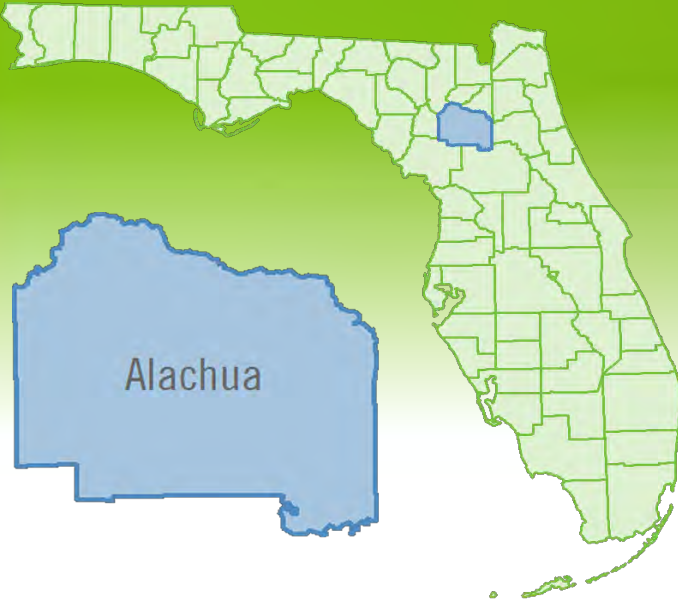


# Monthly Market Detail - June 2018

## Single Family Homes

### Alachua County



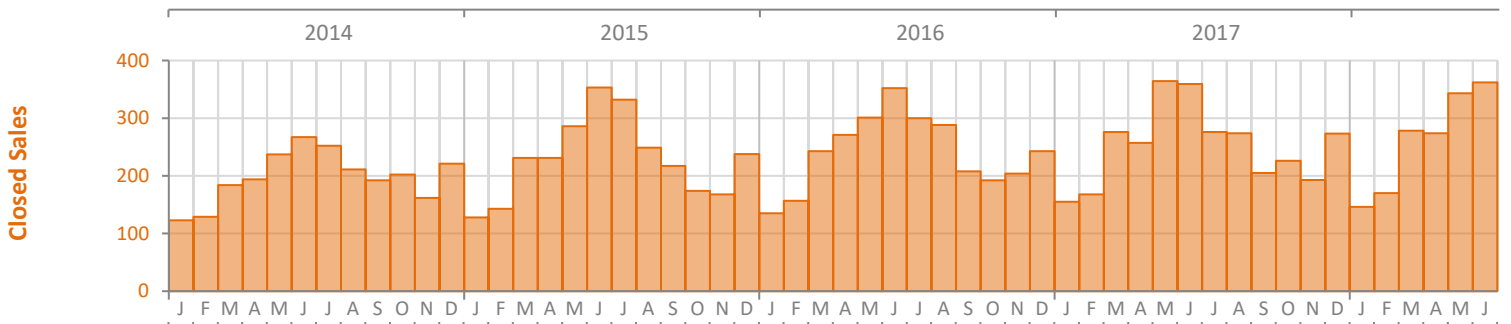
Summary Statistics	June 2018	June 2017	Percent Change Year-over-Year
Closed Sales	362	359	0.8%
Paid in Cash	68	75	-9.3%
Median Sale Price	\$229,825	\$224,625	2.3%
Average Sale Price	\$268,200	\$274,387	-2.3%
Dollar Volume	\$97.1 Million	\$98.5 Million	-1.4%
Median Percent of Original List Price Received	98.8%	97.8%	1.0%
Median Time to Contract	34 Days	42 Days	-19.0%
Median Time to Sale	74 Days	82 Days	-9.8%
New Pending Sales	366	357	2.5%
New Listings	367	368	-0.3%
Pending Inventory	505	472	7.0%
Inventory (Active Listings)	919	1,003	-8.4%
Months Supply of Inventory	3.7	4.0	-7.5%

## 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>Year-to-Date</b>	<b>1,573</b>	<b>-0.4%</b>
<b>June 2018</b>	<b>362</b>	<b>0.8%</b>
May 2018	343	-5.8%
April 2018	274	6.6%
March 2018	278	0.7%
February 2018	170	1.2%
January 2018	146	-5.8%
December 2017	273	12.3%
November 2017	193	-5.4%
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%

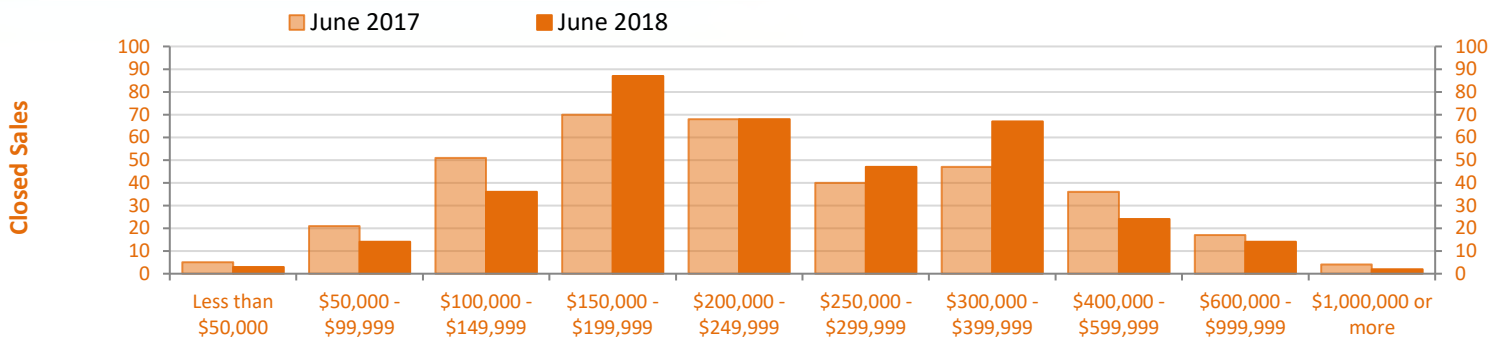


## Closed Sales by Sale Price

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	-40.0%
\$50,000 - \$99,999	14	-33.3%
\$100,000 - \$149,999	36	-29.4%
\$150,000 - \$199,999	87	24.3%
\$200,000 - \$249,999	68	0.0%
\$250,000 - \$299,999	47	17.5%
\$300,000 - \$399,999	67	42.6%
\$400,000 - \$599,999	24	-33.3%
\$600,000 - \$999,999	14	-17.6%
\$1,000,000 or more	2	-50.0%

