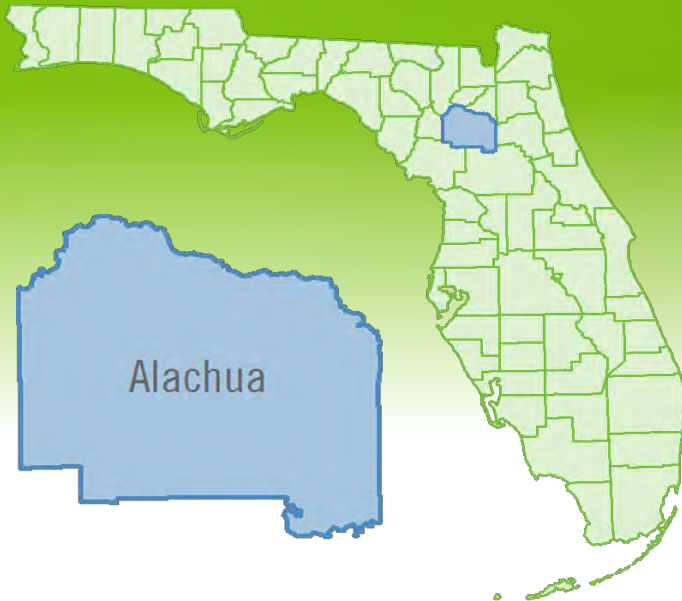


Monthly Market Detail - August 2018

Single Family Homes

Alachua County



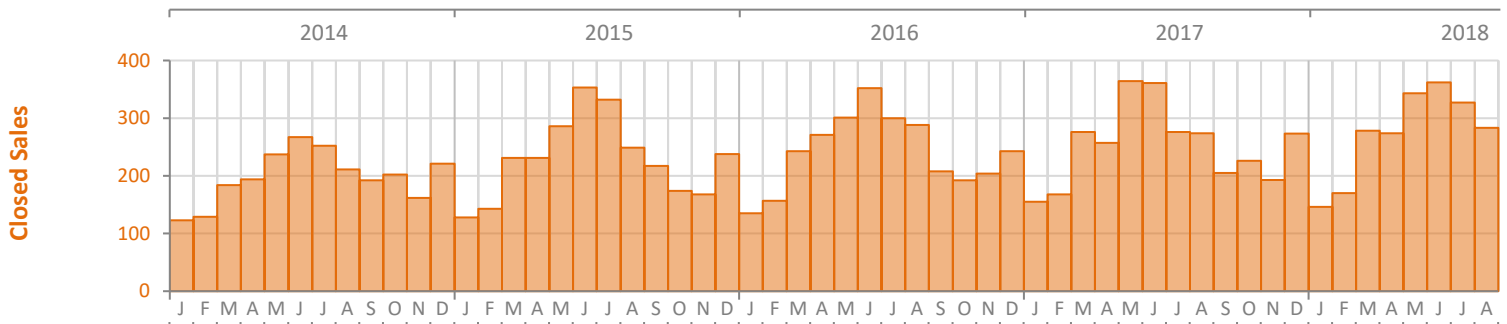
Summary Statistics	August 2018	August 2017	Percent Change Year-over-Year
Closed Sales	283	274	3.3%
Paid in Cash	72	75	-4.0%
Median Sale Price	\$225,000	\$199,000	13.1%
Average Sale Price	\$260,852	\$239,737	8.8%
Dollar Volume	\$73.8 Million	\$65.7 Million	12.4%
Median Percent of Original List Price Received	97.1%	96.7%	0.4%
Median Time to Contract	36 Days	47 Days	-23.4%
Median Time to Sale	75 Days	78 Days	-3.8%
New Pending Sales	293	308	-4.9%
New Listings	301	271	11.1%
Pending Inventory	394	419	-6.0%
Inventory (Active Listings)	924	933	-1.0%
Months Supply of Inventory	3.6	3.8	-5.3%

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
Year-to-Date	2,183	2.4%
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%
September 2017	205	-1.4%
August 2017	274	-4.9%

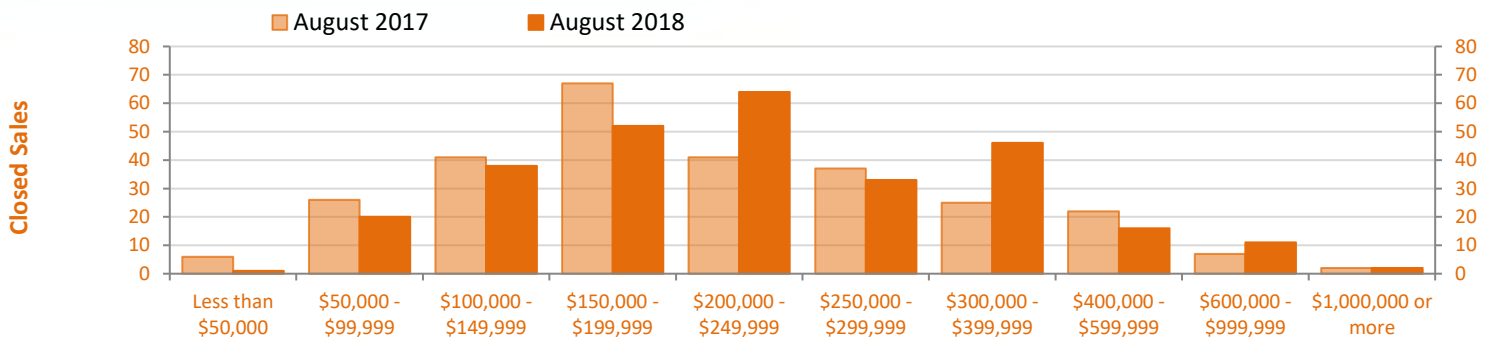


Closed Sales by Sale Price

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	1	-83.3%
\$50,000 - \$99,999	20	-23.1%
\$100,000 - \$149,999	38	-7.3%
\$150,000 - \$199,999	52	-22.4%
\$200,000 - \$249,999	64	56.1%
\$250,000 - \$299,999	33	-10.8%
\$300,000 - \$399,999	46	84.0%
\$400,000 - \$599,999	16	-27.3%
\$600,000 - \$999,999	11	57.1%
\$1,000,000 or more	2	0.0%

