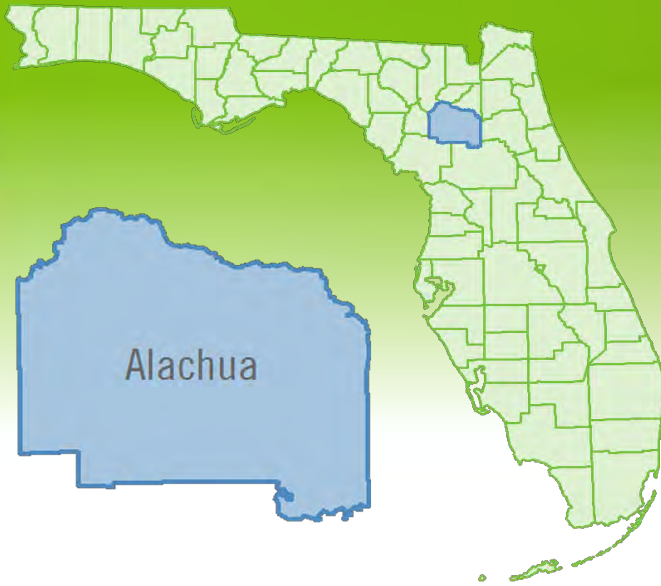


# Monthly Market Detail - August 2016

## Single Family Homes

### Alachua County



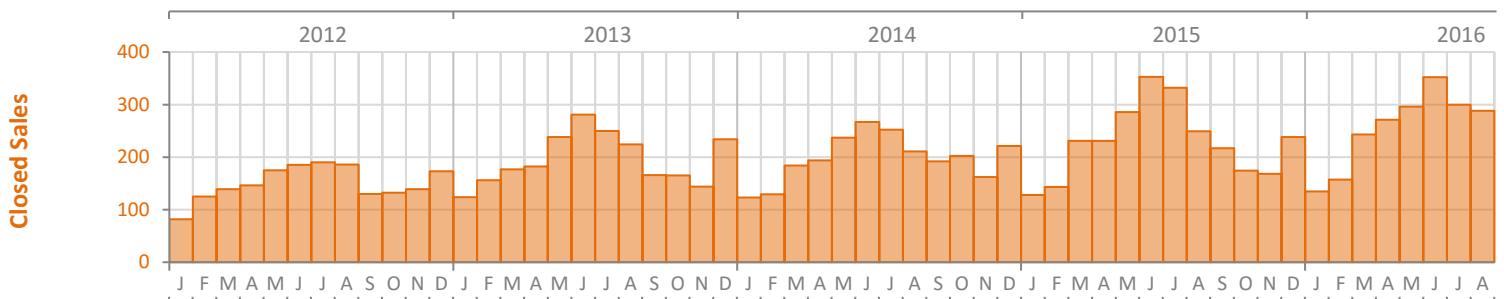
Summary Statistics	August 2016	August 2015	Percent Change Year-over-Year
Closed Sales	288	249	15.7%
Paid in Cash	64	63	1.6%
Median Sale Price	\$194,200	\$180,000	7.9%
Average Sale Price	\$231,853	\$213,816	8.4%
Dollar Volume	\$66.8 Million	\$53.2 Million	25.4%
Median Percent of Original List Price Received	96.6%	95.9%	0.7%
Median Time to Contract	52 Days	65 Days	-20.0%
Median Time to Sale	96 Days	105 Days	-8.6%
New Pending Sales	236	233	1.3%
New Listings	255	233	9.4%
Pending Inventory	386	375	2.9%
Inventory (Active Listings)	1,016	1,110	-8.5%
Months Supply of Inventory	4.3	4.9	-12.2%

## 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
<b>August 2016</b>	<b>288</b>	<b>15.7%</b>
July 2016	300	-9.6%
June 2016	352	-0.3%
May 2016	296	3.5%
April 2016	271	17.3%
March 2016	243	5.2%
February 2016	157	9.8%
January 2016	135	5.5%
December 2015	238	7.7%
November 2015	168	3.7%
October 2015	174	-13.9%
September 2015	217	13.0%
August 2015	249	18.0%



