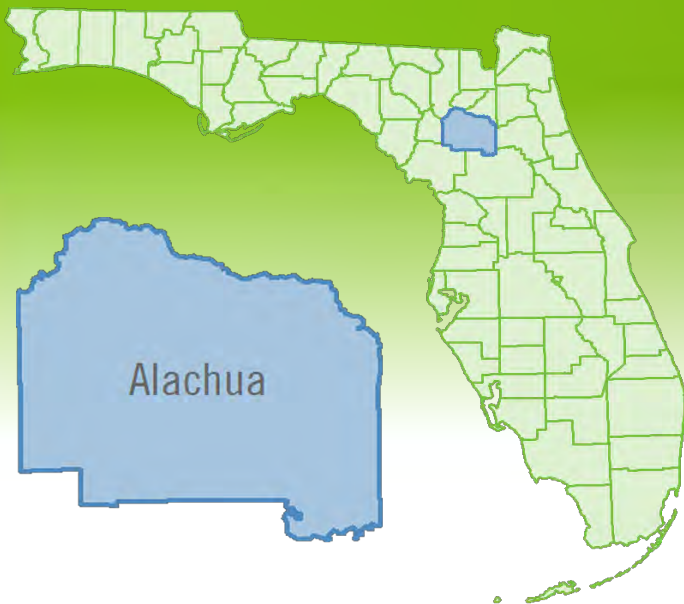


Monthly Market Detail - November 2018

Single Family Homes

Alachua County



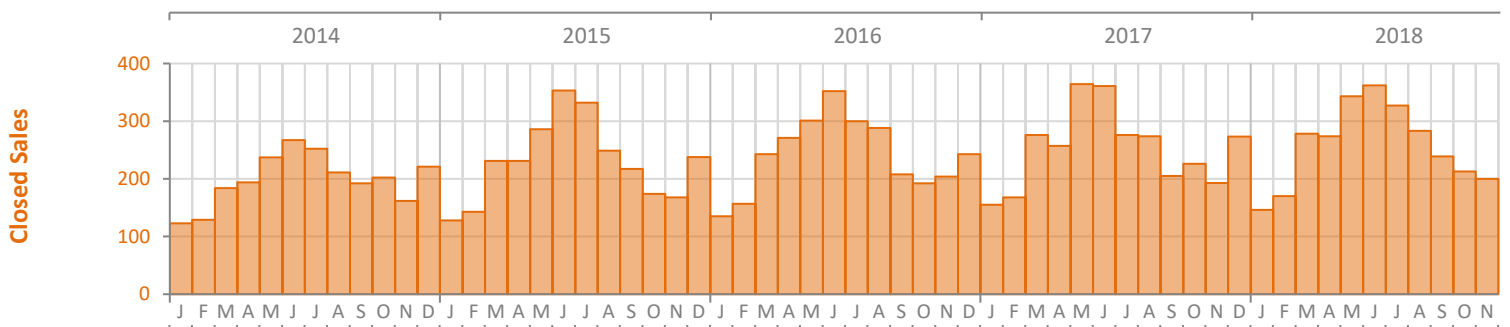
Summary Statistics	November 2018	November 2017	Percent Change Year-over-Year
Closed Sales	200	193	3.6%
Paid in Cash	49	51	-3.9%
Median Sale Price	\$231,798	\$225,500	2.8%
Average Sale Price	\$277,705	\$256,922	8.1%
Dollar Volume	\$55.5 Million	\$49.6 Million	12.0%
Median Percent of Original List Price Received	97.2%	95.9%	1.4%
Median Time to Contract	40 Days	62 Days	-35.5%
Median Time to Sale	89 Days	105 Days	-15.2%
New Pending Sales	208	268	-22.4%
New Listings	224	216	3.7%
Pending Inventory	336	376	-10.6%
Inventory (Active Listings)	837	798	4.9%
Months Supply of Inventory	3.2	3.2	0.0%

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
Year-to-Date	2,835	2.9%
November 2018	200	3.6%
October 2018	213	-5.8%
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%

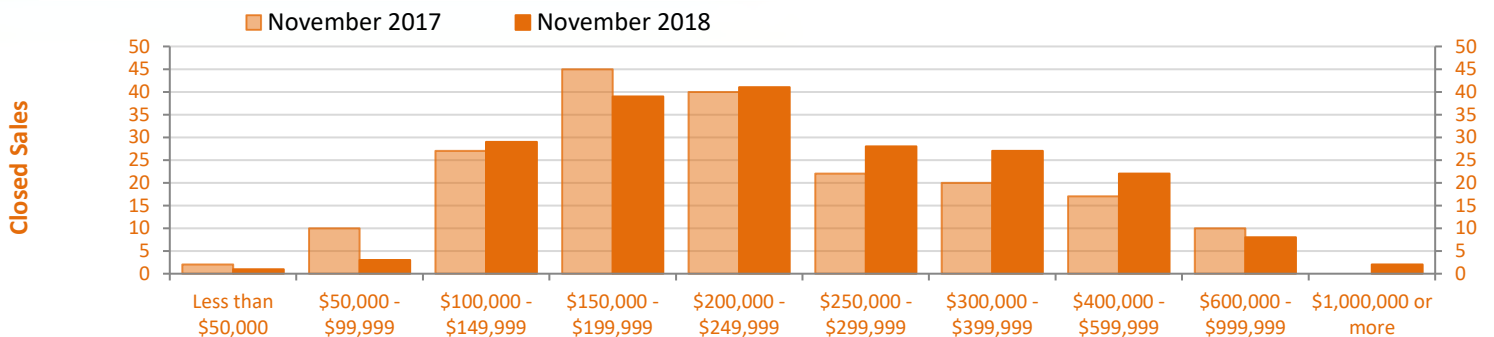


Closed Sales by Sale Price

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	-50.0%
\$50,000 - \$99,999	3	-70.0%
\$100,000 - \$149,999	29	7.4%
\$150,000 - \$199,999	39	-13.3%
\$200,000 - \$249,999	41	2.5%
\$250,000 - \$299,999	28	27.3%
\$300,000 - \$399,999	27	35.0%
\$400,000 - \$599,999	22	29.4%
\$600,000 - \$999,999	8	-20.0%
\$1,000,000 or more	2	N/A

