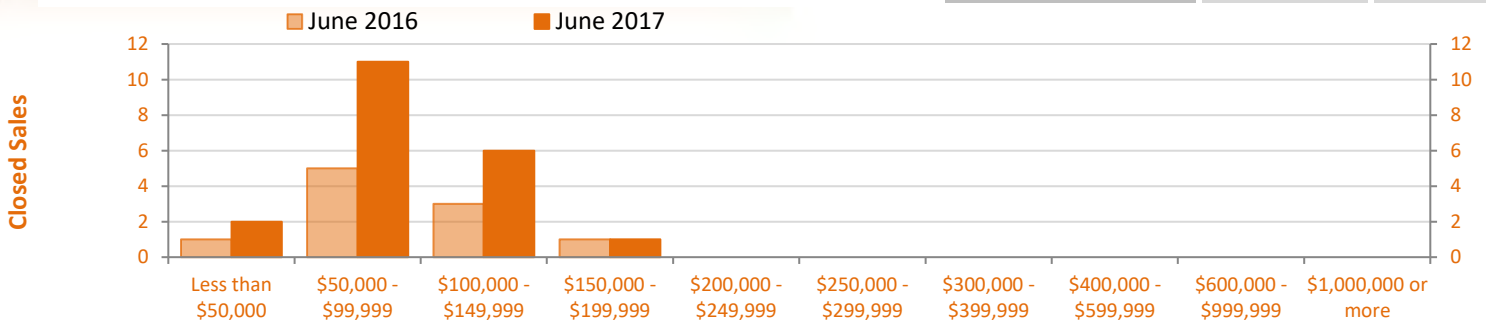


## Closed Sales by Sale Price

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	2	100.0%
\$50,000 - \$99,999	11	120.0%
\$100,000 - \$149,999	6	100.0%
\$150,000 - \$199,999	1	0.0%
\$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

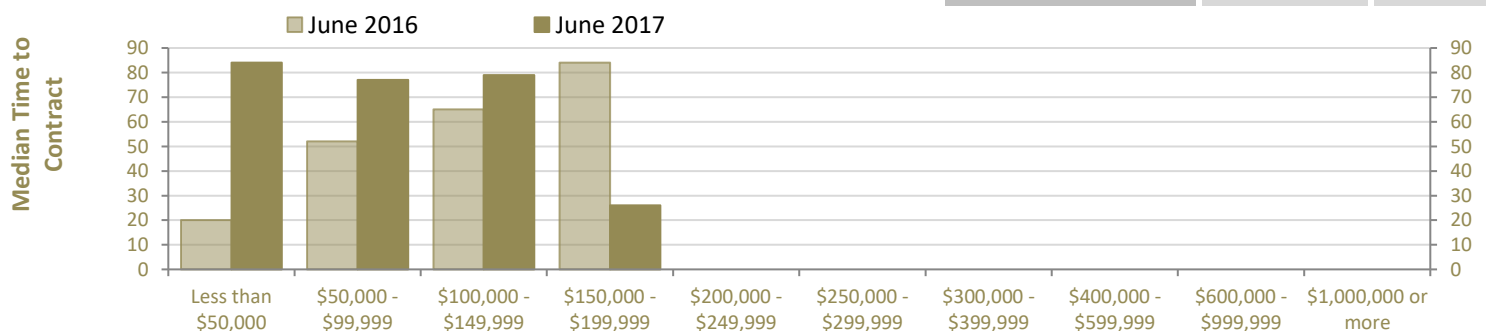


## Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the 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	84 Days	320.0%
\$50,000 - \$99,999	77 Days	48.1%
\$100,000 - \$149,999	79 Days	21.5%
\$150,000 - \$199,999	26 Days	-69.0%
\$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