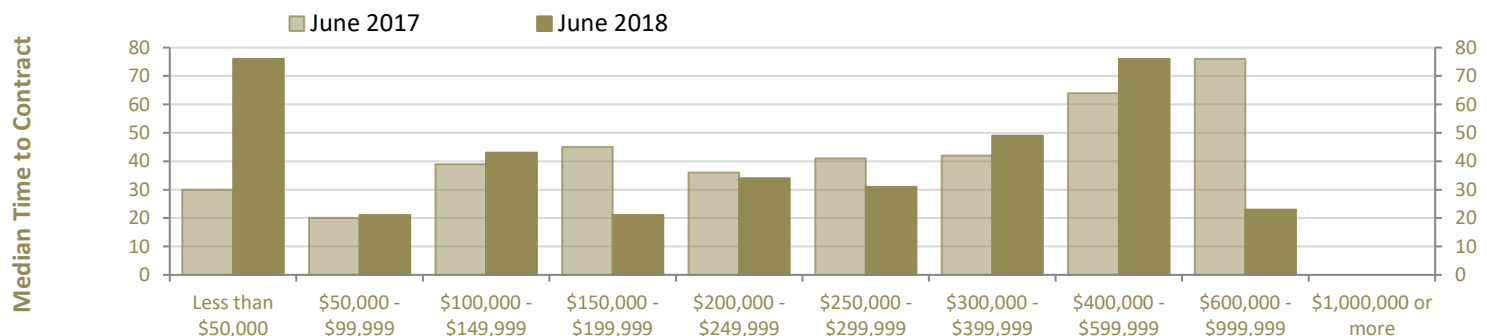


## Median Time to Contract by Sale Price

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	76 Days	153.3%
\$50,000 - \$99,999	21 Days	5.0%
\$100,000 - \$149,999	43 Days	10.3%
\$150,000 - \$199,999	21 Days	-53.3%
\$200,000 - \$249,999	34 Days	-5.6%
\$250,000 - \$299,999	31 Days	-24.4%
\$300,000 - \$399,999	49 Days	16.7%
\$400,000 - \$599,999	76 Days	18.8%
\$600,000 - \$999,999	23 Days	-69.7%
\$1,000,000 or more	0 Days	N/A

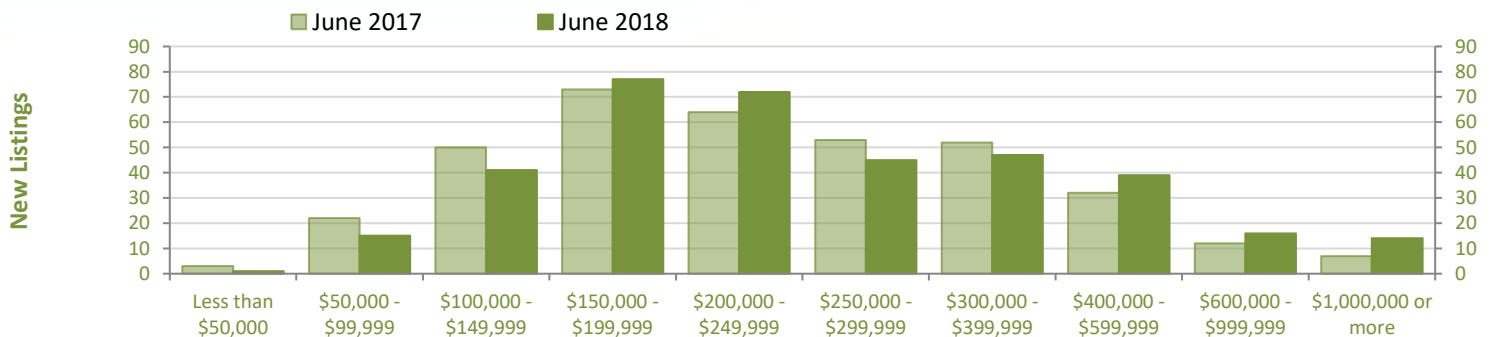


## New Listings by Initial Listing Price

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	1	-66.7%
\$50,000 - \$99,999	15	-31.8%
\$100,000 - \$149,999	41	-18.0%
\$150,000 - \$199,999	77	5.5%
\$200,000 - \$249,999	72	12.5%
\$250,000 - \$299,999	45	-15.1%
\$300,000 - \$399,999	47	-9.6%
\$400,000 - \$599,999	39	21.9%
\$600,000 - \$999,999	16	33.3%
\$1,000,000 or more	14	100.0%

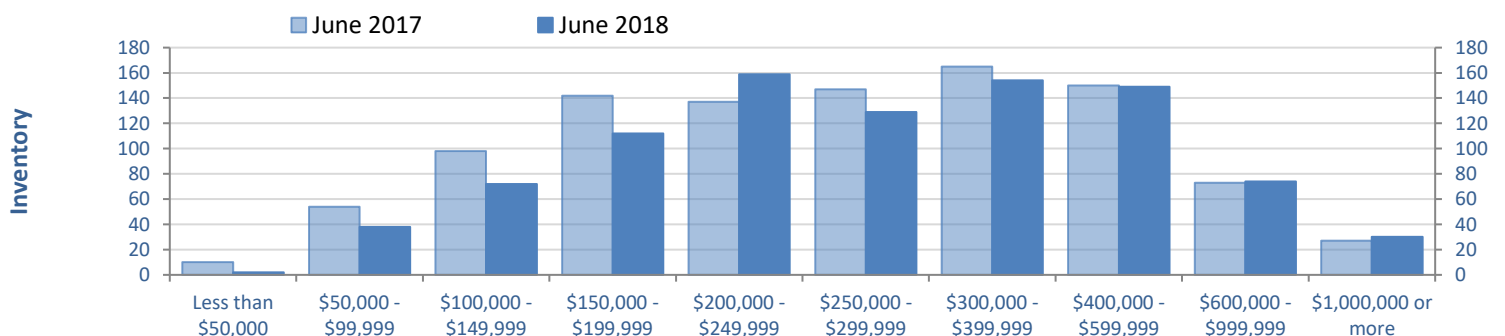


## Inventory by Current Listing Price

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.

