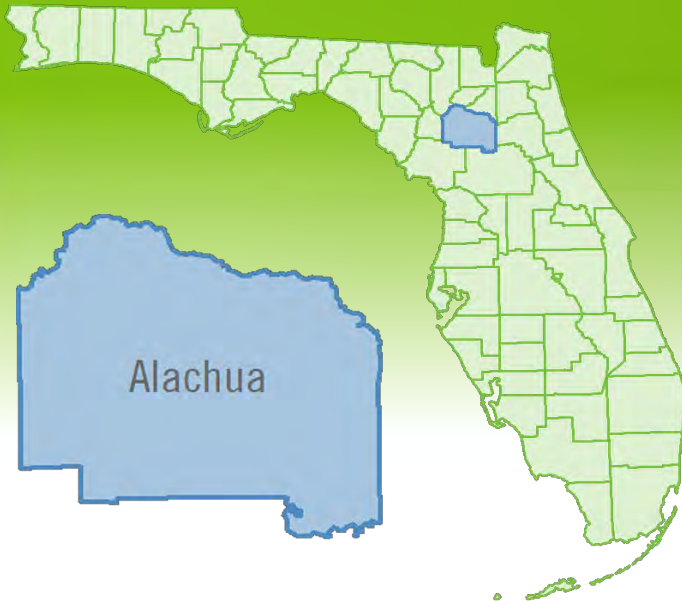


# Monthly Market Detail - October 2018

## Single Family Homes

### Alachua County



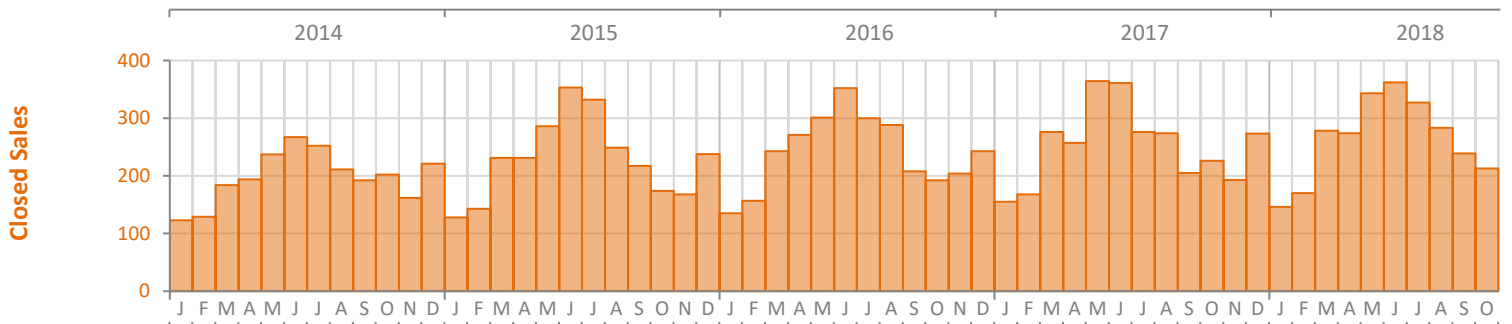
Summary Statistics	October 2018	October 2017	Percent Change Year-over-Year
Closed Sales	213	226	-5.8%
Paid in Cash	59	50	18.0%
Median Sale Price	\$226,440	\$212,500	6.6%
Average Sale Price	\$243,698	\$235,798	3.4%
Dollar Volume	\$51.9 Million	\$53.3 Million	-2.6%
Median Percent of Original List Price Received	96.4%	96.7%	-0.3%
Median Time to Contract	50 Days	66 Days	-24.2%
Median Time to Sale	85 Days	109 Days	-22.0%
New Pending Sales	246	268	-8.2%
New Listings	260	257	1.2%
Pending Inventory	358	336	6.5%
Inventory (Active Listings)	863	882	-2.2%
Months Supply of Inventory	3.3	3.5	-5.7%

## 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>2,635</b>	<b>2.8%</b>
<b>October 2018</b>	<b>213</b>	<b>-5.8%</b>
September 2018	239	16.6%
August 2018	283	3.3%
July 2018	327	18.5%
June 2018	362	0.3%
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%



# Monthly Market Detail - October 2018

## Single Family Homes

### Alachua County

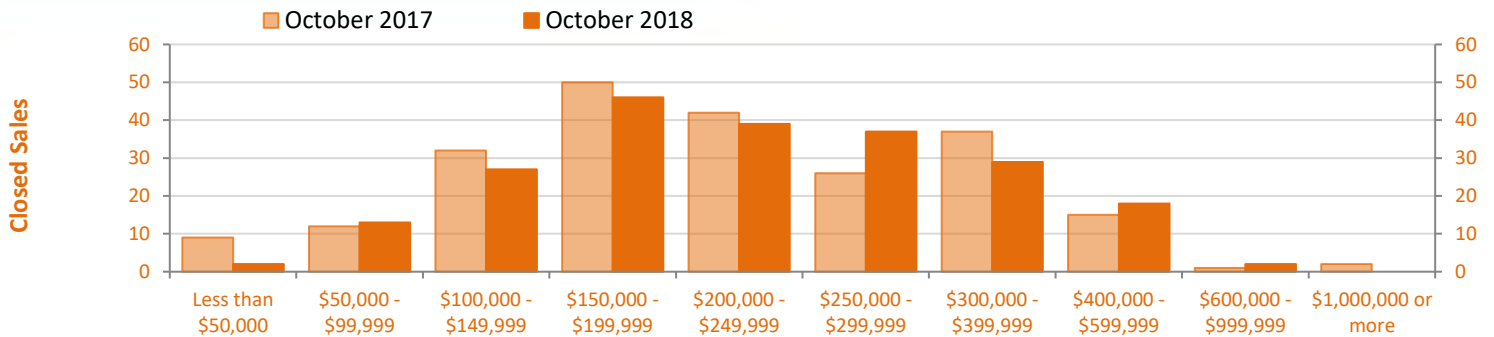


## Closed Sales by Sale Price

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	-77.8%
\$50,000 - \$99,999	13	8.3%
\$100,000 - \$149,999	27	-15.6%
\$150,000 - \$199,999	46	-8.0%
\$200,000 - \$249,999	39	-7.1%
\$250,000 - \$299,999	37	42.3%
\$300,000 - \$399,999	29	-21.6%
\$400,000 - \$599,999	18	20.0%
\$600,000 - \$999,999	2	100.0%
\$1,000,000 or more	0	-100.0%

