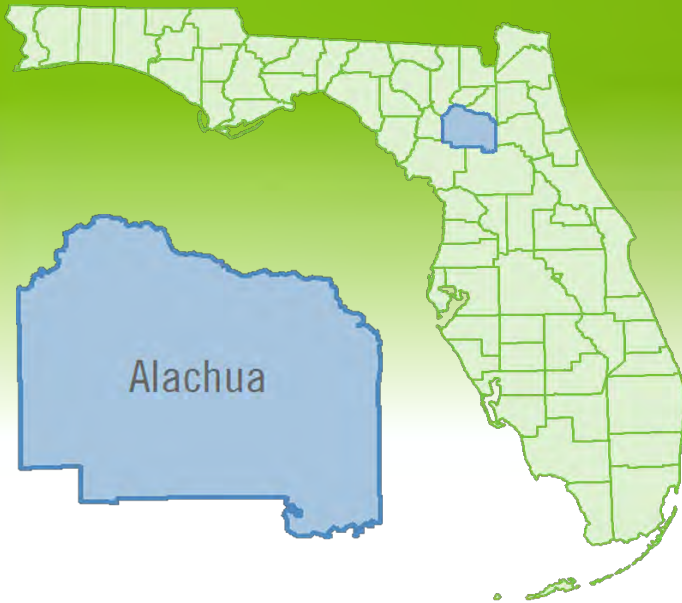


Monthly Market Detail - March 2018

Single Family Homes

Alachua County



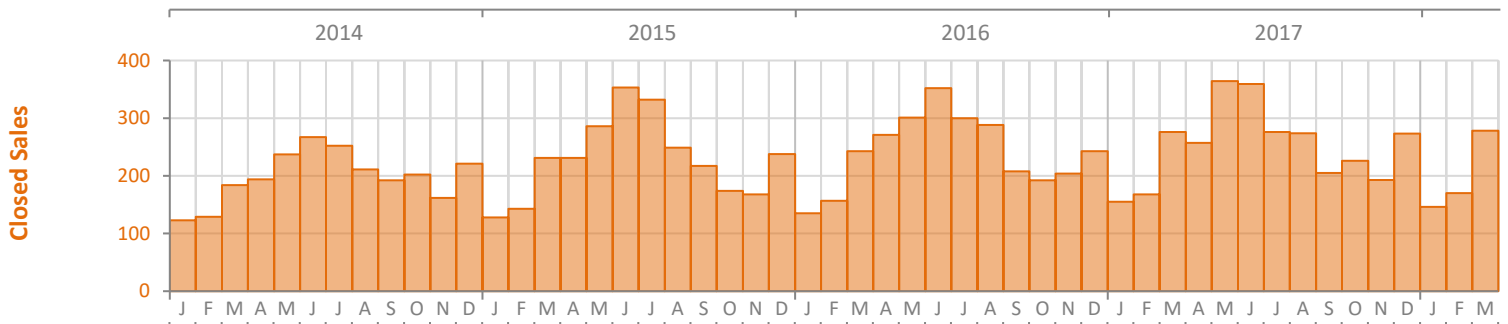
Summary Statistics	March 2018	March 2017	Percent Change Year-over-Year
Closed Sales	278	276	0.7%
Paid in Cash	66	62	6.5%
Median Sale Price	\$225,000	\$185,500	21.3%
Average Sale Price	\$274,340	\$219,971	24.7%
Dollar Volume	\$76.3 Million	\$60.7 Million	25.6%
Median Percent of Original List Price Received	98.2%	97.5%	0.7%
Median Time to Contract	36 Days	52 Days	-30.8%
Median Time to Sale	71 Days	74 Days	-4.1%
New Pending Sales	398	418	-4.8%
New Listings	410	415	-1.2%
Pending Inventory	503	541	-7.0%
Inventory (Active Listings)	834	910	-8.4%
Months Supply of Inventory	3.3	3.7	-10.8%

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
Year-to-Date	594	-0.8%
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%
May 2017	364	20.9%
April 2017	257	-5.2%
March 2017	276	13.6%

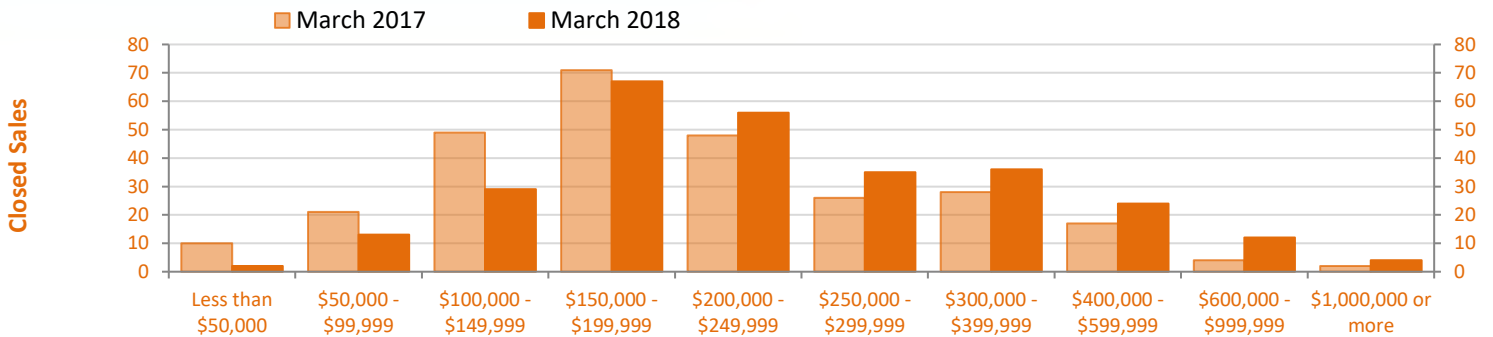


Closed Sales by Sale Price

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	-80.0%
\$50,000 - \$99,999	13	-38.1%
\$100,000 - \$149,999	29	-40.8%
\$150,000 - \$199,999	67	-5.6%
\$200,000 - \$249,999	56	16.7%
\$250,000 - \$299,999	35	34.6%
\$300,000 - \$399,999	36	28.6%
\$400,000 - \$599,999	24	41.2%
\$600,000 - \$999,999	12	200.0%
\$1,000,000 or more	4	100.0%