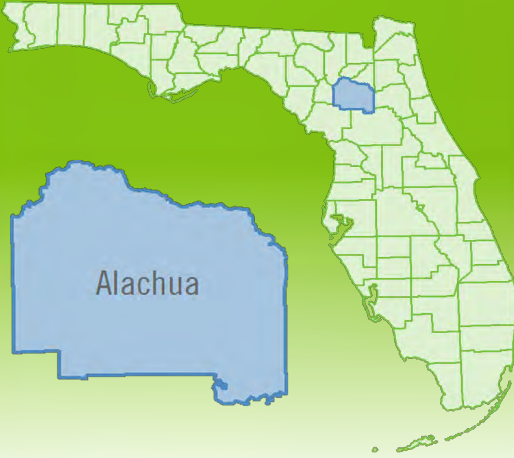
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	2	-80.0%
\$50,000 - \$99,999	38	-29.6%
\$100,000 - \$149,999	72	-26.5%
\$150,000 - \$199,999	112	-21.1%
\$200,000 - \$249,999	159	16.1%
\$250,000 - \$299,999	129	-12.2%
\$300,000 - \$399,999	154	-6.7%
\$400,000 - \$599,999	149	-0.7%
\$600,000 - \$999,999	74	1.4%
\$1,000,000 or more	30	11.1%



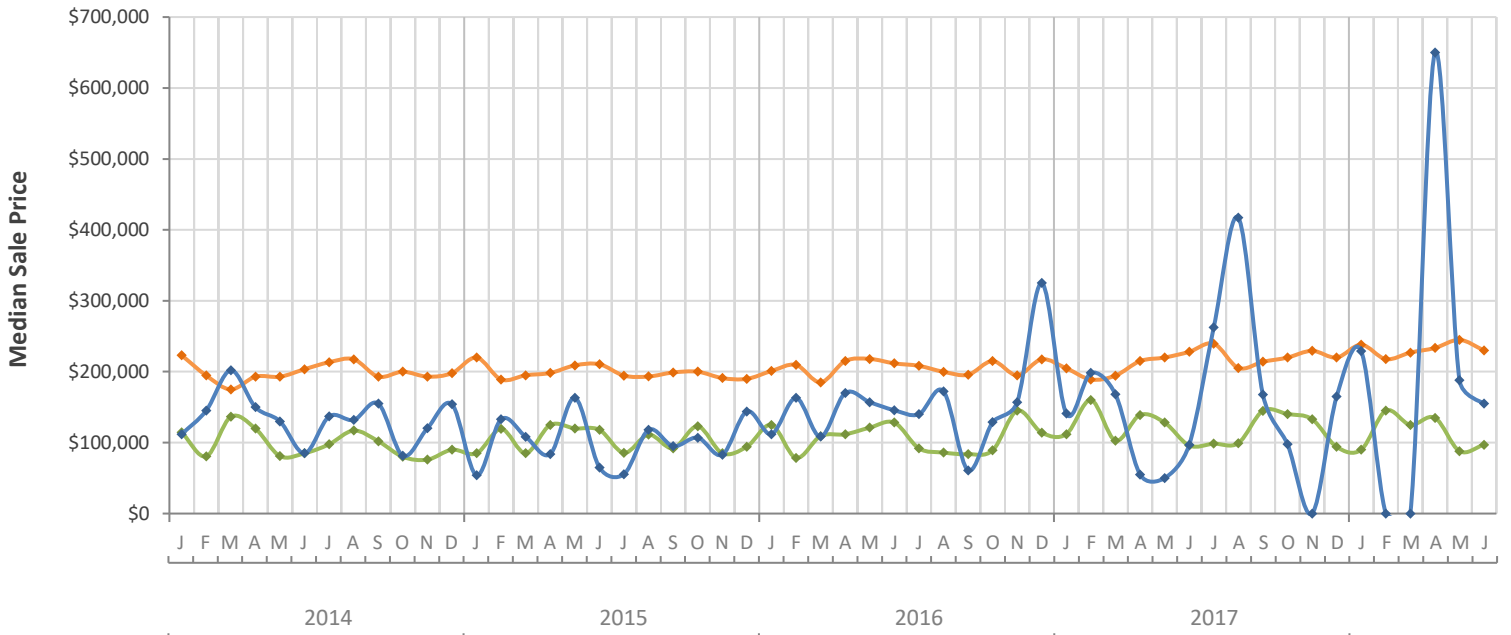
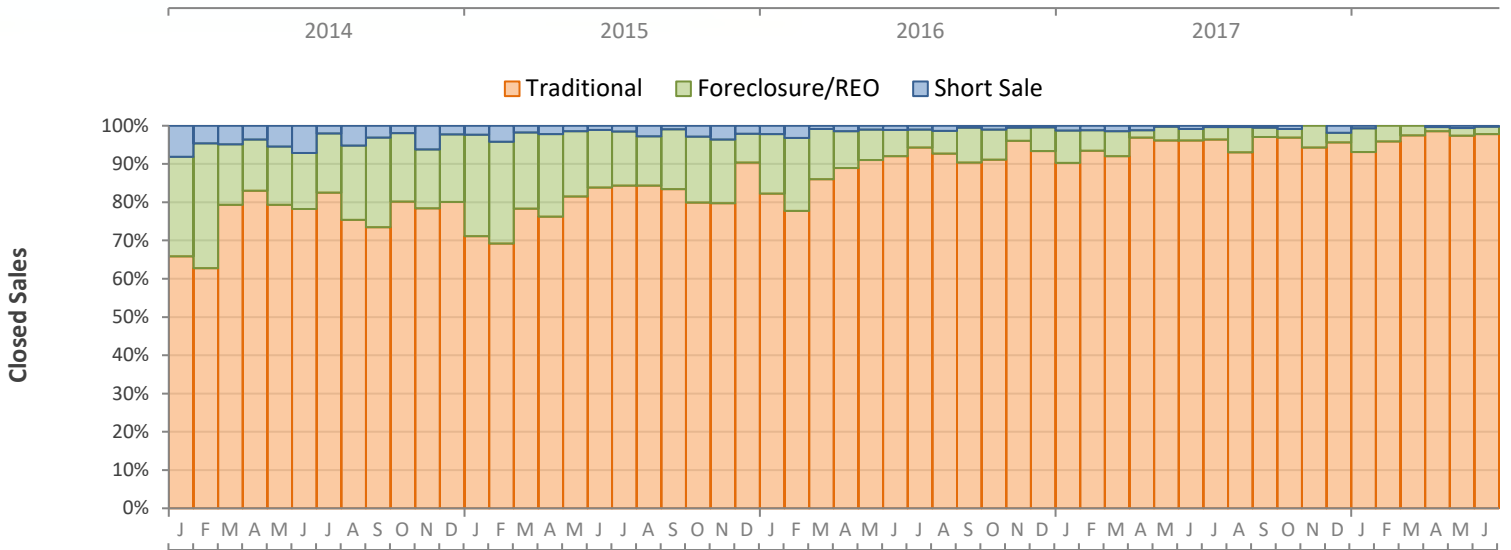
# Monthly Distressed Market - June 2018