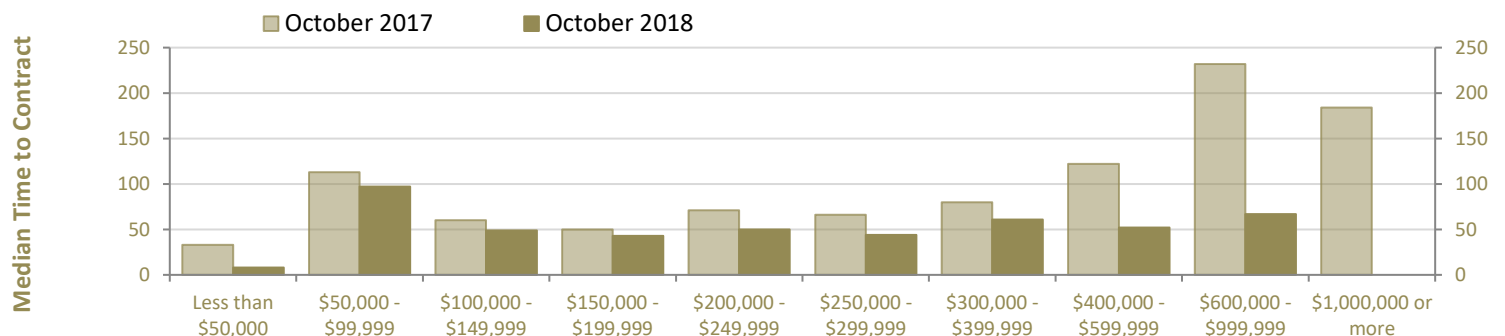


## Median Time to Contract by Sale Price

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	8 Days	-75.8%
\$50,000 - \$99,999	97 Days	-14.2%
\$100,000 - \$149,999	49 Days	-18.3%
\$150,000 - \$199,999	43 Days	-14.0%
\$200,000 - \$249,999	50 Days	-29.6%
\$250,000 - \$299,999	44 Days	-33.3%
\$300,000 - \$399,999	61 Days	-23.8%
\$400,000 - \$599,999	52 Days	-57.4%
\$600,000 - \$999,999	67 Days	-71.1%
\$1,000,000 or more	(No Sales)	N/A

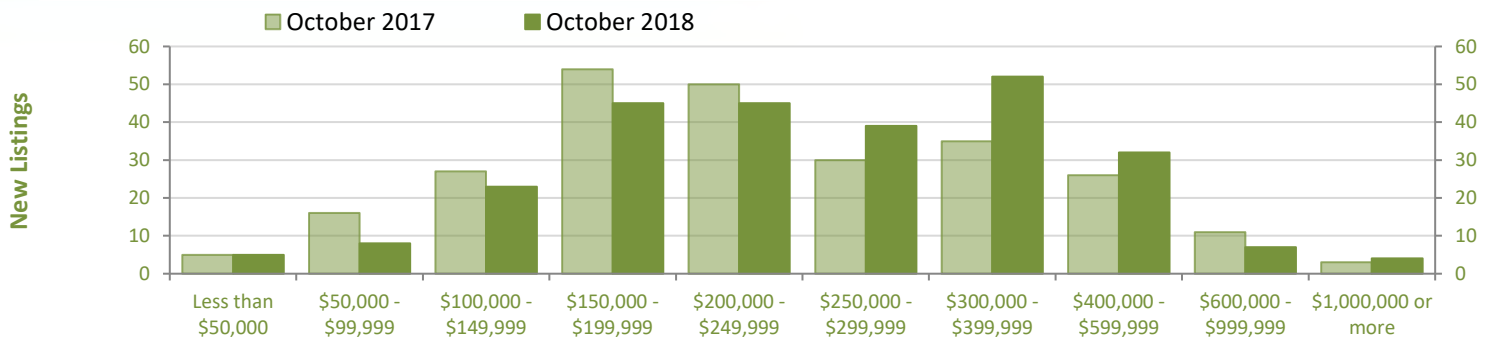


## New Listings by Initial Listing Price

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	5	0.0%
\$50,000 - \$99,999	8	-50.0%
\$100,000 - \$149,999	23	-14.8%
\$150,000 - \$199,999	45	-16.7%
\$200,000 - \$249,999	45	-10.0%
\$250,000 - \$299,999	39	30.0%
\$300,000 - \$399,999	52	48.6%
\$400,000 - \$599,999	32	23.1%
\$600,000 - \$999,999	7	-36.4%
\$1,000,000 or more	4	33.3%

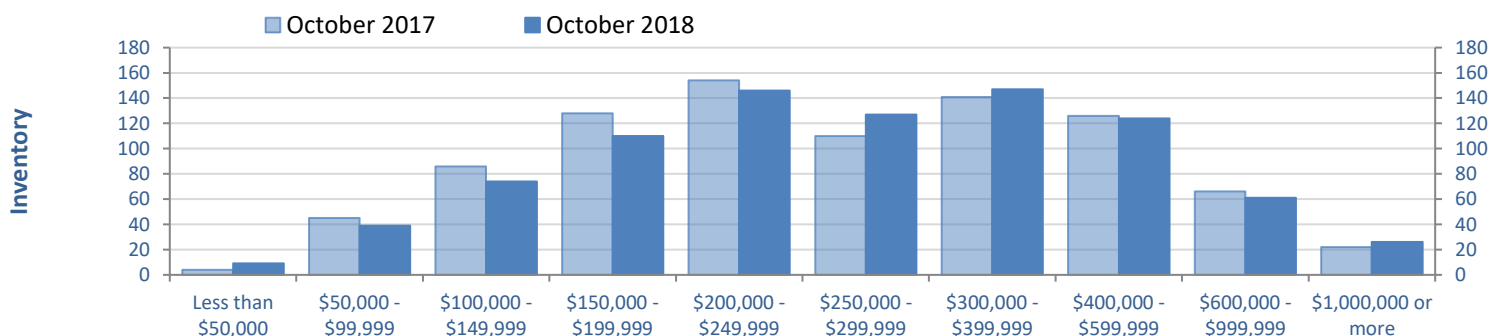


## Inventory by Current Listing Price

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	125.0%
\$50,000 - \$99,999	39	-13.3%
\$100,000 - \$149,999	74	-14.0%
\$150,000 - \$199,999	110	-14.1%
\$200,000 - \$249,999	146	-5.2%
\$250,000 - \$299,999	127	15.5%
\$300,000 - \$399,999	147	4.3%
\$400,000 - \$599,999	124	-1.6%
\$600,000 - \$999,999	61	-7.6%
\$1,000,000 or more	26	18.2%