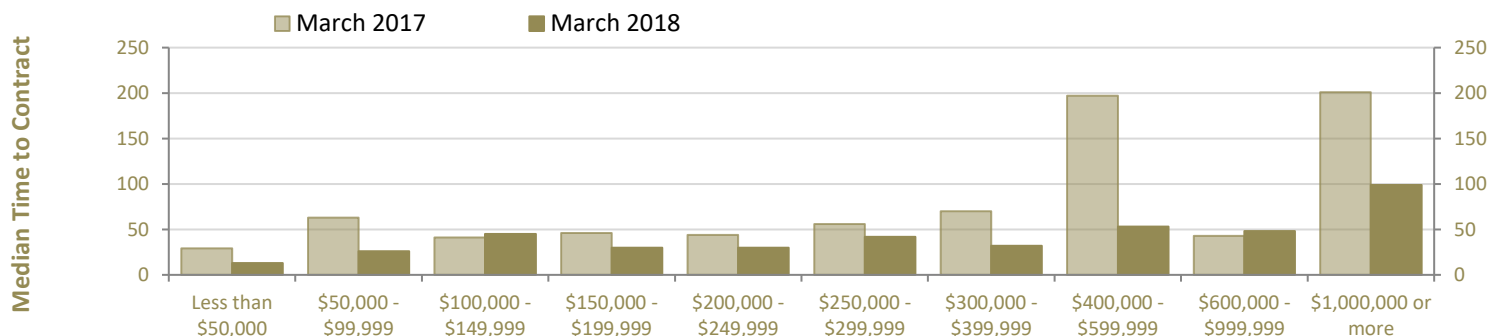


Median Time to Contract by Sale Price

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	13 Days	-55.2%
\$50,000 - \$99,999	26 Days	-58.7%
\$100,000 - \$149,999	45 Days	9.8%
\$150,000 - \$199,999	30 Days	-34.8%
\$200,000 - \$249,999	30 Days	-31.8%
\$250,000 - \$299,999	42 Days	-25.0%
\$300,000 - \$399,999	32 Days	-54.3%
\$400,000 - \$599,999	53 Days	-73.1%
\$600,000 - \$999,999	48 Days	11.6%
\$1,000,000 or more	99 Days	-50.7%

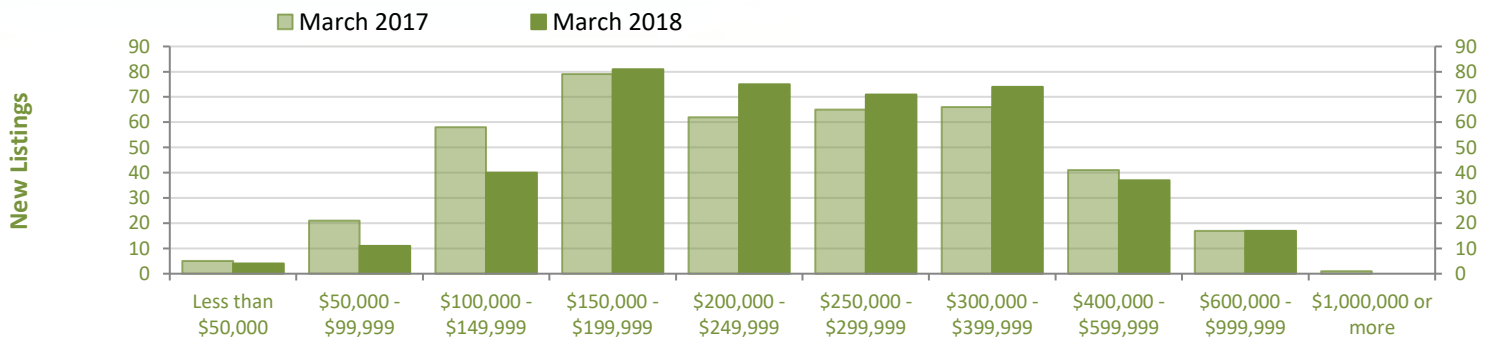


New Listings by Initial Listing Price

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	-20.0%
\$50,000 - \$99,999	11	-47.6%
\$100,000 - \$149,999	40	-31.0%
\$150,000 - \$199,999	81	2.5%
\$200,000 - \$249,999	75	21.0%
\$250,000 - \$299,999	71	9.2%
\$300,000 - \$399,999	74	12.1%
\$400,000 - \$599,999	37	-9.8%
\$600,000 - \$999,999	17	0.0%
\$1,000,000 or more	0	-100.0%

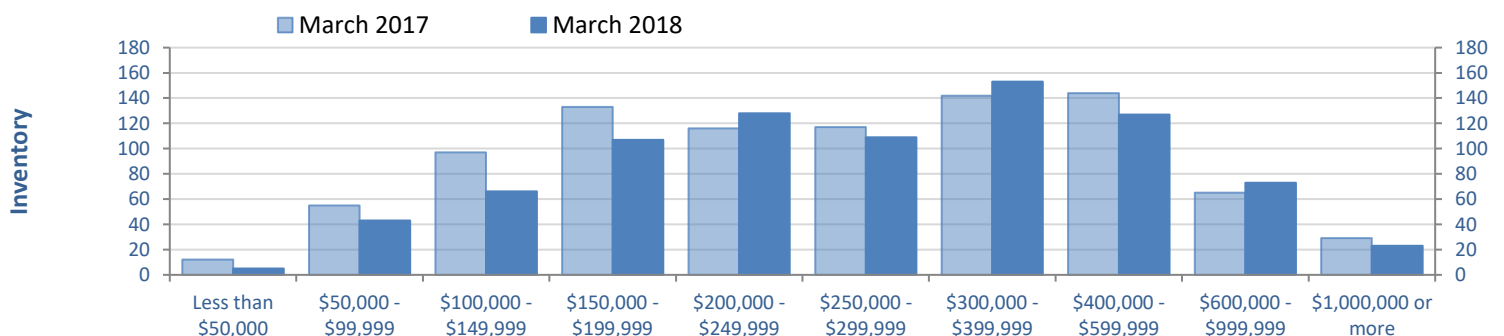


Inventory by Current Listing Price

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.