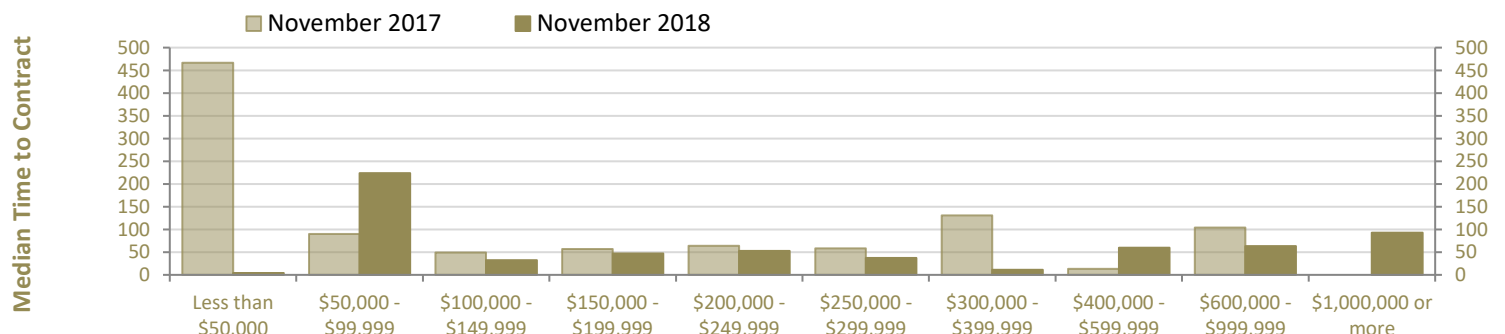


Median Time to Contract by Sale Price

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	4 Days	-99.1%
\$50,000 - \$99,999	224 Days	148.9%
\$100,000 - \$149,999	32 Days	-34.7%
\$150,000 - \$199,999	47 Days	-17.5%
\$200,000 - \$249,999	53 Days	-17.2%
\$250,000 - \$299,999	37 Days	-36.2%
\$300,000 - \$399,999	11 Days	-91.6%
\$400,000 - \$599,999	60 Days	361.5%
\$600,000 - \$999,999	63 Days	-39.4%
\$1,000,000 or more	93 Days	N/A

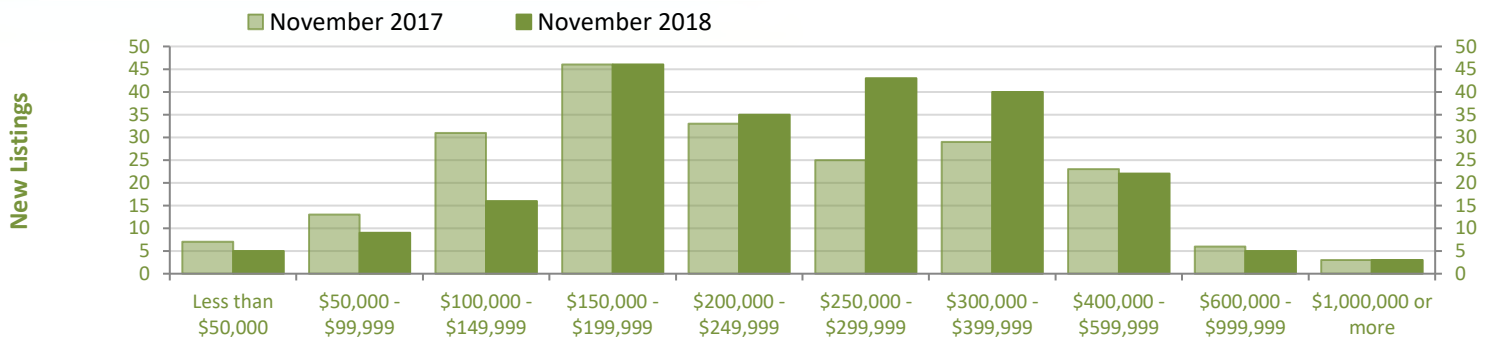


New Listings by Initial Listing Price

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	5	-28.6%
\$50,000 - \$99,999	9	-30.8%
\$100,000 - \$149,999	16	-48.4%
\$150,000 - \$199,999	46	0.0%
\$200,000 - \$249,999	35	6.1%
\$250,000 - \$299,999	43	72.0%
\$300,000 - \$399,999	40	37.9%
\$400,000 - \$599,999	22	-4.3%
\$600,000 - \$999,999	5	-16.7%
\$1,000,000 or more	3	0.0%

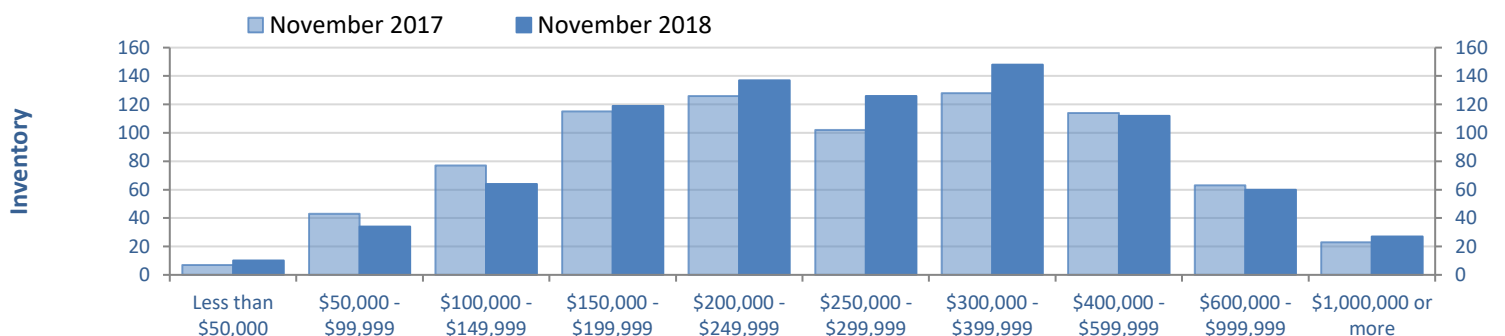


Inventory by Current Listing Price

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.

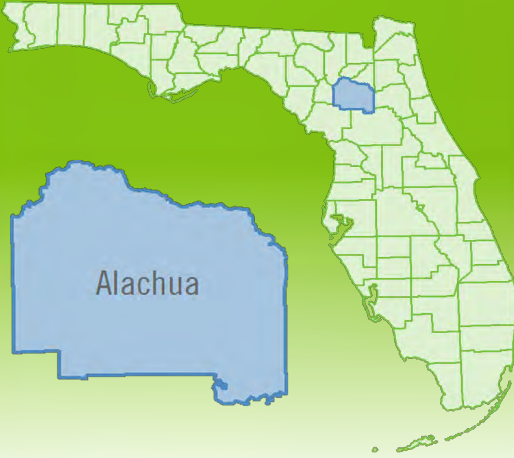
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	10	42.9%
\$50,000 - \$99,999	34	-20.9%
\$100,000 - \$149,999	64	-16.9%
\$150,000 - \$199,999	119	3.5%
\$200,000 - \$249,999	137	8.7%
\$250,000 - \$299,999	126	23.5%
\$300,000 - \$399,999	148	15.6%
\$400,000 - \$599,999	112	-1.8%
\$600,000 - \$999,999	60	-4.8%
\$1,000,000 or more	27	17.4%