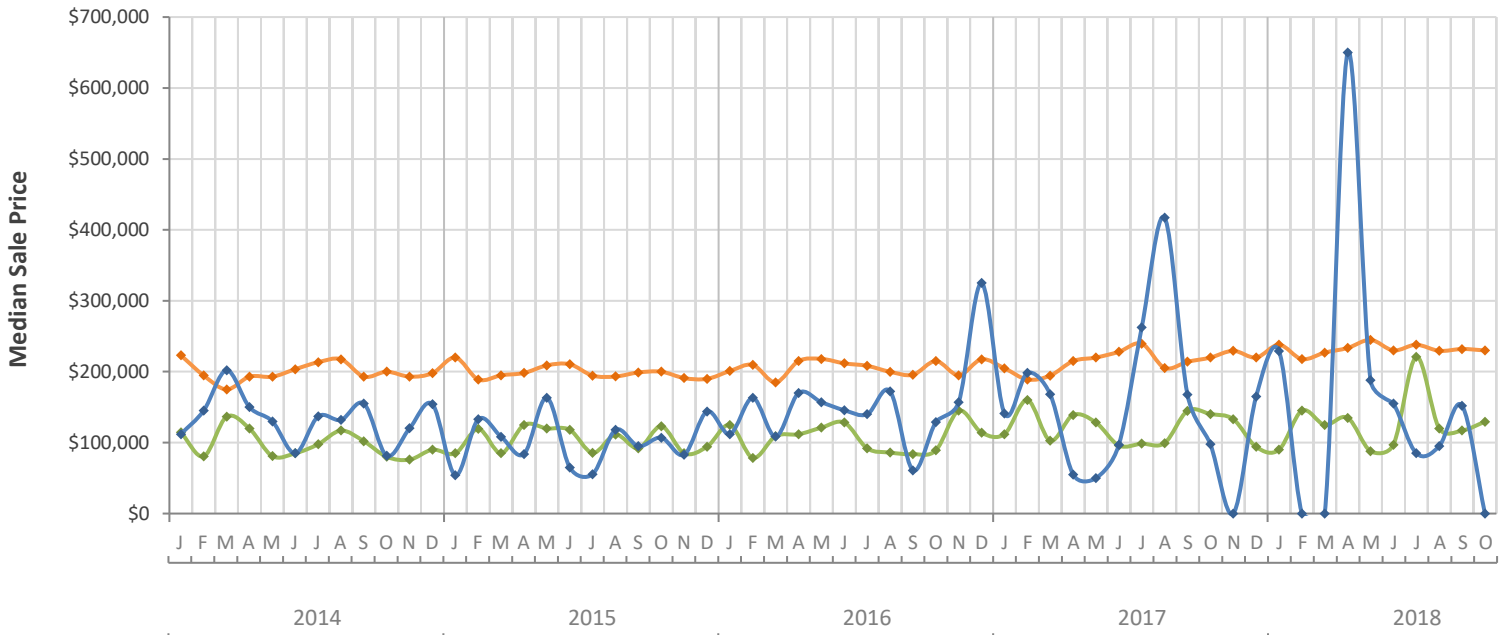
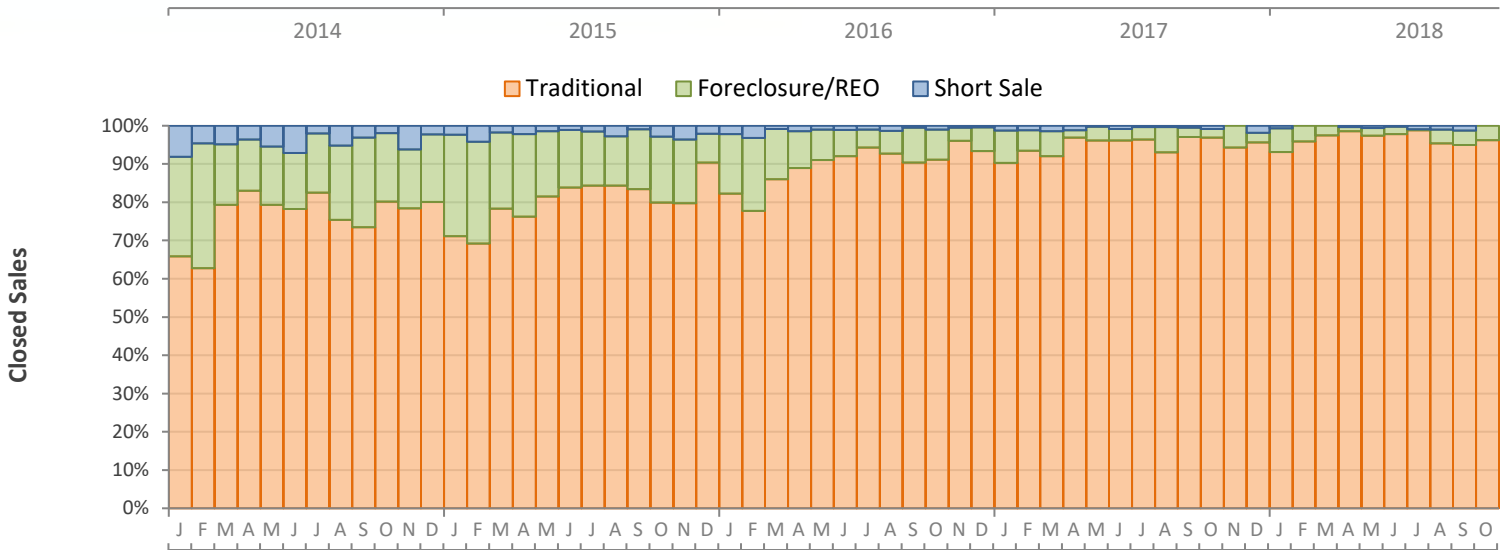
# Monthly Distressed Market - October 2018

