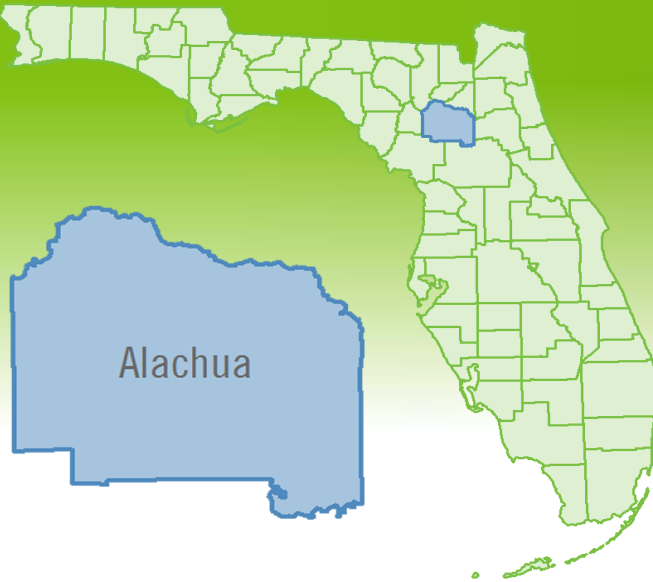


# Monthly Market Detail - January 2017

## Single Family Homes

### Alachua County



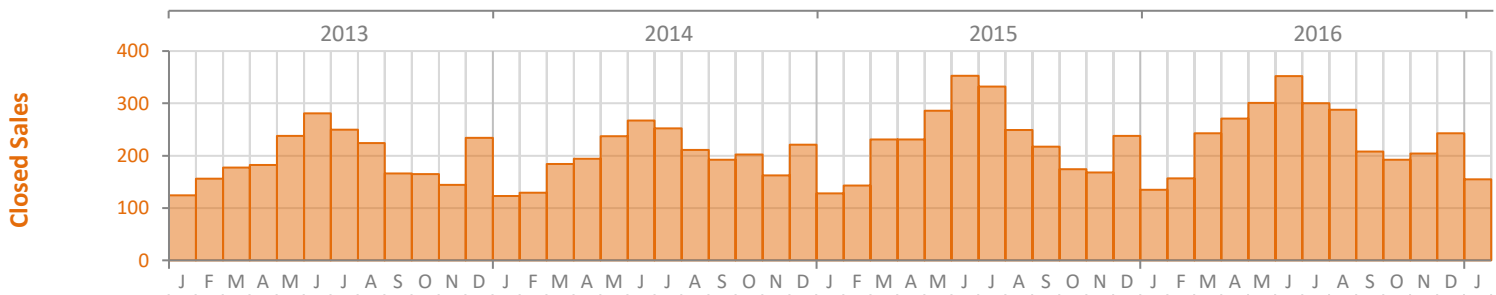
Summary Statistics	January 2017	January 2016	Percent Change Year-over-Year
Closed Sales	155	135	14.8%
Paid in Cash	38	36	5.6%
Median Sale Price	\$185,500	\$187,500	-1.1%
Average Sale Price	\$226,654	\$232,242	-2.4%
Dollar Volume	\$35.1 Million	\$31.4 Million	12.1%
Median Percent of Original List Price Received	96.0%	95.6%	0.4%
Median Time to Contract	68 Days	65 Days	4.6%
Median Time to Sale	107 Days	113 Days	-5.3%
New Pending Sales	267	233	14.6%
New Listings	266	280	-5.0%
Pending Inventory	378	380	-0.5%
Inventory (Active Listings)	828	958	-13.6%
Months Supply of Inventory	3.4	4.2	-19.0%

## 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>January 2017</b>	<b>155</b>	<b>14.8%</b>
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%
May 2016	301	5.2%
April 2016	271	17.3%
March 2016	243	5.2%
February 2016	157	9.8%
January 2016	135	5.5%

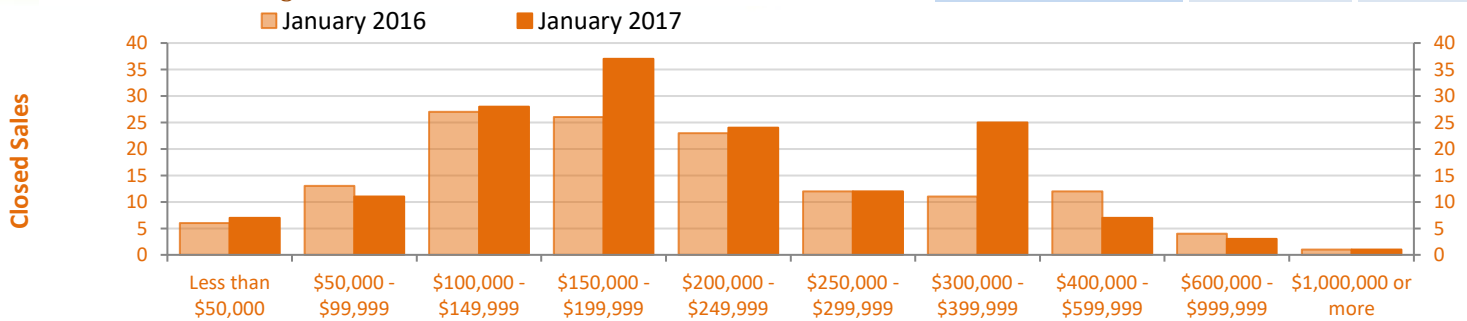


## Closed Sales by Sale Price

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	7	16.7%
\$50,000 - \$99,999	11	-15.4%
\$100,000 - \$149,999	28	3.7%
\$150,000 - \$199,999	37	42.3%
\$200,000 - \$249,999	24	4.3%
\$250,000 - \$299,999	12	0.0%
\$300,000 - \$399,999	25	127.3%
\$400,000 - \$599,999	7	-41.7%
\$600,000 - \$999,999	3	-25.0%
\$1,000,000 or more	1	0.0%