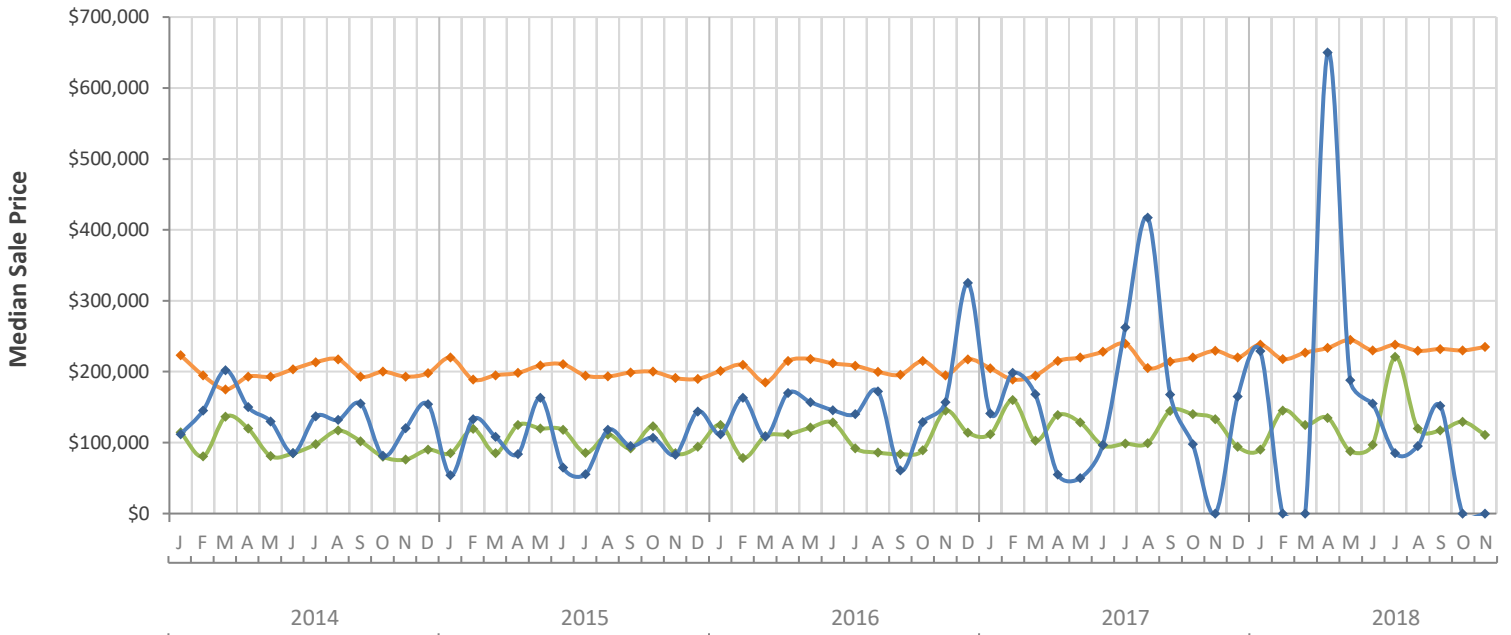
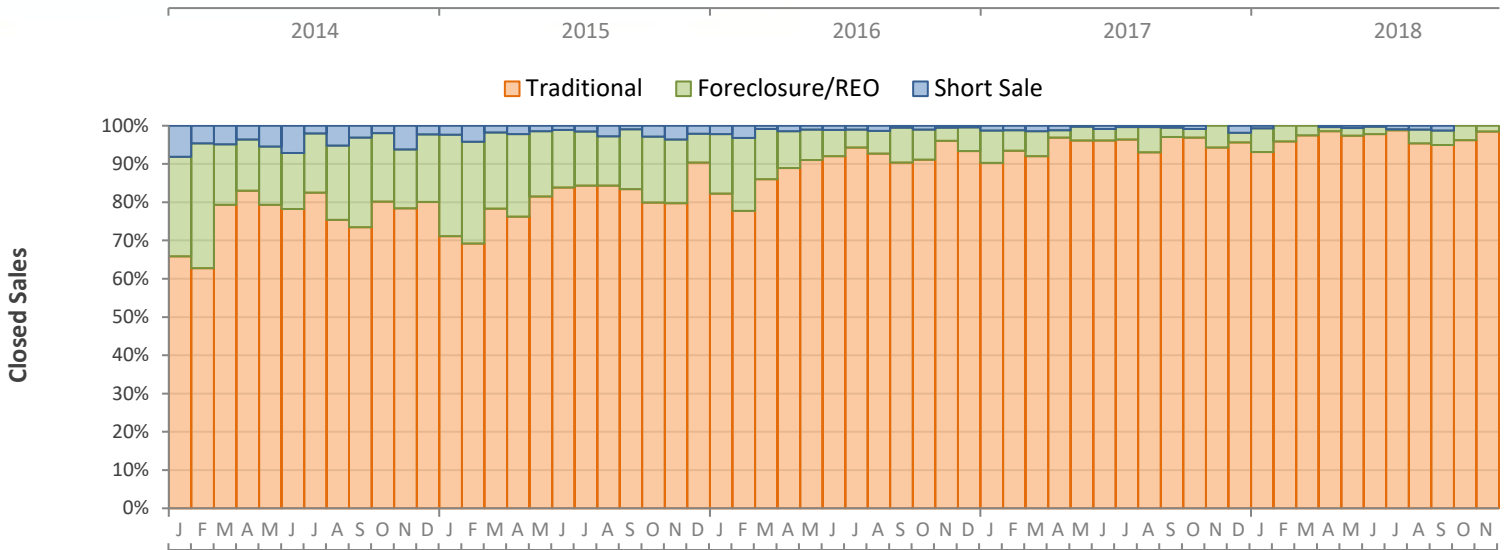
Monthly Distressed Market - November 2018

Single Family Homes

Alachua County



		November 2018	November 2017	Percent Change Year-over-Year
Traditional	Closed Sales	197	182	8.2%
	Median Sale Price	\$234,841	\$229,440	2.4%
Foreclosure/REO	Closed Sales	3	11	-72.7%
	Median Sale Price	\$111,000	\$133,014	-16.6%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