# Monthly Market Detail - August 2016

## Single Family Homes

### Alachua County

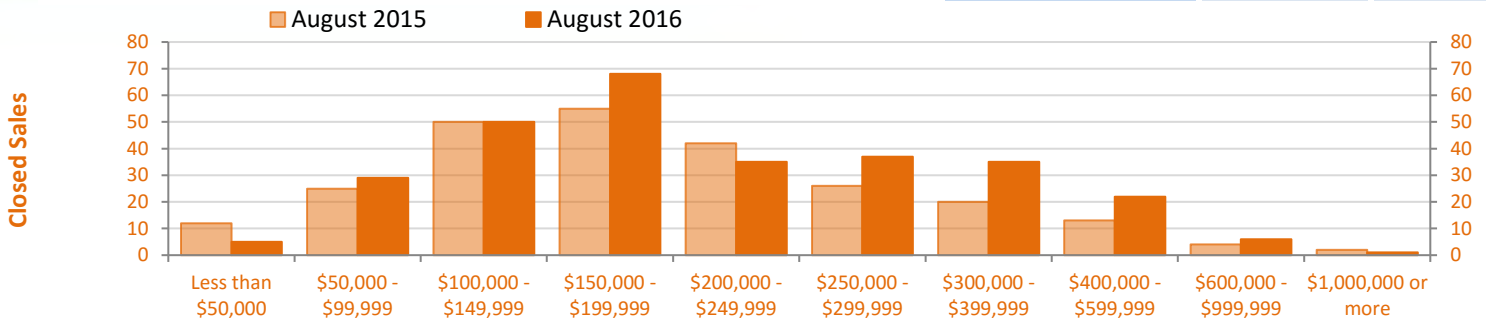


## Closed Sales by Sale Price

The number of sales transactions which closed during the month

**Economists' note:** Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	5	-58.3%
\$50,000 - \$99,999	29	16.0%
\$100,000 - \$149,999	50	0.0%
\$150,000 - \$199,999	68	23.6%
\$200,000 - \$249,999	35	-16.7%
\$250,000 - \$299,999	37	42.3%
\$300,000 - \$399,999	35	75.0%
\$400,000 - \$599,999	22	69.2%
\$600,000 - \$999,999	6	50.0%
\$1,000,000 or more	1	-50.0%

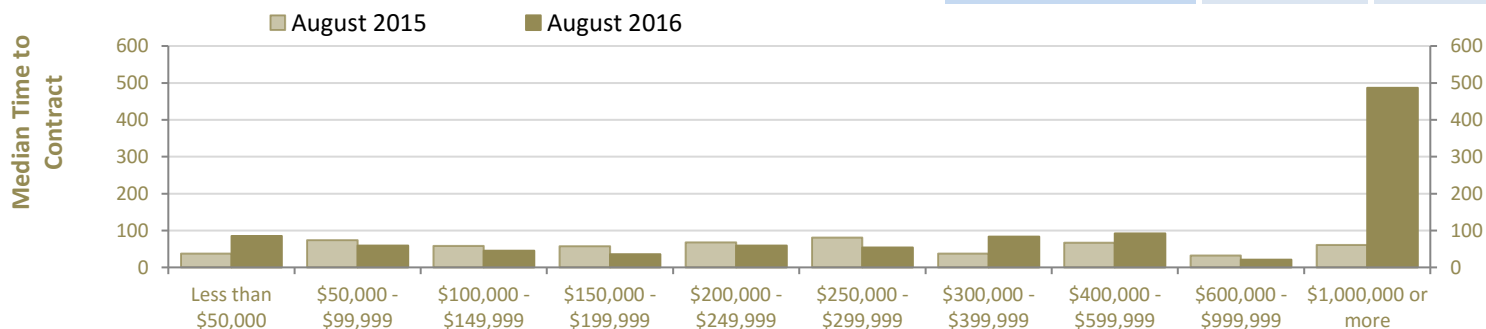


## Median Time to Contract by Sale Price

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	85 Days	129.7%
\$50,000 - \$99,999	59 Days	-20.3%
\$100,000 - \$149,999	45 Days	-22.4%
\$150,000 - \$199,999	36 Days	-36.8%
\$200,000 - \$249,999	59 Days	-13.2%
\$250,000 - \$299,999	54 Days	-33.3%
\$300,000 - \$399,999	83 Days	124.3%
\$400,000 - \$599,999	92 Days	37.3%
\$600,000 - \$999,999	21 Days	-34.4%
\$1,000,000 or more	487 Days	698.4%