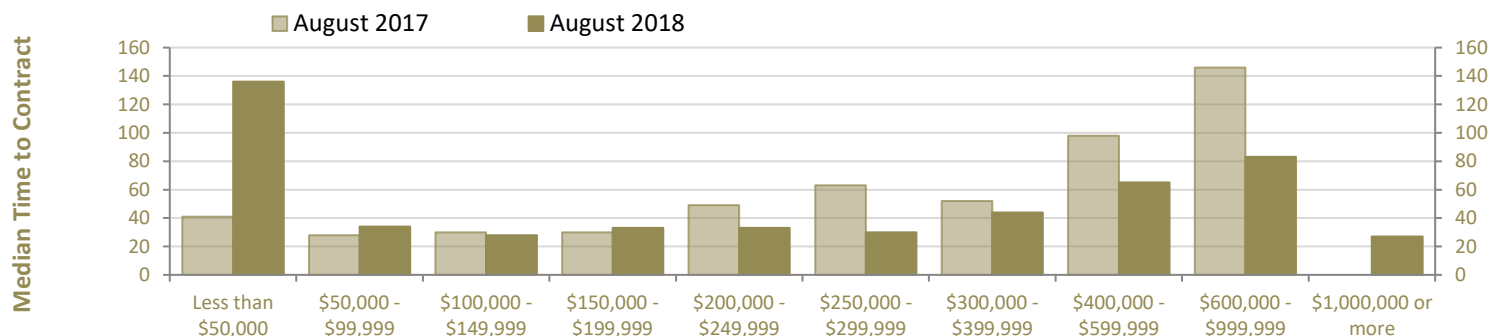


Median Time to Contract by Sale Price

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	136 Days	231.7%
\$50,000 - \$99,999	34 Days	21.4%
\$100,000 - \$149,999	28 Days	-6.7%
\$150,000 - \$199,999	33 Days	10.0%
\$200,000 - \$249,999	33 Days	-32.7%
\$250,000 - \$299,999	30 Days	-52.4%
\$300,000 - \$399,999	44 Days	-15.4%
\$400,000 - \$599,999	65 Days	-33.7%
\$600,000 - \$999,999	83 Days	-43.2%
\$1,000,000 or more	27 Days	N/A

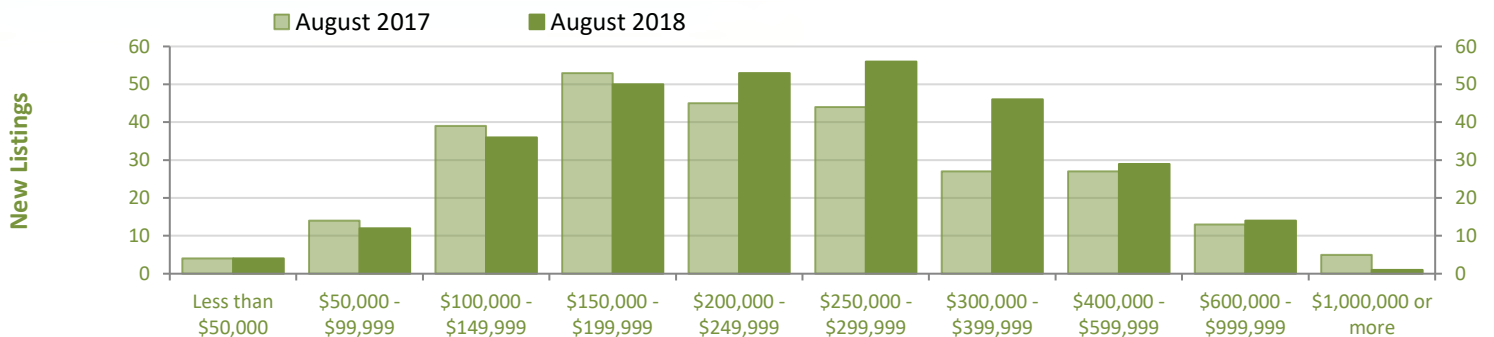


New Listings by Initial Listing Price

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	4	0.0%
\$50,000 - \$99,999	12	-14.3%
\$100,000 - \$149,999	36	-7.7%
\$150,000 - \$199,999	50	-5.7%
\$200,000 - \$249,999	53	17.8%
\$250,000 - \$299,999	56	27.3%
\$300,000 - \$399,999	46	70.4%
\$400,000 - \$599,999	29	7.4%
\$600,000 - \$999,999	14	7.7%
\$1,000,000 or more	1	-80.0%

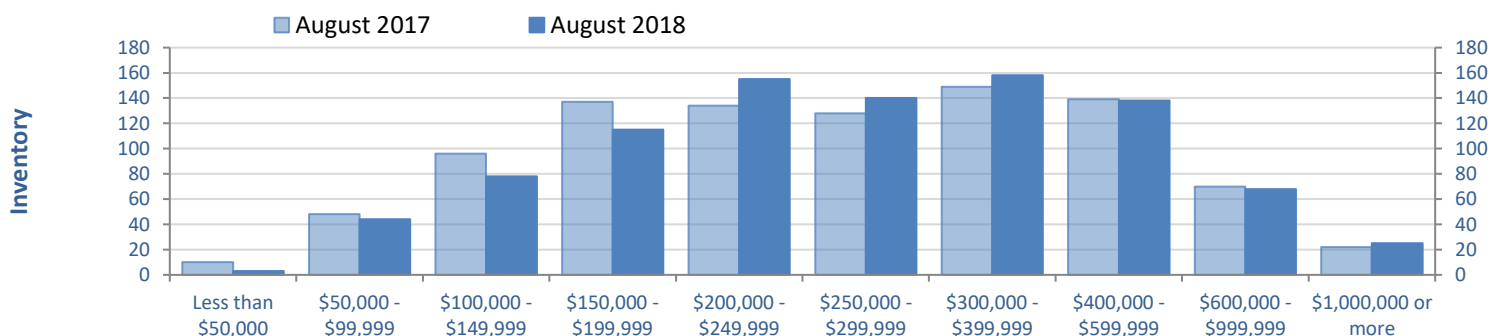


Inventory by Current Listing Price

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.