## Single Family Homes

### Alachua County



		October 2018	October 2017	Percent Change Year-over-Year
Traditional	Closed Sales	205	219	-6.4%
	Median Sale Price	\$230,000	\$219,900	4.6%
Foreclosure/REO	Closed Sales	8	5	60.0%
	Median Sale Price	\$129,450	\$140,329	-7.8%
Short Sale	Closed Sales	0	2	-100.0%
	Median Sale Price	(No Sales)	\$97,750	N/A



# Monthly Market Detail - October 2018

## Townhouses and Condos

### Alachua County



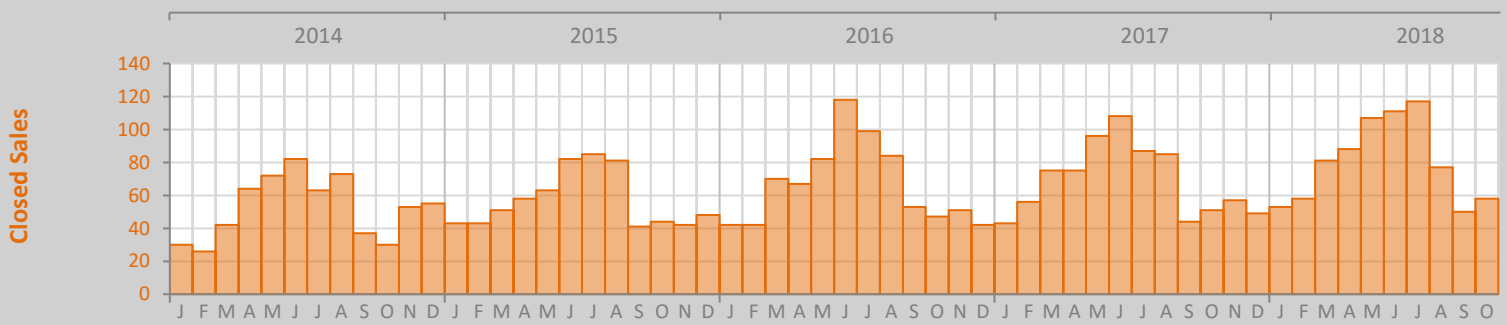
Summary Statistics	October 2018	October 2017	Percent Change Year-over-Year
Closed Sales	58	51	13.7%
Paid in Cash	33	28	17.9%
Median Sale Price	\$119,950	\$121,000	-0.9%
Average Sale Price	\$122,891	\$123,418	-0.4%
Dollar Volume	\$7.1 Million	\$6.3 Million	13.2%
Median Percent of Original List Price Received	95.2%	96.2%	-1.0%
Median Time to Contract	40 Days	53 Days	-24.5%
Median Time to Sale	63 Days	78 Days	-19.2%
New Pending Sales	54	66	-18.2%
New Listings	68	59	15.3%
Pending Inventory	48	68	-29.4%
Inventory (Active Listings)	151	139	8.6%
Months Supply of Inventory	2.0	2.1	-4.8%

## 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>800</b>	<b>11.1%</b>
<b>October 2018</b>	<b>58</b>	<b>13.7%</b>
September 2018	50	13.6%
August 2018	77	-9.4%
July 2018	117	34.5%
June 2018	111	2.8%
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%



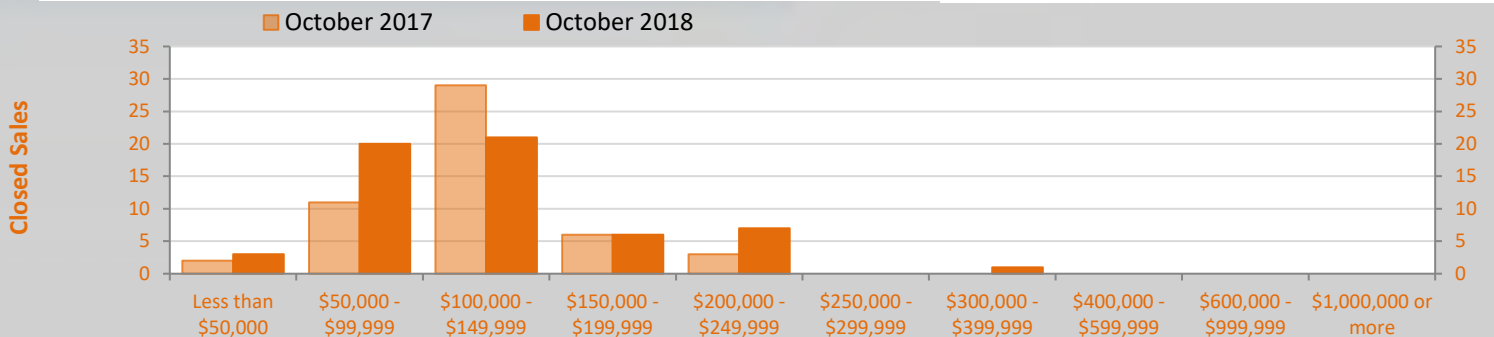


## Closed Sales by Sale Price

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	50.0%
\$50,000 - \$99,999	20	81.8%
\$100,000 - \$149,999	21	-27.6%
\$150,000 - \$199,999	6	0.0%
\$200,000 - \$249,999	7	133.3%
\$250,000 - \$299,999	0	N/A
\$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

