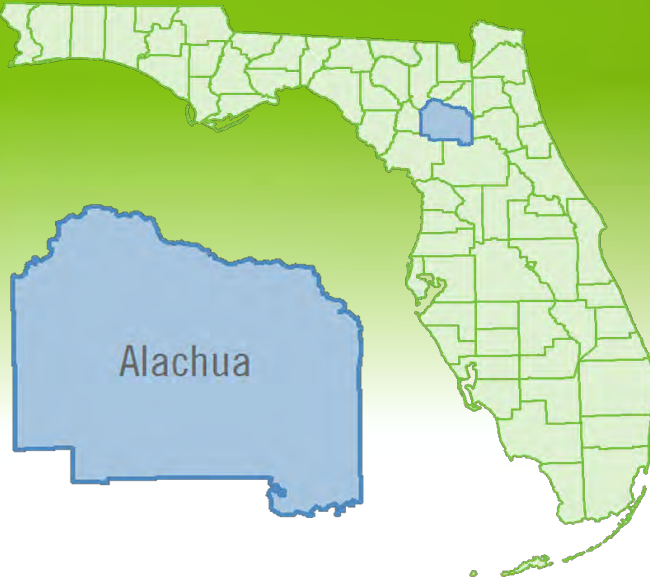


# Monthly Market Detail - December 2017

## Single Family Homes

### Alachua County



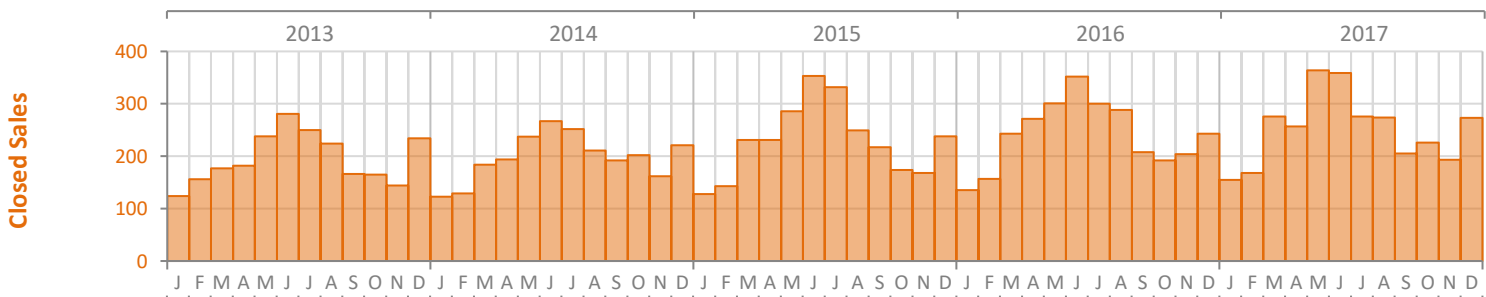
Summary Statistics	December 2017	December 2016	Percent Change Year-over-Year
Closed Sales	273	243	12.3%
Paid in Cash	57	58	-1.7%
Median Sale Price	\$215,000	\$210,000	2.4%
Average Sale Price	\$236,316	\$241,496	-2.1%
Dollar Volume	\$64.5 Million	\$58.7 Million	9.9%
Median Percent of Original List Price Received	96.8%	96.5%	0.3%
Median Time to Contract	53 Days	63 Days	-15.9%
Median Time to Sale	94 Days	100 Days	-6.0%
New Pending Sales	219	222	-1.4%
New Listings	173	182	-4.9%
Pending Inventory	289	287	0.7%
Inventory (Active Listings)	722	849	-15.0%
Months Supply of Inventory	2.9	3.5	-17.1%

## 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>December 2017</b>	<b>273</b>	<b>12.3%</b>
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%
December 2016	243	2.1%

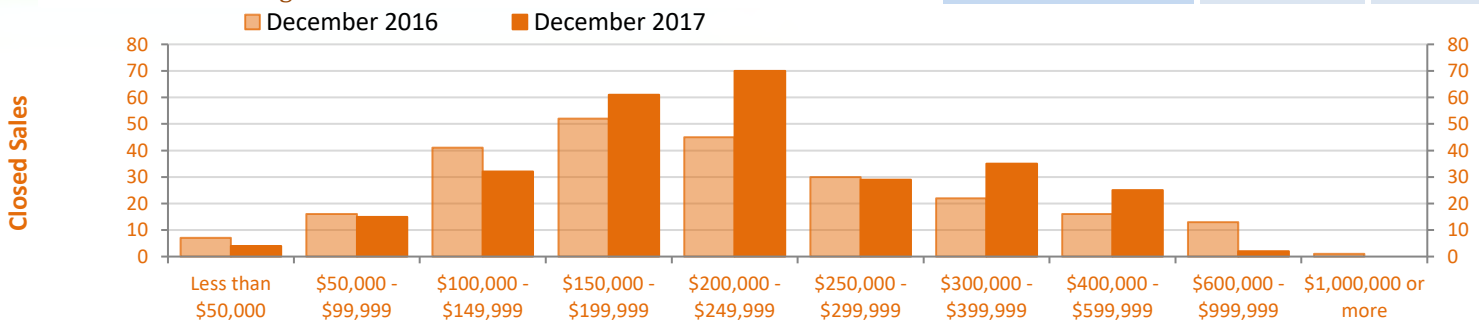


## Closed Sales by Sale Price

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	-42.9%
\$50,000 - \$99,999	15	-6.3%
\$100,000 - \$149,999	32	-22.0%
\$150,000 - \$199,999	61	17.3%
\$200,000 - \$249,999	70	55.6%
\$250,000 - \$299,999	29	-3.3%
\$300,000 - \$399,999	35	59.1%
\$400,000 - \$599,999	25	56.3%
\$600,000 - \$999,999	2	-84.6%
\$1,000,000 or more	0	-100.0%