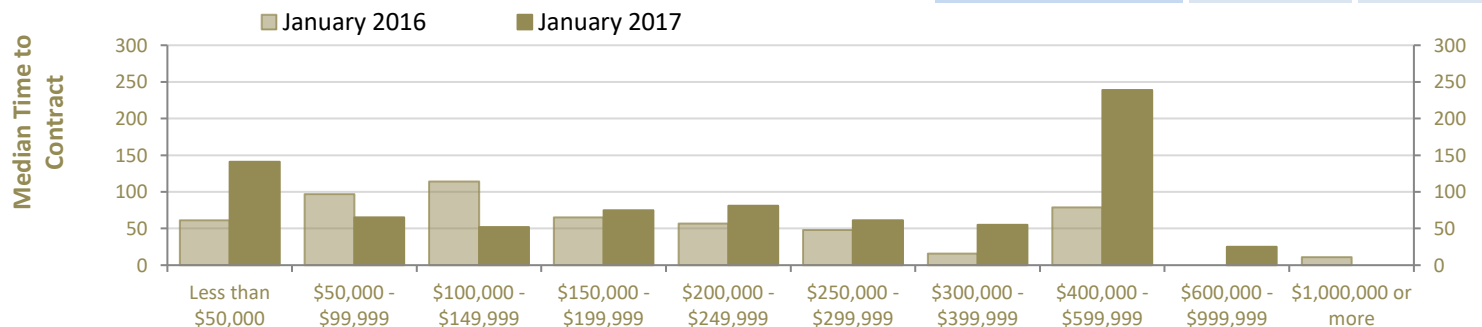


## Median Time to Contract by Sale Price

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	141 Days	131.1%
\$50,000 - \$99,999	65 Days	-33.0%
\$100,000 - \$149,999	52 Days	-54.4%
\$150,000 - \$199,999	75 Days	15.4%
\$200,000 - \$249,999	81 Days	42.1%
\$250,000 - \$299,999	61 Days	27.1%
\$300,000 - \$399,999	55 Days	243.8%
\$400,000 - \$599,999	239 Days	202.5%
\$600,000 - \$999,999	25 Days	N/A
\$1,000,000 or more	0 Days	-100.0%

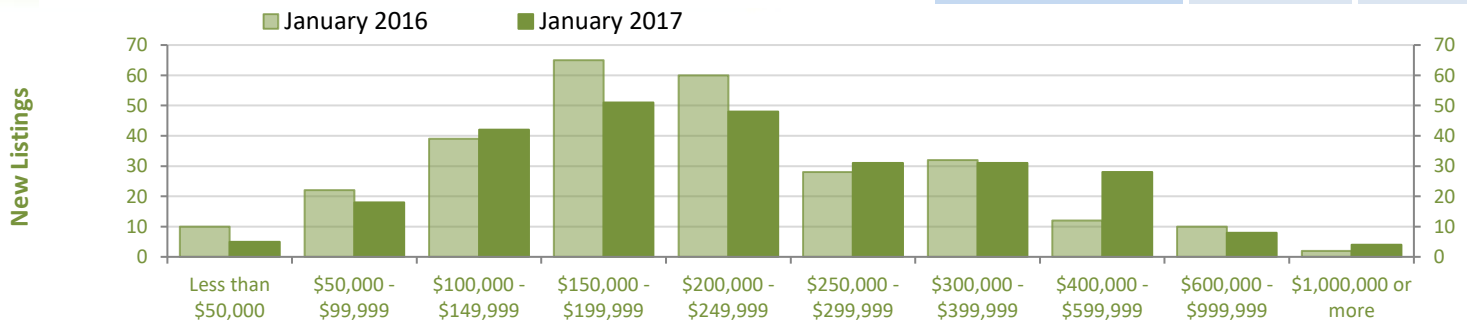


## New Listings by Initial Listing Price

The number of properties put onto the market during the 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	-50.0%
\$50,000 - \$99,999	18	-18.2%
\$100,000 - \$149,999	42	7.7%
\$150,000 - \$199,999	51	-21.5%
\$200,000 - \$249,999	48	-20.0%
\$250,000 - \$299,999	31	10.7%
\$300,000 - \$399,999	31	-3.1%
\$400,000 - \$599,999	28	133.3%
\$600,000 - \$999,999	8	-20.0%
\$1,000,000 or more	4	100.0%

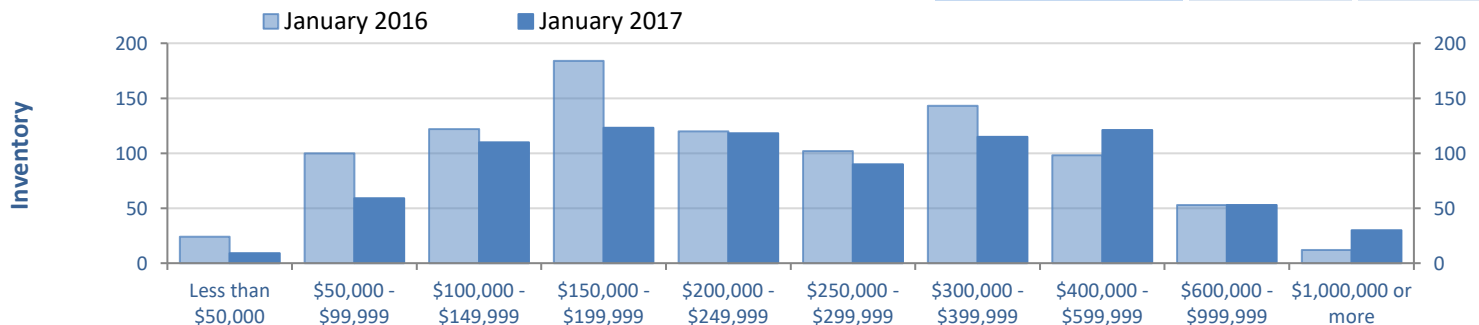


## Inventory by Current Listing Price

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.