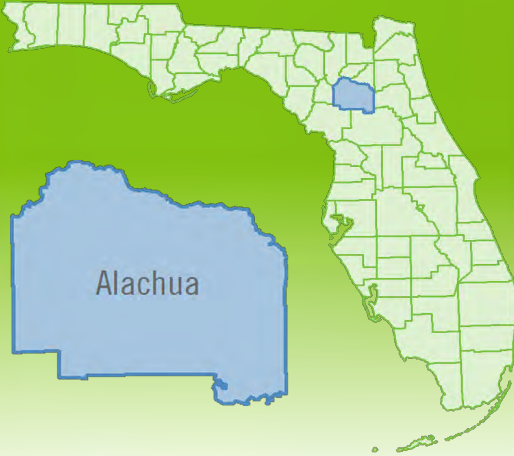
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	5	-58.3%
\$50,000 - \$99,999	43	-21.8%
\$100,000 - \$149,999	66	-32.0%
\$150,000 - \$199,999	107	-19.5%
\$200,000 - \$249,999	128	10.3%
\$250,000 - \$299,999	109	-6.8%
\$300,000 - \$399,999	153	7.7%
\$400,000 - \$599,999	127	-11.8%
\$600,000 - \$999,999	73	12.3%
\$1,000,000 or more	23	-20.7%



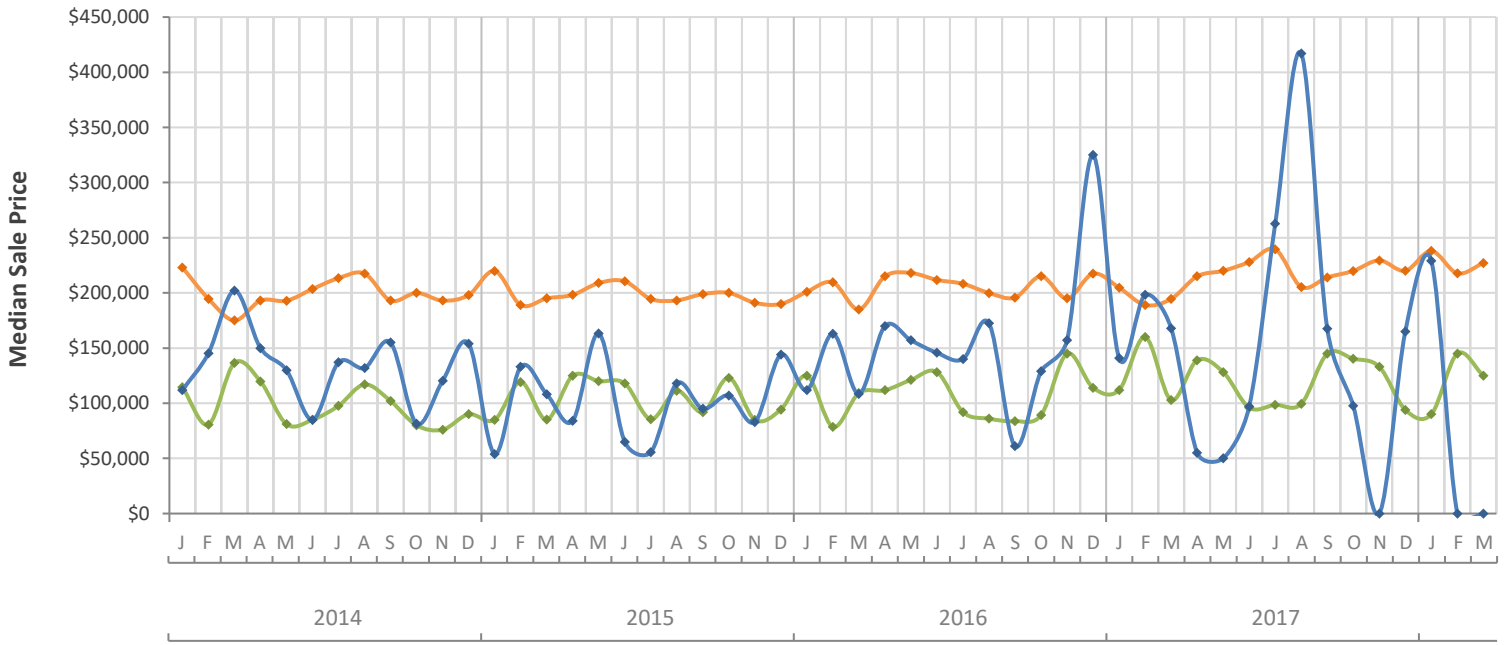
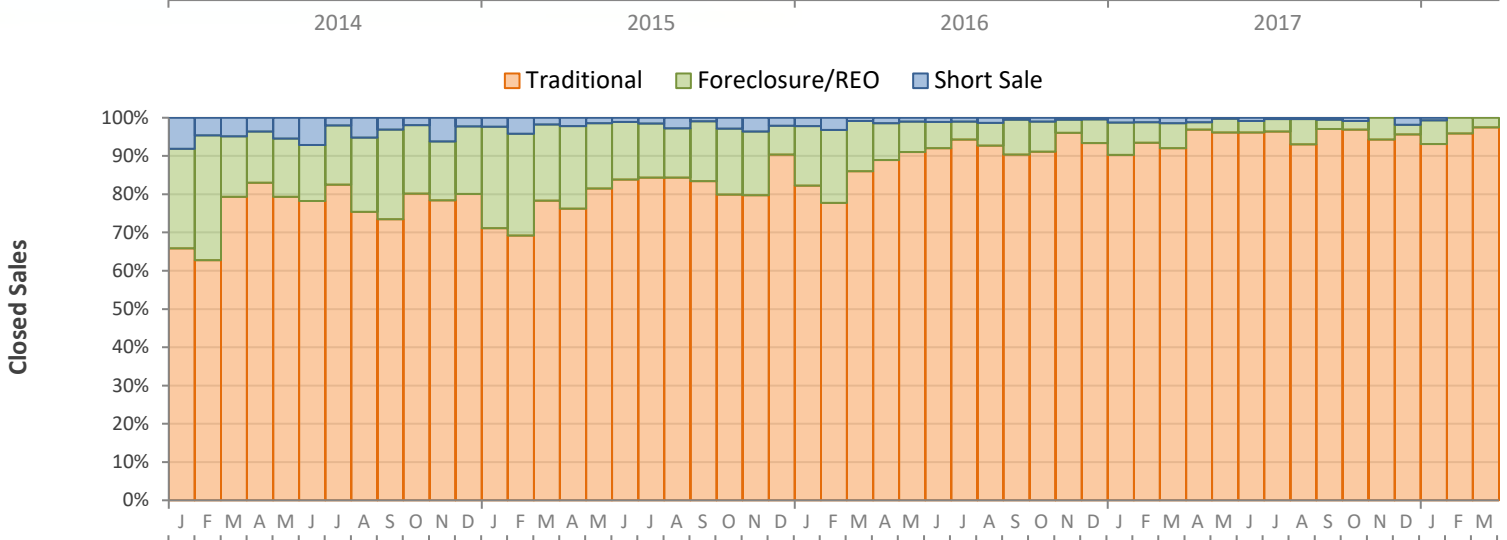
Monthly Distressed Market - March 2018