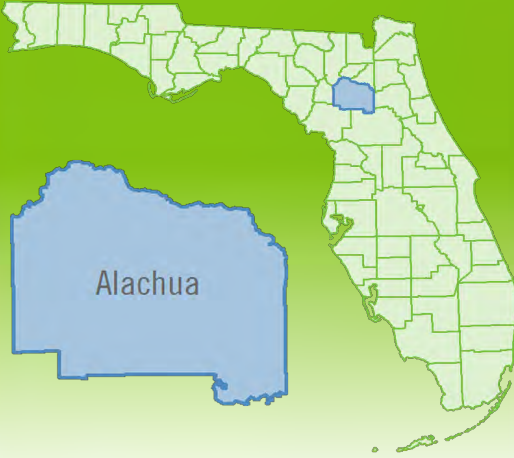
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	3	-70.0%
\$50,000 - \$99,999	44	-8.3%
\$100,000 - \$149,999	78	-18.8%
\$150,000 - \$199,999	115	-16.1%
\$200,000 - \$249,999	155	15.7%
\$250,000 - \$299,999	140	9.4%
\$300,000 - \$399,999	158	6.0%
\$400,000 - \$599,999	138	-0.7%
\$600,000 - \$999,999	68	-2.9%
\$1,000,000 or more	25	13.6%



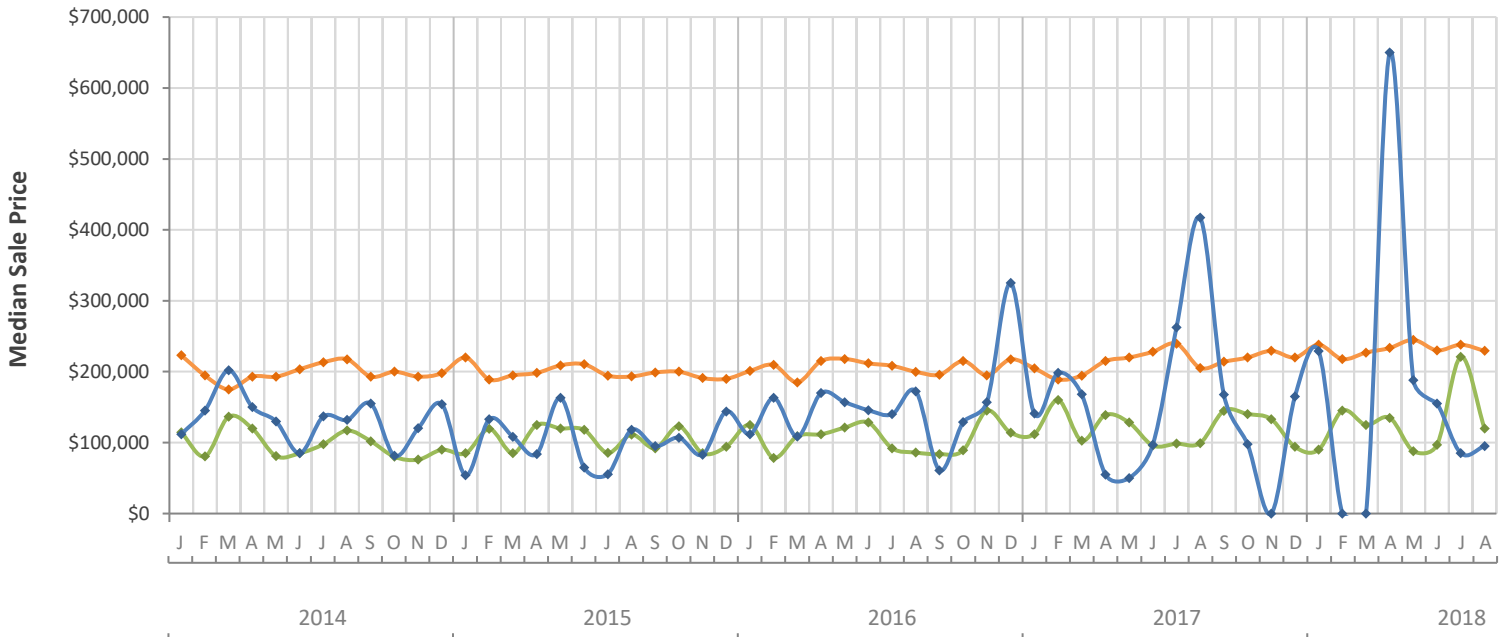
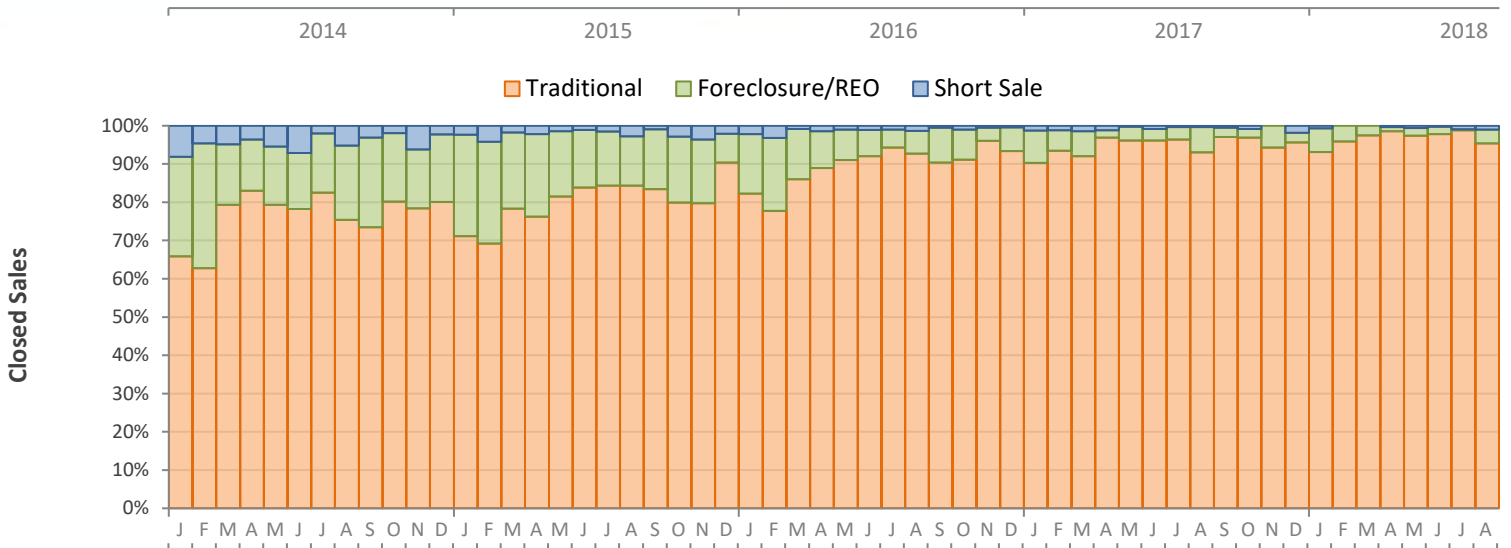
Monthly Distressed Market - August 2018