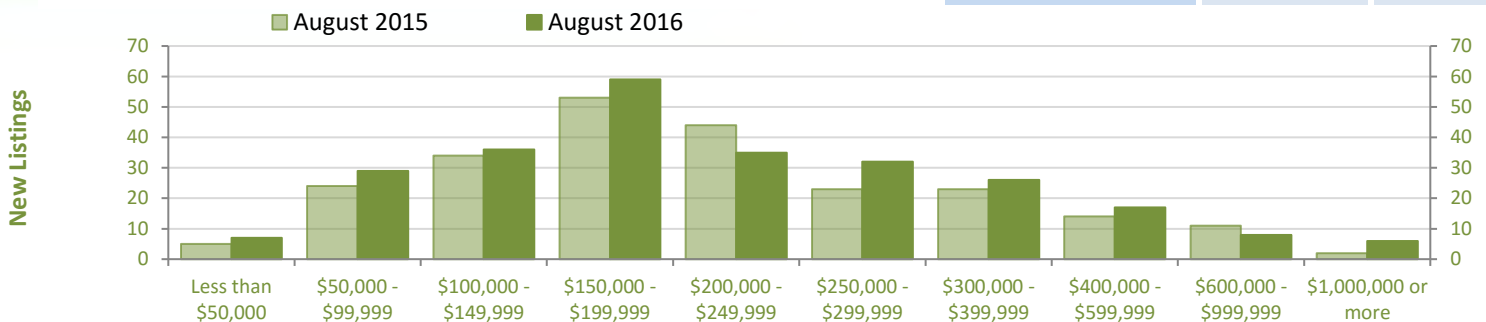


## New Listings by Initial Listing Price

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	7	40.0%
\$50,000 - \$99,999	29	20.8%
\$100,000 - \$149,999	36	5.9%
\$150,000 - \$199,999	59	11.3%
\$200,000 - \$249,999	35	-20.5%
\$250,000 - \$299,999	32	39.1%
\$300,000 - \$399,999	26	13.0%
\$400,000 - \$599,999	17	21.4%
\$600,000 - \$999,999	8	-27.3%
\$1,000,000 or more	6	200.0%

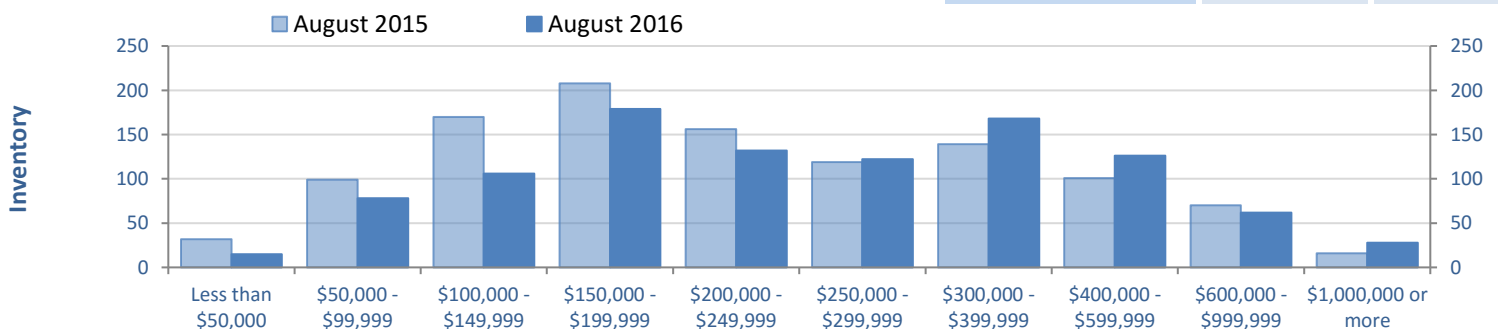


## Inventory by Current Listing Price

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	15	-53.1%
\$50,000 - \$99,999	78	-21.2%
\$100,000 - \$149,999	106	-37.6%
\$150,000 - \$199,999	179	-13.9%
\$200,000 - \$249,999	132	-15.4%
\$250,000 - \$299,999	122	2.5%
\$300,000 - \$399,999	168	20.9%
\$400,000 - \$599,999	126	24.8%
\$600,000 - \$999,999	62	-11.4%
\$1,000,000 or more	28	75.0%