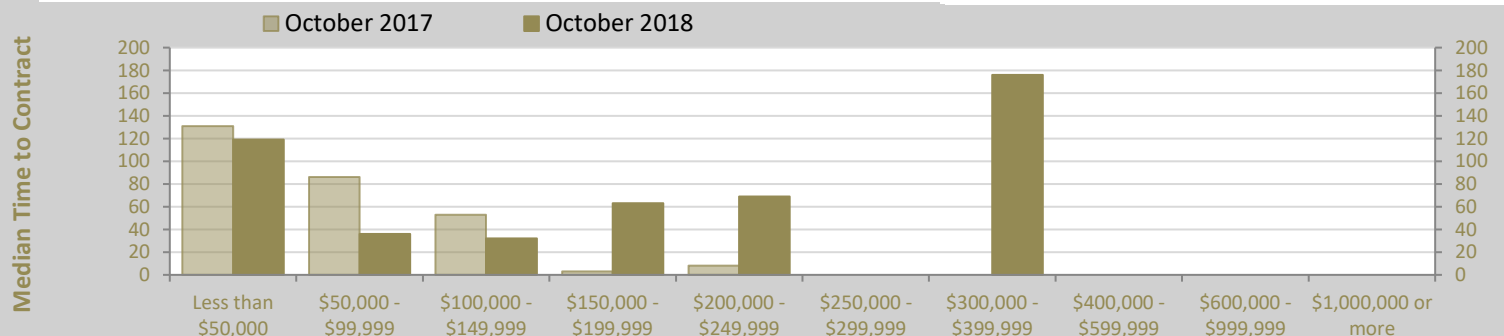


## Median Time to Contract by Sale Price

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	119 Days	-9.2%
\$50,000 - \$99,999	36 Days	-58.1%
\$100,000 - \$149,999	32 Days	-39.6%
\$150,000 - \$199,999	63 Days	2000.0%
\$200,000 - \$249,999	69 Days	762.5%
\$250,000 - \$299,999	(No Sales)	N/A
\$300,000 - \$399,999	176 Days	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

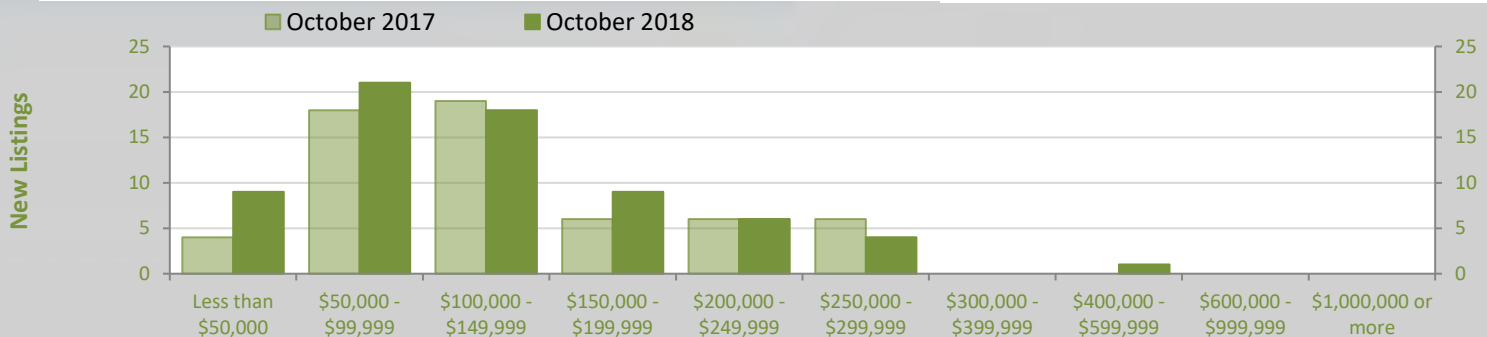


## New Listings by Initial Listing Price

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	125.0%
\$50,000 - \$99,999	21	16.7%
\$100,000 - \$149,999	18	-5.3%
\$150,000 - \$199,999	9	50.0%
\$200,000 - \$249,999	6	0.0%
\$250,000 - \$299,999	4	-33.3%
\$300,000 - \$399,999	0	N/A
\$400,000 - \$599,999	1	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

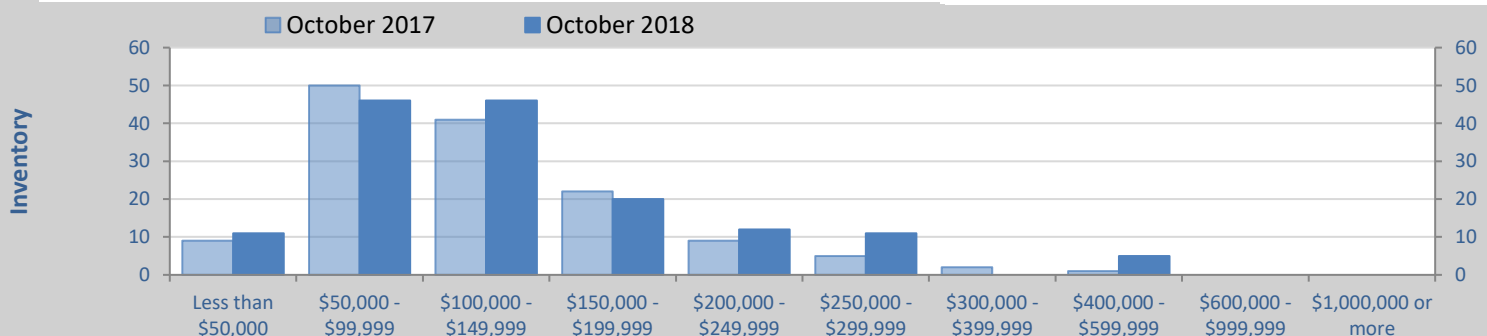


## Inventory by Current Listing Price

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	11	22.2%
\$50,000 - \$99,999	46	-8.0%
\$100,000 - \$149,999	46	12.2%
\$150,000 - \$199,999	20	-9.1%
\$200,000 - \$249,999	12	33.3%
\$250,000 - \$299,999	11	120.0%
\$300,000 - \$399,999	0	-100.0%
\$400,000 - \$599,999	5	400.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A