Single Family Homes

Alachua County



		March 2018	March 2017	Percent Change Year-over-Year
Traditional	Closed Sales	271	254	6.7%
	Median Sale Price	\$227,000	\$194,500	16.7%
Foreclosure/REO	Closed Sales	7	18	-61.1%
	Median Sale Price	\$125,000	\$102,810	21.6%
Short Sale	Closed Sales	0	4	-100.0%
	Median Sale Price	(No Sales)	\$168,000	N/A



Monthly Market Detail - March 2018

Townhouses and Condos

Alachua County



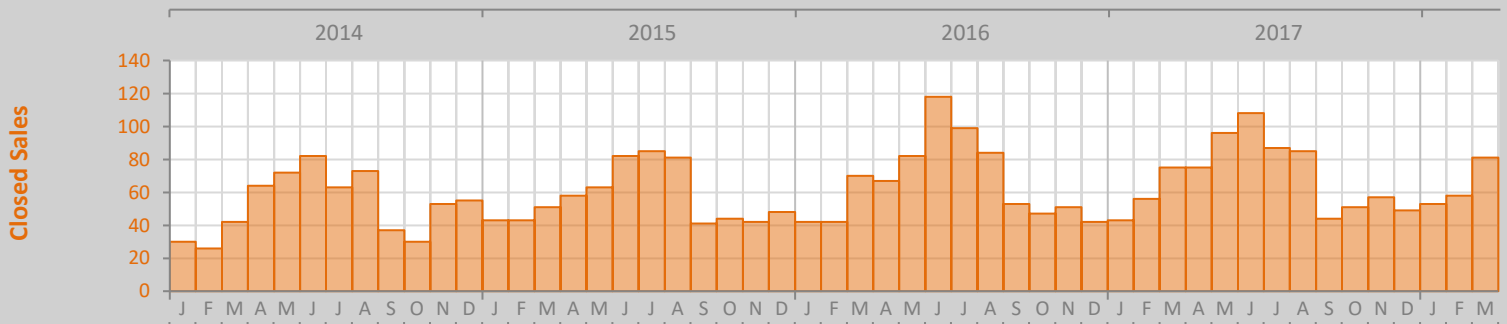
Summary Statistics	March 2018	March 2017	Percent Change Year-over-Year
Closed Sales	81	75	8.0%
Paid in Cash	39	48	-18.8%
Median Sale Price	\$126,000	\$112,000	12.5%
Average Sale Price	\$130,702	\$116,642	12.1%
Dollar Volume	\$10.6 Million	\$8.7 Million	21.0%
Median Percent of Original List Price Received	96.5%	97.0%	-0.5%
Median Time to Contract	25 Days	31 Days	-19.4%
Median Time to Sale	56 Days	57 Days	-1.8%
New Pending Sales	121	109	11.0%
New Listings	132	102	29.4%
Pending Inventory	124	117	6.0%
Inventory (Active Listings)	153	144	6.3%
Months Supply of Inventory	2.2	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
Year-to-Date	192	10.3%
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%
May 2017	96	17.1%
April 2017	75	11.9%
March 2017	75	7.1%

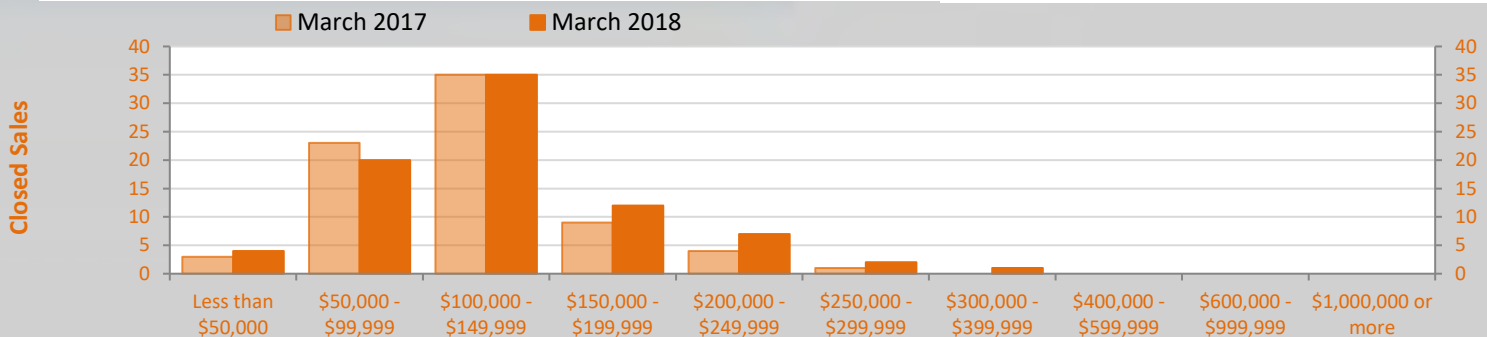


Closed Sales by Sale Price

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	33.3%
\$50,000 - \$99,999	20	-13.0%
\$100,000 - \$149,999	35	0.0%
\$150,000 - \$199,999	12	33.3%
\$200,000 - \$249,999	7	75.0%
\$250,000 - \$299,999	2	100.0%
\$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