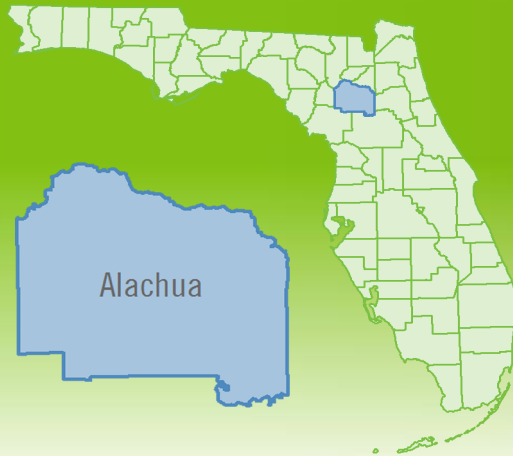
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	9	-62.5%
\$50,000 - \$99,999	59	-41.0%
\$100,000 - \$149,999	110	-9.8%
\$150,000 - \$199,999	123	-33.2%
\$200,000 - \$249,999	118	-1.7%
\$250,000 - \$299,999	90	-11.8%
\$300,000 - \$399,999	115	-19.6%
\$400,000 - \$599,999	121	23.5%
\$600,000 - \$999,999	53	0.0%
\$1,000,000 or more	30	150.0%



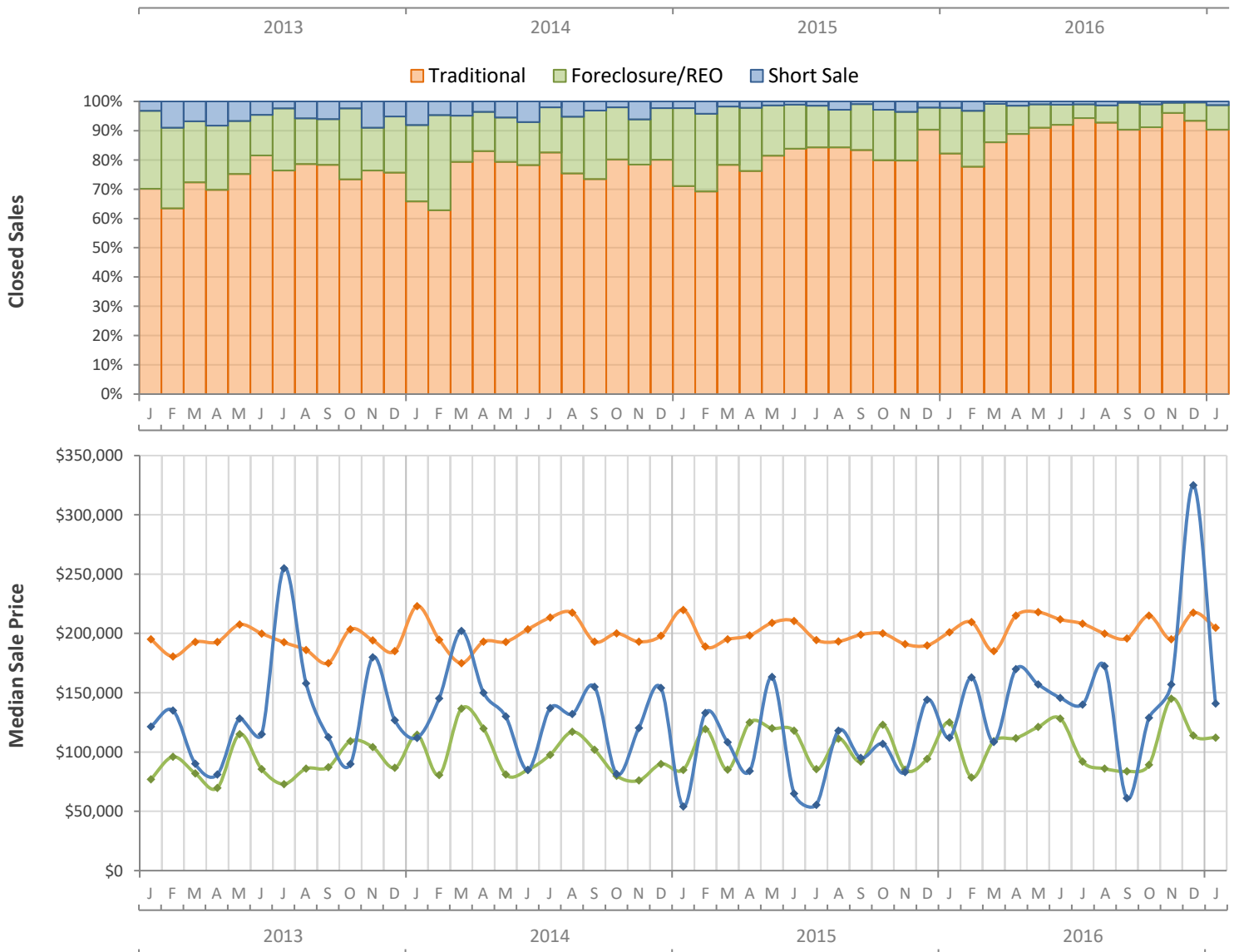
# Monthly Distressed Market - January 2017