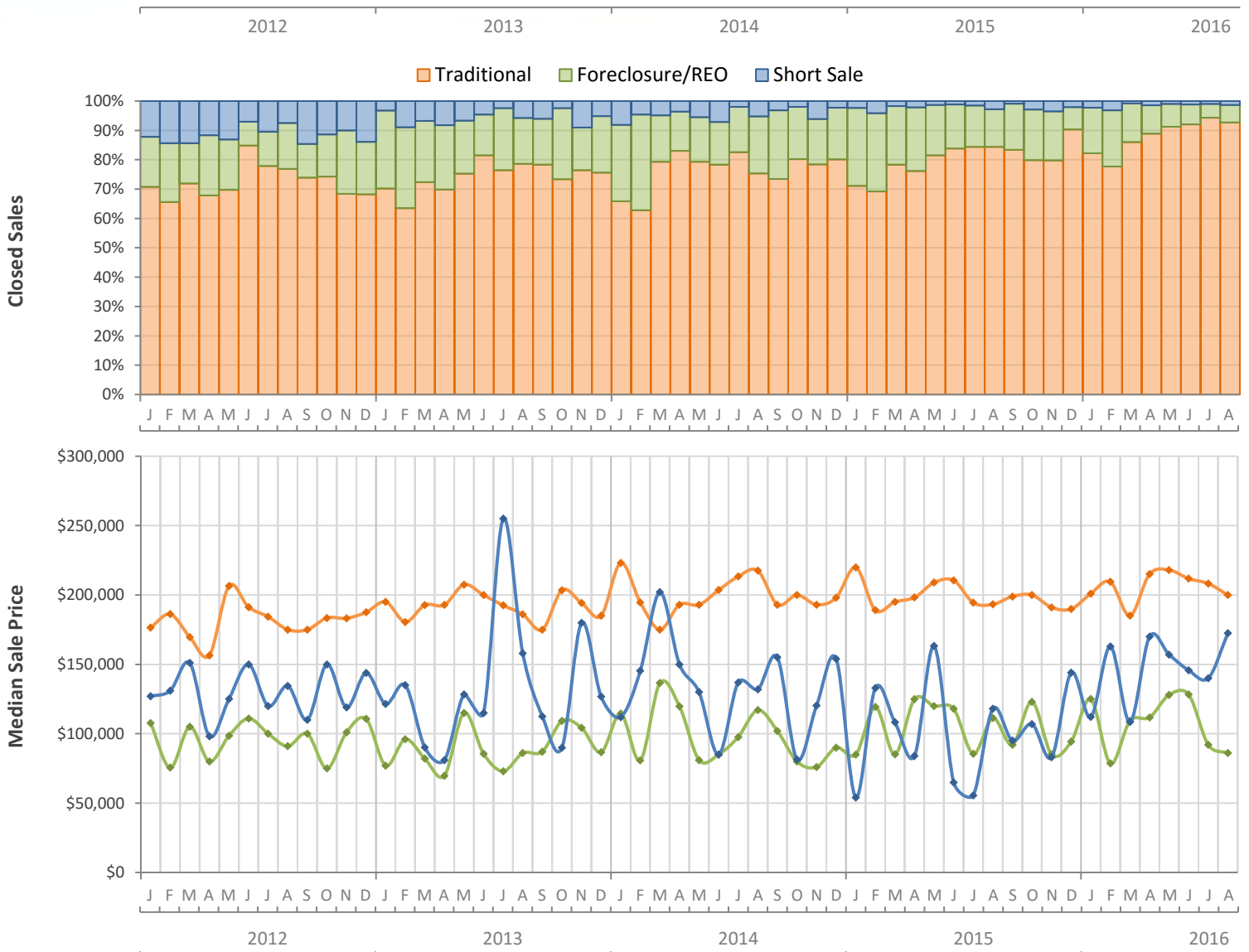
# Monthly Distressed Market - August 2016

## Single Family Homes

### Alachua County



		August 2016	August 2015	Percent Change Year-over-Year
Traditional	Closed Sales	267	210	27.1%
	Median Sale Price	\$199,900	\$193,225	3.5%
Foreclosure/REO	Closed Sales	17	32	-46.9%
	Median Sale Price	\$86,000	\$111,250	-22.7%
Short Sale	Closed Sales	4	7	-42.9%
	Median Sale Price	\$172,400	\$118,000	46.1%



# Monthly Market Detail - August 2016

## Townhouses and Condos

### Alachua County



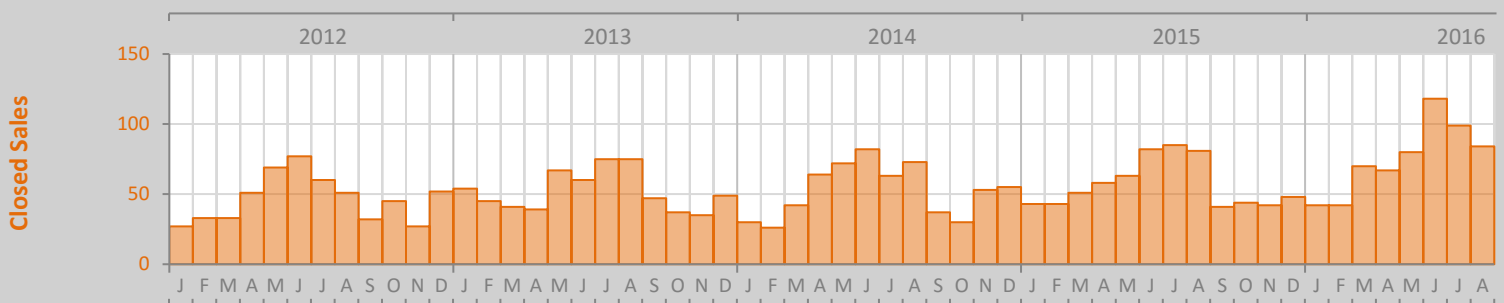
Summary Statistics	August 2016	August 2015	Percent Change Year-over-Year
Closed Sales	84	81	3.7%
Paid in Cash	42	45	-6.7%
Median Sale Price	\$95,000	\$91,000	4.4%
Average Sale Price	\$103,175	\$95,090	8.5%
Dollar Volume	\$8.7 Million	\$7.7 Million	12.5%
Median Percent of Original List Price Received	95.7%	93.4%	2.5%
Median Time to Contract	37 Days	62 Days	-40.3%
Median Time to Sale	80 Days	98 Days	-18.4%
New Pending Sales	65	63	3.2%
New Listings	45	51	-11.8%
Pending Inventory	76	71	7.0%
Inventory (Active Listings)	173	248	-30.2%
Months Supply of Inventory	2.7	4.4	-38.6%