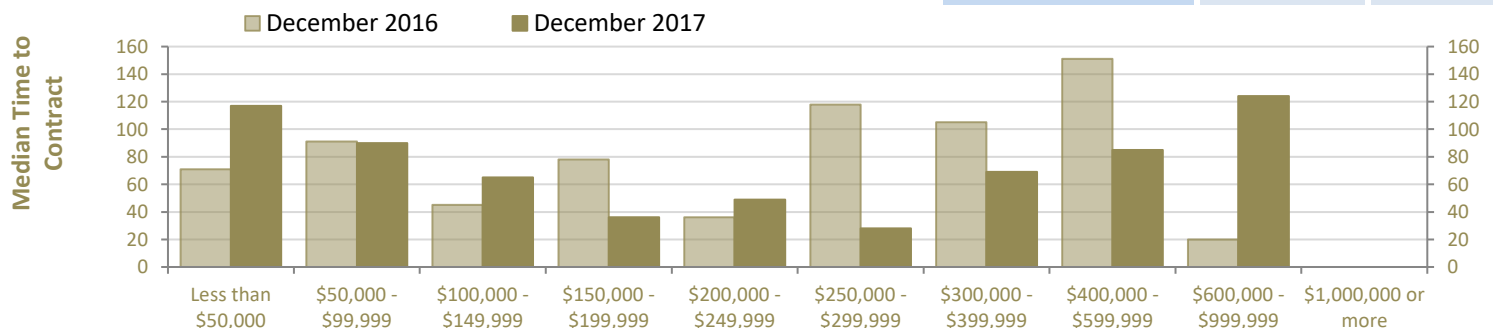


## Median Time to Contract by Sale Price

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	117 Days	64.8%
\$50,000 - \$99,999	90 Days	-1.1%
\$100,000 - \$149,999	65 Days	44.4%
\$150,000 - \$199,999	36 Days	-53.8%
\$200,000 - \$249,999	49 Days	36.1%
\$250,000 - \$299,999	28 Days	-76.3%
\$300,000 - \$399,999	69 Days	-34.3%
\$400,000 - \$599,999	85 Days	-43.7%
\$600,000 - \$999,999	124 Days	520.0%
\$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	7	-53.3%
\$100,000 - \$149,999	24	-7.7%
\$150,000 - \$199,999	30	-21.1%
\$200,000 - \$249,999	35	9.4%
\$250,000 - \$299,999	24	20.0%
\$300,000 - \$399,999	22	29.4%
\$400,000 - \$599,999	18	-21.7%
\$600,000 - \$999,999	7	0.0%
\$1,000,000 or more	3	0.0%

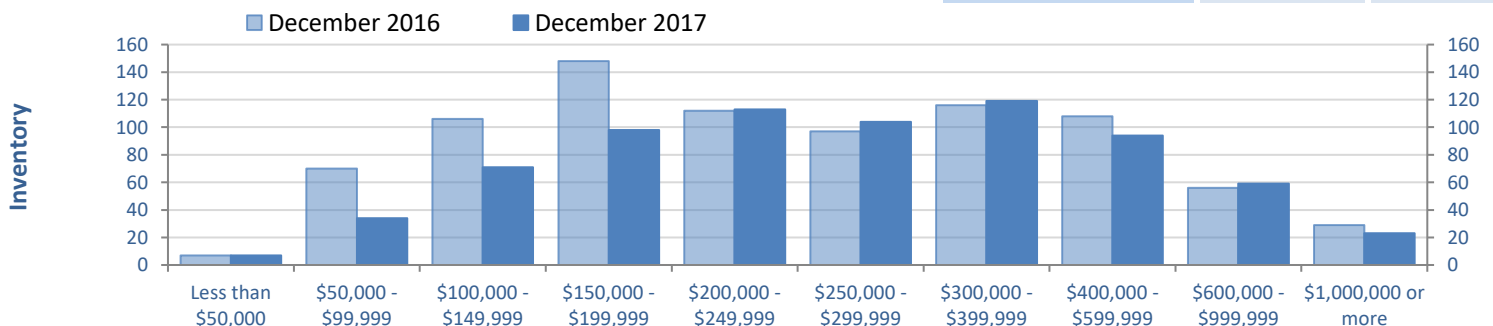


## Inventory by Current Listing Price

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.

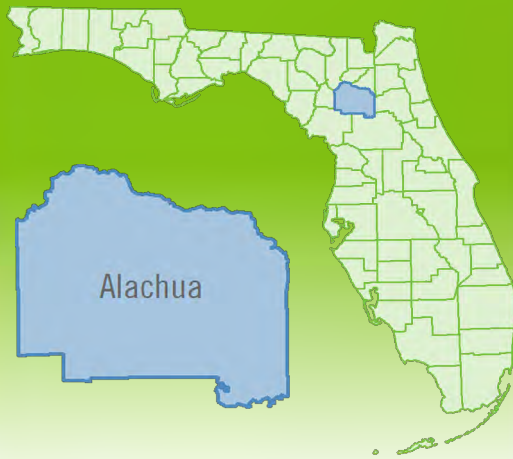
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	7	0.0%
\$50,000 - \$99,999	34	-51.4%
\$100,000 - \$149,999	71	-33.0%
\$150,000 - \$199,999	98	-33.8%
\$200,000 - \$249,999	113	0.9%
\$250,000 - \$299,999	104	7.2%
\$300,000 - \$399,999	119	2.6%
\$400,000 - \$599,999	94	-13.0%
\$600,000 - \$999,999	59	5.4%
\$1,000,000 or more	23	-20.7%



