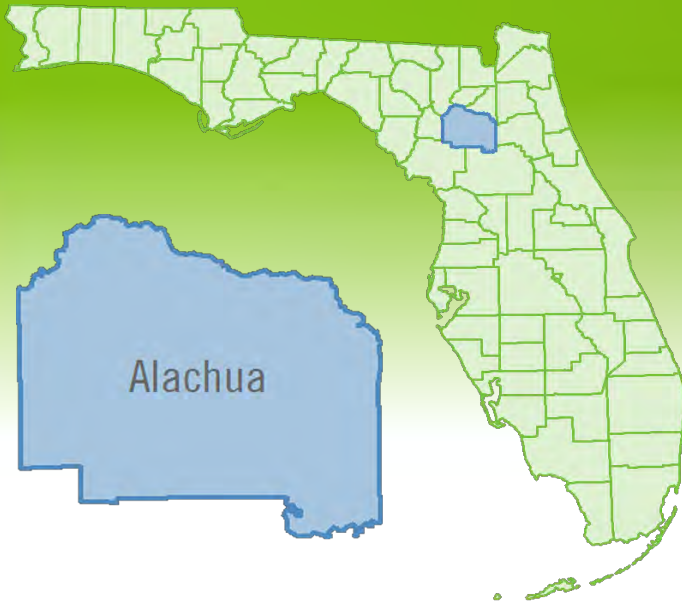


# Monthly Market Detail - January 2018

## Single Family Homes

### Alachua County



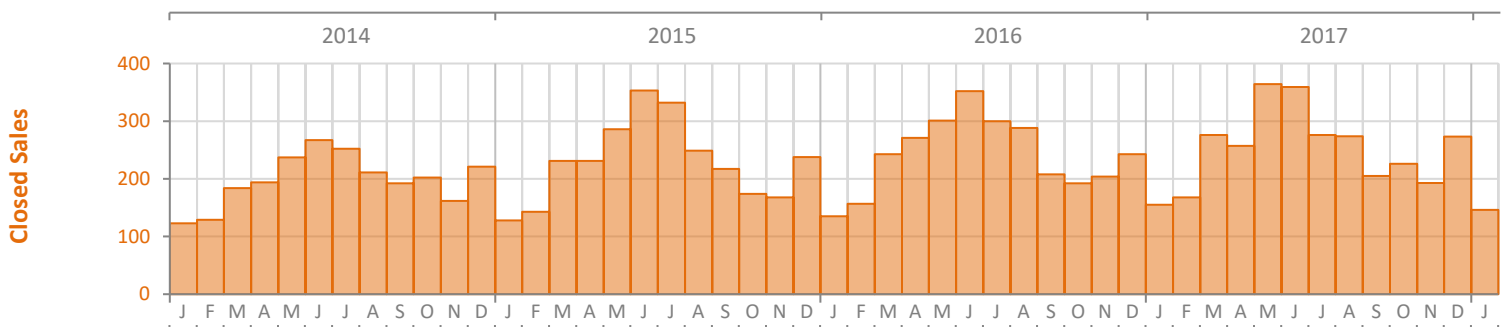
Summary Statistics	January 2018	January 2017	Percent Change Year-over-Year
Closed Sales	146	155	-5.8%
Paid in Cash	37	38	-2.6%
Median Sale Price	\$232,250	\$185,500	25.2%
Average Sale Price	\$255,718	\$226,654	12.8%
Dollar Volume	\$37.3 Million	\$35.1 Million	6.3%
Median Percent of Original List Price Received	96.5%	96.0%	0.5%
Median Time to Contract	68 Days	68 Days	0.0%
Median Time to Sale	98 Days	107 Days	-8.4%
New Pending Sales	254	267	-4.9%
New Listings	273	266	2.6%
Pending Inventory	352	378	-6.9%
Inventory (Active Listings)	749	828	-9.5%
Months Supply of Inventory	3.0	3.4	-11.8%

## 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>146</b>	<b>-5.8%</b>
<b>January 2018</b>	<b>146</b>	<b>-5.8%</b>
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%
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%

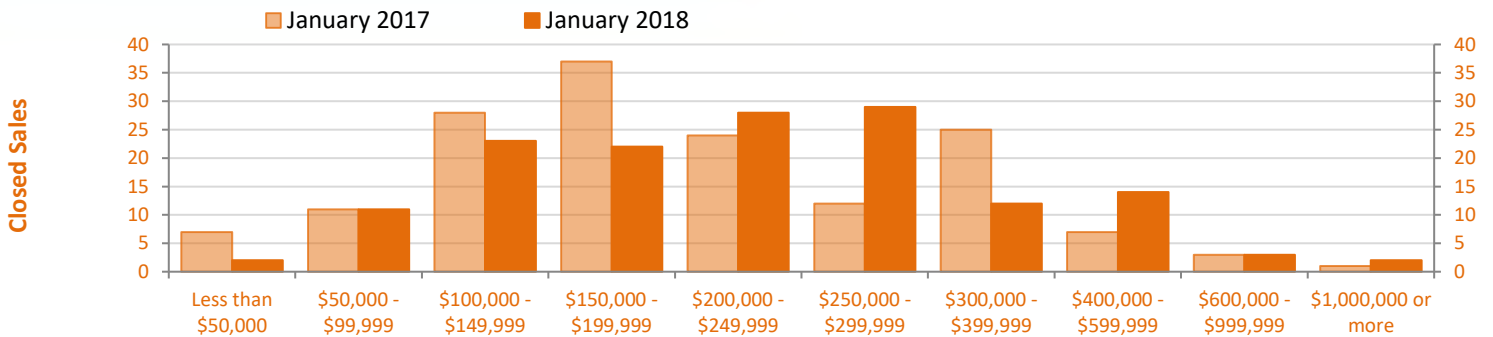


## Closed Sales by Sale Price

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	-71.4%
\$50,000 - \$99,999	11	0.0%
\$100,000 - \$149,999	23	-17.9%
\$150,000 - \$199,999	22	-40.5%
\$200,000 - \$249,999	28	16.7%
\$250,000 - \$299,999	29	141.7%
\$300,000 - \$399,999	12	-52.0%
\$400,000 - \$599,999	14	100.0%
\$600,000 - \$999,999	3	0.0%
\$1,000,000 or more	2	100.0%