## Single Family Homes

### Alachua County



		January 2017	January 2016	Percent Change Year-over-Year
Traditional	Closed Sales	140	111	26.1%
	Median Sale Price	\$204,750	\$201,000	1.9%
Foreclosure/REO	Closed Sales	13	21	-38.1%
	Median Sale Price	\$112,000	\$125,000	-10.4%
Short Sale	Closed Sales	2	3	-33.3%
	Median Sale Price	\$140,950	\$112,000	25.8%



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 Wednesday, February 22, 2017. Data revised on Monday, January 16, 2017. Next data release is Wednesday, March 22, 2017.

# Monthly Market Detail - January 2017

## Townhouses and Condos

### Alachua County



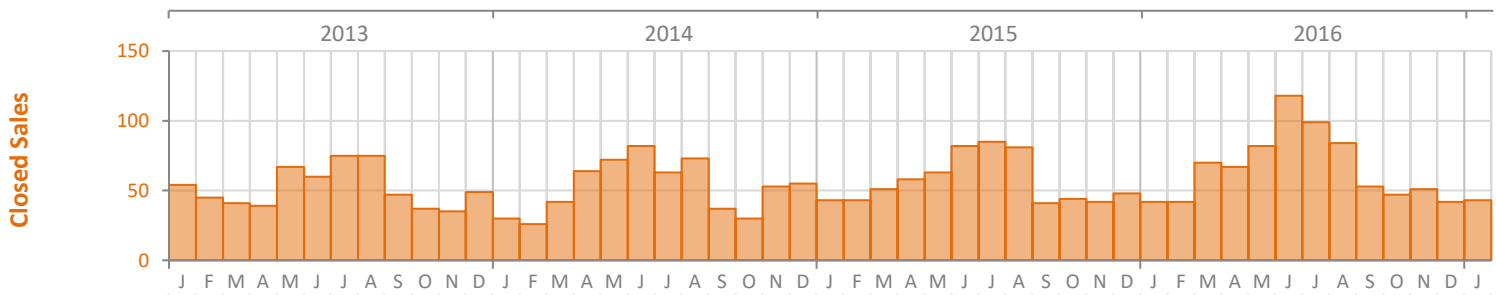
Summary Statistics	January 2017	January 2016	Percent Change Year-over-Year
Closed Sales	43	42	2.4%
Paid in Cash	25	24	4.2%
Median Sale Price	\$101,000	\$78,500	28.7%
Average Sale Price	\$121,183	\$105,748	14.6%
Dollar Volume	\$5.2 Million	\$4.4 Million	17.3%
Median Percent of Original List Price Received	94.4%	94.1%	0.3%
Median Time to Contract	44 Days	50 Days	-12.0%
Median Time to Sale	107 Days	106 Days	0.9%
New Pending Sales	65	60	8.3%
New Listings	65	78	-16.7%
Pending Inventory	75	76	-1.3%
Inventory (Active Listings)	131	230	-43.0%
Months Supply of Inventory	2.0	4.1	-51.2%

## 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>January 2017</b>	<b>43</b>	<b>2.4%</b>
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%
May 2016	82	30.2%
April 2016	67	15.5%
March 2016	70	37.3%
February 2016	42	-2.3%
January 2016	42	-2.3%

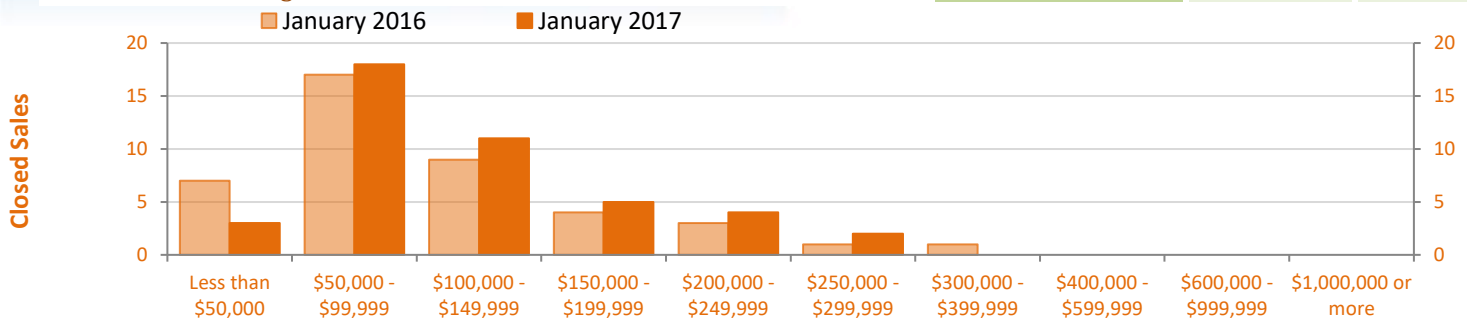


## Closed Sales by Sale Price

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	3	-57.1%
\$50,000 - \$99,999	18	5.9%
\$100,000 - \$149,999	11	22.2%
\$150,000 - \$199,999	5	25.0%
\$200,000 - \$249,999	4	33.3%
\$250,000 - \$299,999	2	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