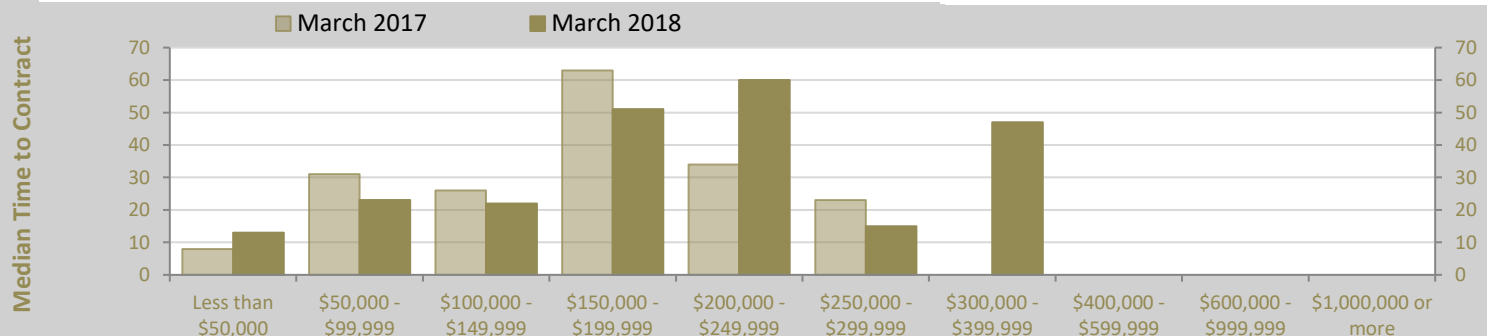


Median Time to Contract by Sale Price

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	13 Days	62.5%
\$50,000 - \$99,999	23 Days	-25.8%
\$100,000 - \$149,999	22 Days	-15.4%
\$150,000 - \$199,999	51 Days	-19.0%
\$200,000 - \$249,999	60 Days	76.5%
\$250,000 - \$299,999	15 Days	-34.8%
\$300,000 - \$399,999	47 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

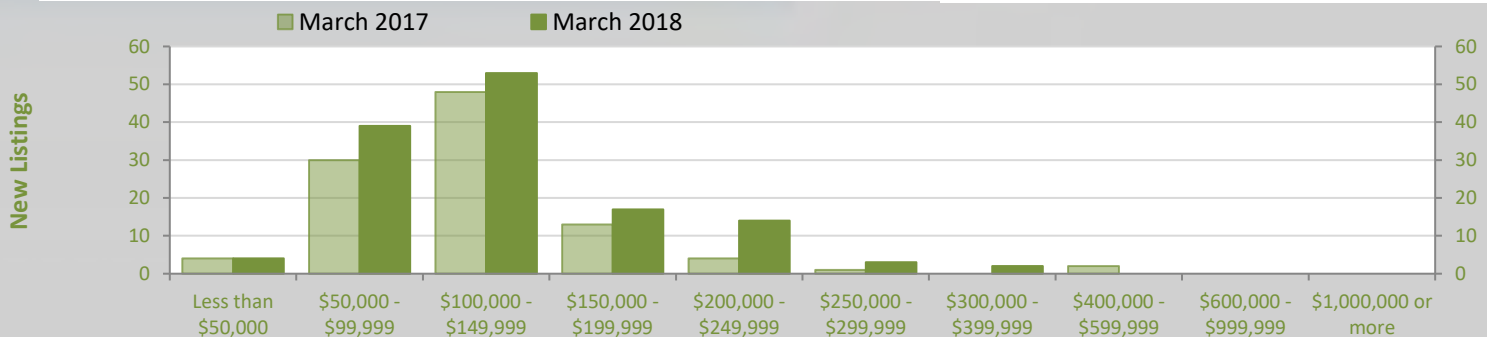


New Listings by Initial Listing Price

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	4	0.0%
\$50,000 - \$99,999	39	30.0%
\$100,000 - \$149,999	53	10.4%
\$150,000 - \$199,999	17	30.8%
\$200,000 - \$249,999	14	250.0%
\$250,000 - \$299,999	3	200.0%
\$300,000 - \$399,999	2	N/A
\$400,000 - \$599,999	0	-100.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

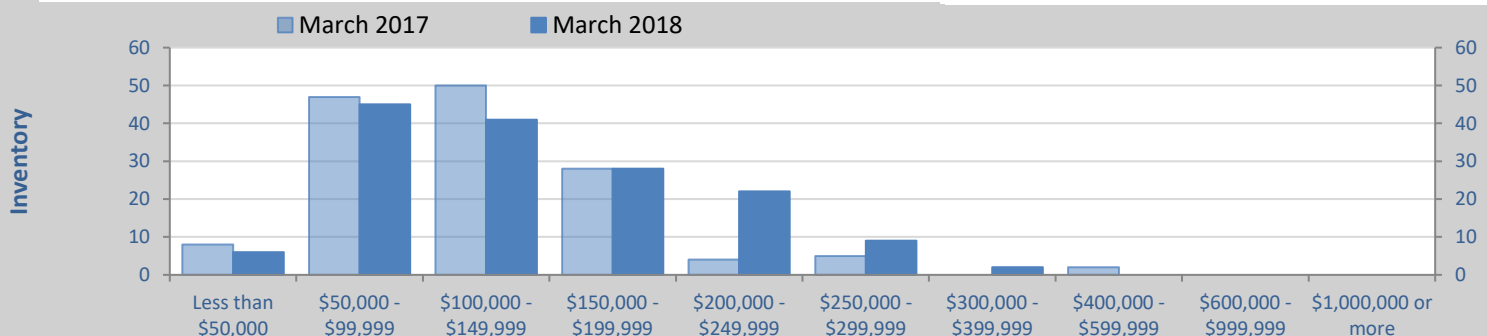


Inventory by Current Listing Price

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	6	-25.0%
\$50,000 - \$99,999	45	-4.3%
\$100,000 - \$149,999	41	-18.0%
\$150,000 - \$199,999	28	0.0%
\$200,000 - \$249,999	22	450.0%
\$250,000 - \$299,999	9	80.0%
\$300,000 - \$399,999	2	N/A
\$400,000 - \$599,999	0	-100.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A