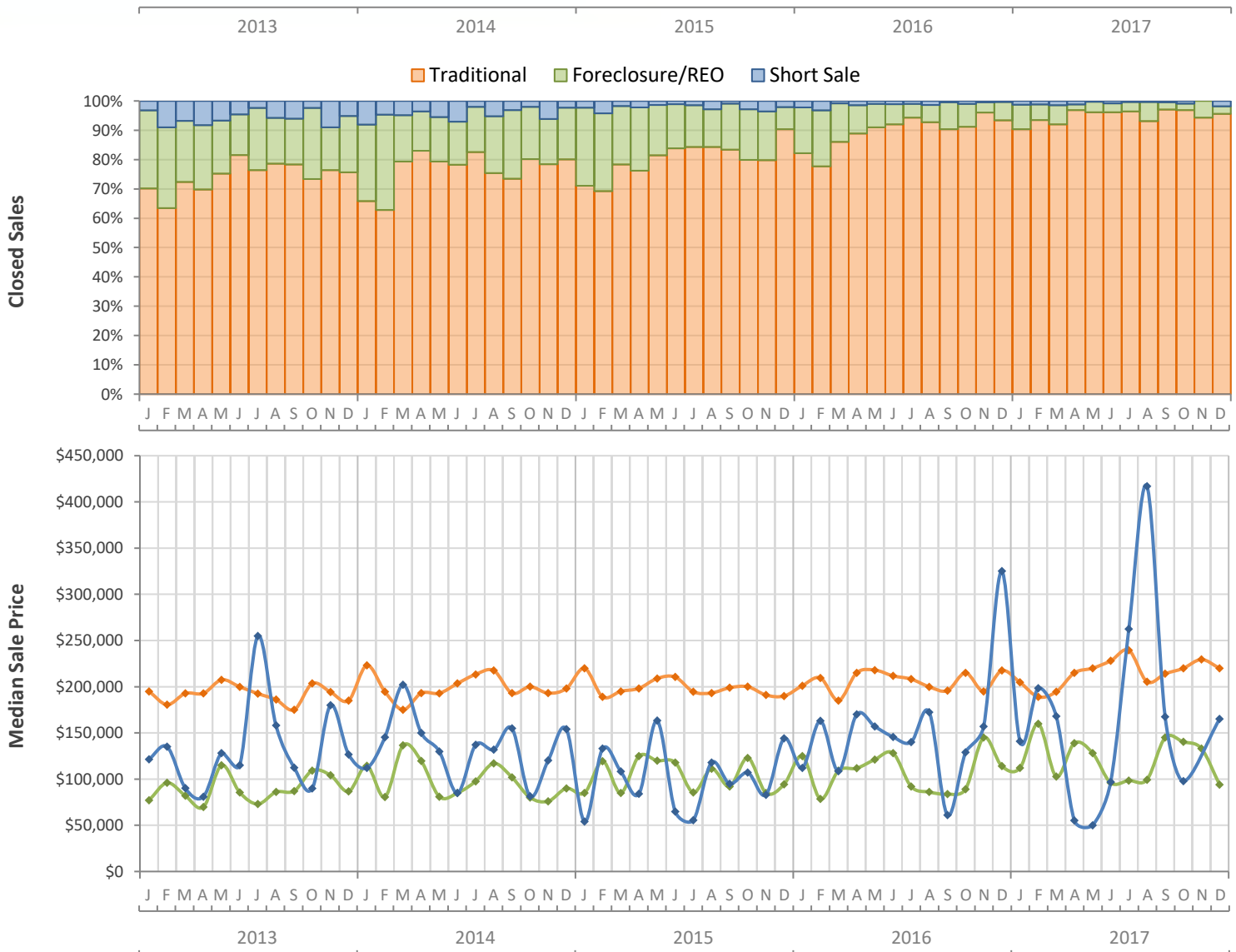
# Monthly Distressed Market - December 2017

## Single Family Homes

### Alachua County



		December 2017	December 2016	Percent Change Year-over-Year
Traditional	Closed Sales	261	227	15.0%
	Median Sale Price	\$220,000	\$217,450	1.2%
Foreclosure/REO	Closed Sales	7	15	-53.3%
	Median Sale Price	\$94,000	\$114,010	-17.6%
Short Sale	Closed Sales	5	1	400.0%
	Median Sale Price	\$165,000	\$325,000	-49.2%



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, January 24, 2018. Data revised on Monday, January 16, 2017. Next data release is Wednesday, February 21, 2018.

# Monthly Market Detail - December 2017

## Townhouses and Condos

### Alachua County



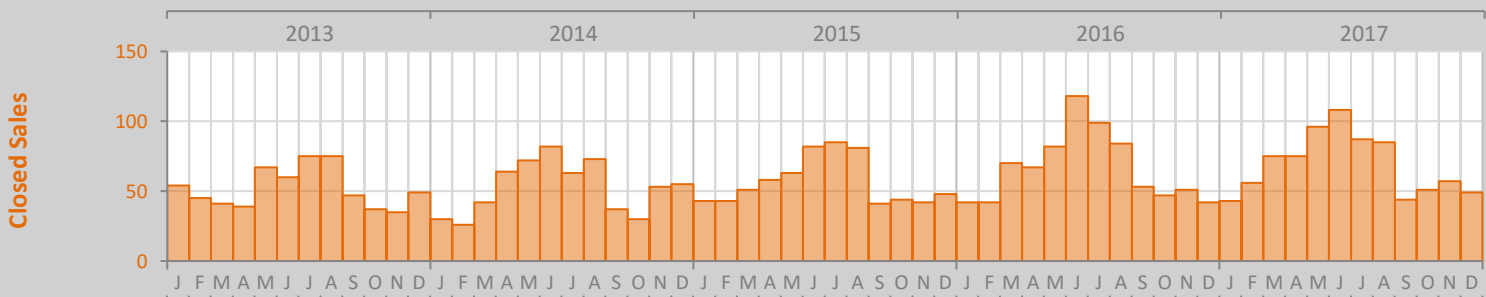
Summary Statistics	December 2017	December 2016	Percent Change Year-over-Year
Closed Sales	49	42	16.7%
Paid in Cash	26	23	13.0%
Median Sale Price	\$116,000	\$104,000	11.5%
Average Sale Price	\$123,768	\$121,463	1.9%
Dollar Volume	\$6.1 Million	\$5.1 Million	18.9%
Median Percent of Original List Price Received	94.9%	96.7%	-1.9%
Median Time to Contract	44 Days	59 Days	-25.4%
Median Time to Sale	70 Days	88 Days	-20.5%
New Pending Sales	51	48	6.3%
New Listings	35	46	-23.9%
Pending Inventory	63	57	10.5%
Inventory (Active Listings)	108	133	-18.8%
Months Supply of Inventory	1.6	2.0	-20.0%