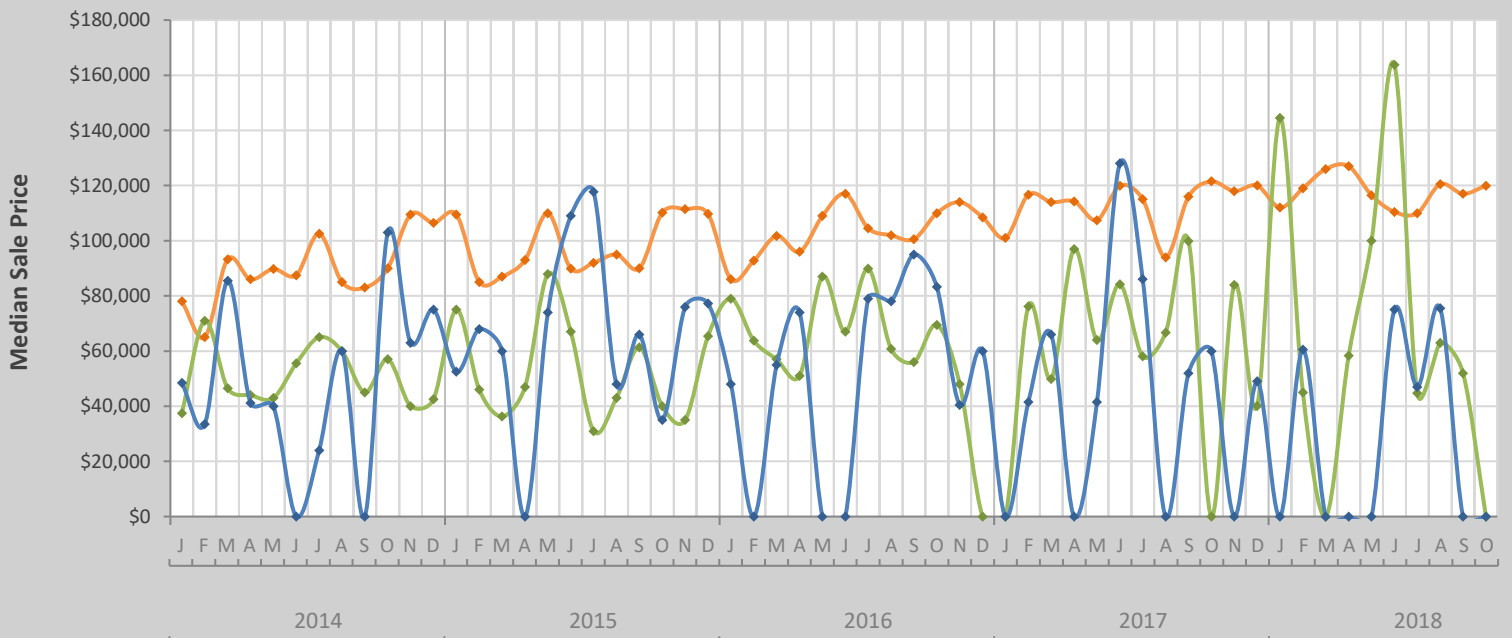
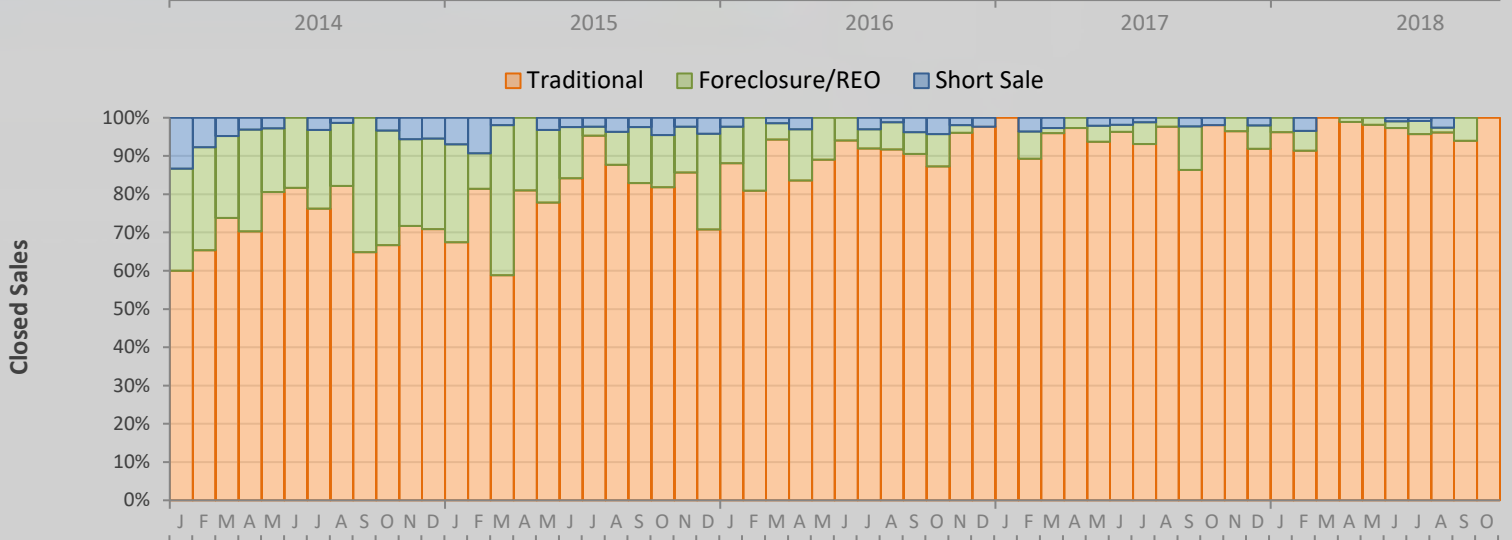
# Monthly Distressed Market - October 2018

## Townhouses and Condos

### Alachua County



		October 2018	October 2017	Percent Change Year-over-Year
Traditional	Closed Sales	58	50	16.0%
	Median Sale Price	\$119,950	\$121,500	-1.3%
Foreclosure/REO	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A
Short Sale	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$60,000	N/A