## Single Family Homes

### Alachua County



		June 2018	June 2017	Percent Change Year-over-Year
Traditional	Closed Sales	354	345	2.6%
	Median Sale Price	\$230,000	\$228,000	0.9%
Foreclosure/REO	Closed Sales	7	11	-36.4%
	Median Sale Price	\$97,100	\$96,000	1.1%
Short Sale	Closed Sales	1	3	-66.7%
	Median Sale Price	\$155,000	\$97,000	59.8%



# Monthly Market Detail - June 2018

## Townhouses and Condos

### Alachua County



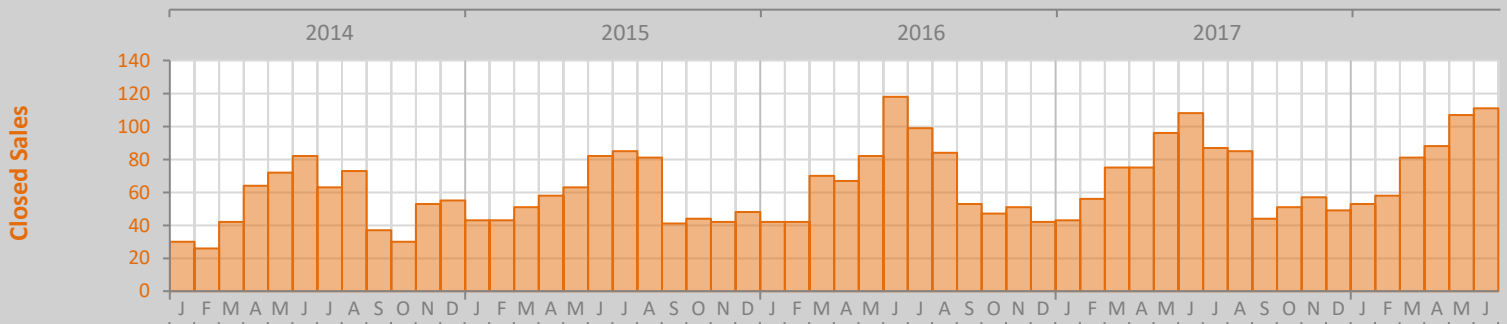
Summary Statistics	June 2018	June 2017	Percent Change Year-over-Year
Closed Sales	111	108	2.8%
Paid in Cash	60	61	-1.6%
Median Sale Price	\$111,000	\$120,500	-7.9%
Average Sale Price	\$115,947	\$116,682	-0.6%
Dollar Volume	\$12.9 Million	\$12.6 Million	2.1%
Median Percent of Original List Price Received	96.8%	96.7%	0.1%
Median Time to Contract	26 Days	26 Days	0.0%
Median Time to Sale	55 Days	60 Days	-8.3%
New Pending Sales	107	103	3.9%
New Listings	113	96	17.7%
Pending Inventory	116	110	5.5%
Inventory (Active Listings)	163	164	-0.6%
Months Supply of Inventory	2.2	2.4	-8.3%

## 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>Year-to-Date</b>	<b>498</b>	<b>9.9%</b>
<b>June 2018</b>	<b>111</b>	<b>2.8%</b>
May 2018	107	11.5%
April 2018	88	17.3%
March 2018	81	8.0%
February 2018	58	3.6%
January 2018	53	23.3%
December 2017	49	16.7%
November 2017	57	11.8%
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%

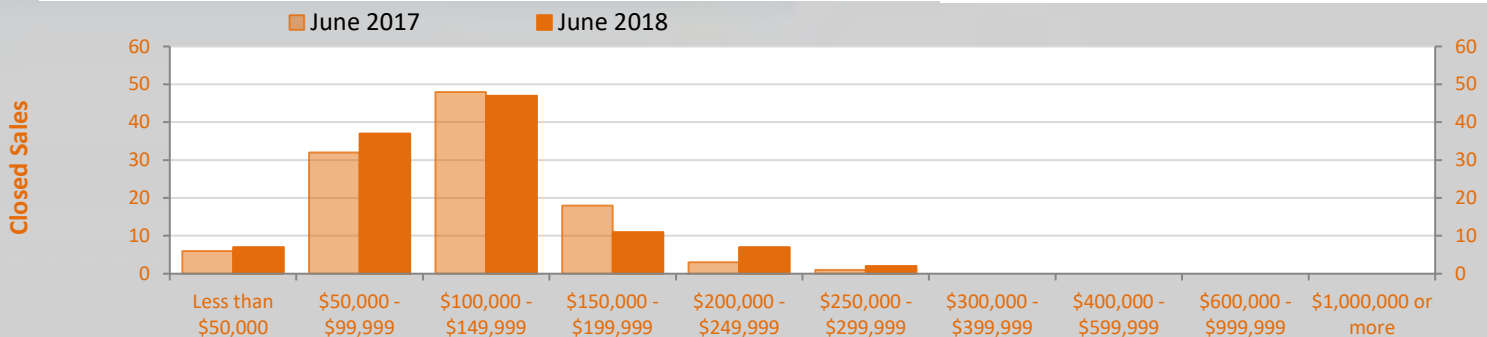


## Closed Sales by Sale Price

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	37	15.6%
\$100,000 - \$149,999	47	-2.1%
\$150,000 - \$199,999	11	-38.9%
\$200,000 - \$249,999	7	133.3%
\$250,000 - \$299,999	2	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