Monthly Market Detail - November 2018

Townhouses and Condos

Alachua County



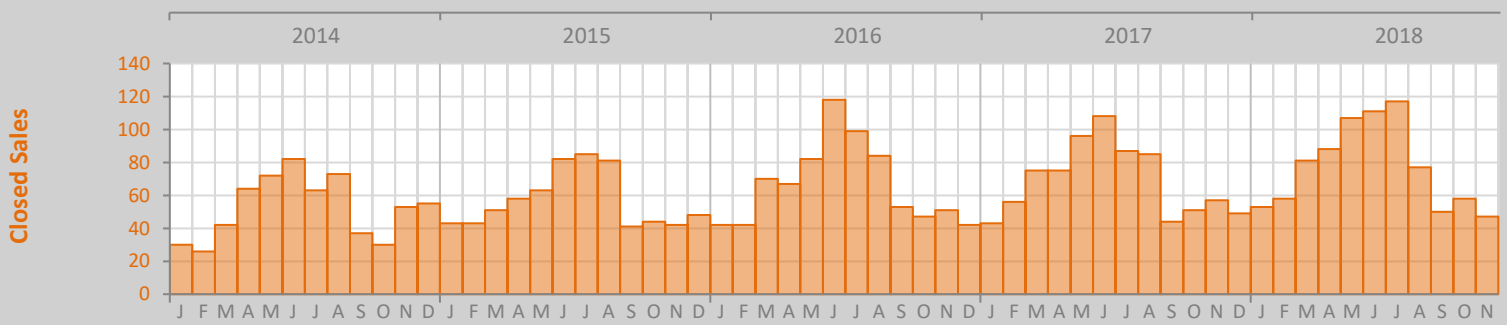
Summary Statistics	November 2018	November 2017	Percent Change Year-over-Year
Closed Sales	47	57	-17.5%
Paid in Cash	28	34	-17.6%
Median Sale Price	\$129,000	\$118,000	9.3%
Average Sale Price	\$128,768	\$122,027	5.5%
Dollar Volume	\$6.1 Million	\$7.0 Million	-13.0%
Median Percent of Original List Price Received	95.8%	95.9%	-0.1%
Median Time to Contract	48 Days	41 Days	17.1%
Median Time to Sale	66 Days	69 Days	-4.3%
New Pending Sales	64	71	-9.9%
New Listings	66	45	46.7%
Pending Inventory	56	70	-20.0%
Inventory (Active Listings)	151	120	25.8%
Months Supply of Inventory	2.0	1.8	11.1%

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
Year-to-Date	847	9.0%
November 2018	47	-17.5%
October 2018	58	13.7%
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%



Monthly Market Detail - November 2018

Townhouses and Condos

Alachua County

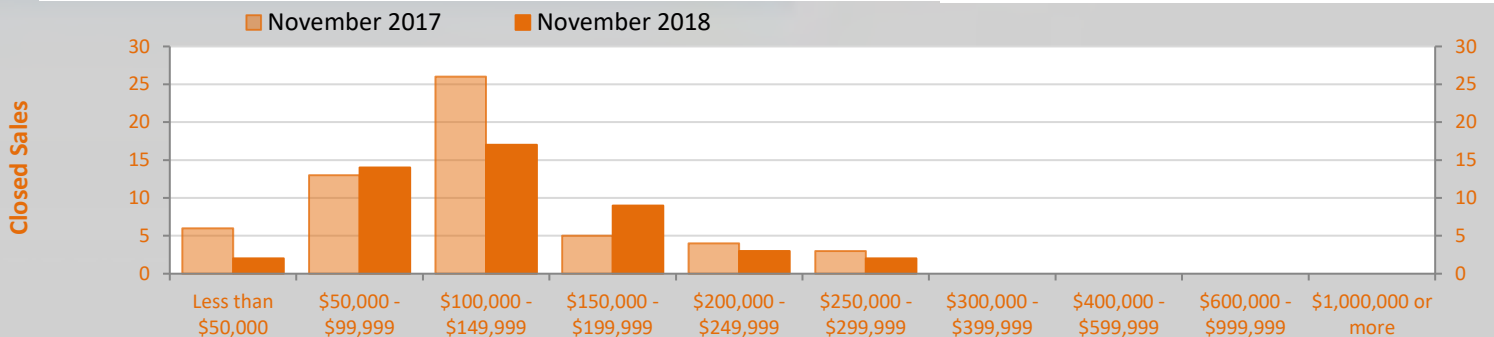


Closed Sales by Sale Price

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	-66.7%
\$50,000 - \$99,999	14	7.7%
\$100,000 - \$149,999	17	-34.6%
\$150,000 - \$199,999	9	80.0%
\$200,000 - \$249,999	3	-25.0%
\$250,000 - \$299,999	2	-33.3%
\$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

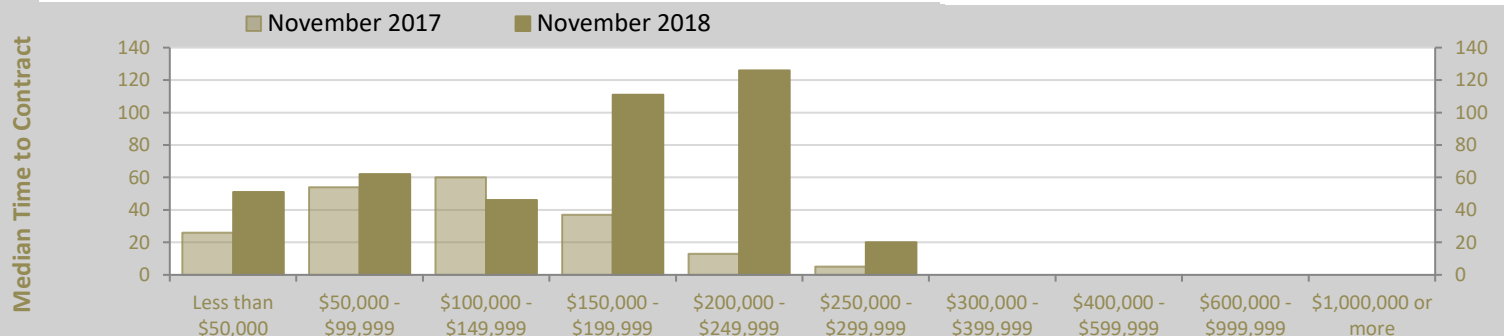


Median Time to Contract by Sale Price

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	51 Days	96.2%
\$50,000 - \$99,999	62 Days	14.8%
\$100,000 - \$149,999	46 Days	-23.3%
\$150,000 - \$199,999	111 Days	200.0%
\$200,000 - \$249,999	126 Days	869.2%
\$250,000 - \$299,999	20 Days	300.0%
\$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