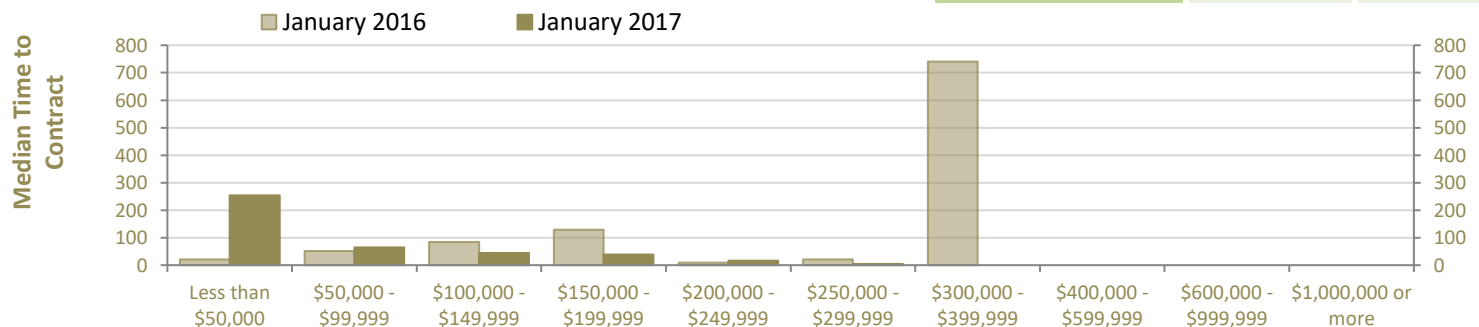


## Median Time to Contract by Sale Price

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	254 Days	1109.5%
\$50,000 - \$99,999	65 Days	25.0%
\$100,000 - \$149,999	44 Days	-48.2%
\$150,000 - \$199,999	39 Days	-69.8%
\$200,000 - \$249,999	16 Days	77.8%
\$250,000 - \$299,999	5 Days	-76.2%
\$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





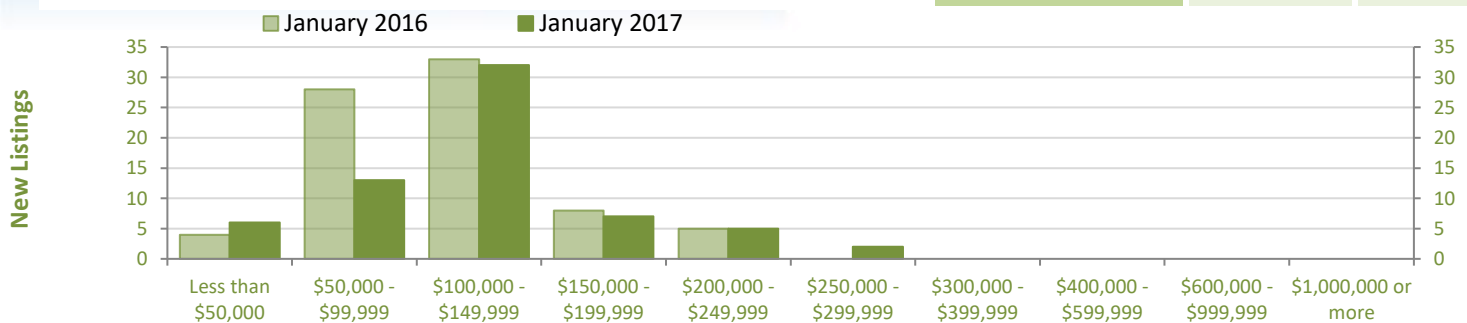


## New Listings by Initial Listing Price

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	6	50.0%
\$50,000 - \$99,999	13	-53.6%
\$100,000 - \$149,999	32	-3.0%
\$150,000 - \$199,999	7	-12.5%
\$200,000 - \$249,999	5	0.0%
\$250,000 - \$299,999	2	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

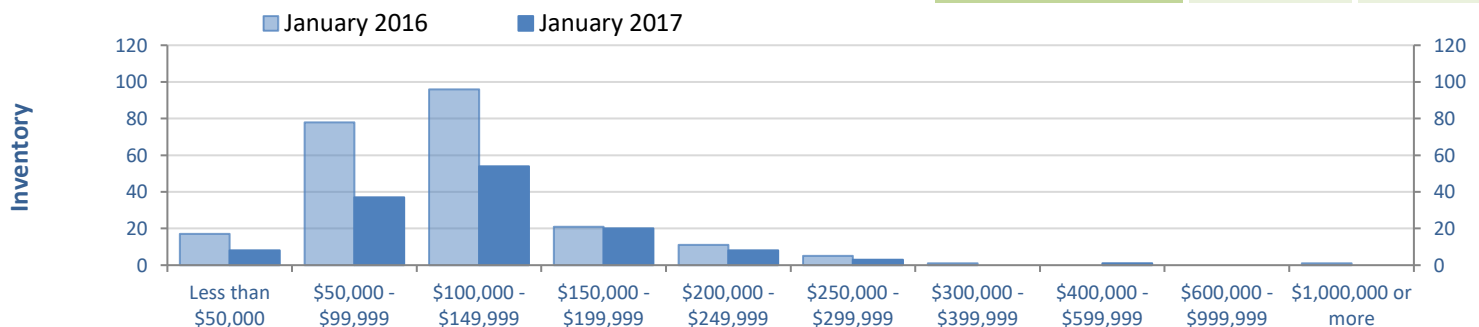


## Inventory by Current Listing Price

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	8	-52.9%
\$50,000 - \$99,999	37	-52.6%
\$100,000 - \$149,999	54	-43.8%
\$150,000 - \$199,999	20	-4.8%
\$200,000 - \$249,999	8	-27.3%
\$250,000 - \$299,999	3	-40.0%
\$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	-100.0%