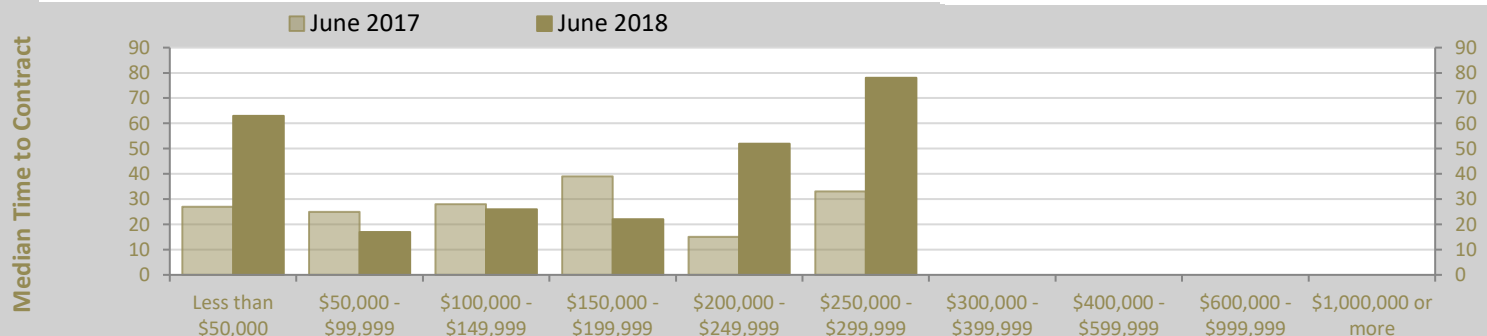


## Median Time to Contract by Sale Price

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	63 Days	133.3%
\$50,000 - \$99,999	17 Days	-32.0%
\$100,000 - \$149,999	26 Days	-7.1%
\$150,000 - \$199,999	22 Days	-43.6%
\$200,000 - \$249,999	52 Days	246.7%
\$250,000 - \$299,999	78 Days	136.4%
\$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

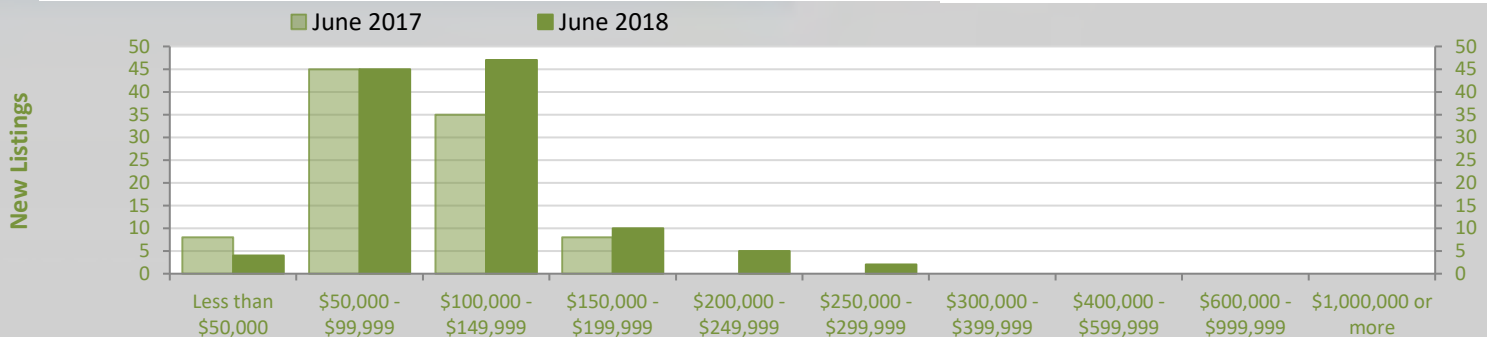


## New Listings by Initial Listing Price

The number of properties put onto the market during the 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	-50.0%
\$50,000 - \$99,999	45	0.0%
\$100,000 - \$149,999	47	34.3%
\$150,000 - \$199,999	10	25.0%
\$200,000 - \$249,999	5	N/A
\$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

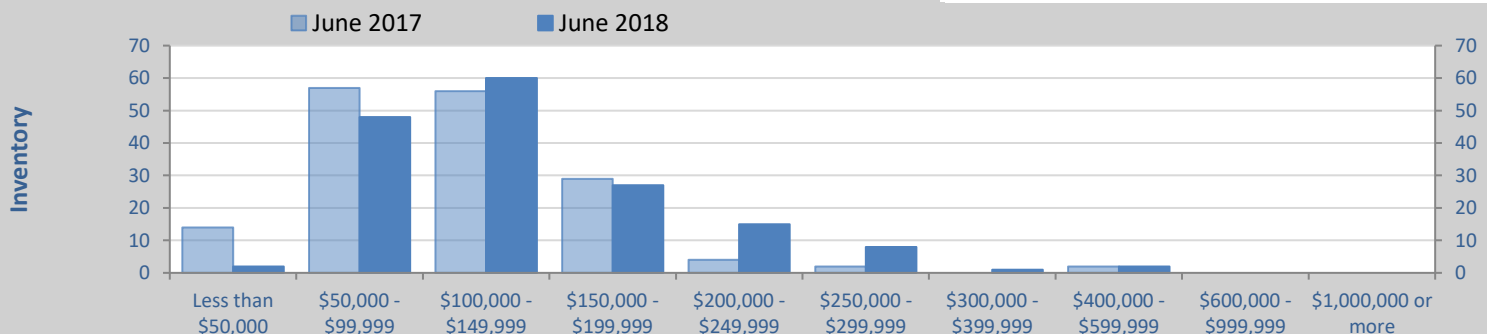


## Inventory by Current Listing Price

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	2	-85.7%
\$50,000 - \$99,999	48	-15.8%
\$100,000 - \$149,999	60	7.1%
\$150,000 - \$199,999	27	-6.9%
\$200,000 - \$249,999	15	275.0%
\$250,000 - \$299,999	8	300.0%
\$300,000 - \$399,999	1	N/A
\$400,000 - \$599,999	2	0.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A