Single Family Homes

Alachua County



		August 2018	August 2017	Percent Change Year-over-Year
Traditional	Closed Sales	270	255	5.9%
	Median Sale Price	\$229,391	\$205,375	11.7%
Foreclosure/REO	Closed Sales	10	18	-44.4%
	Median Sale Price	\$120,000	\$99,366	20.8%
Short Sale	Closed Sales	3	1	200.0%
	Median Sale Price	\$95,000	\$417,000	-77.2%



Monthly Market Detail - August 2018

Townhouses and Condos

Alachua County



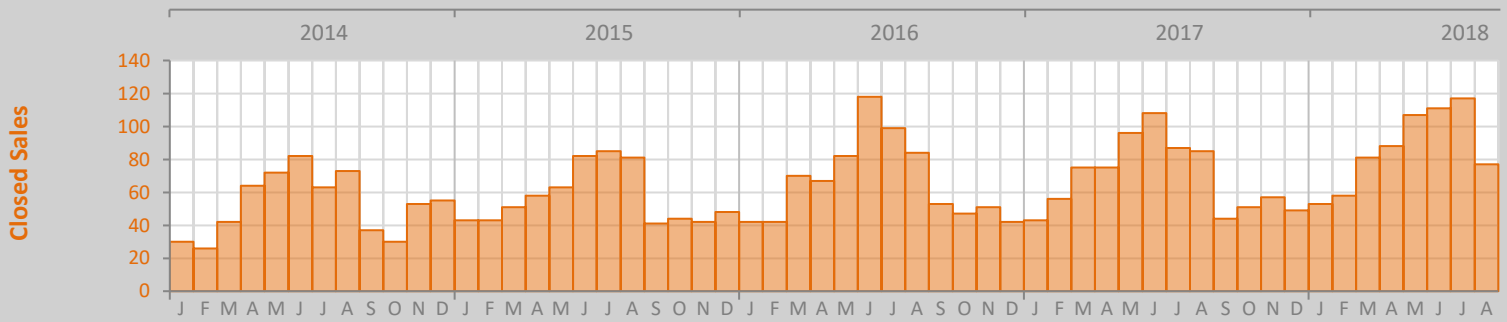
Summary Statistics	August 2018	August 2017	Percent Change Year-over-Year
Closed Sales	77	85	-9.4%
Paid in Cash	40	50	-20.0%
Median Sale Price	\$115,000	\$91,500	25.7%
Average Sale Price	\$122,289	\$107,770	13.5%
Dollar Volume	\$9.4 Million	\$9.2 Million	2.8%
Median Percent of Original List Price Received	96.6%	95.3%	1.4%
Median Time to Contract	35 Days	31 Days	12.9%
Median Time to Sale	62 Days	60 Days	3.3%
New Pending Sales	70	61	14.8%
New Listings	71	64	10.9%
Pending Inventory	55	64	-14.1%
Inventory (Active Listings)	145	152	-4.6%
Months Supply of Inventory	1.9	2.2	-13.6%

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
Year-to-Date	692	10.7%
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%
September 2017	44	-17.0%
August 2017	85	1.2%

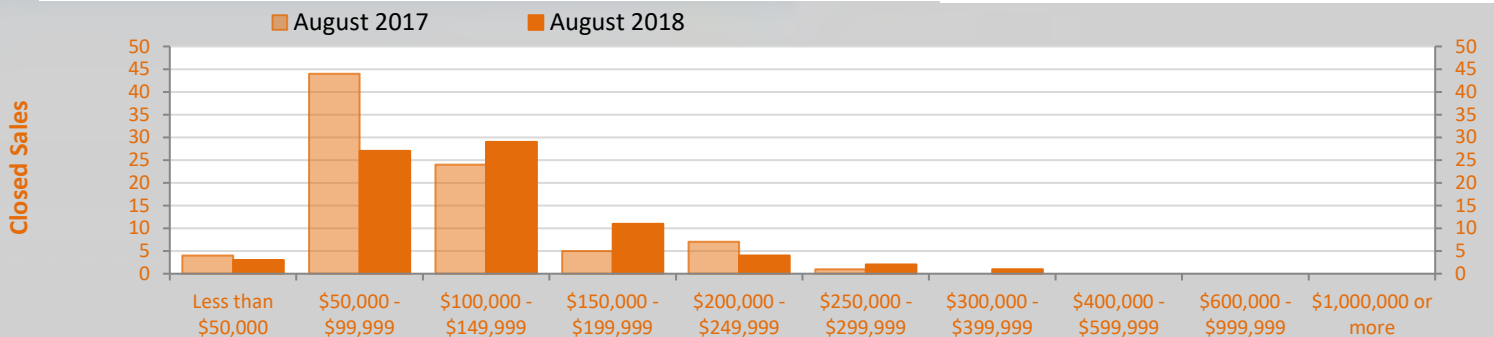


Closed Sales by Sale Price

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	-25.0%
\$50,000 - \$99,999	27	-38.6%
\$100,000 - \$149,999	29	20.8%
\$150,000 - \$199,999	11	120.0%
\$200,000 - \$249,999	4	-42.9%
\$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

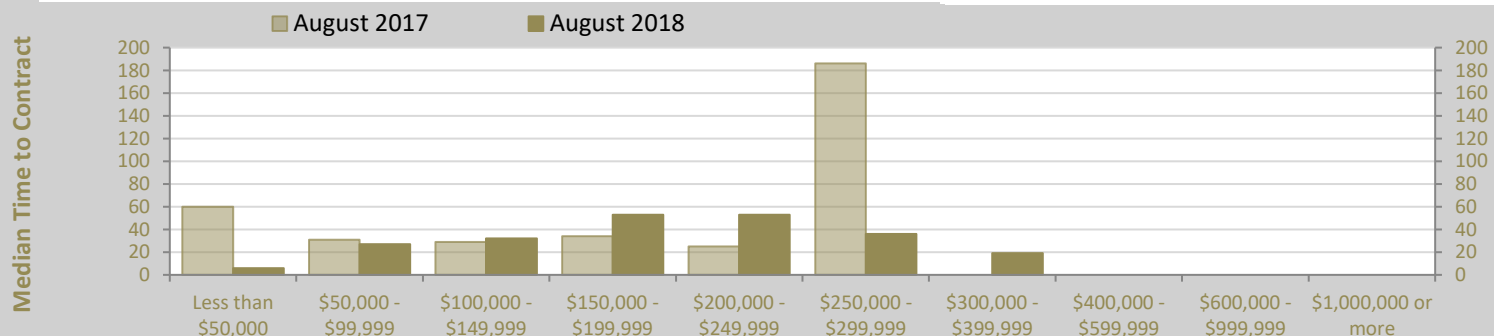


Median Time to Contract by Sale Price

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	6 Days	-90.0%
\$50,000 - \$99,999	27 Days	-12.9%
\$100,000 - \$149,999	32 Days	10.3%
\$150,000 - \$199,999	53 Days	55.9%
\$200,000 - \$249,999	53 Days	112.0%
\$250,000 - \$299,999	36 Days	-80.6%
\$300,000 - \$399,999	19 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