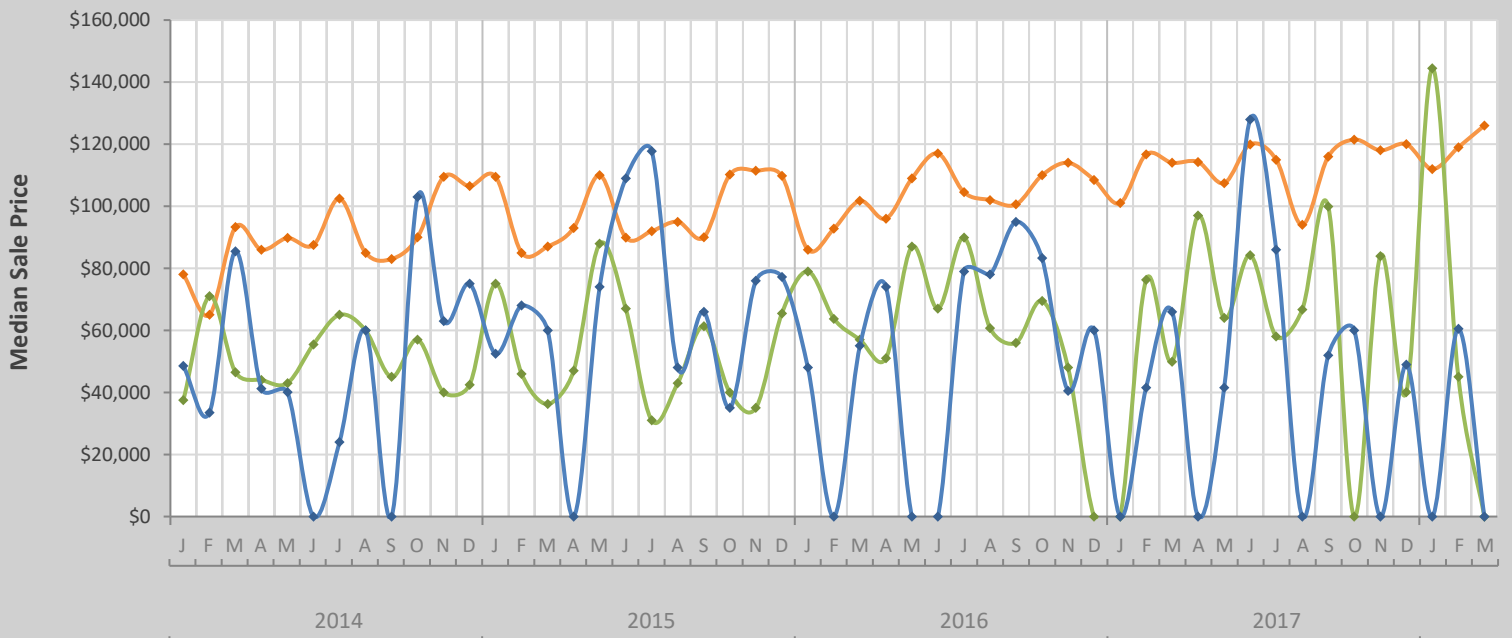
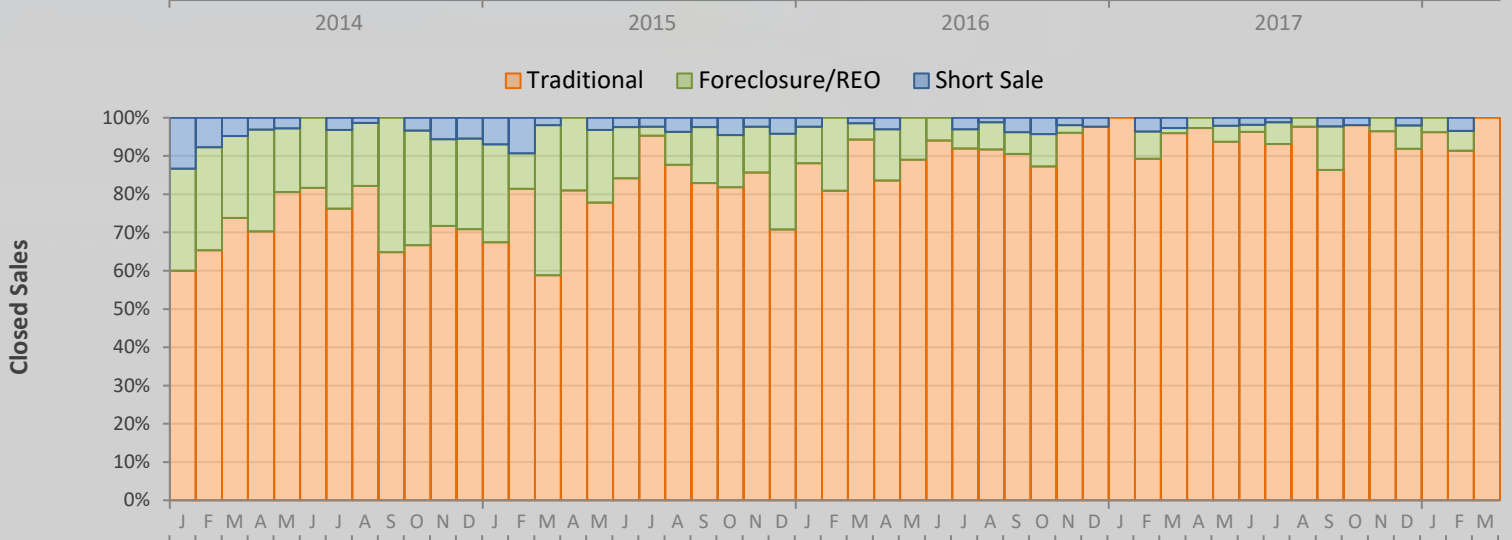
Monthly Distressed Market - March 2018