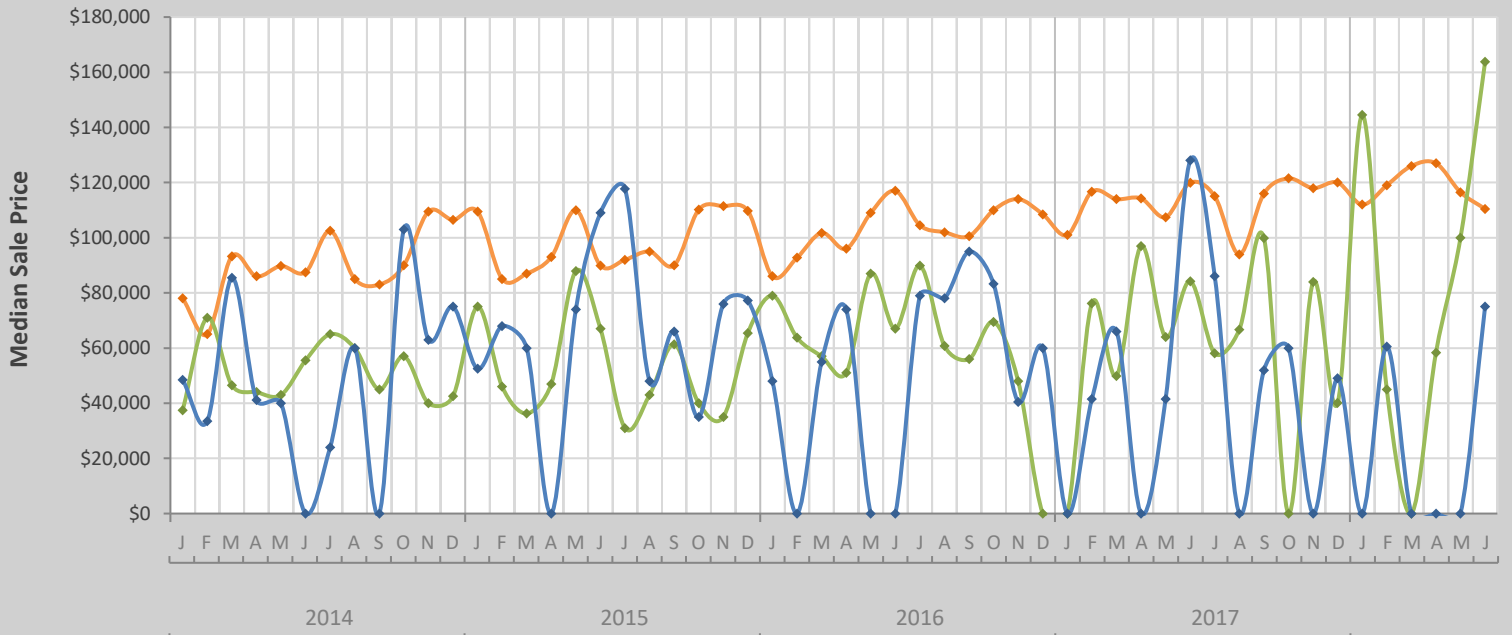
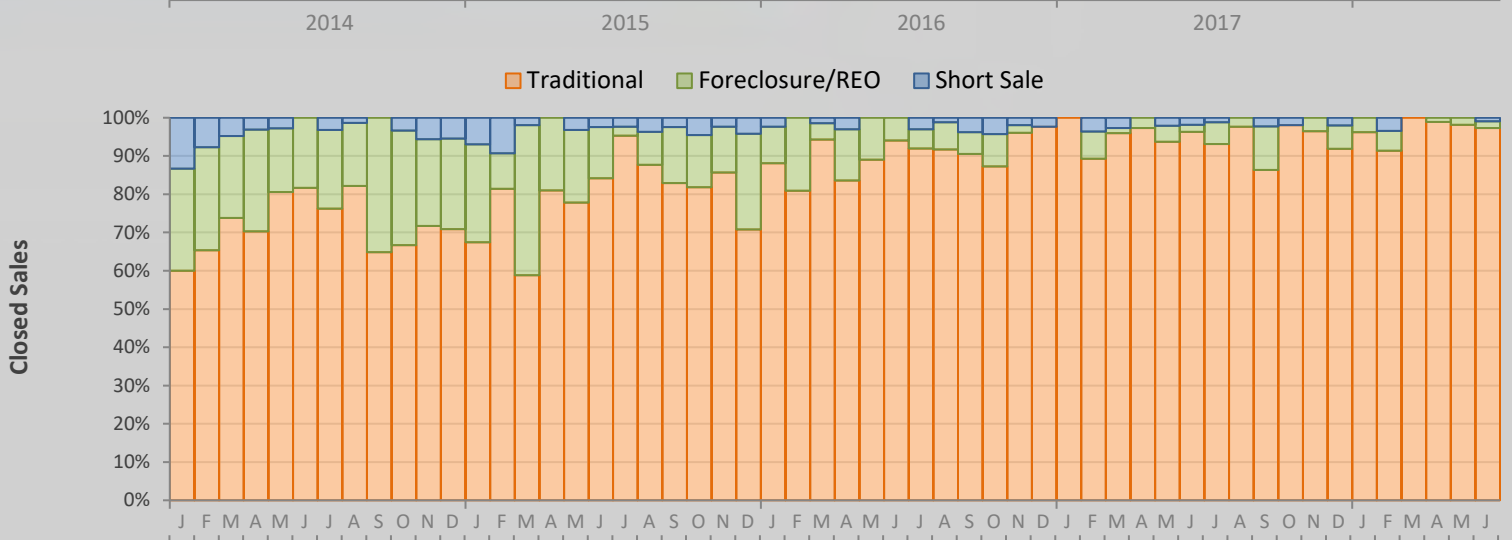
# Monthly Distressed Market - June 2018

## Townhouses and Condos

### Alachua County



		June 2018	June 2017	Percent Change Year-over-Year
Traditional	Closed Sales	108	104	3.8%
	Median Sale Price	\$110,450	\$119,950	-7.9%
Foreclosure/REO	Closed Sales	2	2	0.0%
	Median Sale Price	\$163,750	\$84,250	94.4%
Short Sale	Closed Sales	1	2	-50.0%
	Median Sale Price	\$75,000	\$128,000	-41.4%