Monthly Market Detail - August 2018

Townhouses and Condos

Alachua County

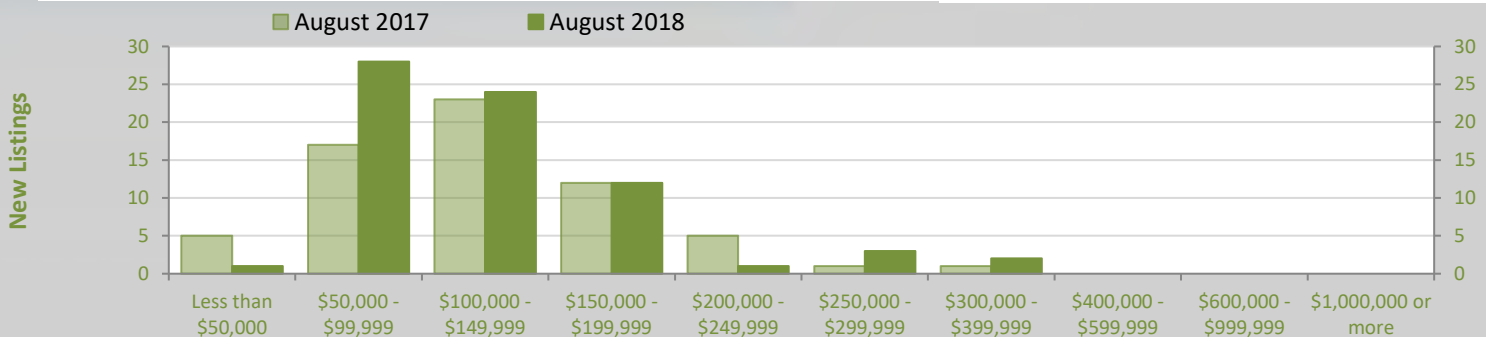


New Listings by Initial Listing Price

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	-80.0%
\$50,000 - \$99,999	28	64.7%
\$100,000 - \$149,999	24	4.3%
\$150,000 - \$199,999	12	0.0%
\$200,000 - \$249,999	1	-80.0%
\$250,000 - \$299,999	3	200.0%
\$300,000 - \$399,999	2	100.0%
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

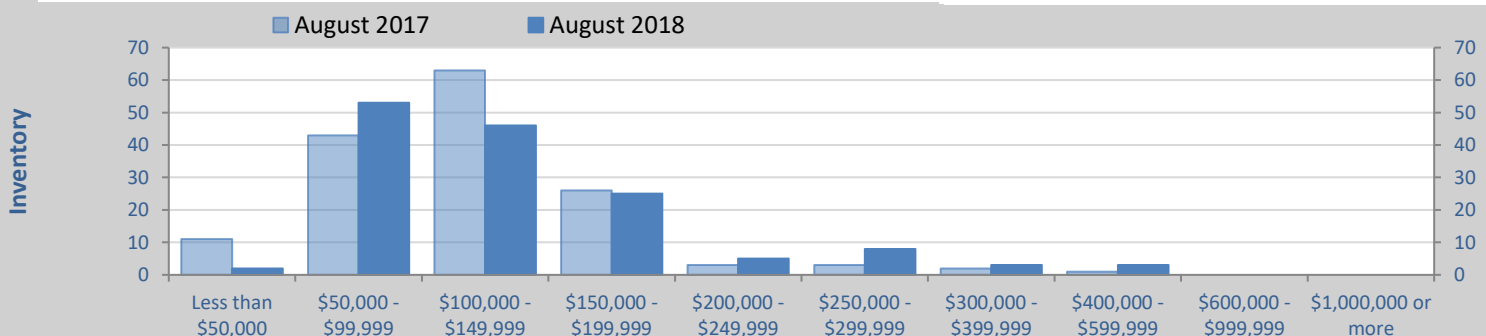


Inventory by Current Listing Price

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	-81.8%
\$50,000 - \$99,999	53	23.3%
\$100,000 - \$149,999	46	-27.0%
\$150,000 - \$199,999	25	-3.8%
\$200,000 - \$249,999	5	66.7%
\$250,000 - \$299,999	8	166.7%
\$300,000 - \$399,999	3	50.0%
\$400,000 - \$599,999	3	200.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A