## 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>December 2017</b>	<b>49</b>	<b>16.7%</b>
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%
December 2016	42	-12.5%



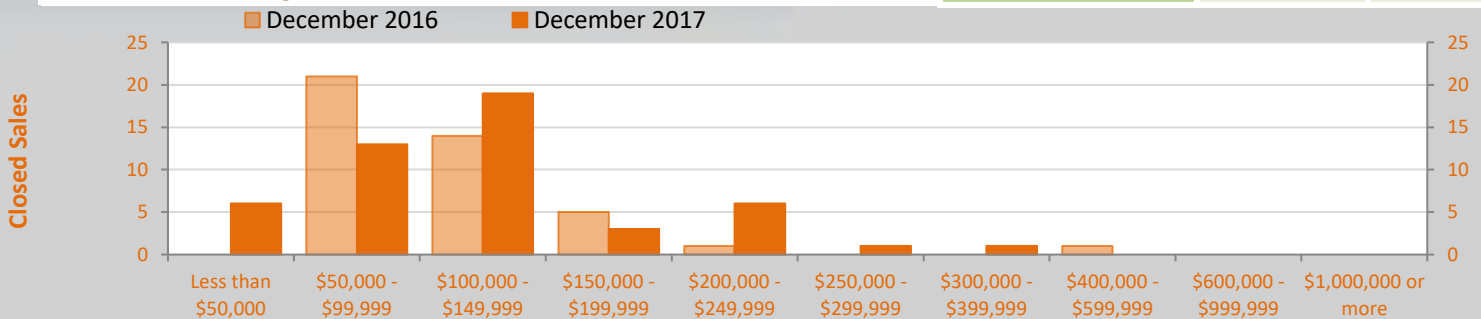


## Closed Sales by Sale Price

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	6	N/A
\$50,000 - \$99,999	13	-38.1%
\$100,000 - \$149,999	19	35.7%
\$150,000 - \$199,999	3	-40.0%
\$200,000 - \$249,999	6	500.0%
\$250,000 - \$299,999	1	N/A
\$300,000 - \$399,999	1	N/A
\$400,000 - \$599,999	0	-100.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

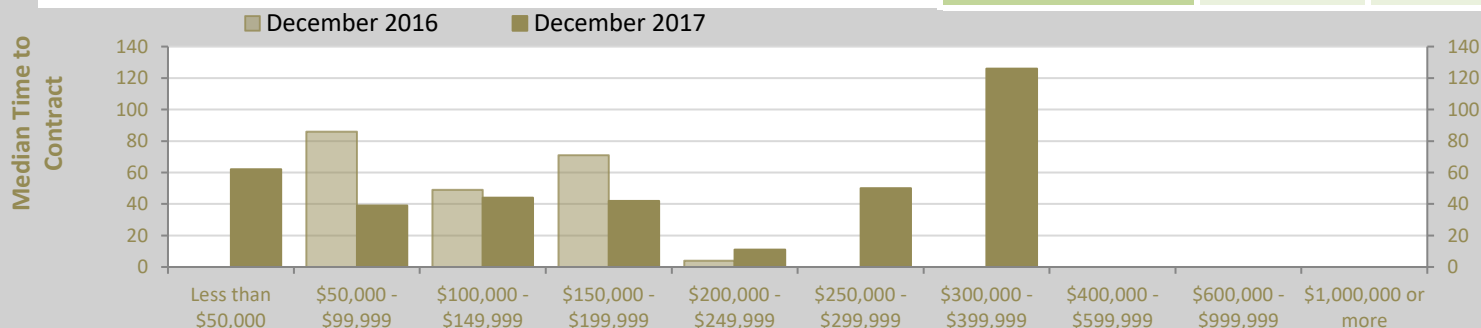


## Median Time to Contract by Sale Price

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	62 Days	N/A
\$50,000 - \$99,999	39 Days	-54.7%
\$100,000 - \$149,999	44 Days	-10.2%
\$150,000 - \$199,999	42 Days	-40.8%
\$200,000 - \$249,999	11 Days	175.0%
\$250,000 - \$299,999	50 Days	N/A
\$300,000 - \$399,999	126 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