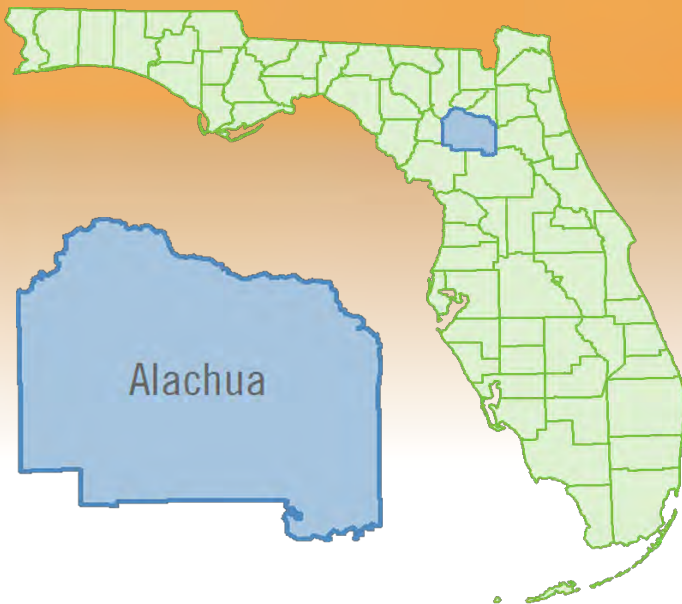




# Monthly Market Detail - June 2018

## Manufactured Homes

### Alachua County



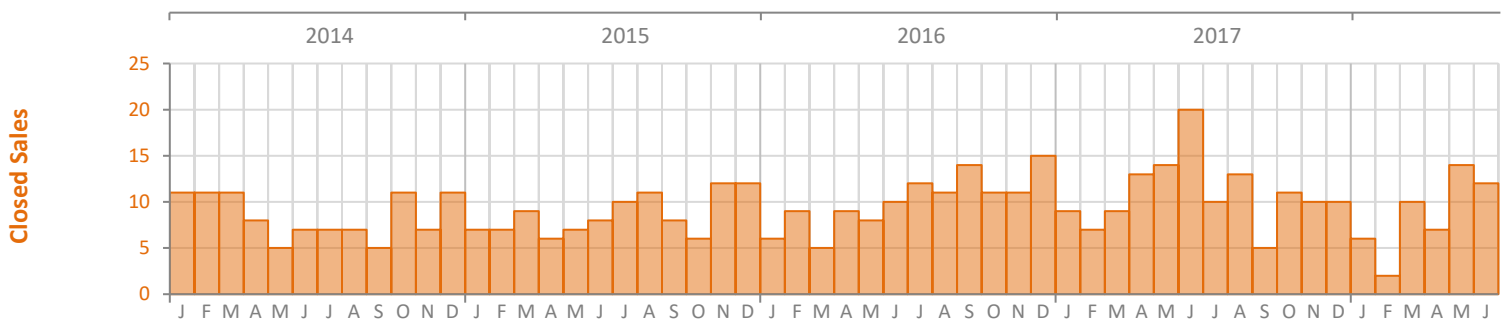
Summary Statistics	June 2018	June 2017	Percent Change Year-over-Year
Closed Sales	12	20	-40.0%
Paid in Cash	5	10	-50.0%
Median Sale Price	\$86,000	\$83,750	2.7%
Average Sale Price	\$95,413	\$89,615	6.5%
Dollar Volume	\$1.1 Million	\$1.8 Million	-36.1%
Median Percent of Original List Price Received	94.9%	96.9%	-2.1%
Median Time to Contract	85 Days	69 Days	23.2%
Median Time to Sale	148 Days	98 Days	51.0%
New Pending Sales	16	22	-27.3%
New Listings	12	13	-7.7%
Pending Inventory	27	24	12.5%
Inventory (Active Listings)	38	37	2.7%
Months Supply of Inventory	4.1	3.0	36.7%

## 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>Year-to-Date</b>	<b>51</b>	<b>-29.2%</b>
<b>June 2018</b>	<b>12</b>	<b>-40.0%</b>
May 2018	14	0.0%
April 2018	7	-46.2%
March 2018	10	11.1%
February 2018	2	-71.4%
January 2018	6	-33.3%
December 2017	10	-33.3%
November 2017	10	-9.1%
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%

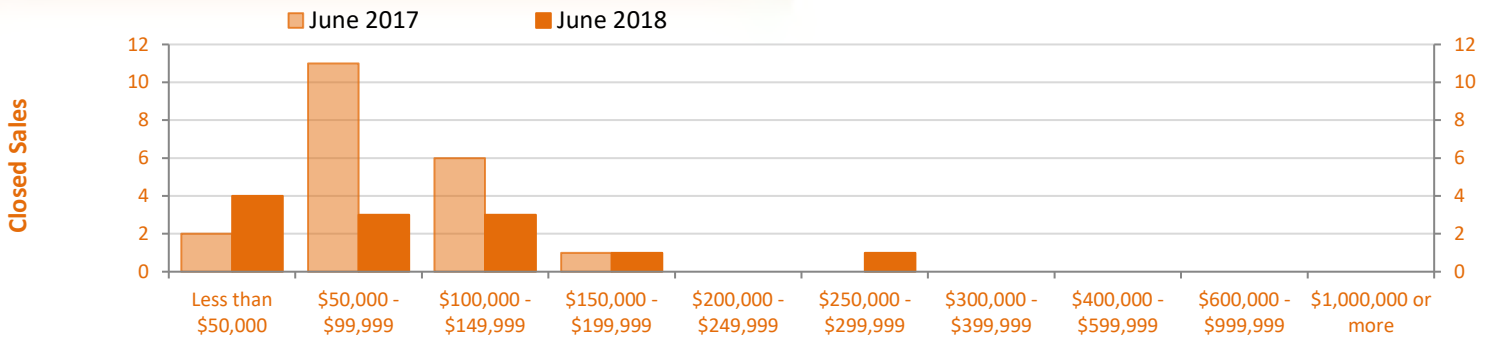


## Closed Sales by Sale Price

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	4	100.0%
\$50,000 - \$99,999	3	-72.7%
\$100,000 - \$149,999	3	-50.0%
\$150,000 - \$199,999	1	0.0%
\$200,000 - \$249,999	0	N/A
\$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