## 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>August 2016</b>	<b>84</b>	<b>3.7%</b>
July 2016	99	16.5%
June 2016	118	43.9%
May 2016	80	27.0%
April 2016	67	15.5%
March 2016	70	37.3%
February 2016	42	-2.3%
January 2016	42	-2.3%
December 2015	48	-12.7%
November 2015	42	-20.8%
October 2015	44	46.7%
September 2015	41	10.8%
August 2015	81	11.0%



# Monthly Market Detail - August 2016

## Townhouses and Condos

### Alachua County

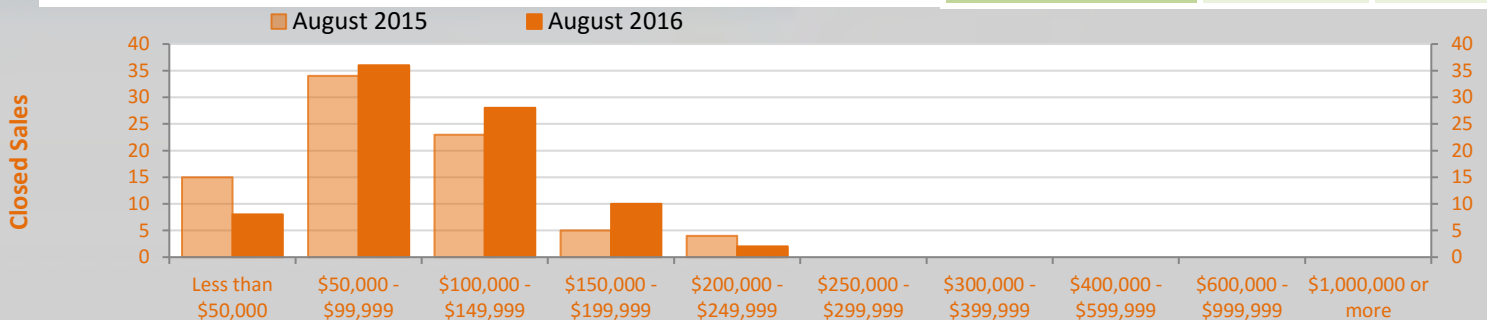


## Closed Sales by Sale Price

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	8	-46.7%
\$50,000 - \$99,999	36	5.9%
\$100,000 - \$149,999	28	21.7%
\$150,000 - \$199,999	10	100.0%
\$200,000 - \$249,999	2	-50.0%
\$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

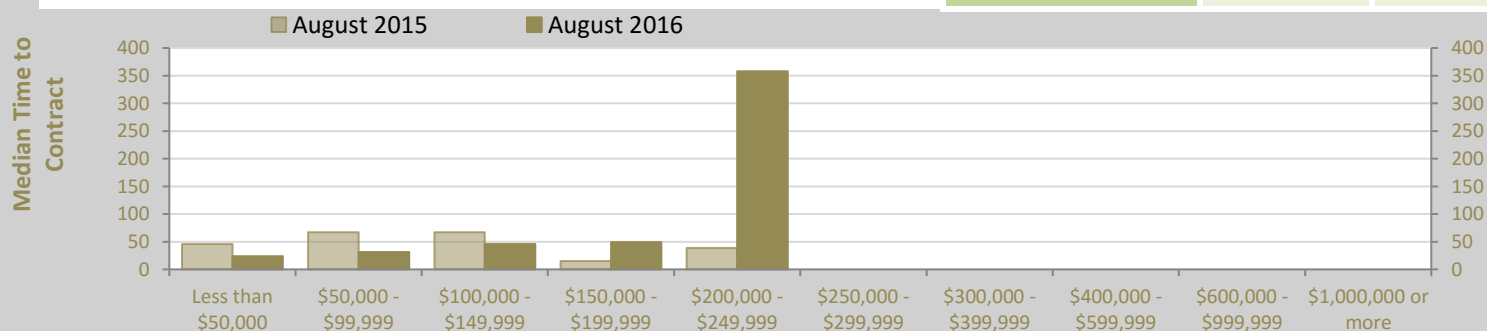


## Median Time to Contract by Sale Price

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	24 Days	-47.8%
\$50,000 - \$99,999	31 Days	-53.7%
\$100,000 - \$149,999	46 Days	-31.3%
\$150,000 - \$199,999	49 Days	226.7%
\$200,000 - \$249,999	358 Days	817.9%
\$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