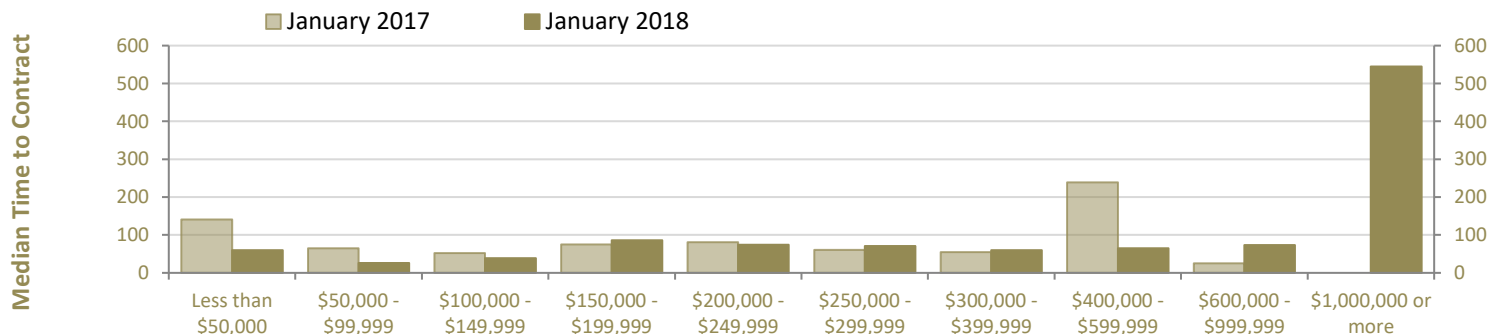


## Median Time to Contract by Sale Price

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	60 Days	-57.4%
\$50,000 - \$99,999	26 Days	-60.0%
\$100,000 - \$149,999	39 Days	-25.0%
\$150,000 - \$199,999	86 Days	14.7%
\$200,000 - \$249,999	74 Days	-8.6%
\$250,000 - \$299,999	71 Days	16.4%
\$300,000 - \$399,999	60 Days	9.1%
\$400,000 - \$599,999	65 Days	-72.8%
\$600,000 - \$999,999	73 Days	192.0%
\$1,000,000 or more	545 Days	N/A

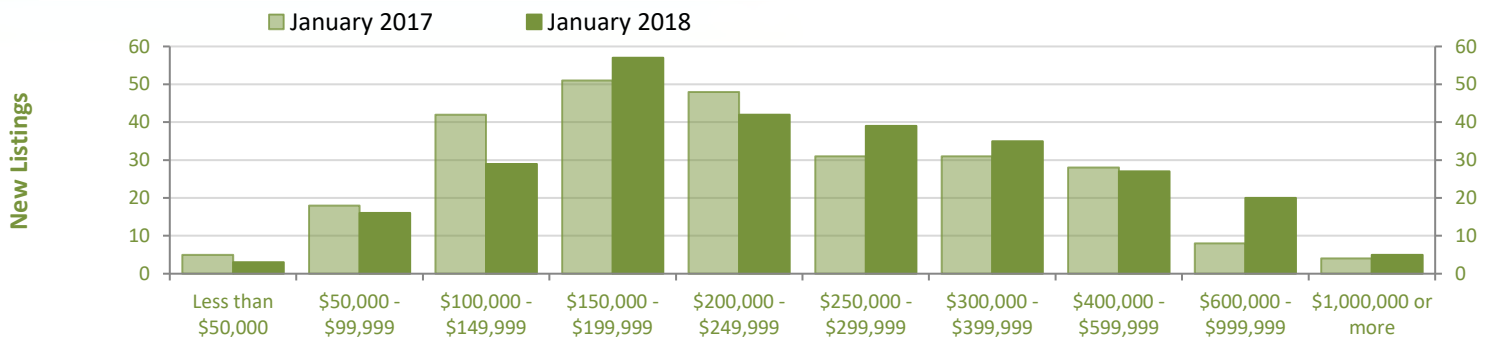


## New Listings by Initial Listing Price

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	-40.0%
\$50,000 - \$99,999	16	-11.1%
\$100,000 - \$149,999	29	-31.0%
\$150,000 - \$199,999	57	11.8%
\$200,000 - \$249,999	42	-12.5%
\$250,000 - \$299,999	39	25.8%
\$300,000 - \$399,999	35	12.9%
\$400,000 - \$599,999	27	-3.6%
\$600,000 - \$999,999	20	150.0%
\$1,000,000 or more	5	25.0%

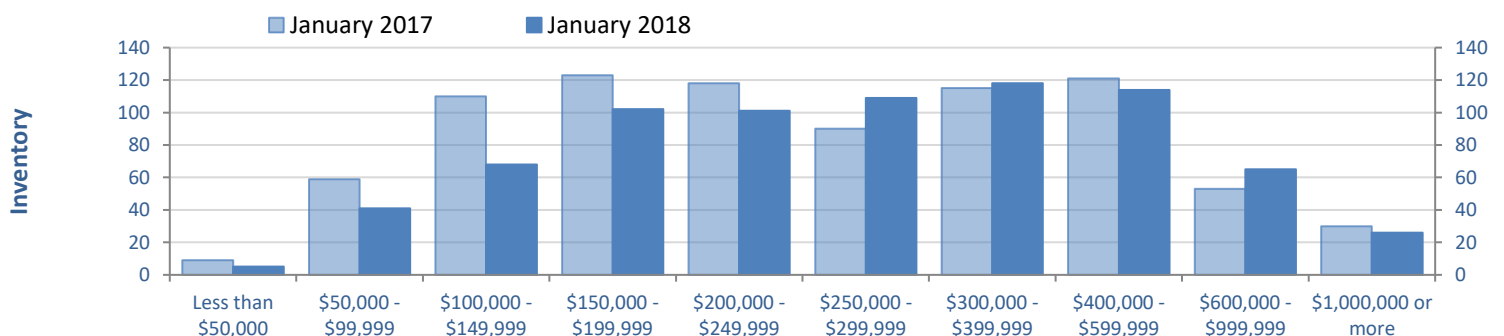


## Inventory by Current Listing Price

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.