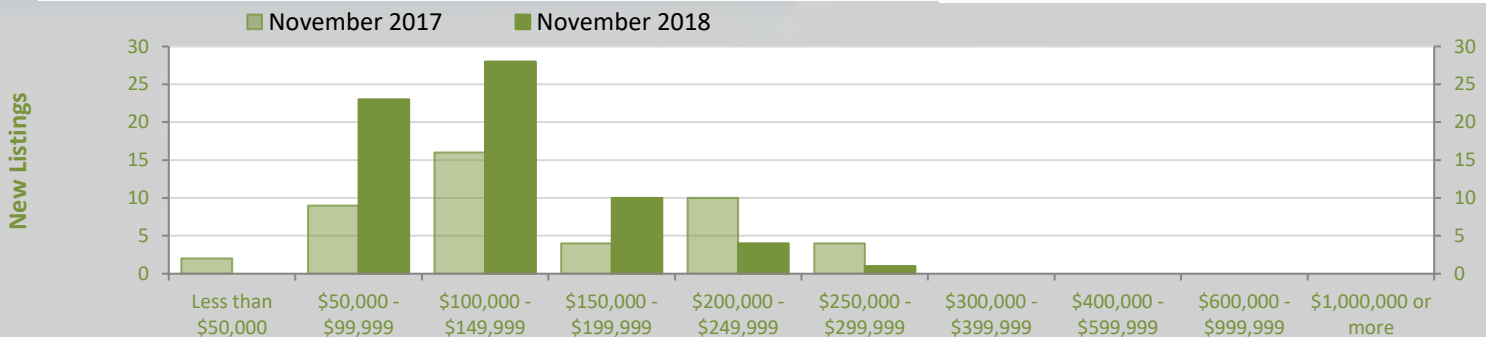


New Listings by Initial Listing Price

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	0	-100.0%
\$50,000 - \$99,999	23	155.6%
\$100,000 - \$149,999	28	75.0%
\$150,000 - \$199,999	10	150.0%
\$200,000 - \$249,999	4	-60.0%
\$250,000 - \$299,999	1	-75.0%
\$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

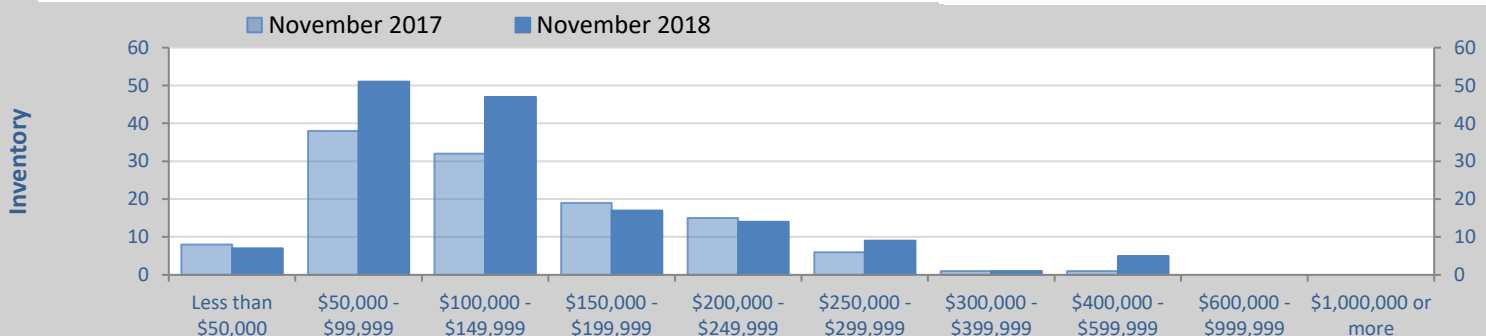


Inventory by Current Listing Price

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	-12.5%
\$50,000 - \$99,999	51	34.2%
\$100,000 - \$149,999	47	46.9%
\$150,000 - \$199,999	17	-10.5%
\$200,000 - \$249,999	14	-6.7%
\$250,000 - \$299,999	9	50.0%
\$300,000 - \$399,999	1	0.0%
\$400,000 - \$599,999	5	400.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A