Townhouses and Condos

Alachua County



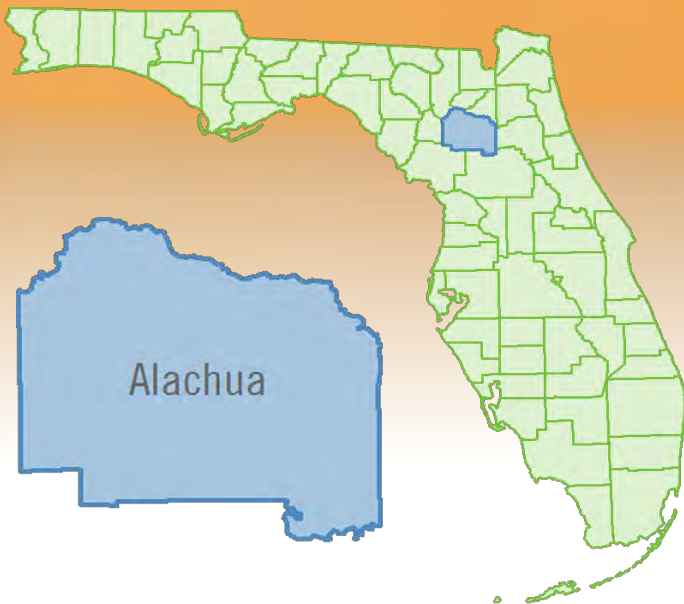
		March 2018	March 2017	Percent Change Year-over-Year
Traditional	Closed Sales	81	72	12.5%
	Median Sale Price	\$126,000	\$114,000	10.5%
Foreclosure/REO	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$49,900	N/A
Short Sale	Closed Sales	0	2	-100.0%
	Median Sale Price	(No Sales)	\$66,000	N/A



Monthly Market Detail - March 2018

Manufactured Homes

Alachua County



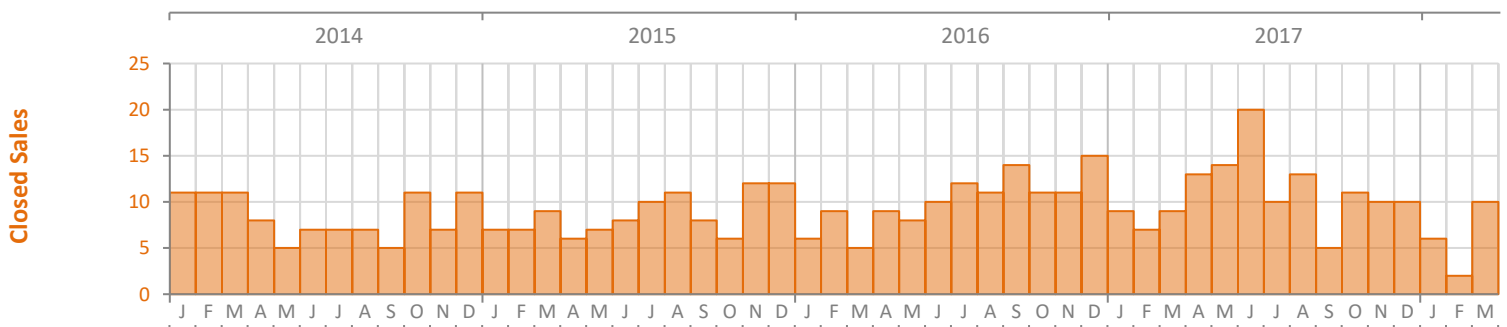
Summary Statistics	March 2018	March 2017	Percent Change Year-over-Year
Closed Sales	10	9	11.1%
Paid in Cash	6	6	0.0%
Median Sale Price	\$72,000	\$63,000	14.3%
Average Sale Price	\$86,690	\$55,657	55.8%
Dollar Volume	\$866,900	\$500,913	73.1%
Median Percent of Original List Price Received	89.0%	81.9%	8.7%
Median Time to Contract	26 Days	77 Days	-66.2%
Median Time to Sale	103 Days	132 Days	-22.0%
New Pending Sales	10	16	-37.5%
New Listings	12	14	-14.3%
Pending Inventory	16	25	-36.0%
Inventory (Active Listings)	55	46	19.6%
Months Supply of Inventory	5.3	4.4	20.5%

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
Year-to-Date	18	-28.0%
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%
May 2017	14	75.0%
April 2017	13	44.4%
March 2017	9	80.0%

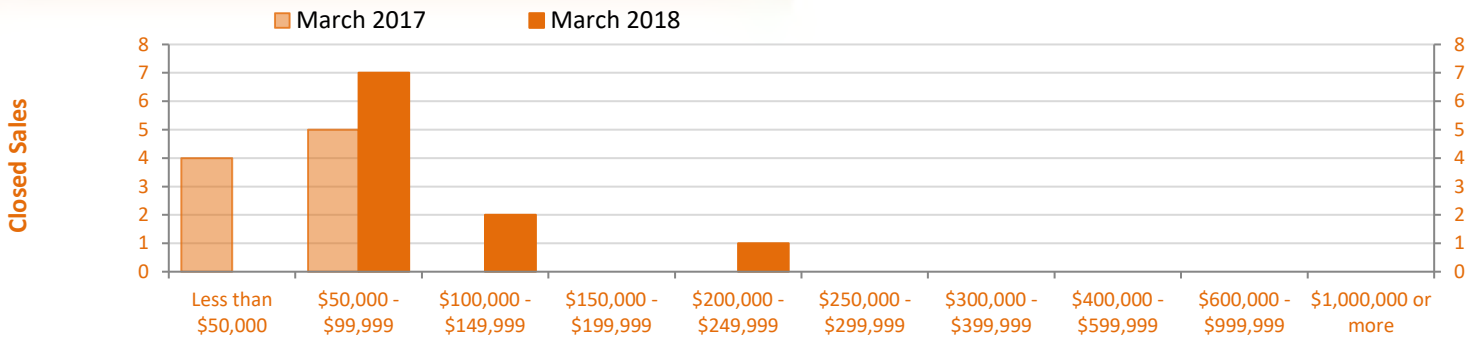


Closed Sales by Sale Price

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	0	-100.0%
\$50,000 - \$99,999	7	40.0%
\$100,000 - \$149,999	2	N/A
\$150,000 - \$199,999	0	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