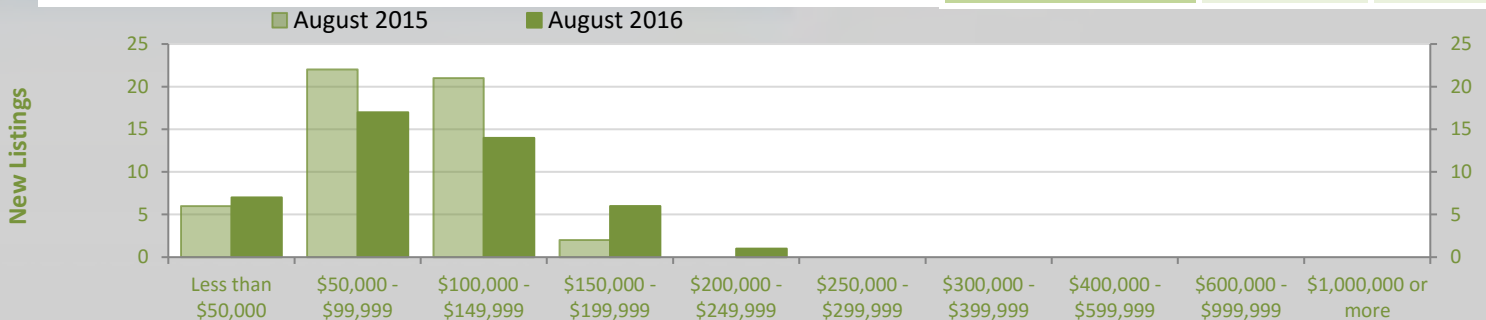


## New Listings by Initial Listing Price

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	7	16.7%
\$50,000 - \$99,999	17	-22.7%
\$100,000 - \$149,999	14	-33.3%
\$150,000 - \$199,999	6	200.0%
\$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

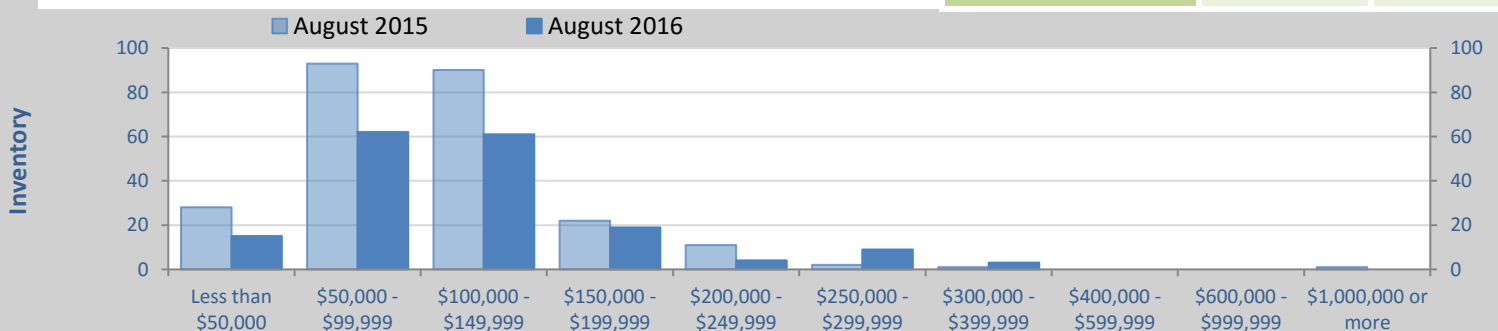


## Inventory by Current Listing Price

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	15	-46.4%
\$50,000 - \$99,999	62	-33.3%
\$100,000 - \$149,999	61	-32.2%
\$150,000 - \$199,999	19	-13.6%
\$200,000 - \$249,999	4	-63.6%
\$250,000 - \$299,999	9	350.0%
\$300,000 - \$399,999	3	200.0%
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	-100.0%