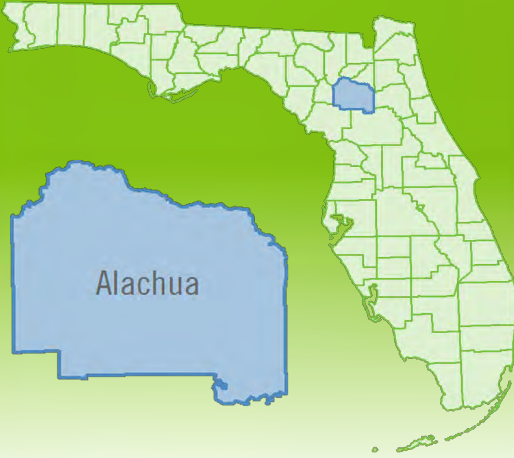
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	5	-44.4%
\$50,000 - \$99,999	41	-30.5%
\$100,000 - \$149,999	68	-38.2%
\$150,000 - \$199,999	102	-17.1%
\$200,000 - \$249,999	101	-14.4%
\$250,000 - \$299,999	109	21.1%
\$300,000 - \$399,999	118	2.6%
\$400,000 - \$599,999	114	-5.8%
\$600,000 - \$999,999	65	22.6%
\$1,000,000 or more	26	-13.3%



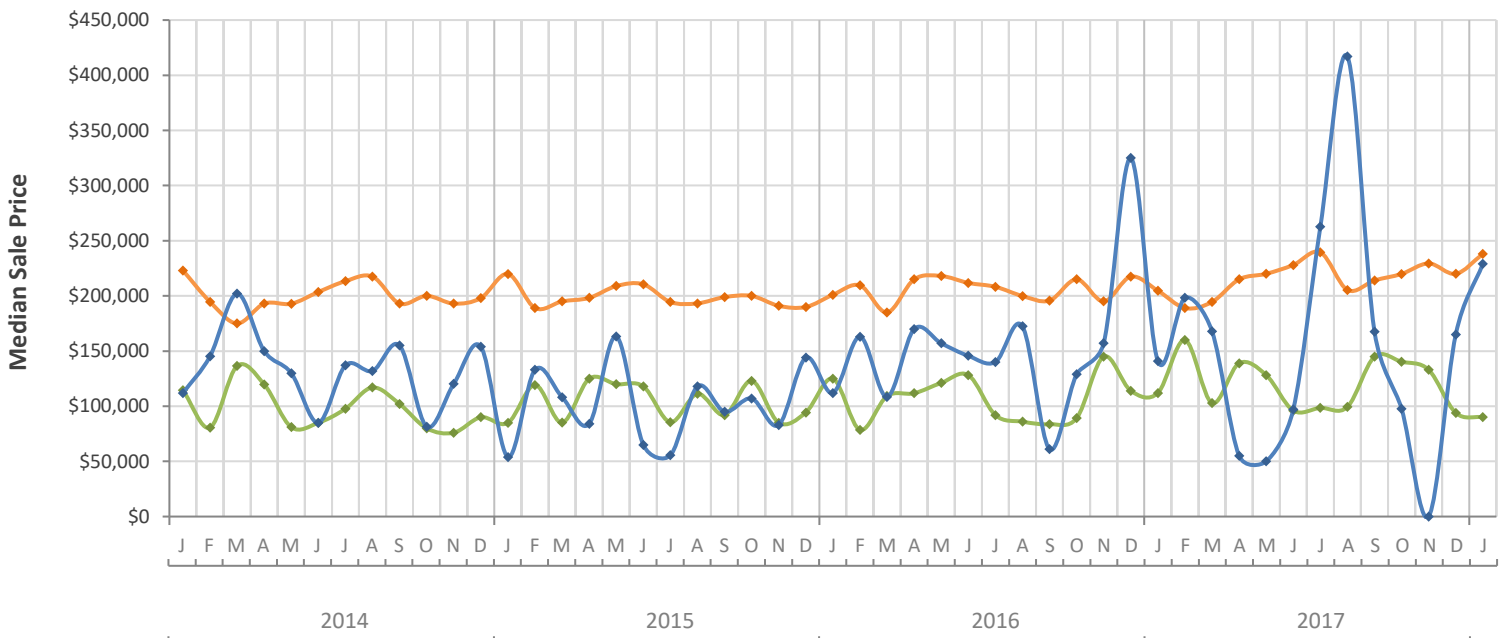
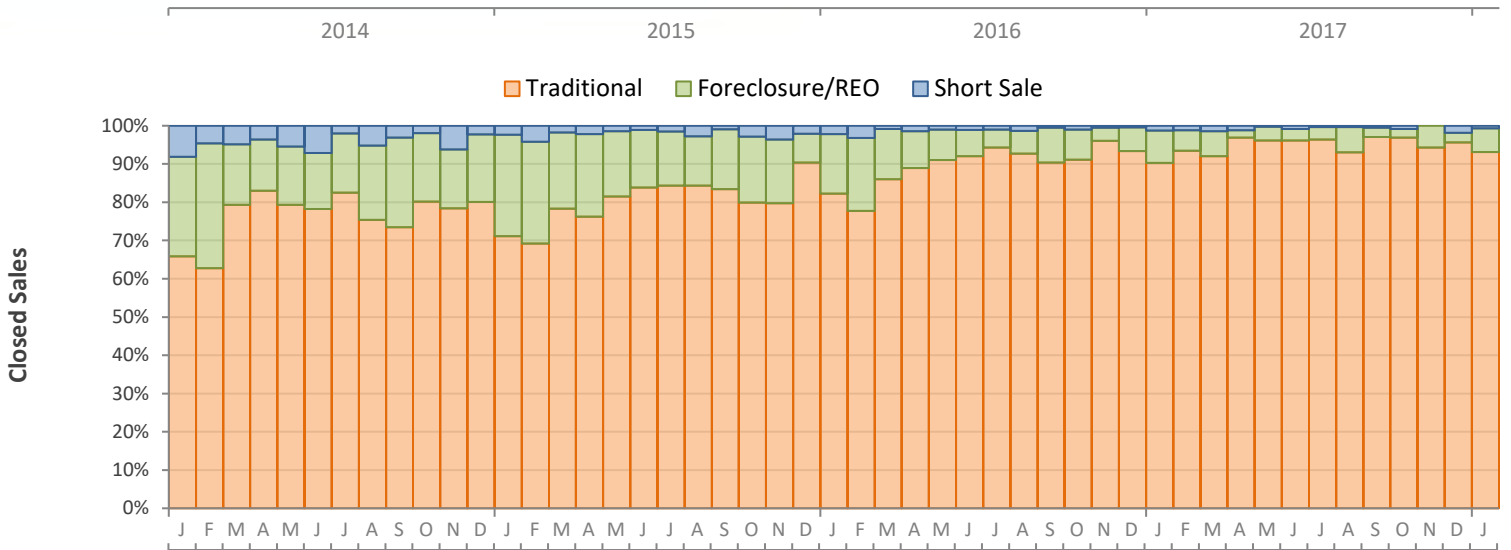
# Monthly Distressed Market - January 2018