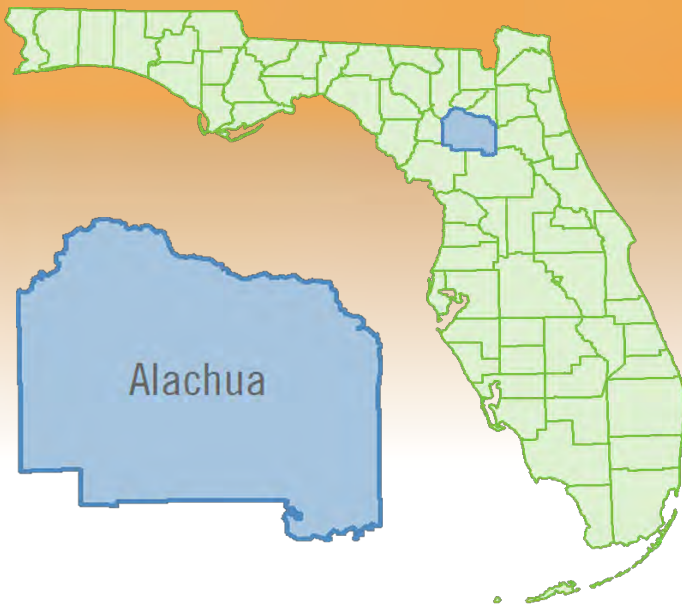




# Monthly Market Detail - October 2018

## Manufactured Homes

### Alachua County



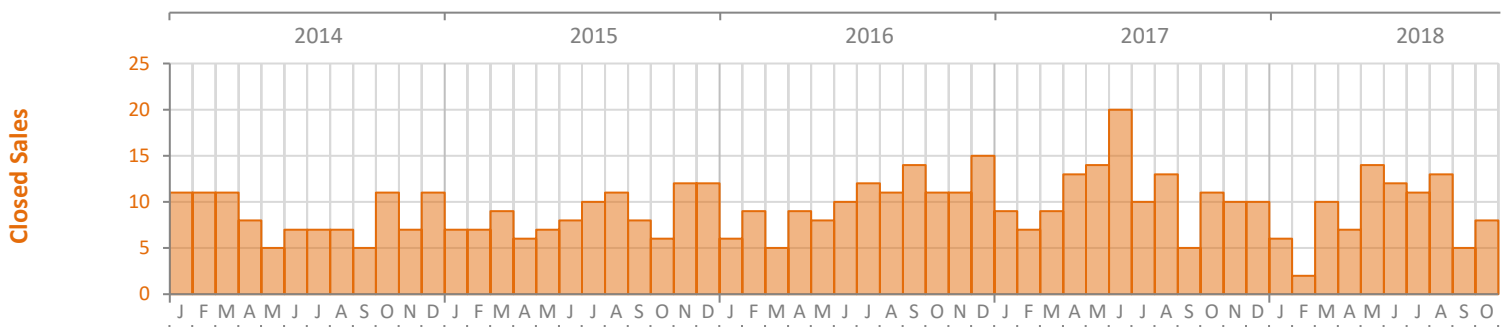
Summary Statistics	October 2018	October 2017	Percent Change Year-over-Year
Closed Sales	8	11	-27.3%
Paid in Cash	3	7	-57.1%
Median Sale Price	\$123,450	\$65,100	89.6%
Average Sale Price	\$120,175	\$70,818	69.7%
Dollar Volume	\$961,400	\$778,998	23.4%
Median Percent of Original List Price Received	93.7%	90.9%	3.1%
Median Time to Contract	25 Days	66 Days	-62.1%
Median Time to Sale	81 Days	106 Days	-23.6%
New Pending Sales	14	9	55.6%
New Listings	22	18	22.2%
Pending Inventory	25	11	127.3%
Inventory (Active Listings)	50	36	38.9%
Months Supply of Inventory	5.6	3.2	75.0%

## 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>88</b>	<b>-20.7%</b>
<b>October 2018</b>	<b>8</b>	<b>-27.3%</b>
September 2018	5	0.0%
August 2018	13	0.0%
July 2018	11	10.0%
June 2018	12	-40.0%
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%

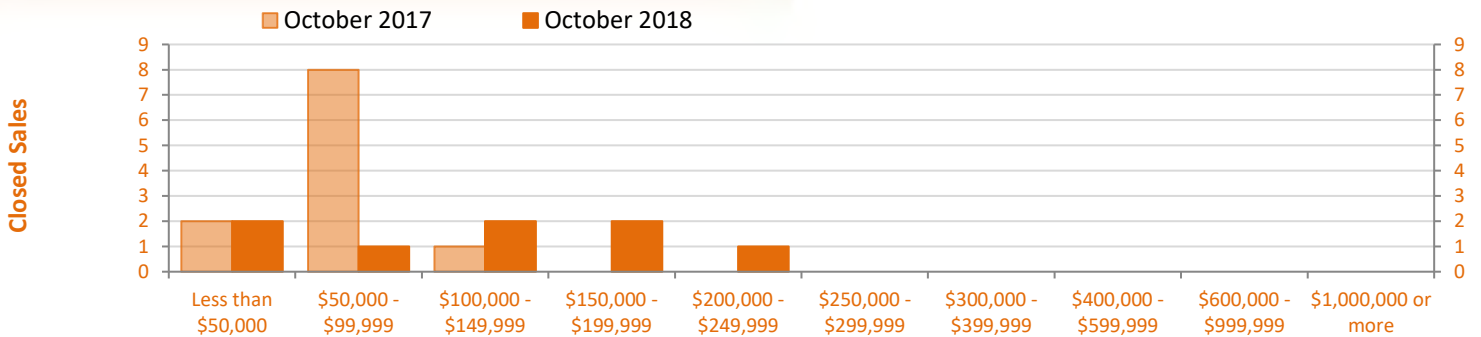


## Closed Sales by Sale Price

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	1	-87.5%
\$100,000 - \$149,999	2	100.0%
\$150,000 - \$199,999	2	N/A
\$200,000 - \$249,999	1	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