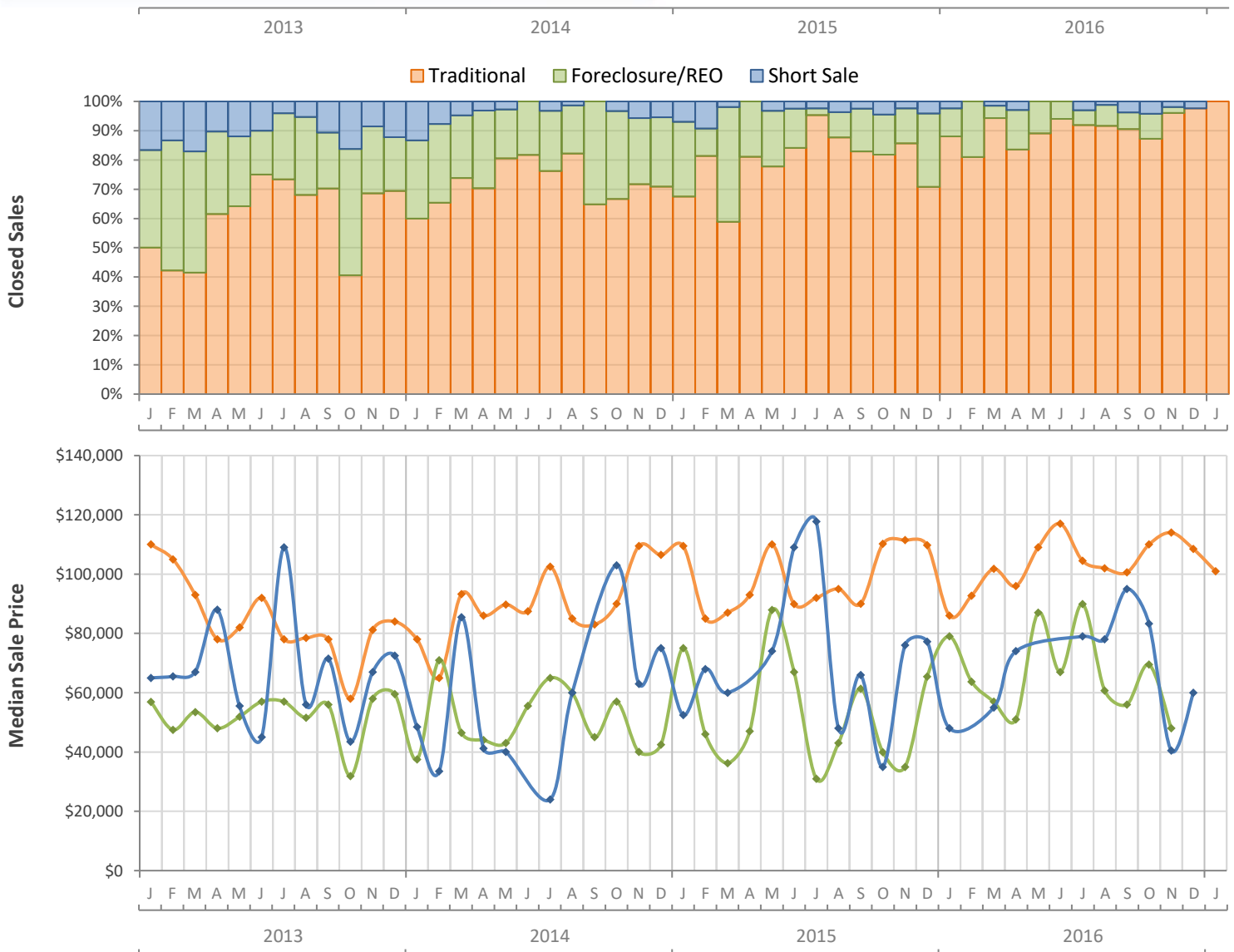
# Monthly Distressed Market - January 2017

## Townhouses and Condos

### Alachua County



		January 2017	January 2016	Percent Change Year-over-Year
Traditional	Closed Sales	43	37	16.2%
	Median Sale Price	\$101,000	\$86,000	17.4%
Foreclosure/REO	Closed Sales	0	4	-100.0%
	Median Sale Price	(No Sales)	\$79,000	N/A
Short Sale	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$48,000	N/A



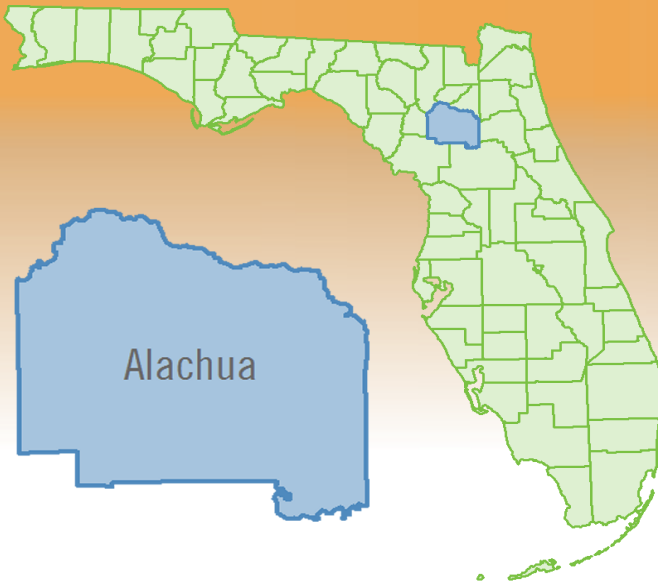
Produced by Florida REALTORS® with data provided by Florida's multiple listing services. Statistics for each month compiled from MLS feeds on the 15th day of the following month. Data released on Wednesday, February 22, 2017. Data revised on Monday, January 16, 2017. Next data release is Wednesday, March 22, 2017.