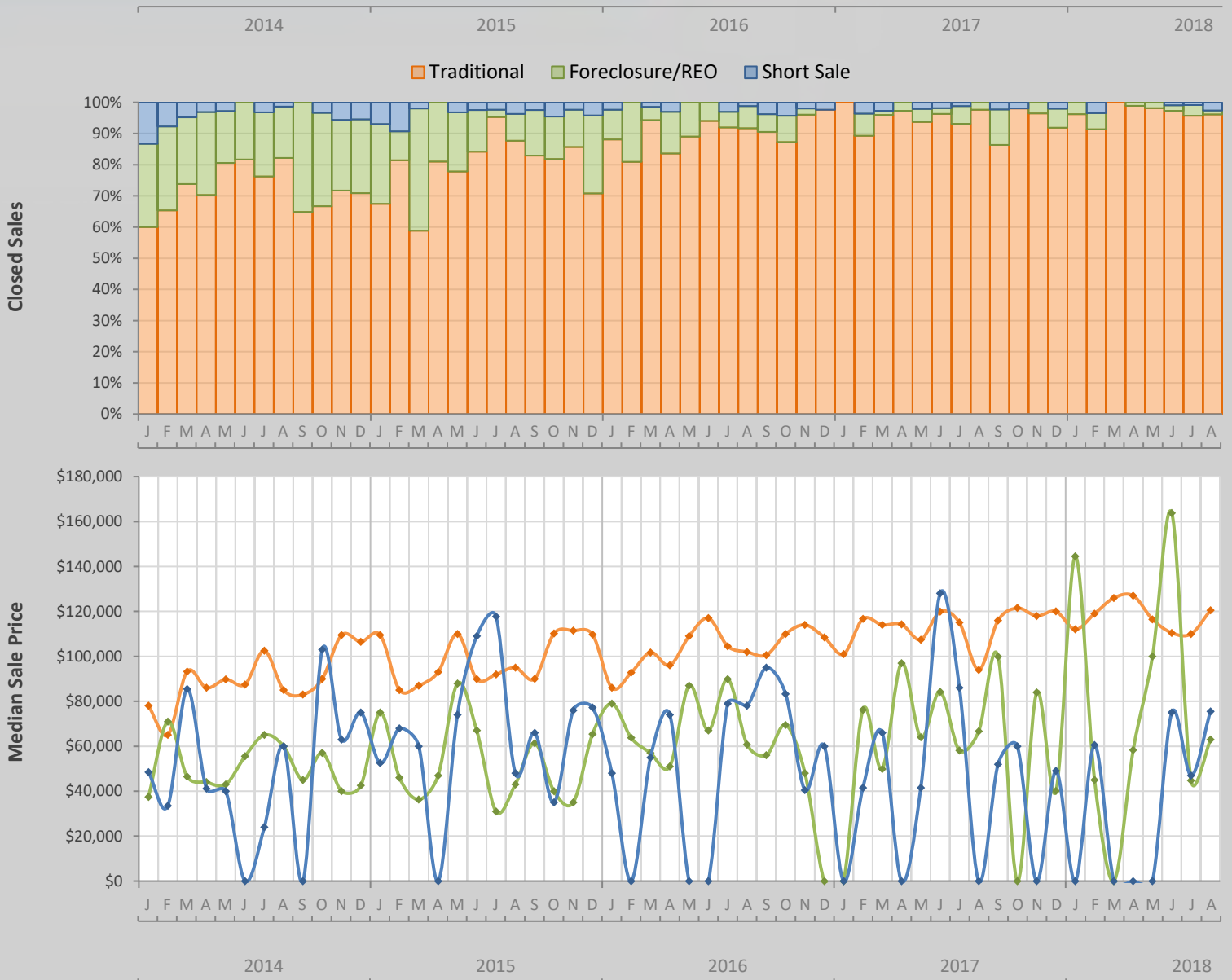
Monthly Distressed Market - August 2018

Townhouses and Condos

Alachua County



		August 2018	August 2017	Percent Change Year-over-Year
Traditional	Closed Sales	74	83	-10.8%
	Median Sale Price	\$120,500	\$94,000	28.2%
Foreclosure/REO	Closed Sales	1	2	-50.0%
	Median Sale Price	\$63,000	\$66,700	-5.5%
Short Sale	Closed Sales	2	0	N/A
	Median Sale Price	\$75,500	(No Sales)	N/A

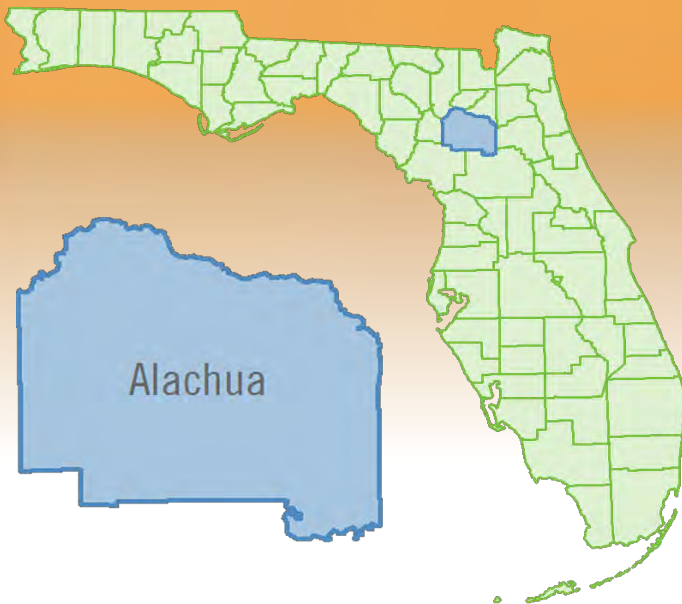


Produced by Florida Realtors® with data provided by Florida's multiple listing services. Statistics for each month compiled from MLS feeds on the 15th day of the following month. Data released on Thursday, September 20, 2018. Historical data revised on Friday, September 7, 2018. Next data release is Friday, October 19, 2018.

Monthly Market Detail - August 2018

Manufactured Homes

Alachua County



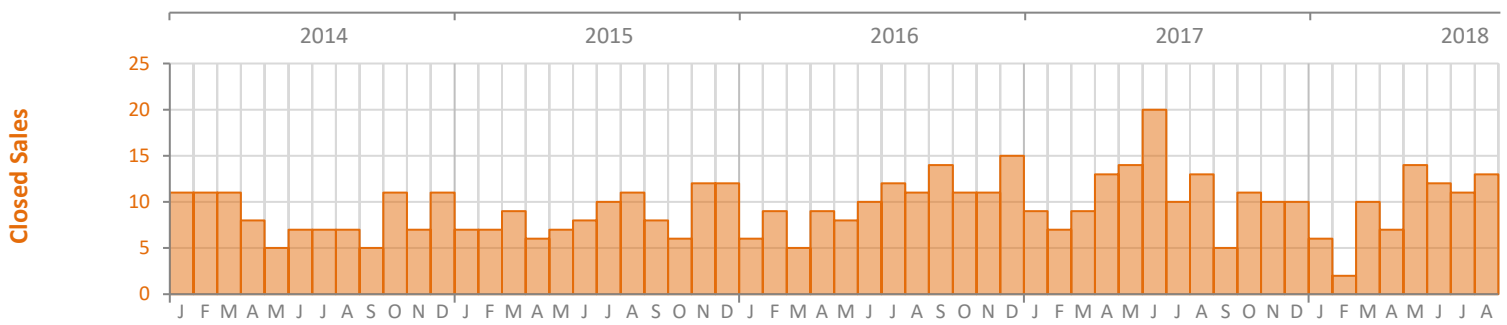
Summary Statistics	August 2018	August 2017	Percent Change Year-over-Year
Closed Sales	13	13	0.0%
Paid in Cash	7	7	0.0%
Median Sale Price	\$80,000	\$89,900	-11.0%
Average Sale Price	\$94,331	\$118,608	-20.5%
Dollar Volume	\$1.2 Million	\$1.5 Million	-20.5%
Median Percent of Original List Price Received	96.7%	97.6%	-0.9%
Median Time to Contract	81 Days	64 Days	26.6%
Median Time to Sale	90 Days	98 Days	-8.2%
New Pending Sales	12	16	-25.0%
New Listings	17	11	54.5%
Pending Inventory	17	22	-22.7%
Inventory (Active Listings)	44	27	63.0%
Months Supply of Inventory	4.8	2.2	118.2%