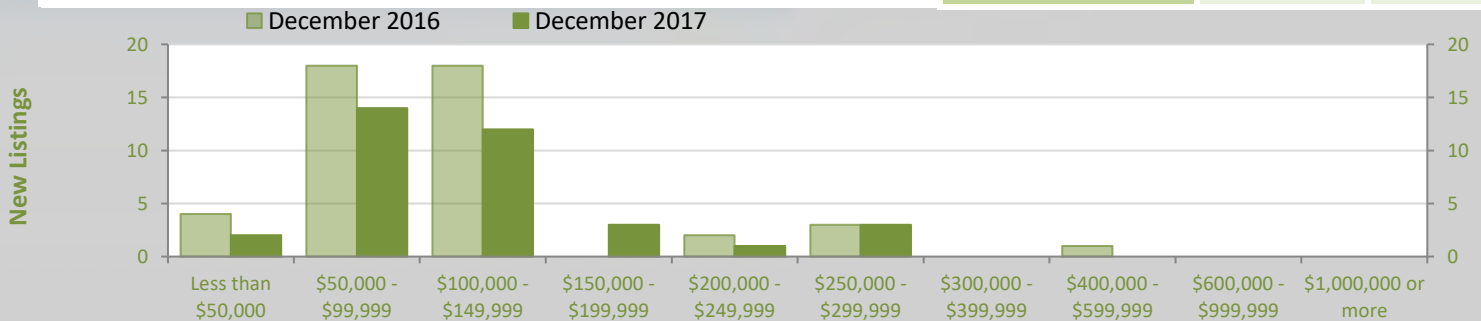


## New Listings by Initial Listing Price

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	2	-50.0%
\$50,000 - \$99,999	14	-22.2%
\$100,000 - \$149,999	12	-33.3%
\$150,000 - \$199,999	3	N/A
\$200,000 - \$249,999	1	-50.0%
\$250,000 - \$299,999	3	0.0%
\$300,000 - \$399,999	0	N/A
\$400,000 - \$599,999	0	-100.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

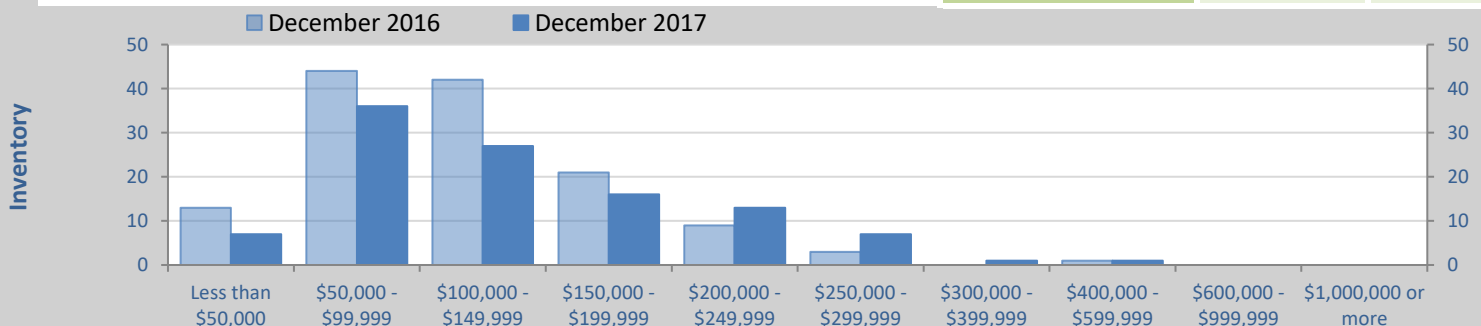


## Inventory by Current Listing Price

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	7	-46.2%
\$50,000 - \$99,999	36	-18.2%
\$100,000 - \$149,999	27	-35.7%
\$150,000 - \$199,999	16	-23.8%
\$200,000 - \$249,999	13	44.4%
\$250,000 - \$299,999	7	133.3%
\$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



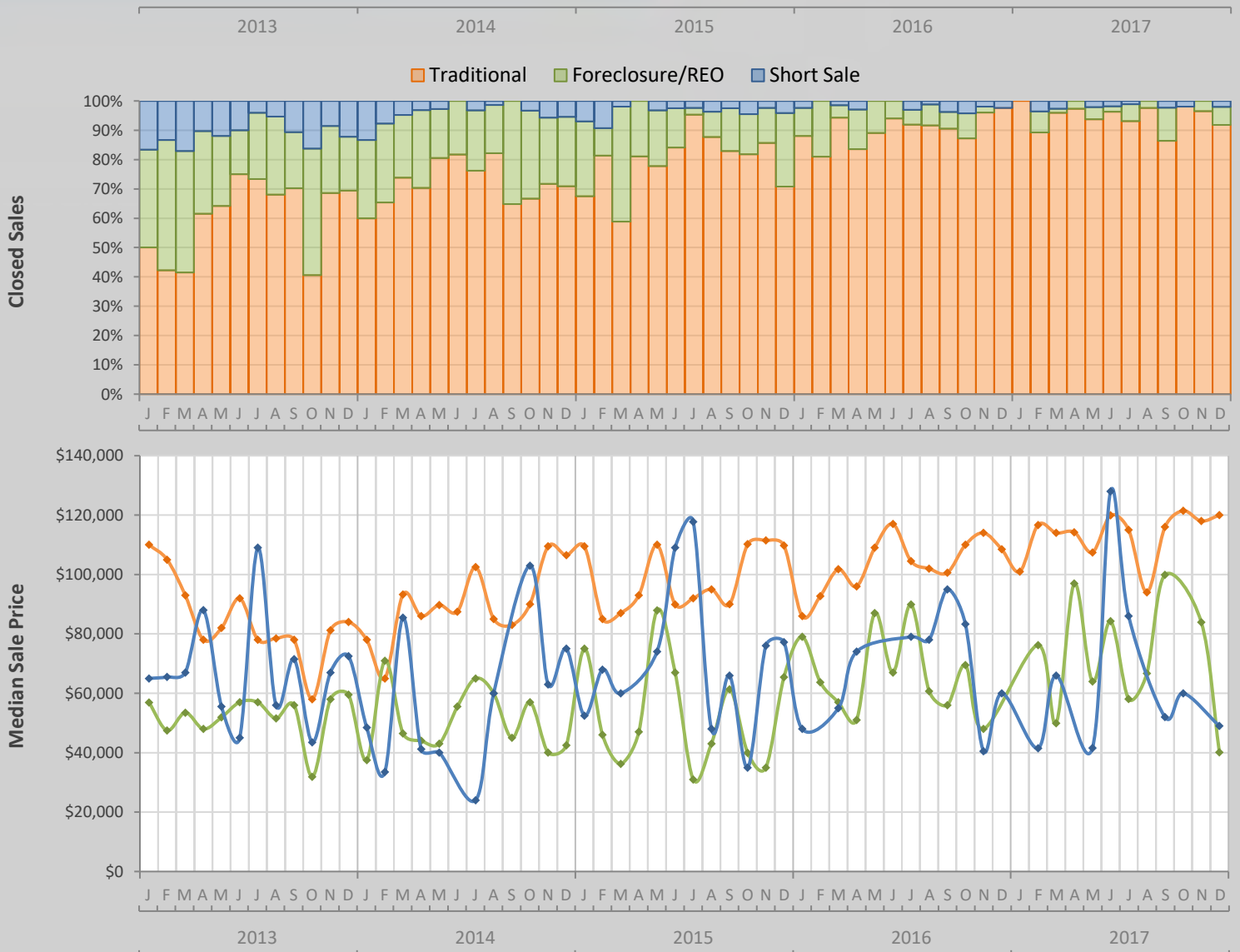
# Monthly Distressed Market - December 2017