# Monthly Market Detail - January 2017

## Manufactured Homes

### Alachua County



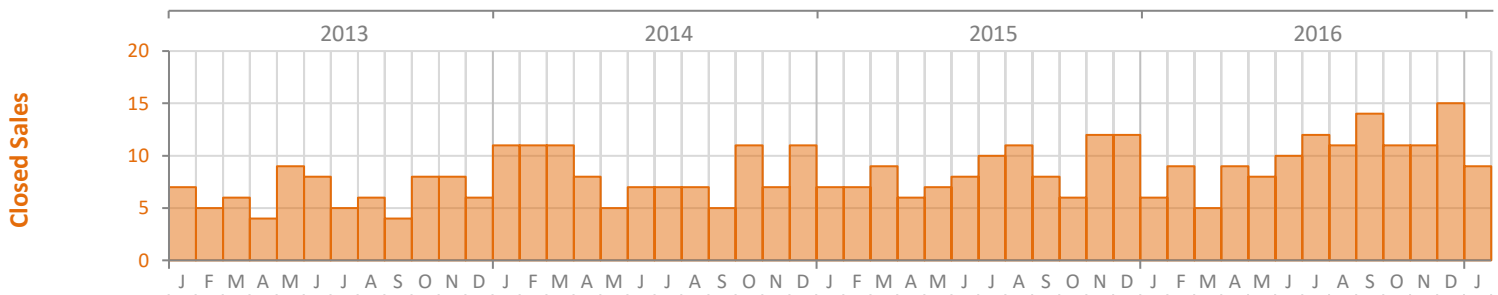
Summary Statistics	January 2017	January 2016	Percent Change Year-over-Year
Closed Sales	9	6	50.0%
Paid in Cash	3	4	-25.0%
Median Sale Price	\$100,000	\$50,000	100.0%
Average Sale Price	\$87,683	\$51,833	69.2%
Dollar Volume	\$789,147	\$310,998	153.7%
Median Percent of Original List Price Received	94.4%	93.8%	0.6%
Median Time to Contract	84 Days	42 Days	100.0%
Median Time to Sale	114 Days	78 Days	46.2%
New Pending Sales	10	11	-9.1%
New Listings	15	19	-21.1%
Pending Inventory	15	16	-6.3%
Inventory (Active Listings)	53	72	-26.4%
Months Supply of Inventory	5.1	8.5	-40.0%

## 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>January 2017</b>	<b>9</b>	<b>50.0%</b>
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%
May 2016	8	14.3%
April 2016	9	50.0%
March 2016	5	-44.4%
February 2016	9	28.6%
January 2016	6	-14.3%

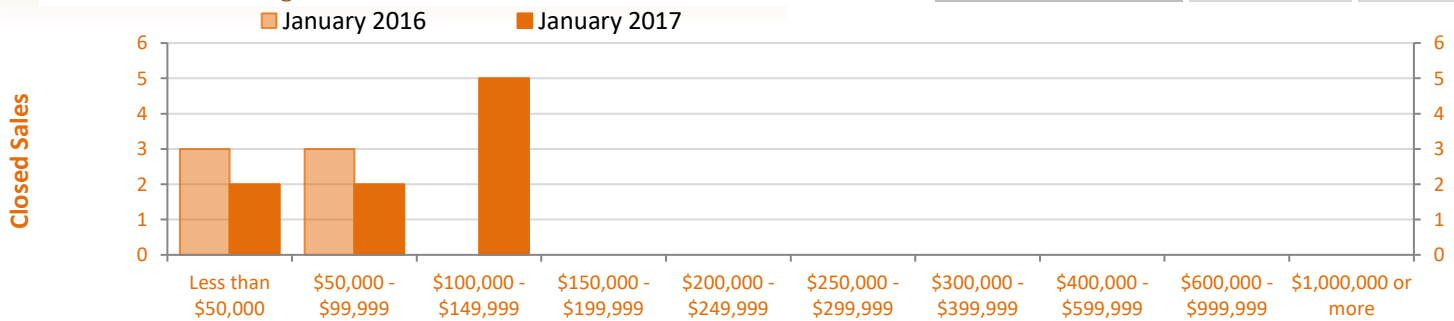


## Closed Sales by Sale Price

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	-33.3%
\$50,000 - \$99,999	2	-33.3%
\$100,000 - \$149,999	5	N/A
\$150,000 - \$199,999	0	N/A
\$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

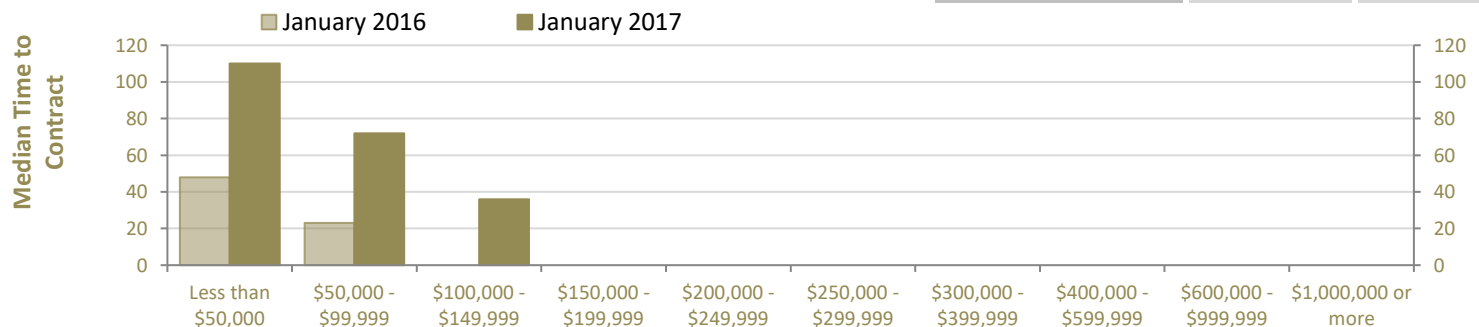


## Median Time to Contract by Sale Price

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	110 Days	129.2%
\$50,000 - \$99,999	72 Days	213.0%
\$100,000 - \$149,999	36 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