## Single Family Homes

### Alachua County



		January 2018	January 2017	Percent Change Year-over-Year
Traditional	Closed Sales	136	140	-2.9%
	Median Sale Price	\$238,000	\$204,750	16.2%
Foreclosure/REO	Closed Sales	9	13	-30.8%
	Median Sale Price	\$90,000	\$112,000	-19.6%
Short Sale	Closed Sales	1	2	-50.0%
	Median Sale Price	\$229,000	\$140,950	62.5%



# Monthly Market Detail - January 2018

## Townhouses and Condos

### Alachua County



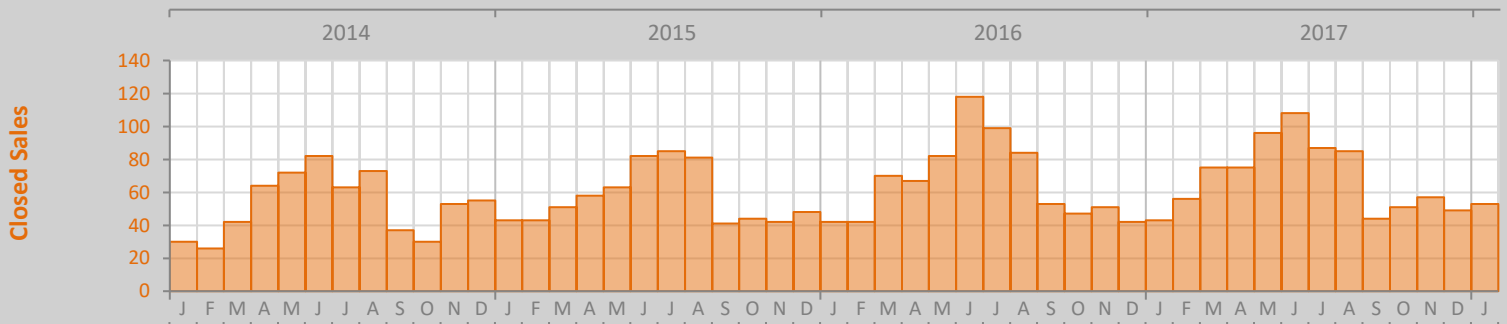
Summary Statistics	January 2018	January 2017	Percent Change Year-over-Year
Closed Sales	53	43	23.3%
Paid in Cash	35	25	40.0%
Median Sale Price	\$115,000	\$101,000	13.9%
Average Sale Price	\$118,932	\$121,183	-1.9%
Dollar Volume	\$6.3 Million	\$5.2 Million	21.0%
Median Percent of Original List Price Received	94.5%	94.4%	0.1%
Median Time to Contract	57 Days	44 Days	29.5%
Median Time to Sale	91 Days	107 Days	-15.0%
New Pending Sales	75	65	15.4%
New Listings	91	65	40.0%
Pending Inventory	78	75	4.0%
Inventory (Active Listings)	119	131	-9.2%
Months Supply of Inventory	1.7	2.0	-15.0%

## 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>Year-to-Date</b>	<b>53</b>	<b>23.3%</b>
<b>January 2018</b>	<b>53</b>	<b>23.3%</b>
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%
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%

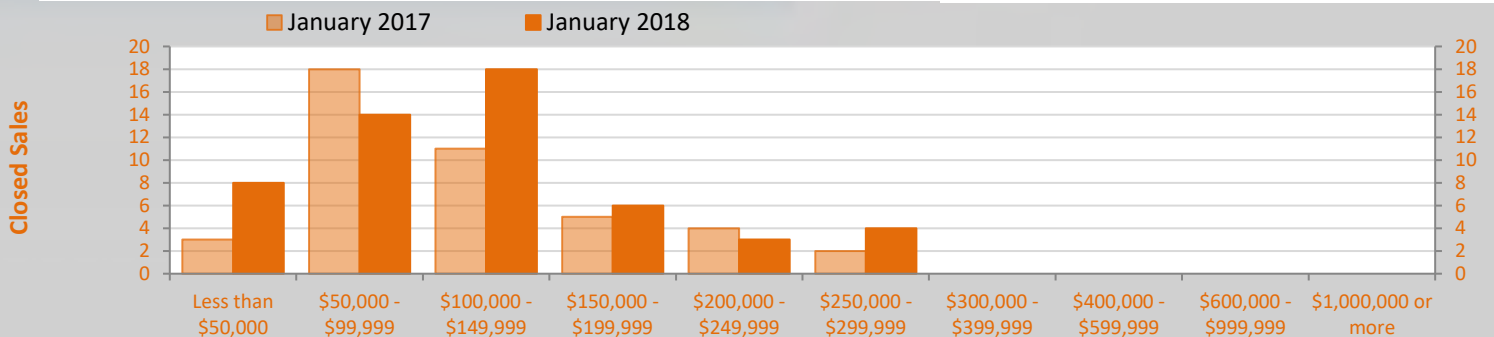


## Closed Sales by Sale Price

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	8	166.7%
\$50,000 - \$99,999	14	-22.2%
\$100,000 - \$149,999	18	63.6%
\$150,000 - \$199,999	6	20.0%
\$200,000 - \$249,999	3	-25.0%
\$250,000 - \$299,999	4	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