## Townhouses and Condos

### Alachua County



		December 2017	December 2016	Percent Change Year-over-Year
Traditional	Closed Sales	45	41	9.8%
	Median Sale Price	\$120,000	\$108,500	10.6%
Foreclosure/REO	Closed Sales	3	0	N/A
	Median Sale Price	\$40,100	(No Sales)	N/A
Short Sale	Closed Sales	1	1	0.0%
	Median Sale Price	\$49,000	\$60,000	-18.3%



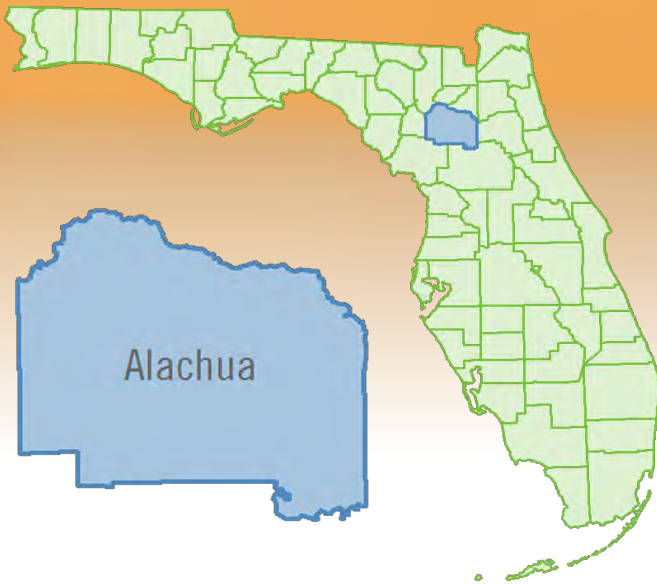
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# Monthly Market Detail - December 2017

## Manufactured Homes

### Alachua County



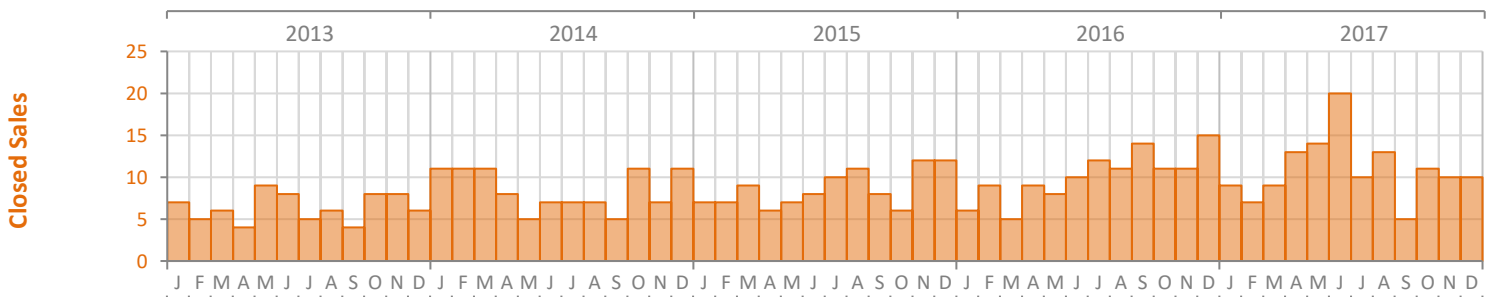
Summary Statistics	December 2017	December 2016	Percent Change Year-over-Year
Closed Sales	10	15	-33.3%
Paid in Cash	8	9	-11.1%
Median Sale Price	\$75,500	\$60,000	25.8%
Average Sale Price	\$95,225	\$69,650	36.7%
Dollar Volume	\$952,250	\$1.0 Million	-8.9%
Median Percent of Original List Price Received	87.7%	89.2%	-1.7%
Median Time to Contract	92 Days	55 Days	67.3%
Median Time to Sale	126 Days	95 Days	32.6%
New Pending Sales	9	14	-35.7%
New Listings	12	12	0.0%
Pending Inventory	14	16	-12.5%
Inventory (Active Listings)	34	55	-38.2%
Months Supply of Inventory	3.1	5.5	-43.6%

## 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>December 2017</b>	<b>10</b>	<b>-33.3%</b>
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%
December 2016	15	25.0%