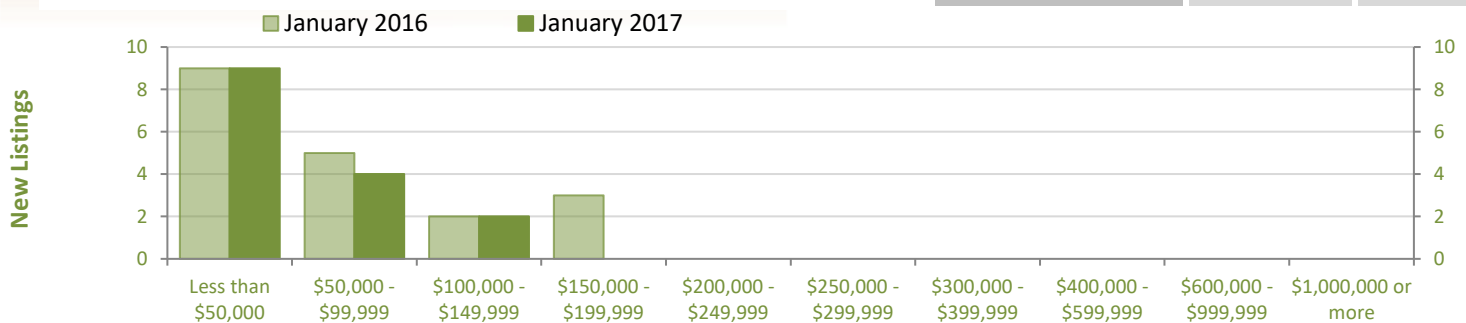


## New Listings by Initial Listing Price

The number of properties put onto the market during the 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	9	0.0%
\$50,000 - \$99,999	4	-20.0%
\$100,000 - \$149,999	2	0.0%
\$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

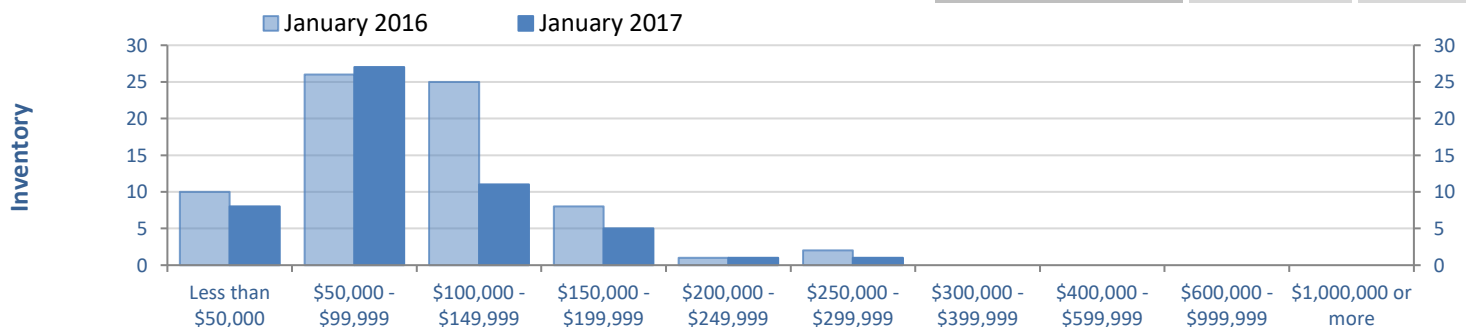


## Inventory by Current Listing Price

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.

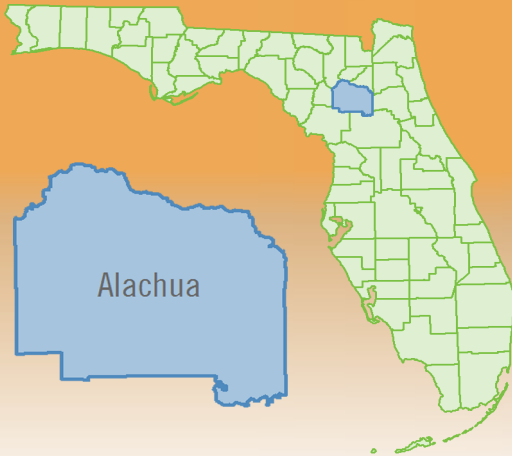
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	8	-20.0%
\$50,000 - \$99,999	27	3.8%
\$100,000 - \$149,999	11	-56.0%
\$150,000 - \$199,999	5	-37.5%
\$200,000 - \$249,999	1	0.0%
\$250,000 - \$299,999	1	-50.0%
\$300,000 - \$399,999	0	N/A
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A



# Monthly Distressed Market - January 2017

## Manufactured Homes

### Alachua County



		January 2017	January 2016	Percent Change Year-over-Year
Traditional	Closed Sales	8	0	N/A
	Median Sale Price	\$108,875	(No Sales)	N/A
Foreclosure/REO	Closed Sales	1	6	-83.3%
	Median Sale Price	\$34,500	\$50,000	-31.0%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