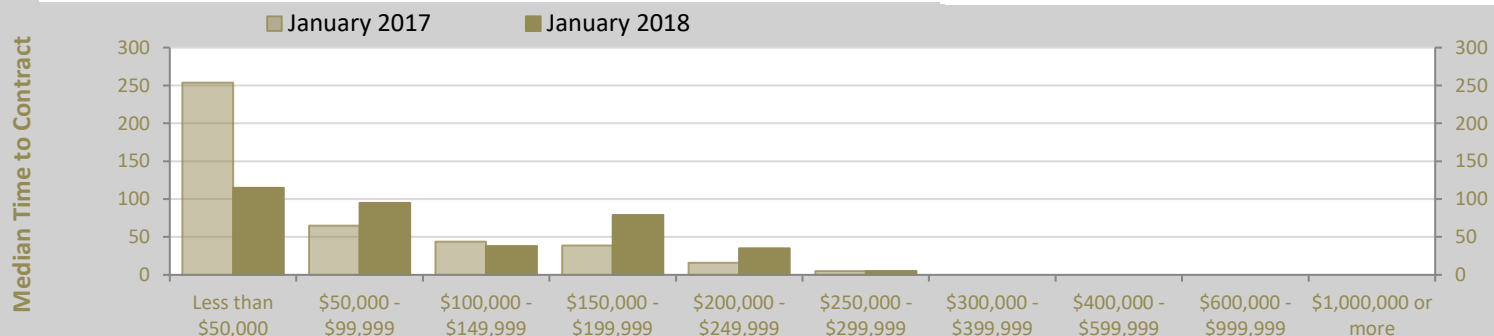


## Median Time to Contract by Sale Price

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	115 Days	-54.7%
\$50,000 - \$99,999	95 Days	46.2%
\$100,000 - \$149,999	38 Days	-13.6%
\$150,000 - \$199,999	79 Days	102.6%
\$200,000 - \$249,999	35 Days	118.8%
\$250,000 - \$299,999	5 Days	0.0%
\$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

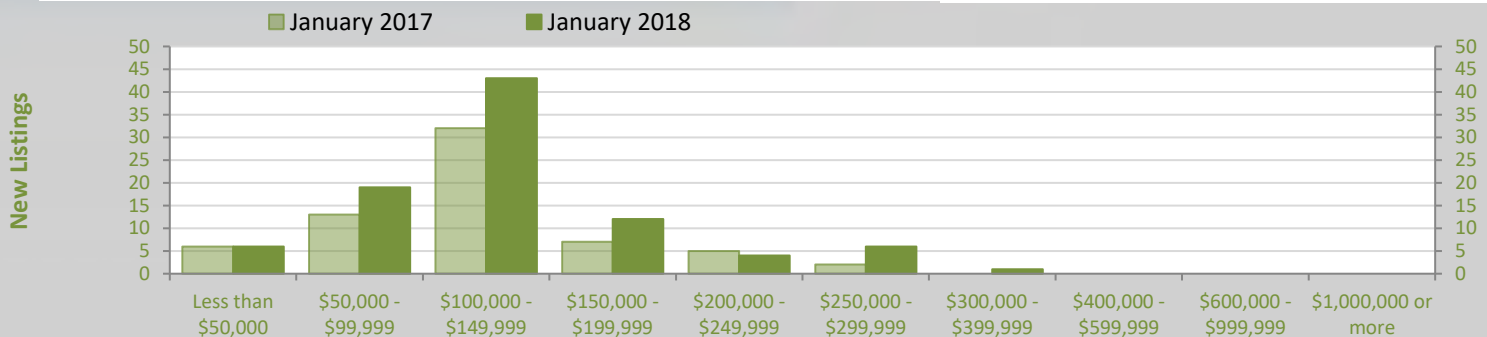


## New Listings by Initial Listing Price

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	6	0.0%
\$50,000 - \$99,999	19	46.2%
\$100,000 - \$149,999	43	34.4%
\$150,000 - \$199,999	12	71.4%
\$200,000 - \$249,999	4	-20.0%
\$250,000 - \$299,999	6	200.0%
\$300,000 - \$399,999	1	N/A
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

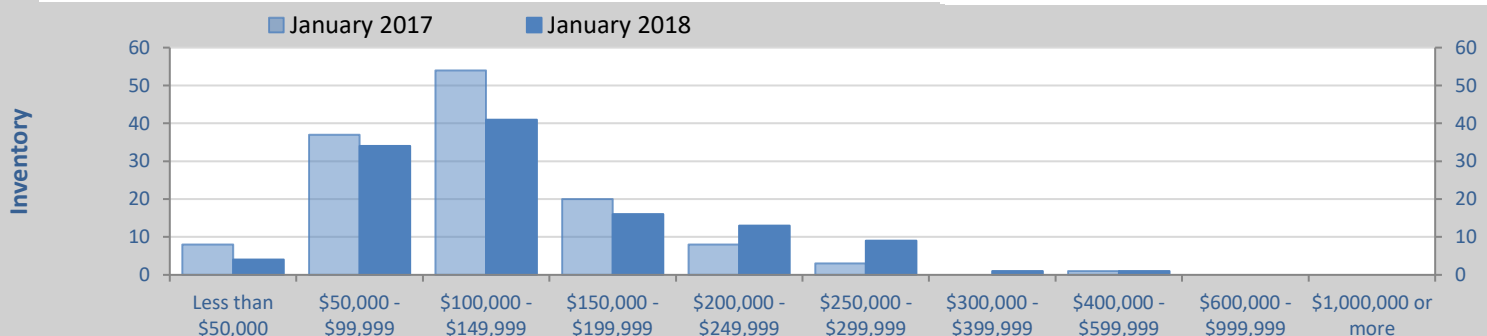


## Inventory by Current Listing Price

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	4	-50.0%
\$50,000 - \$99,999	34	-8.1%
\$100,000 - \$149,999	41	-24.1%
\$150,000 - \$199,999	16	-20.0%
\$200,000 - \$249,999	13	62.5%
\$250,000 - \$299,999	9	200.0%
\$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