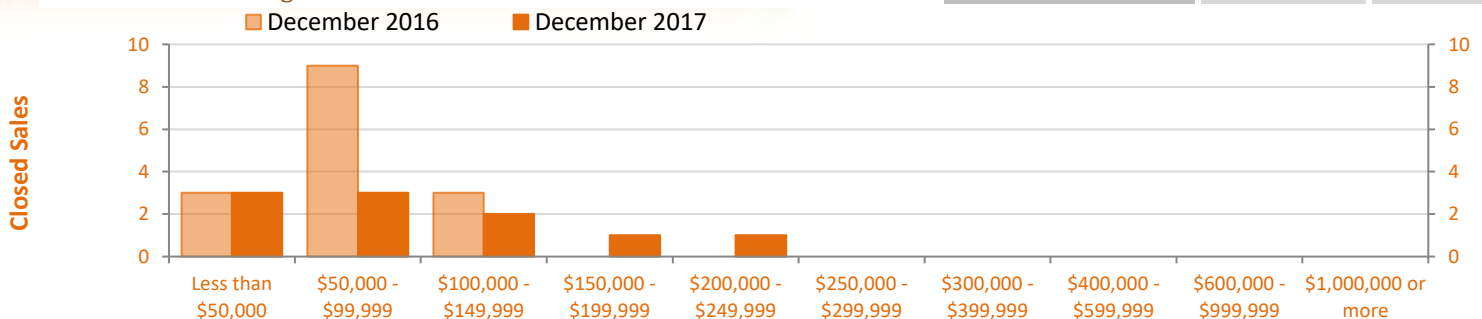


## Closed Sales by Sale Price

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	3	0.0%
\$50,000 - \$99,999	3	-66.7%
\$100,000 - \$149,999	2	-33.3%
\$150,000 - \$199,999	1	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

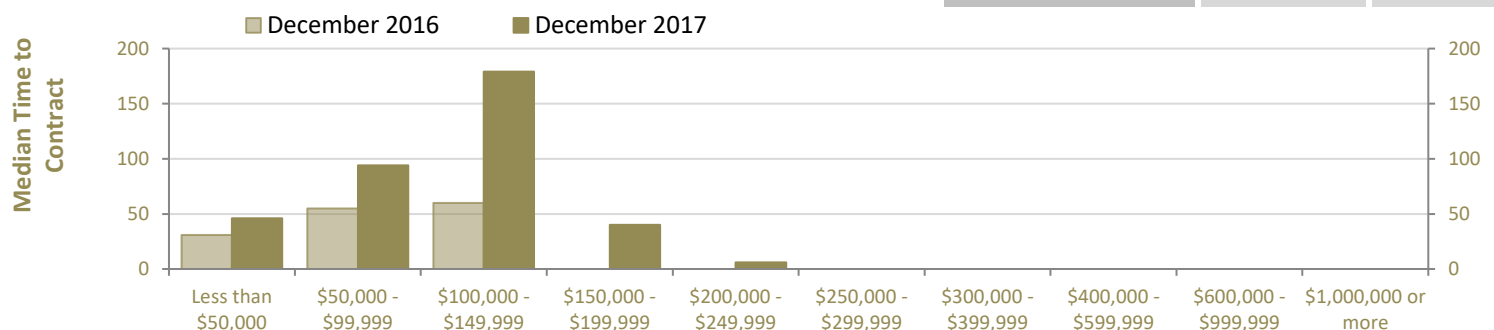


## Median Time to Contract by Sale Price

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	46 Days	48.4%
\$50,000 - \$99,999	94 Days	70.9%
\$100,000 - \$149,999	179 Days	198.3%
\$150,000 - \$199,999	40 Days	N/A
\$200,000 - \$249,999	6 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

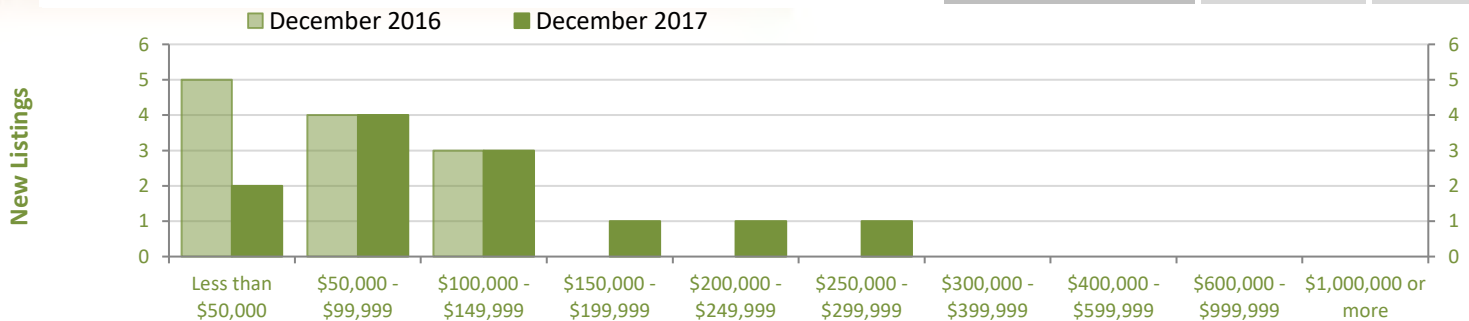


## New Listings by Initial Listing Price

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	2	-60.0%
\$50,000 - \$99,999	4	0.0%
\$100,000 - \$149,999	3	0.0%
\$150,000 - \$199,999	1	N/A
\$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