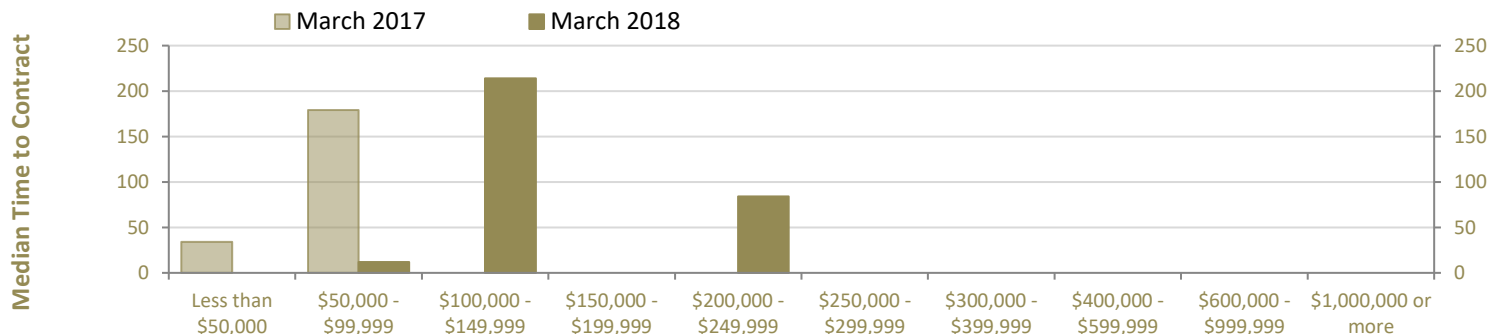


Median Time to Contract by Sale Price

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	(No Sales)	N/A
\$50,000 - \$99,999	12 Days	-93.3%
\$100,000 - \$149,999	214 Days	N/A
\$150,000 - \$199,999	(No Sales)	N/A
\$200,000 - \$249,999	84 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

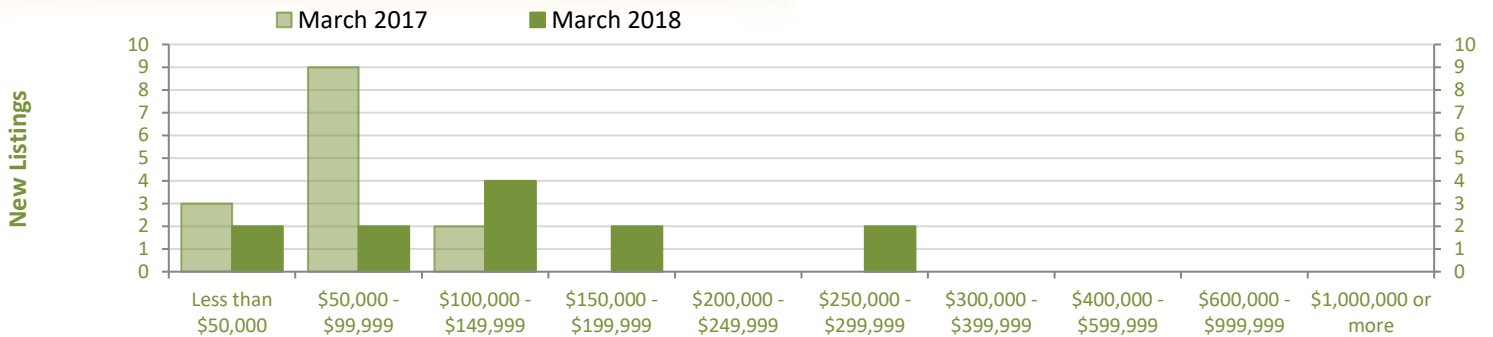


New Listings by Initial Listing Price

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	-33.3%
\$50,000 - \$99,999	2	-77.8%
\$100,000 - \$149,999	4	100.0%
\$150,000 - \$199,999	2	N/A
\$200,000 - \$249,999	0	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

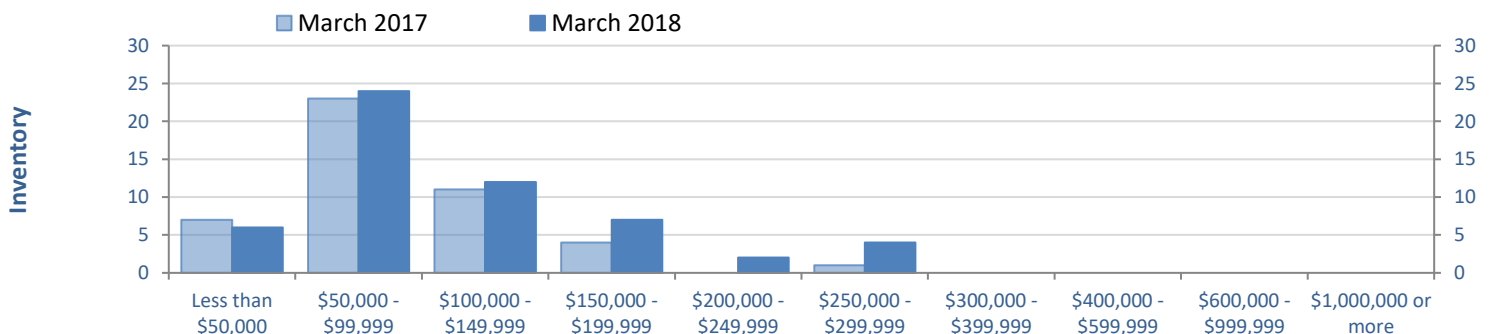


Inventory by Current Listing Price

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.

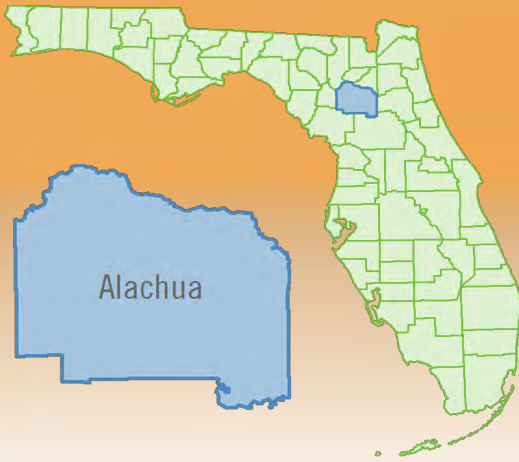
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	6	-14.3%
\$50,000 - \$99,999	24	4.3%
\$100,000 - \$149,999	12	9.1%
\$150,000 - \$199,999	7	75.0%
\$200,000 - \$249,999	2	N/A
\$250,000 - \$299,999	4	300.0%
\$300,000 - \$399,999	0	N/A
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A



Monthly Distressed Market - March 2018

Manufactured Homes

Alachua County



		March 2018	March 2017	Percent Change Year-over-Year
Traditional	Closed Sales	9	7	28.6%
	Median Sale Price	\$72,500	\$45,000	61.1%
Foreclosure/REO	Closed Sales	1	2	-50.0%
	Median Sale Price	\$57,500	\$66,657	-13.7%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