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	75	-21.1%
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%
September 2017	5	-64.3%
August 2017	13	18.2%

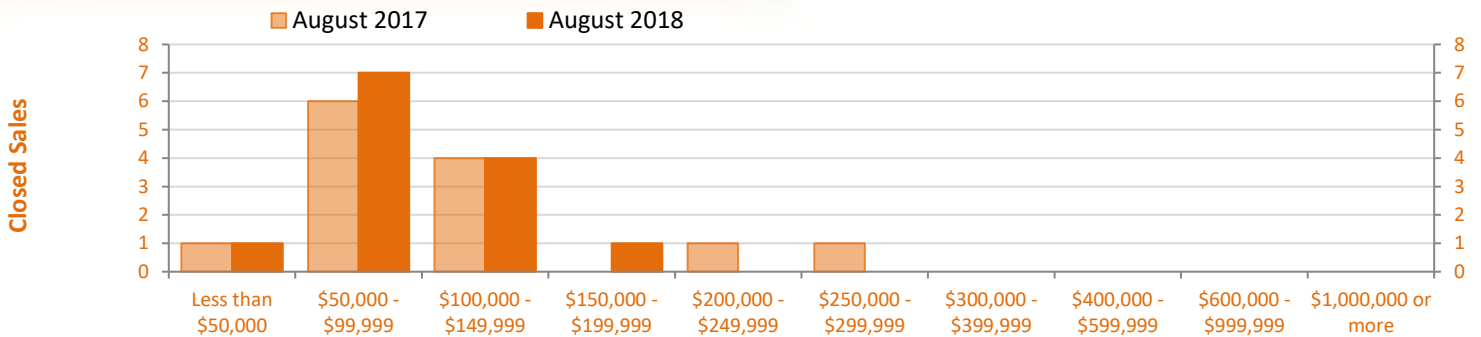


Closed Sales by Sale Price

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	1	0.0%
\$50,000 - \$99,999	7	16.7%
\$100,000 - \$149,999	4	0.0%
\$150,000 - \$199,999	1	N/A
\$200,000 - \$249,999	0	-100.0%
\$250,000 - \$299,999	0	-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

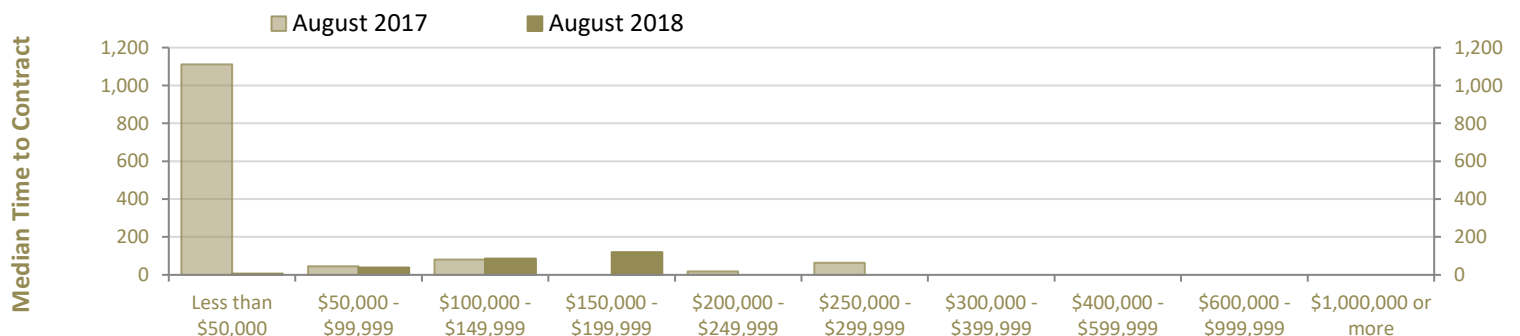


Median Time to Contract by Sale Price

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	7 Days	-99.4%
\$50,000 - \$99,999	39 Days	-15.2%
\$100,000 - \$149,999	86 Days	6.2%
\$150,000 - \$199,999	120 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

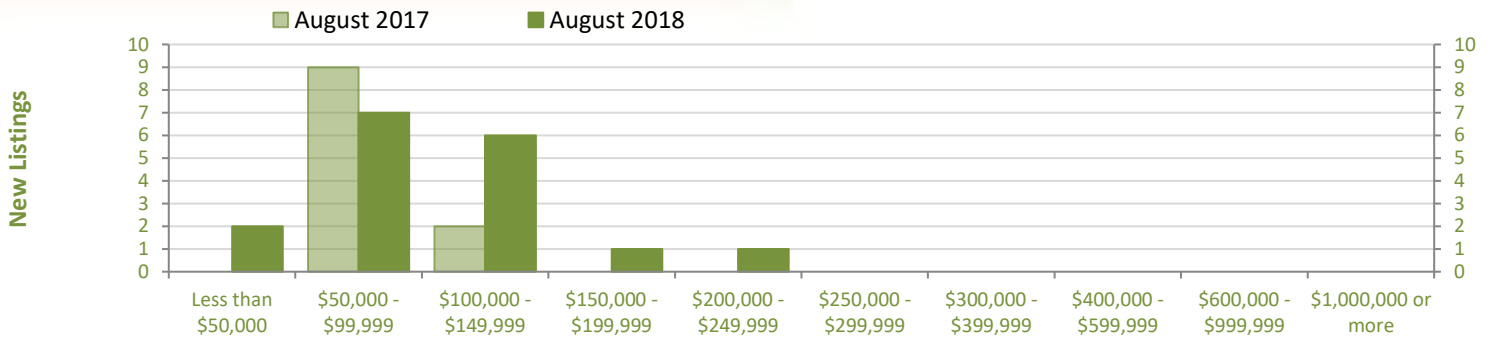


New Listings by Initial Listing Price

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	2	N/A
\$50,000 - \$99,999	7	-22.2%
\$100,000 - \$149,999	6	200.0%
\$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