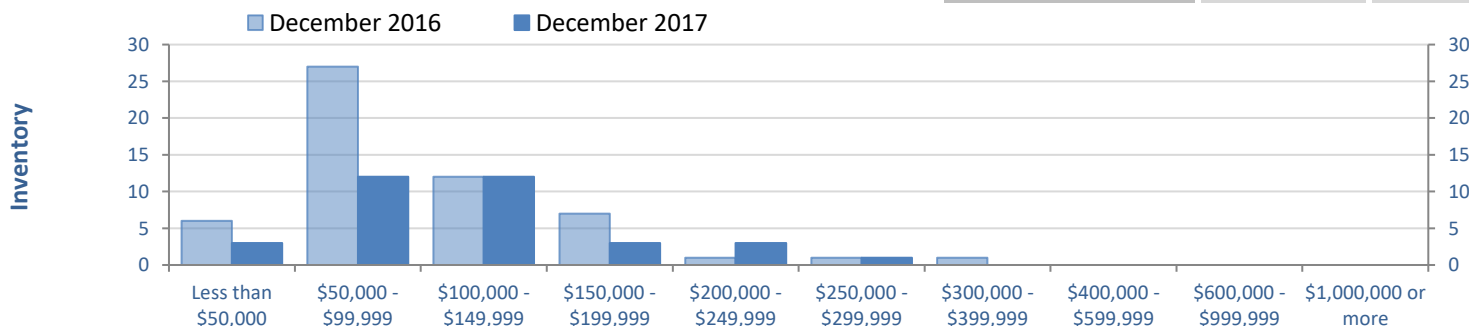


## Inventory by Current Listing Price

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	3	-50.0%
\$50,000 - \$99,999	12	-55.6%
\$100,000 - \$149,999	12	0.0%
\$150,000 - \$199,999	3	-57.1%
\$200,000 - \$249,999	3	200.0%
\$250,000 - \$299,999	1	0.0%
\$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



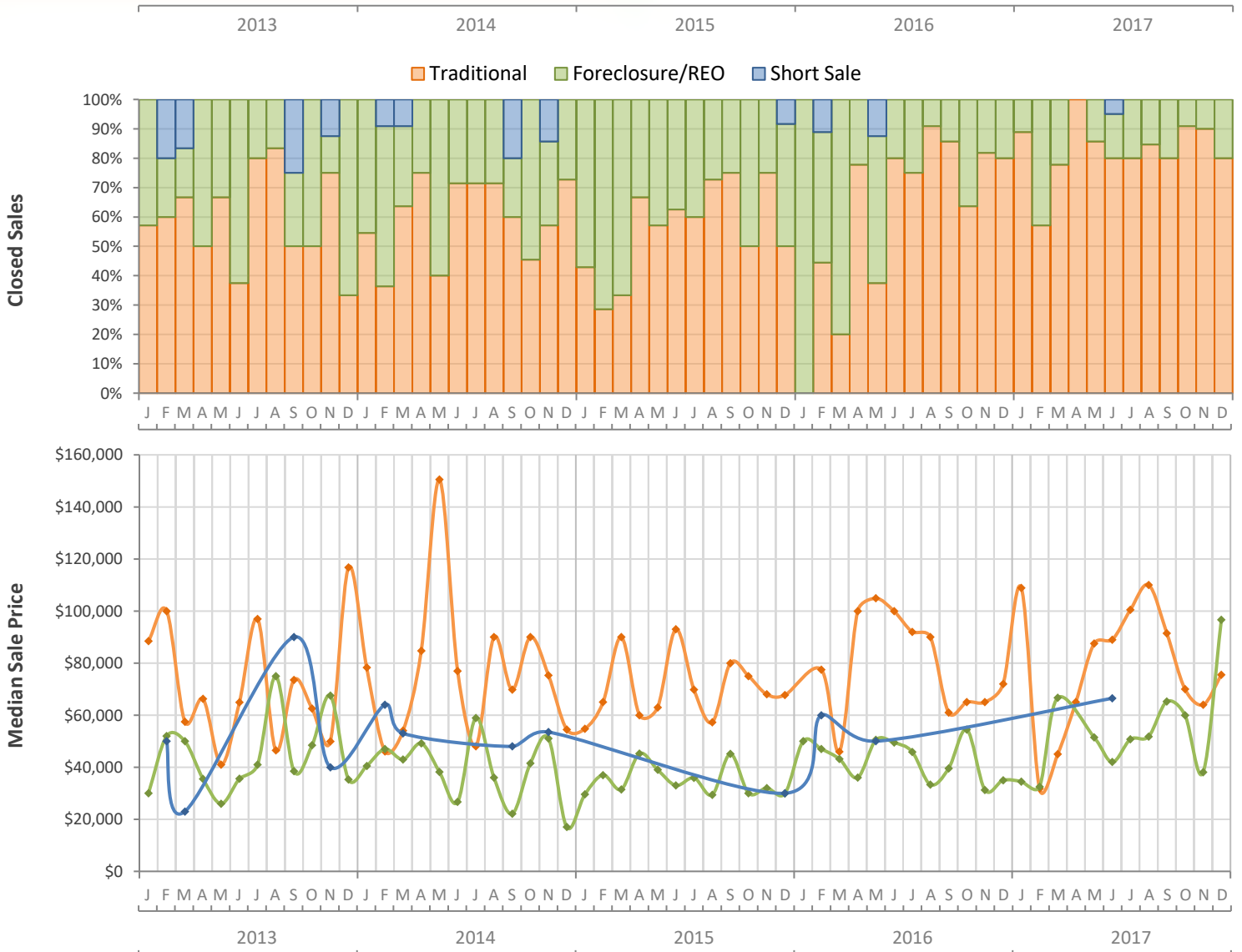
# Monthly Distressed Market - December 2017

## Manufactured Homes

### Alachua County



		December 2017	December 2016	Percent Change Year-over-Year
Traditional	Closed Sales	8	12	-33.3%
	Median Sale Price	\$75,500	\$72,000	4.9%
Foreclosure/REO	Closed Sales	2	3	-33.3%
	Median Sale Price	\$96,625	\$35,000	176.1%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



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