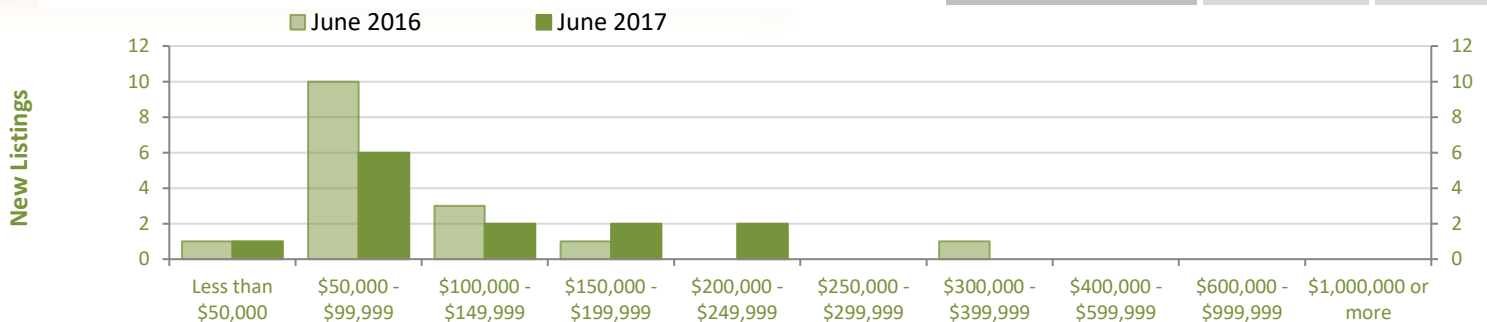


## New Listings by Initial Listing Price

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	0.0%
\$50,000 - \$99,999	6	-40.0%
\$100,000 - \$149,999	2	-33.3%
\$150,000 - \$199,999	2	100.0%
\$200,000 - \$249,999	2	N/A
\$250,000 - \$299,999	0	N/A
\$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

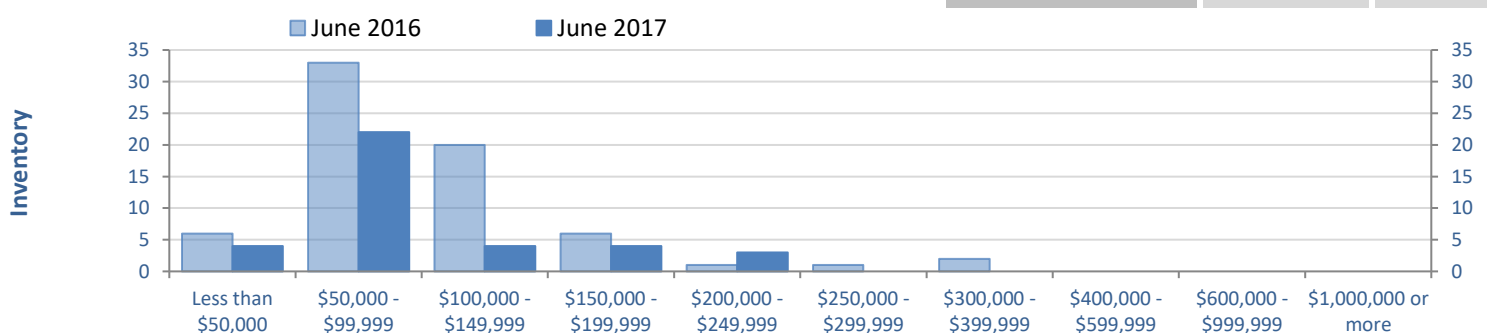


## Inventory by Current Listing Price

The number of property listings active at the end of the 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	22	-33.3%
\$100,000 - \$149,999	4	-80.0%
\$150,000 - \$199,999	4	-33.3%
\$200,000 - \$249,999	3	200.0%
\$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