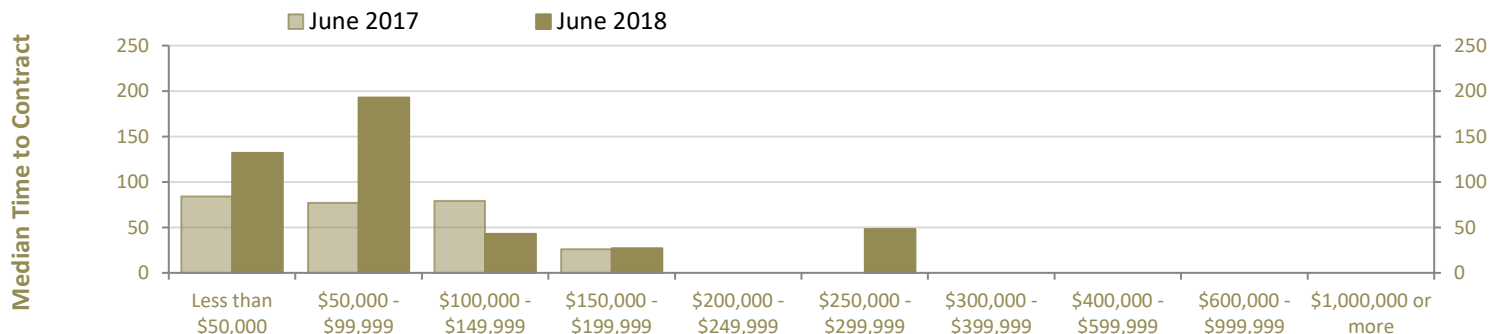


## Median Time to Contract by Sale Price

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	132 Days	57.1%
\$50,000 - \$99,999	193 Days	150.6%
\$100,000 - \$149,999	43 Days	-45.6%
\$150,000 - \$199,999	27 Days	3.8%
\$200,000 - \$249,999	(No Sales)	N/A
\$250,000 - \$299,999	48 Days	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

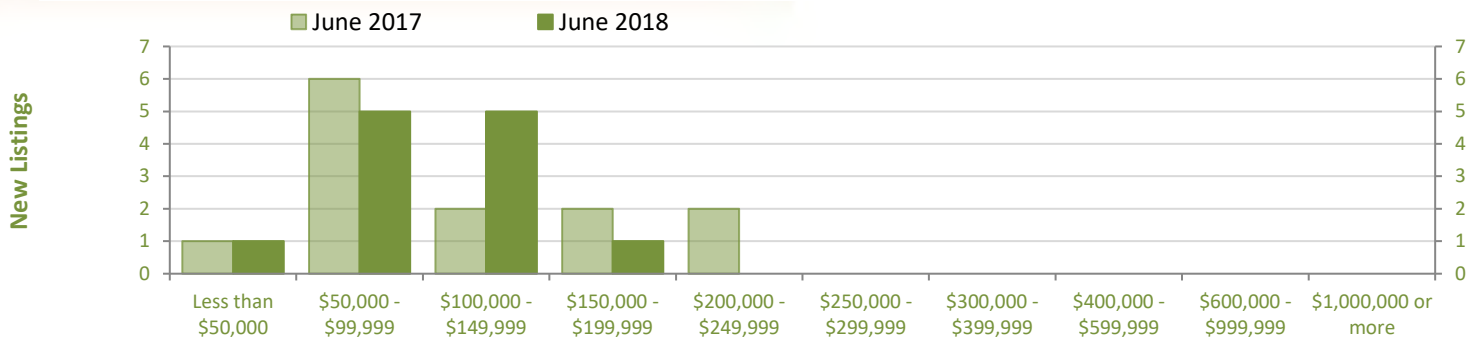


## New Listings by Initial Listing Price

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	5	-16.7%
\$100,000 - \$149,999	5	150.0%
\$150,000 - \$199,999	1	-50.0%
\$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

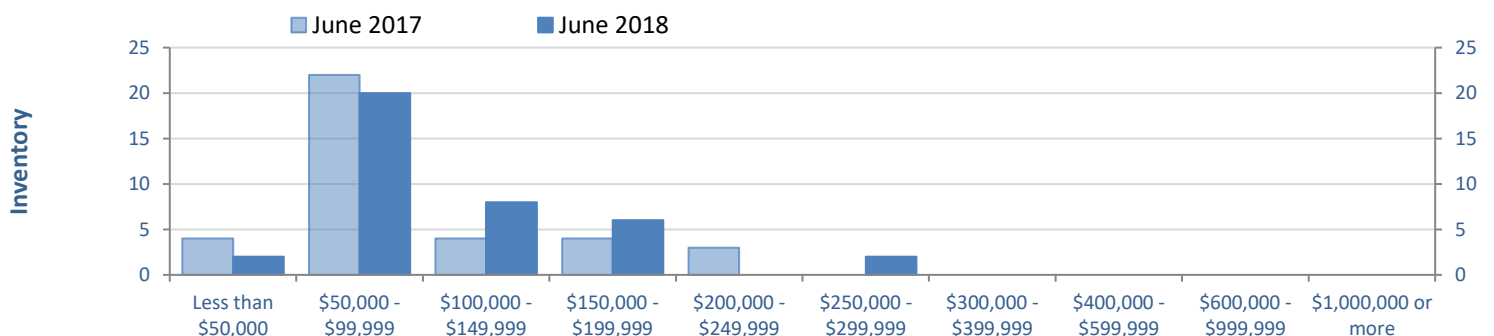


## Inventory by Current Listing Price

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	2	-50.0%
\$50,000 - \$99,999	20	-9.1%
\$100,000 - \$149,999	8	100.0%
\$150,000 - \$199,999	6	50.0%
\$200,000 - \$249,999	0	-100.0%
\$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



# Monthly Distressed Market - June 2018

## Manufactured Homes

### Alachua County



		June 2018	June 2017	Percent Change Year-over-Year
Traditional	Closed Sales	12	16	-25.0%
	Median Sale Price	\$86,000	\$89,000	-3.4%
Foreclosure/REO	Closed Sales	0	3	-100.0%
	Median Sale Price	(No Sales)	\$42,000	N/A
Short Sale	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$66,500	N/A