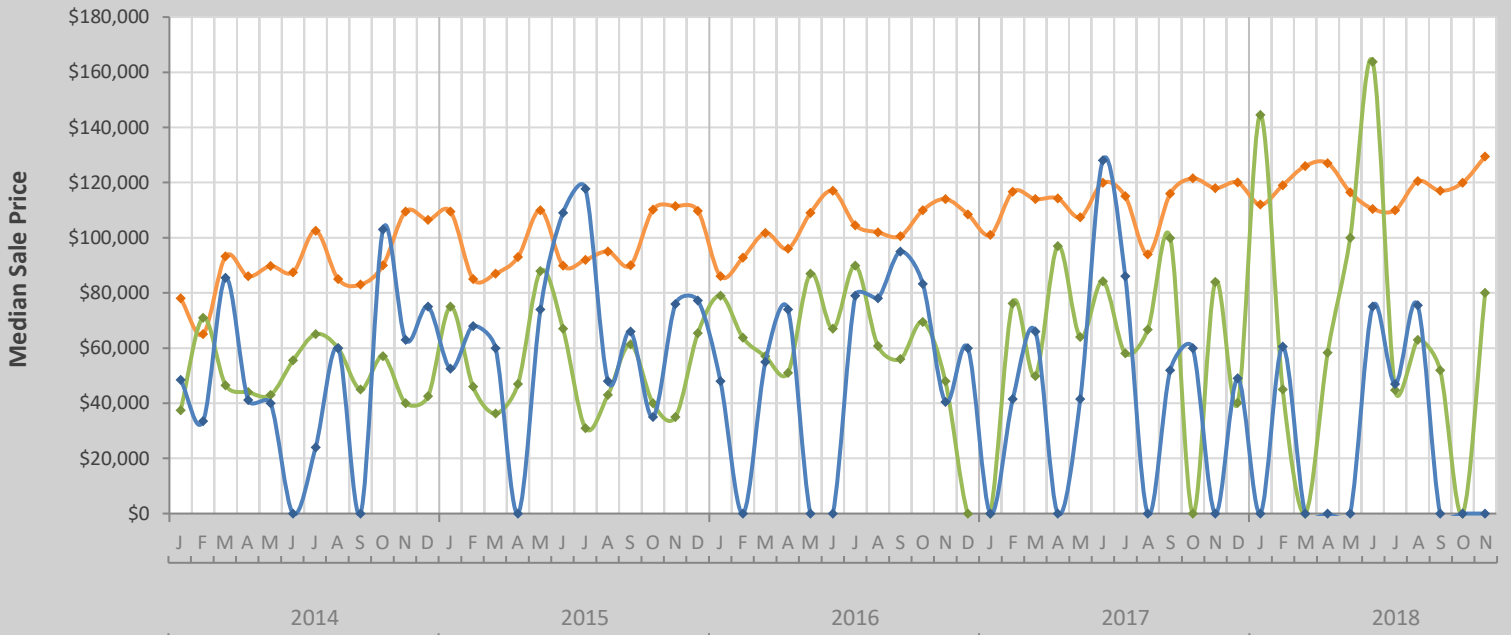
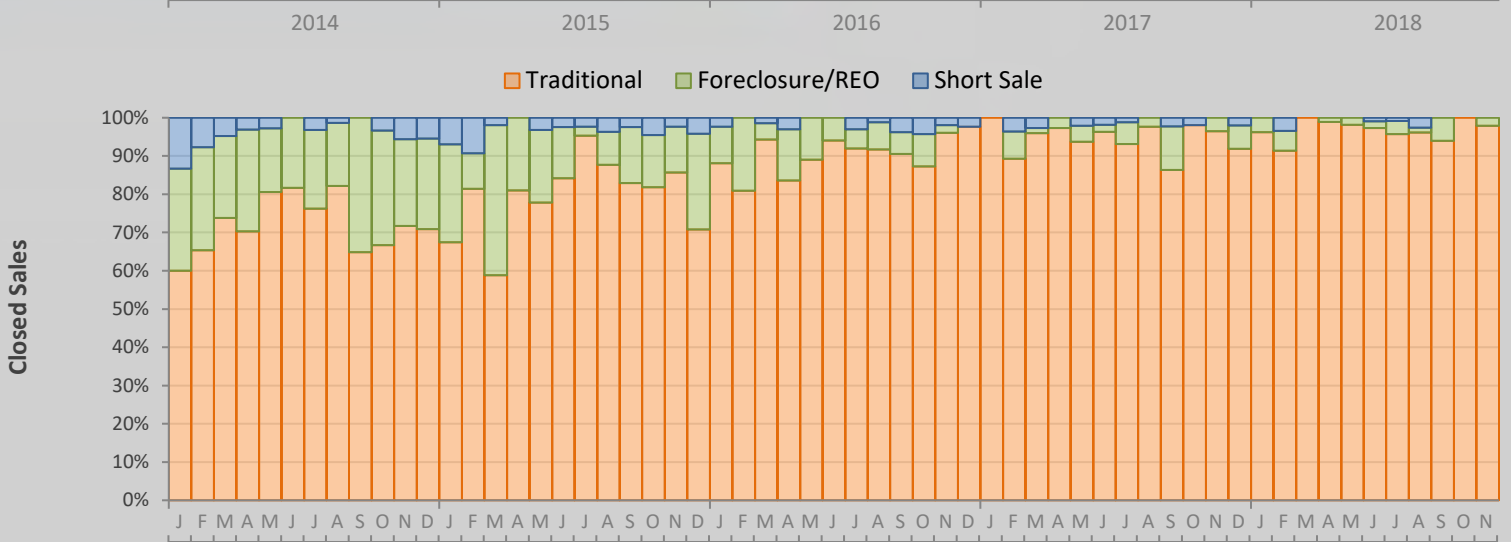
Monthly Distressed Market - November 2018

Townhouses and Condos

Alachua County



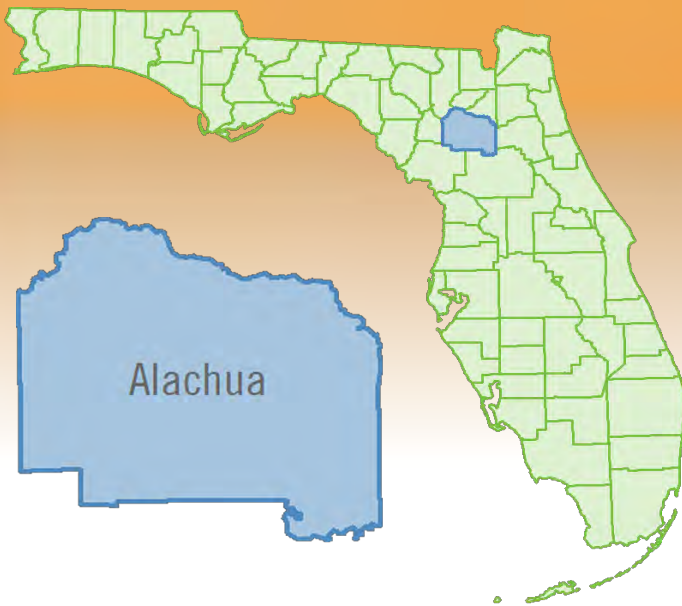
		November 2018	November 2017	Percent Change Year-over-Year
Traditional	Closed Sales	46	55	-16.4%
	Median Sale Price	\$129,450	\$118,000	9.7%
Foreclosure/REO	Closed Sales	1	2	-50.0%
	Median Sale Price	\$80,000	\$83,950	-4.7%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



Monthly Market Detail - November 2018

Manufactured Homes

Alachua County



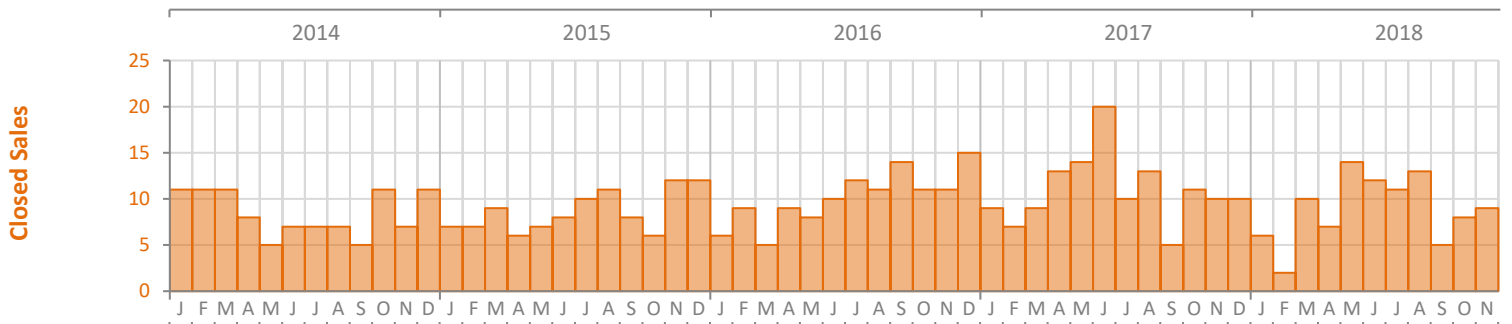
Summary Statistics	November 2018	November 2017	Percent Change Year-over-Year
Closed Sales	9	10	-10.0%
Paid in Cash	6	10	-40.0%
Median Sale Price	\$112,222	\$62,750	78.8%
Average Sale Price	\$94,482	\$74,316	27.1%
Dollar Volume	\$850,338	\$743,160	14.4%
Median Percent of Original List Price Received	100.0%	100.0%	0.0%
Median Time to Contract	29 Days	40 Days	-27.5%
Median Time to Sale	71 Days	66 Days	7.6%
New Pending Sales	9	15	-40.0%
New Listings	14	16	-12.5%
Pending Inventory	24	16	50.0%
Inventory (Active Listings)	52	33	57.6%
Months Supply of Inventory	5.8	2.9	100.0%