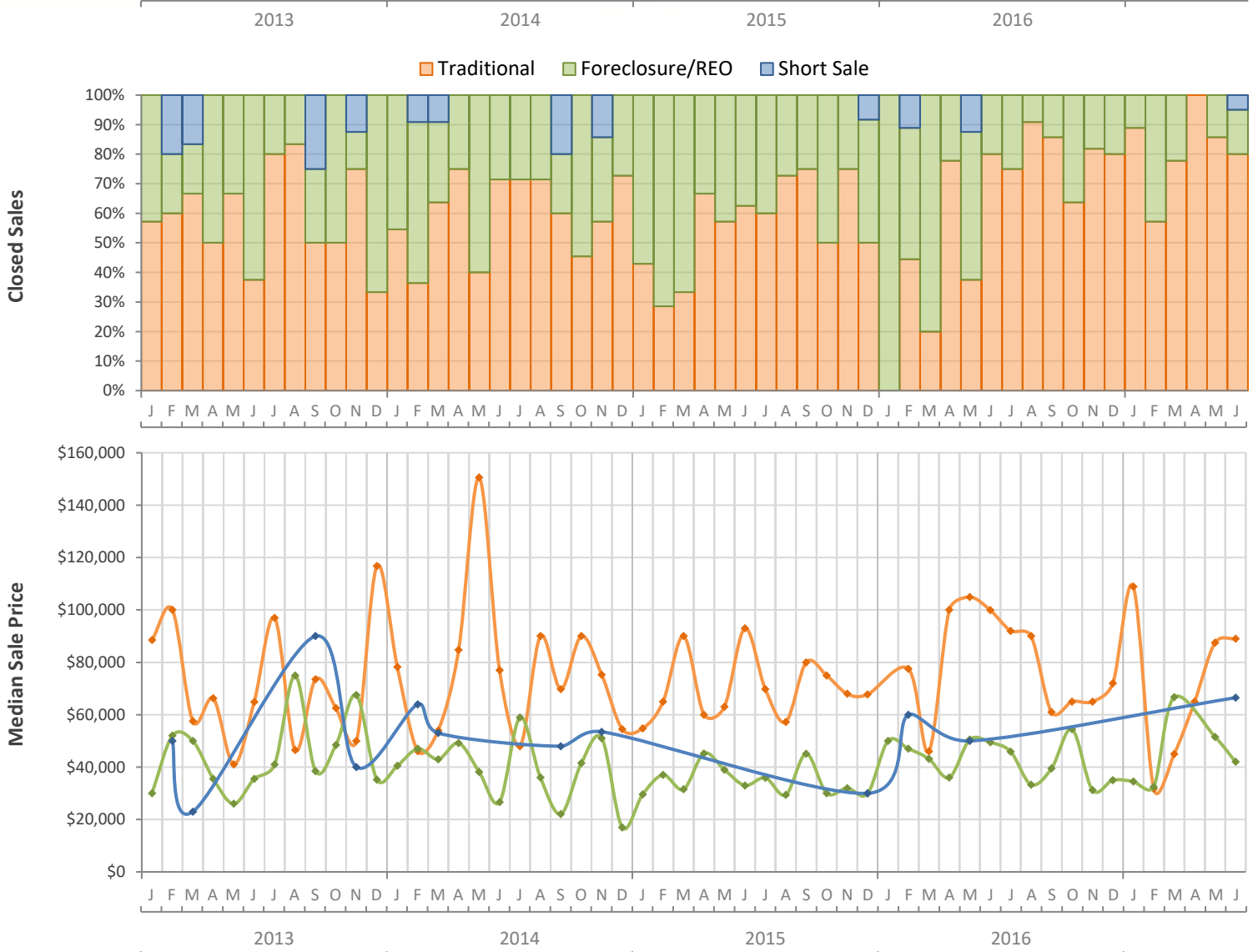
# Monthly Distressed Market - June 2017

## Manufactured Homes

### Alachua County



		June 2017	June 2016	Percent Change Year-over-Year
Traditional	Closed Sales	16	8	100.0%
	Median Sale Price	\$89,000	\$99,950	-11.0%
Foreclosure/REO	Closed Sales	3	2	50.0%
	Median Sale Price	\$42,000	\$49,450	-15.1%
Short Sale	Closed Sales	1	0	N/A
	Median Sale Price	\$66,500	(No Sales)	N/A



Produced by Florida REALTORS® with data provided by Florida's multiple listing services. Statistics for each month compiled from MLS feeds on the 15th day of the following month. Data released on Monday, July 24, 2017. Data revised on Monday, January 16, 2017. Next data release is Thursday, August 24, 2017.