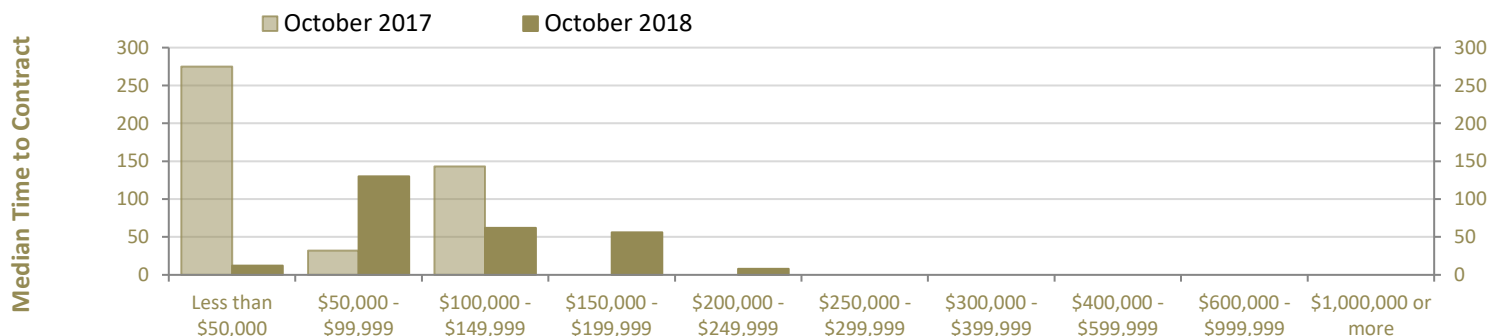


## Median Time to Contract by Sale Price

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	12 Days	-95.6%
\$50,000 - \$99,999	130 Days	306.3%
\$100,000 - \$149,999	62 Days	-56.6%
\$150,000 - \$199,999	56 Days	N/A
\$200,000 - \$249,999	8 Days	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

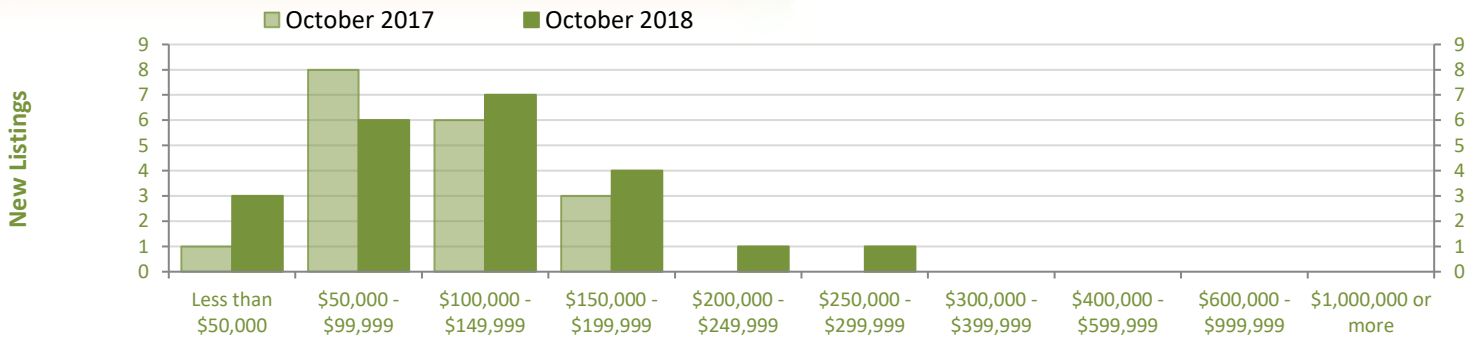


## New Listings by Initial Listing Price

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	3	200.0%
\$50,000 - \$99,999	6	-25.0%
\$100,000 - \$149,999	7	16.7%
\$150,000 - \$199,999	4	33.3%
\$200,000 - \$249,999	1	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

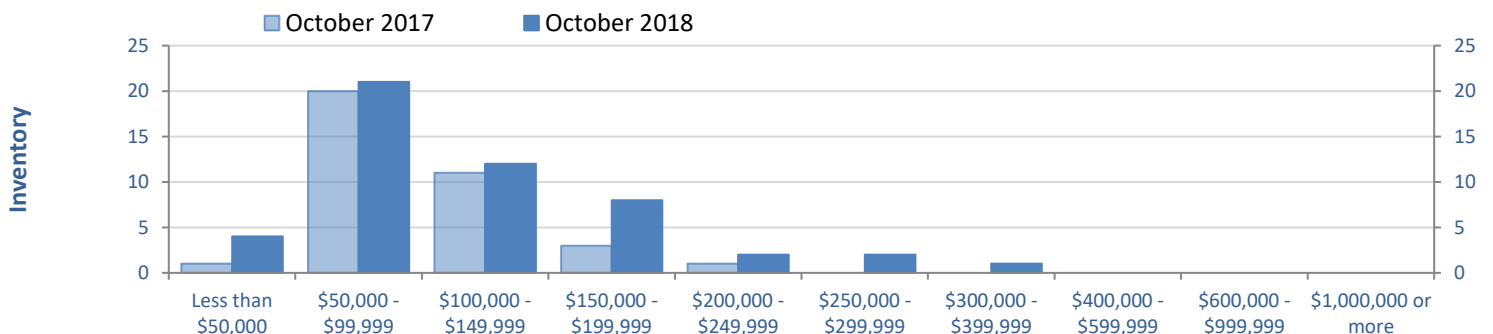


## Inventory by Current Listing Price

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.

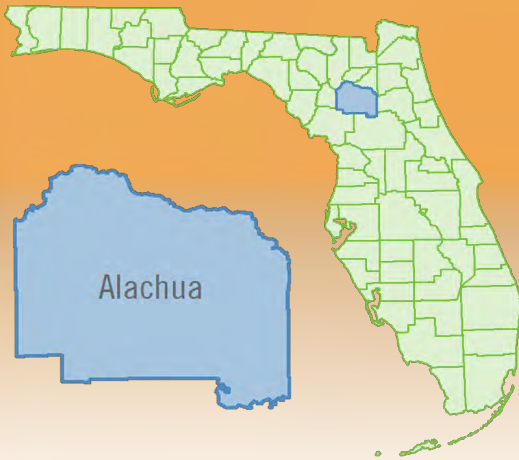
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	4	300.0%
\$50,000 - \$99,999	21	5.0%
\$100,000 - \$149,999	12	9.1%
\$150,000 - \$199,999	8	166.7%
\$200,000 - \$249,999	2	100.0%
\$250,000 - \$299,999	2	N/A
\$300,000 - \$399,999	1	N/A
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A



# Monthly Distressed Market - October 2018

## Manufactured Homes

### Alachua County



		October 2018	October 2017	Percent Change Year-over-Year
Traditional	Closed Sales	8	10	-20.0%
	Median Sale Price	\$123,450	\$70,000	76.4%
Foreclosure/REO	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$60,000	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