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
Year-to-Date	97	-19.8%
November 2018	9	-10.0%
October 2018	8	-27.3%
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%

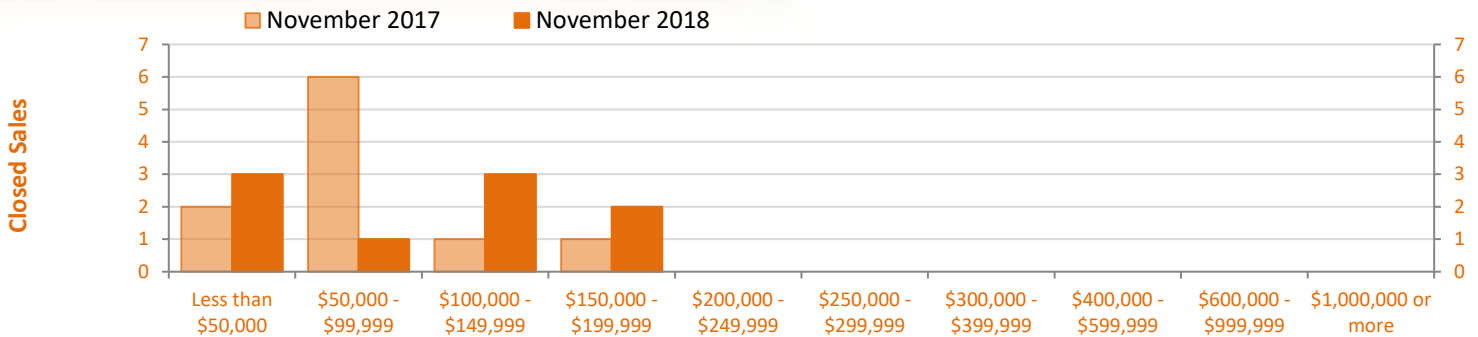


Closed Sales by Sale Price

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	1	-83.3%
\$100,000 - \$149,999	3	200.0%
\$150,000 - \$199,999	2	100.0%
\$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

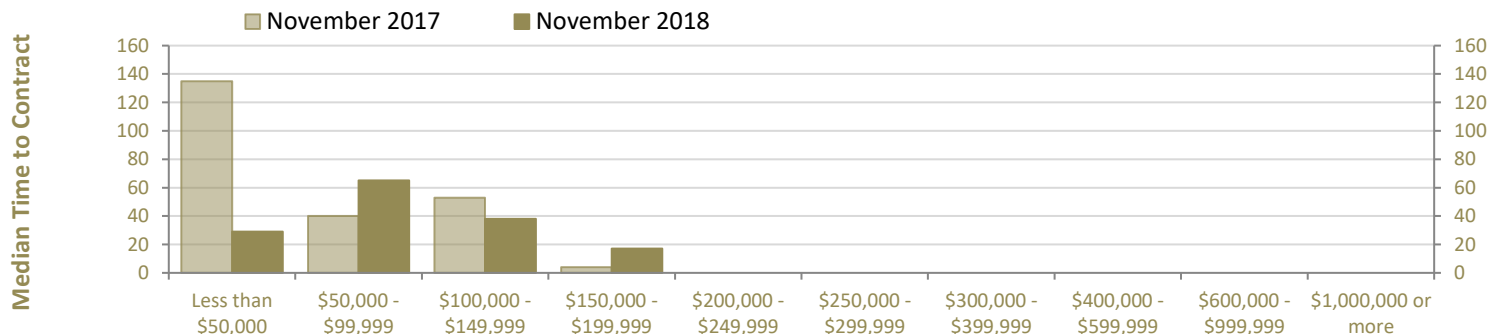


Median Time to Contract by Sale Price

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	29 Days	-78.5%
\$50,000 - \$99,999	65 Days	62.5%
\$100,000 - \$149,999	38 Days	-28.3%
\$150,000 - \$199,999	17 Days	325.0%
\$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

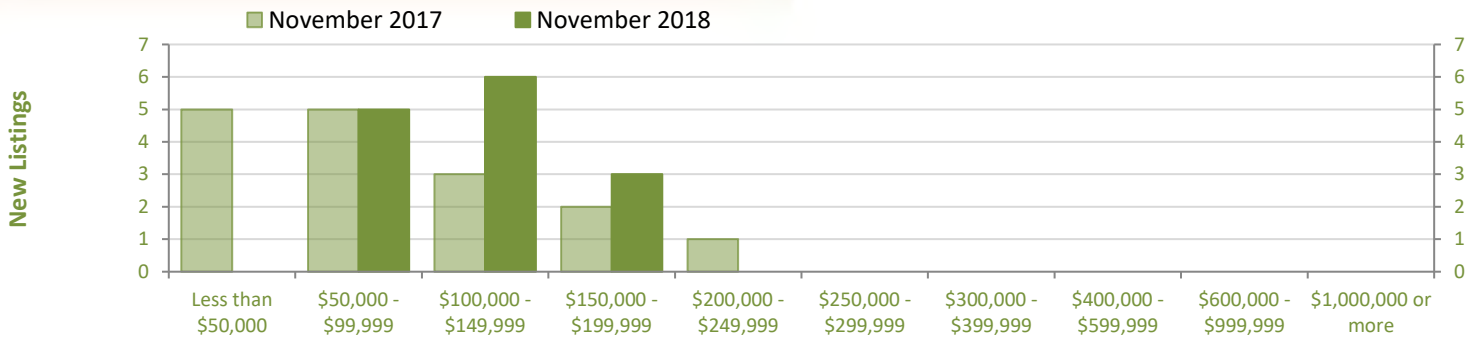


New Listings by Initial Listing Price

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	5	0.0%
\$100,000 - \$149,999	6	100.0%
\$150,000 - \$199,999	3	50.0%
\$200,000 - \$249,999	0	-100.0%
\$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