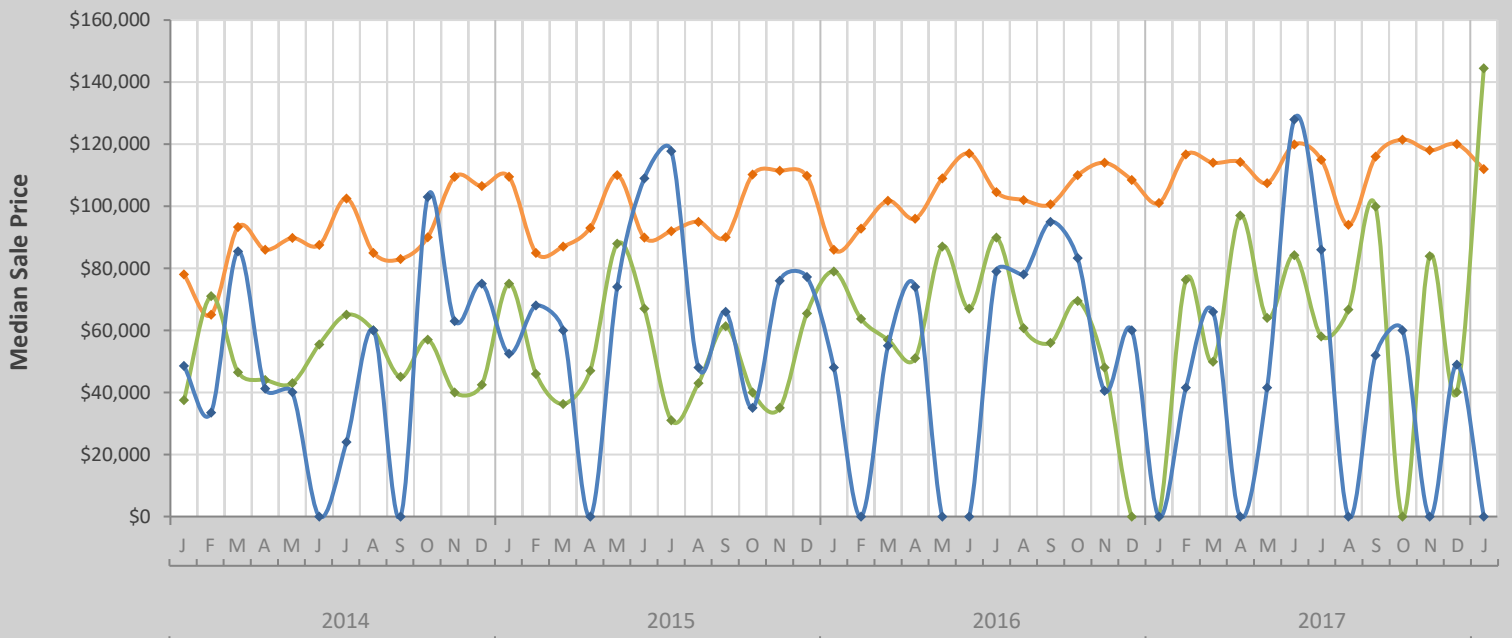
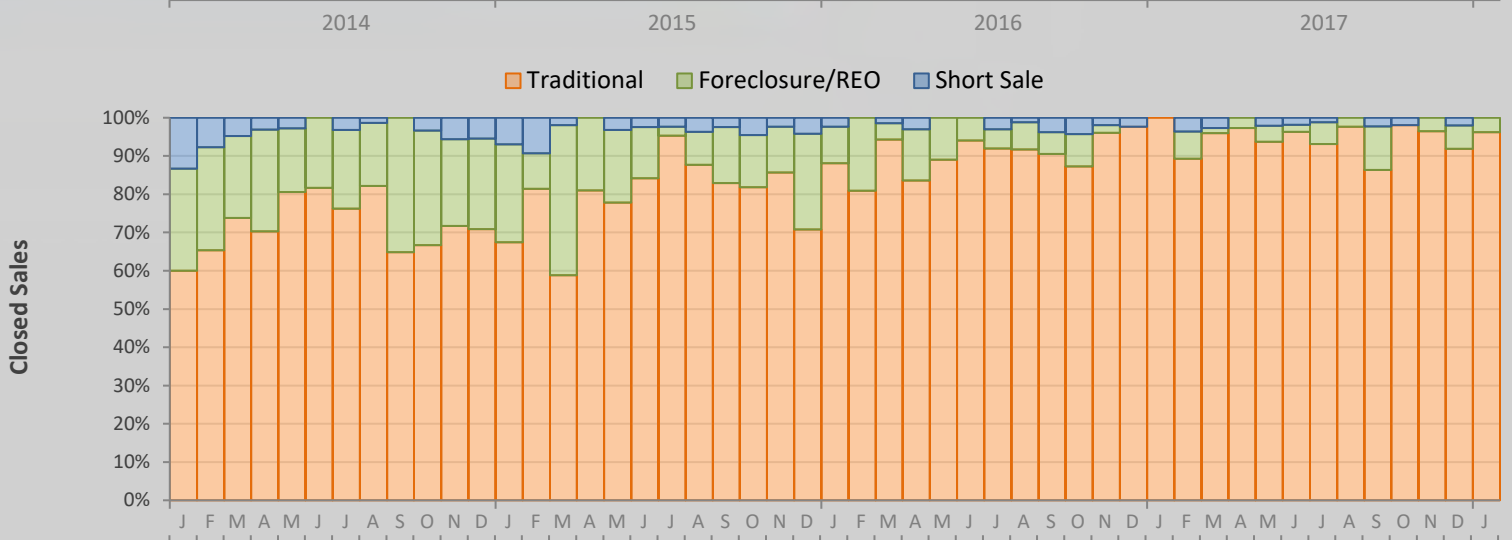
# Monthly Distressed Market - January 2018

## Townhouses and Condos

### Alachua County



		January 2018	January 2017	Percent Change Year-over-Year
Traditional	Closed Sales	51	43	18.6%
	Median Sale Price	\$112,000	\$101,000	10.9%
Foreclosure/REO	Closed Sales	2	0	N/A
	Median Sale Price	\$144,500	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