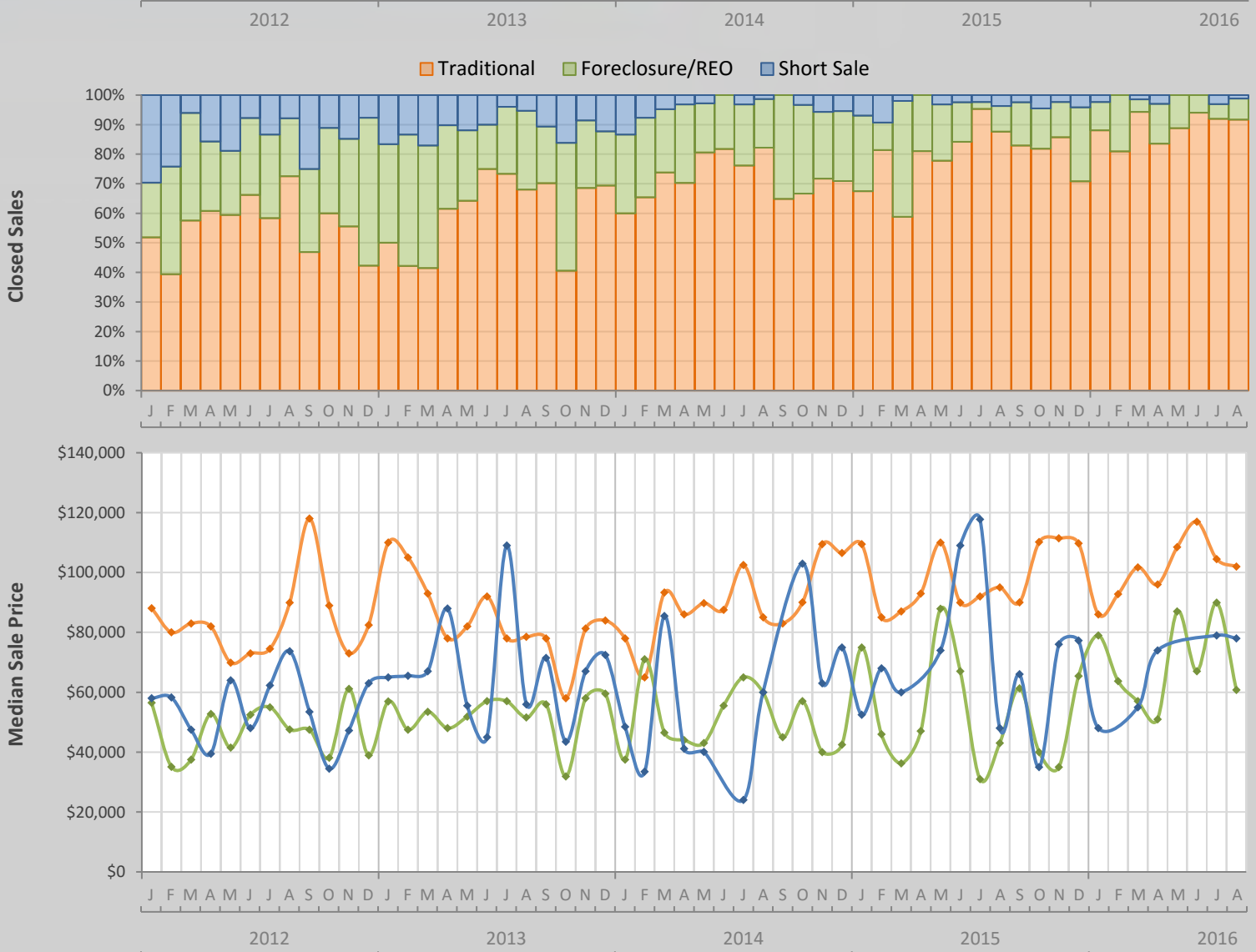
# Monthly Distressed Market - August 2016

## Townhouses and Condos

### Alachua County



		August 2016	August 2015	Percent Change Year-over-Year
Traditional	Closed Sales	77	71	8.5%
	Median Sale Price	\$102,000	\$95,000	7.4%
Foreclosure/REO	Closed Sales	6	7	-14.3%
	Median Sale Price	\$60,750	\$43,000	41.3%
Short Sale	Closed Sales	1	3	-66.7%
	Median Sale Price	\$78,000	\$48,000	62.5%