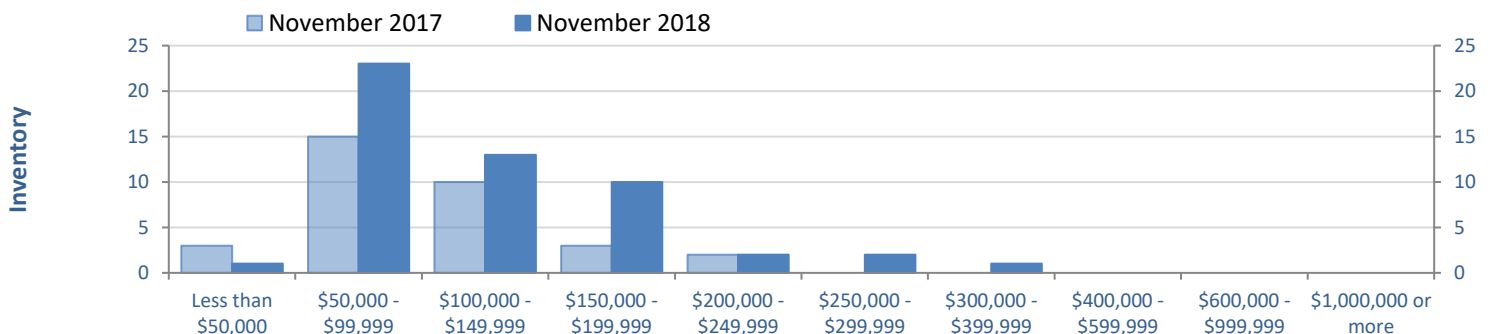


Inventory by Current Listing Price

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.

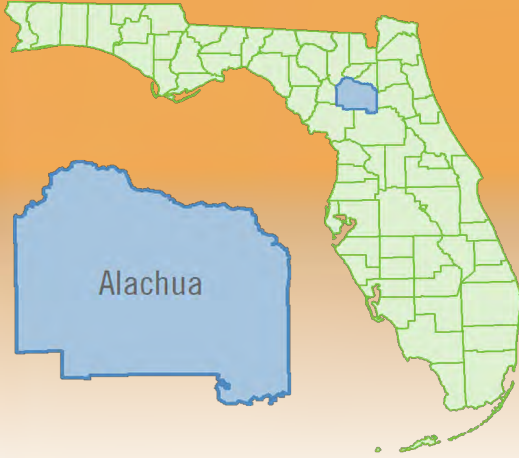
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	1	-66.7%
\$50,000 - \$99,999	23	53.3%
\$100,000 - \$149,999	13	30.0%
\$150,000 - \$199,999	10	233.3%
\$200,000 - \$249,999	2	0.0%
\$250,000 - \$299,999	2	N/A
\$300,000 - \$399,999	1	N/A
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A



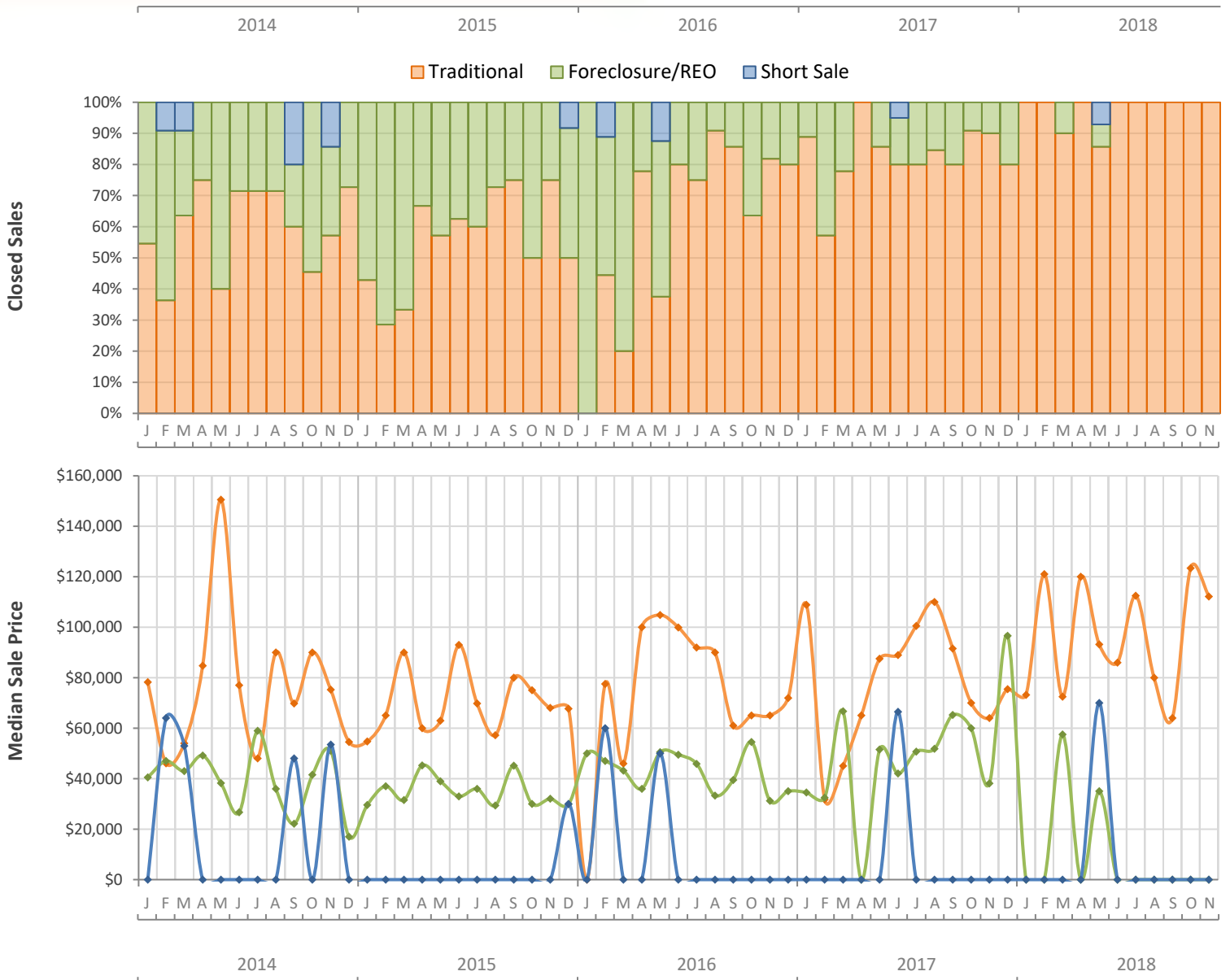
Monthly Distressed Market - November 2018

Manufactured Homes

Alachua County



		November 2018	November 2017	Percent Change Year-over-Year
Traditional	Closed Sales	9	9	0.0%
	Median Sale Price	\$112,222	\$64,000	75.3%
Foreclosure/REO	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$38,100	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 Wednesday, December 19, 2018. Next data release is Tuesday, January 22, 2019.