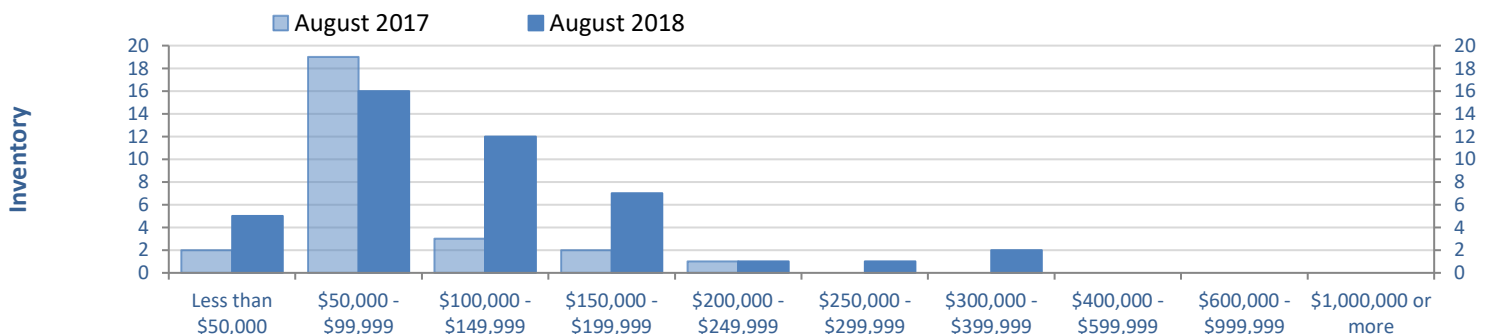


Inventory by Current Listing Price

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.

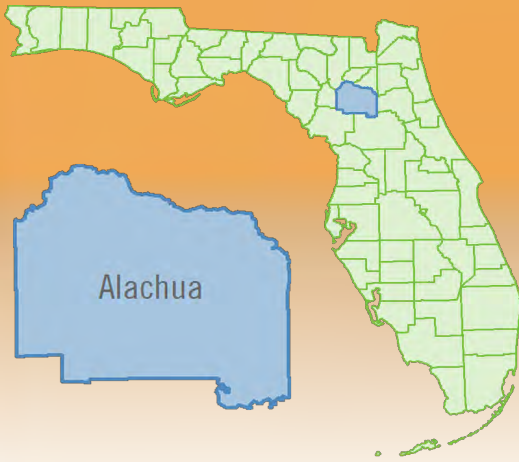
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	5	150.0%
\$50,000 - \$99,999	16	-15.8%
\$100,000 - \$149,999	12	300.0%
\$150,000 - \$199,999	7	250.0%
\$200,000 - \$249,999	1	0.0%
\$250,000 - \$299,999	1	N/A
\$300,000 - \$399,999	2	N/A
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A



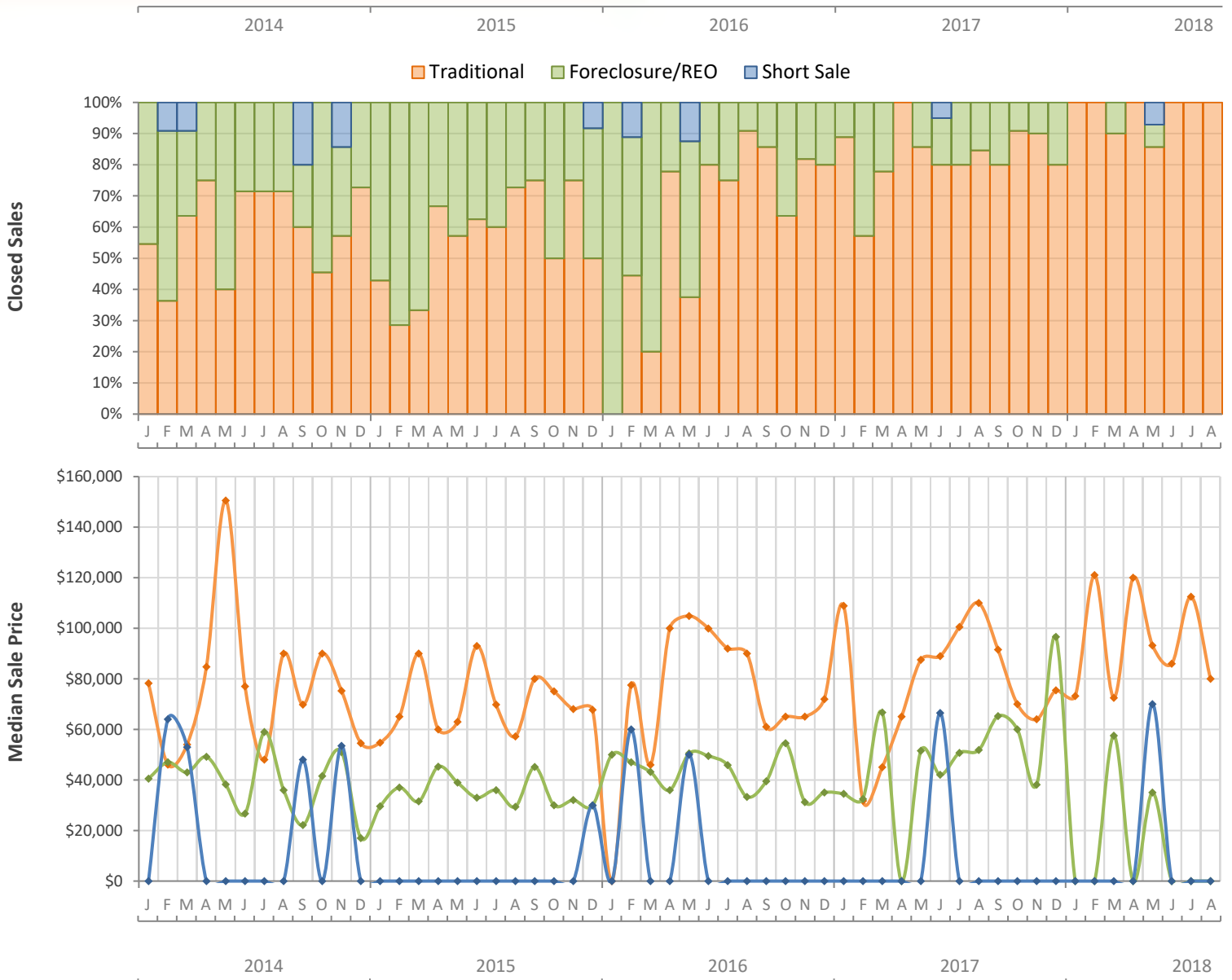
Monthly Distressed Market - August 2018

Manufactured Homes

Alachua County



		August 2018	August 2017	Percent Change Year-over-Year
Traditional	Closed Sales	13	11	18.2%
	Median Sale Price	\$80,000	\$110,000	-27.3%
Foreclosure/REO	Closed Sales	0	2	-100.0%
	Median Sale Price	(No Sales)	\$51,800	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



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 Thursday, September 20, 2018. Historical data revised on Friday, September 7, 2018. Next data release is Friday, October 19, 2018.