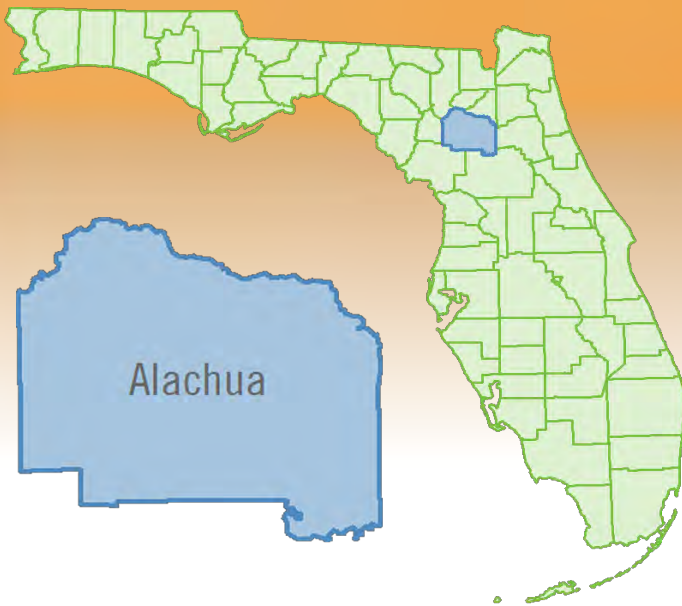




# Monthly Market Detail - January 2018

## Manufactured Homes

### Alachua County



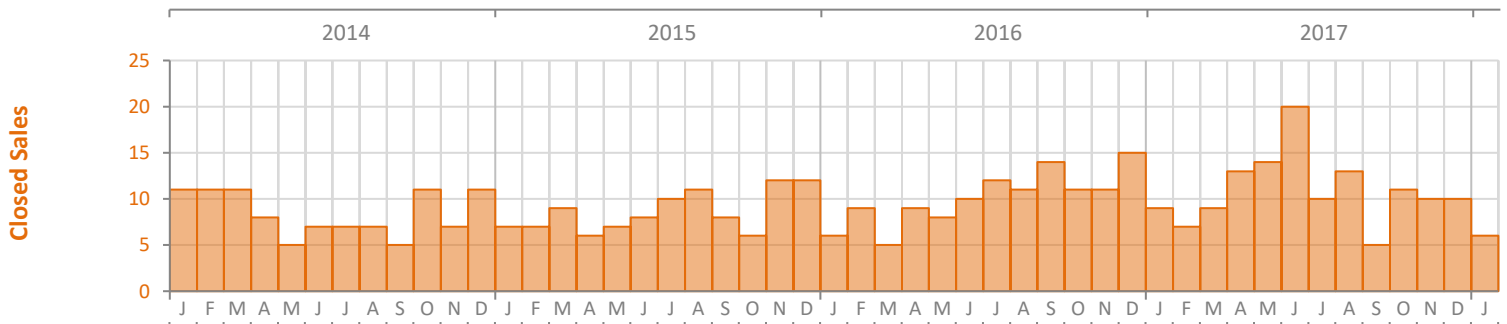
Summary Statistics	January 2018	January 2017	Percent Change Year-over-Year
Closed Sales	6	9	-33.3%
Paid in Cash	3	3	0.0%
Median Sale Price	\$73,200	\$100,000	-26.8%
Average Sale Price	\$78,900	\$87,683	-10.0%
Dollar Volume	\$473,400	\$789,147	-40.0%
Median Percent of Original List Price Received	90.1%	94.4%	-4.6%
Median Time to Contract	49 Days	84 Days	-41.7%
Median Time to Sale	79 Days	114 Days	-30.7%
New Pending Sales	6	10	-40.0%
New Listings	10	15	-33.3%
Pending Inventory	11	15	-26.7%
Inventory (Active Listings)	39	53	-26.4%
Months Supply of Inventory	3.7	5.1	-27.5%

## 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>6</b>	<b>-33.3%</b>
<b>January 2018</b>	<b>6</b>	<b>-33.3%</b>
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%
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%

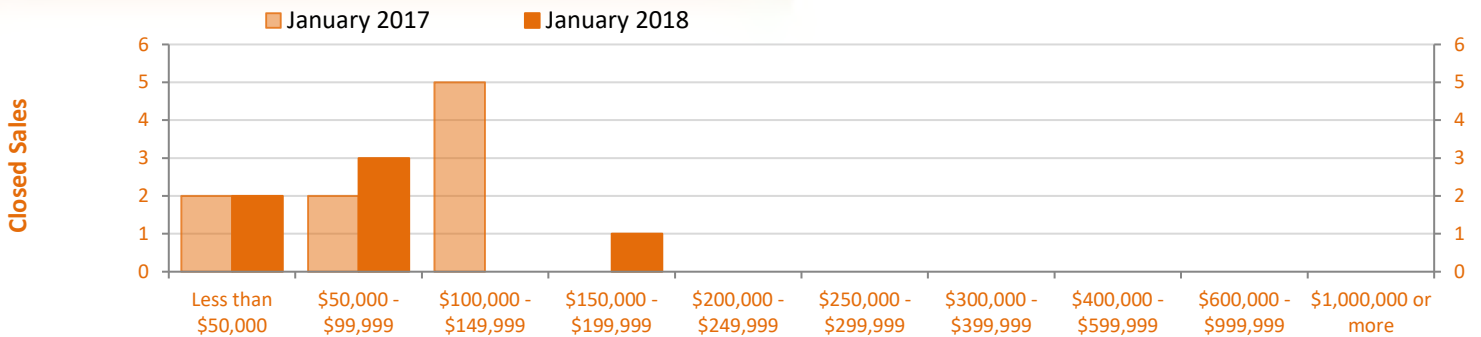


## Closed Sales by Sale Price

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	0.0%
\$50,000 - \$99,999	3	50.0%
\$100,000 - \$149,999	0	-100.0%
\$150,000 - \$199,999	1	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

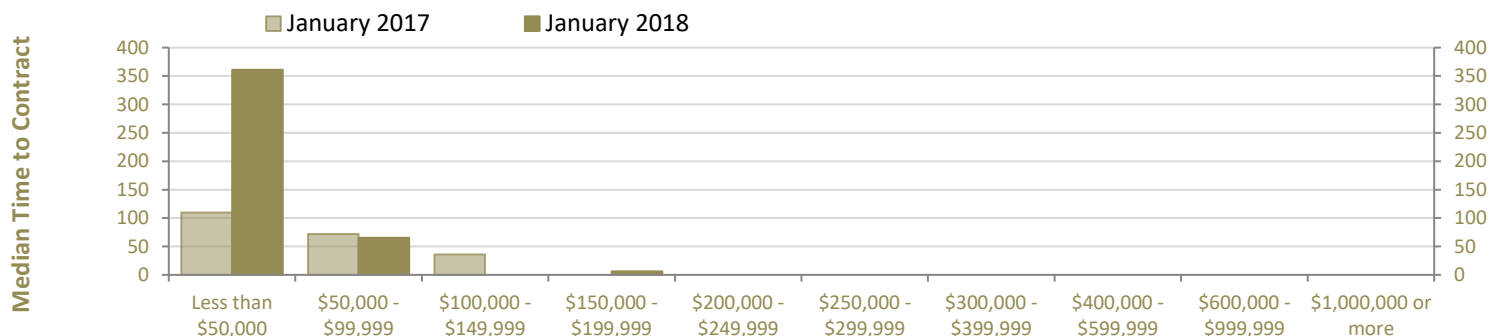


## Median Time to Contract by Sale Price

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	361 Days	228.2%
\$50,000 - \$99,999	65 Days	-9.7%
\$100,000 - \$149,999	(No Sales)	N/A
\$150,000 - \$199,999	6 Days	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

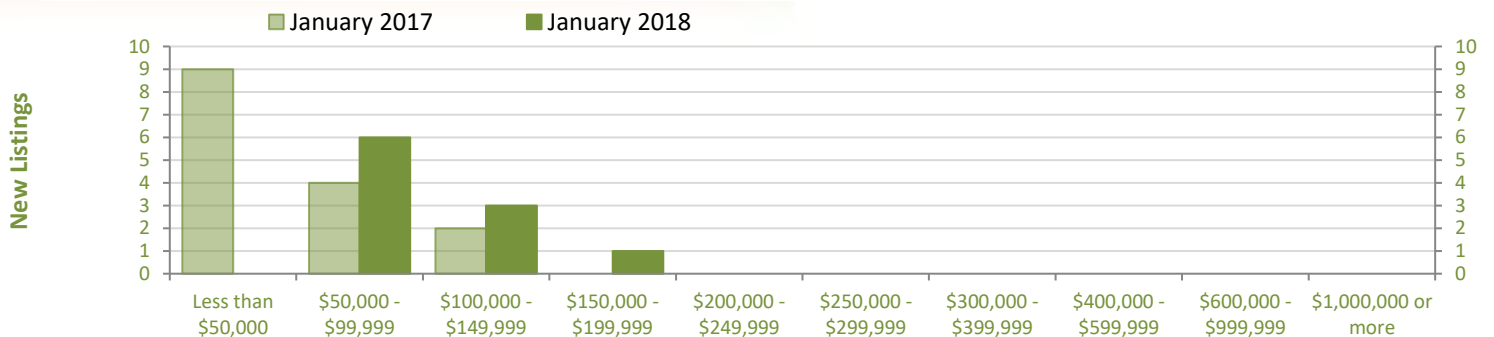


## New Listings by Initial Listing Price

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	0	-100.0%
\$50,000 - \$99,999	6	50.0%
\$100,000 - \$149,999	3	50.0%
\$150,000 - \$199,999	1	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

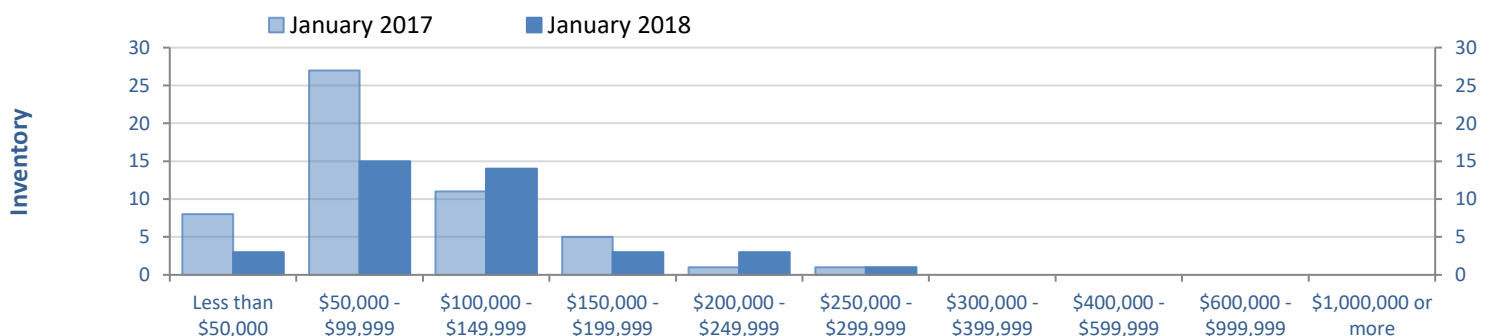


## Inventory by Current Listing Price

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.

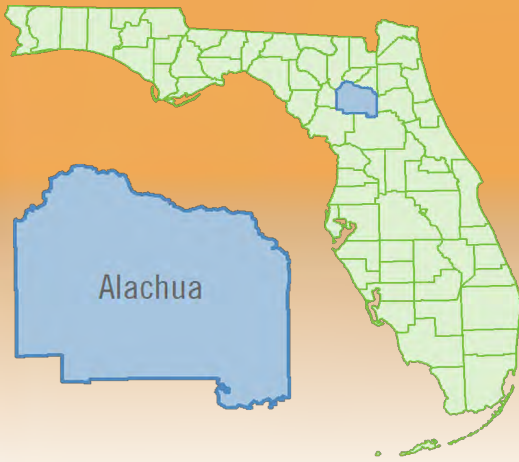
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	3	-62.5%
\$50,000 - \$99,999	15	-44.4%
\$100,000 - \$149,999	14	27.3%
\$150,000 - \$199,999	3	-40.0%
\$200,000 - \$249,999	3	200.0%
\$250,000 - \$299,999	1	0.0%
\$300,000 - \$399,999	0	N/A
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A



# Monthly Distressed Market - January 2018

## Manufactured Homes

### Alachua County



		January 2018	January 2017	Percent Change Year-over-Year
Traditional	Closed Sales	6	8	-25.0%
	Median Sale Price	\$73,200	\$108,875	-32.8%
Foreclosure/REO	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$34,500	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