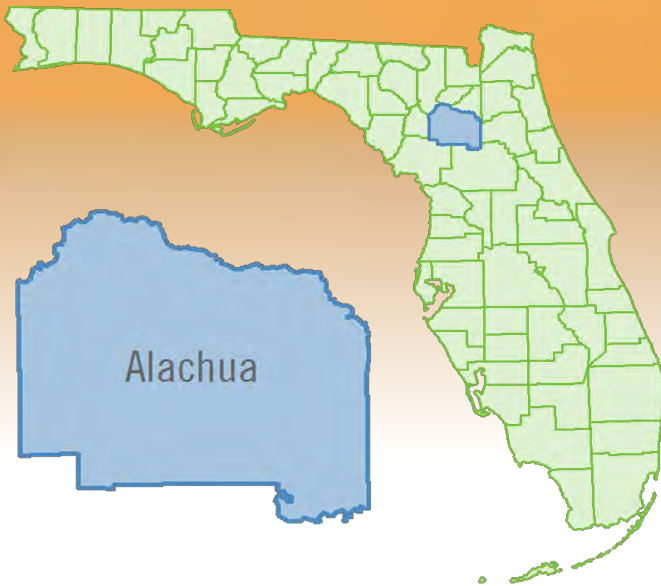




# Monthly Market Detail - August 2016

## Manufactured Homes

### Alachua County



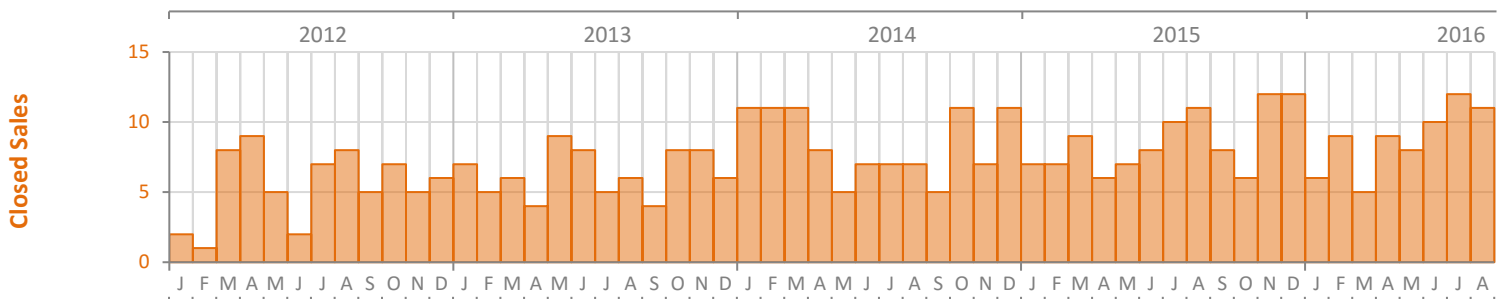
Summary Statistics	August 2016	August 2015	Percent Change Year-over-Year
Closed Sales	11	11	0.0%
Paid in Cash	6	8	-25.0%
Median Sale Price	\$87,999	\$55,000	60.0%
Average Sale Price	\$89,319	\$63,482	40.7%
Dollar Volume	\$982,509	\$698,302	40.7%
Median Percent of Original List Price Received	91.0%	90.2%	0.9%
Median Time to Contract	16 Days	113 Days	-85.8%
Median Time to Sale	94 Days	113 Days	-16.8%
New Pending Sales	14	16	-12.5%
New Listings	18	13	38.5%
Pending Inventory	20	18	11.1%
Inventory (Active Listings)	69	68	1.5%
Months Supply of Inventory	7.7	8.2	-6.1%

## 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>August 2016</b>	<b>11</b>	<b>0.0%</b>
July 2016	12	20.0%
June 2016	10	25.0%
May 2016	8	14.3%
April 2016	9	50.0%
March 2016	5	-44.4%
February 2016	9	28.6%
January 2016	6	-14.3%
December 2015	12	9.1%
November 2015	12	71.4%
October 2015	6	-45.5%
September 2015	8	60.0%
August 2015	11	57.1%

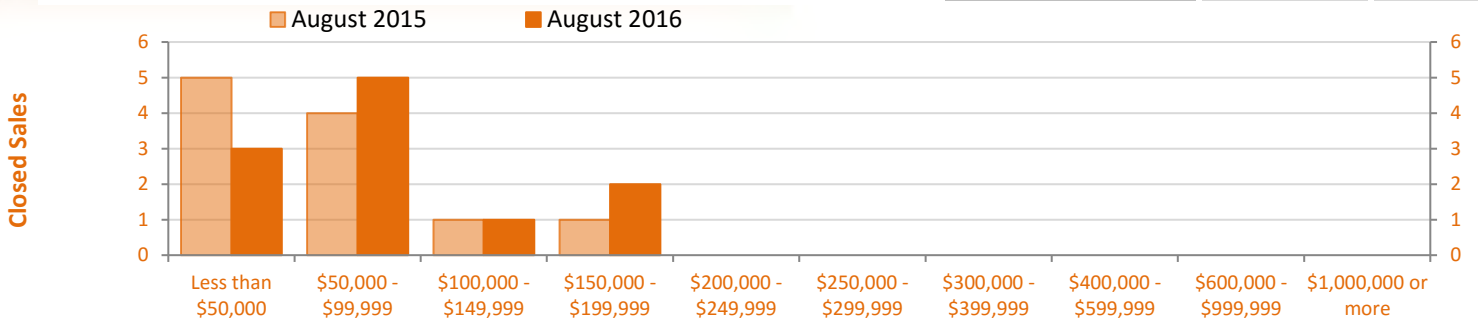


## Closed Sales by Sale Price

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	-40.0%
\$50,000 - \$99,999	5	25.0%
\$100,000 - \$149,999	1	0.0%
\$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

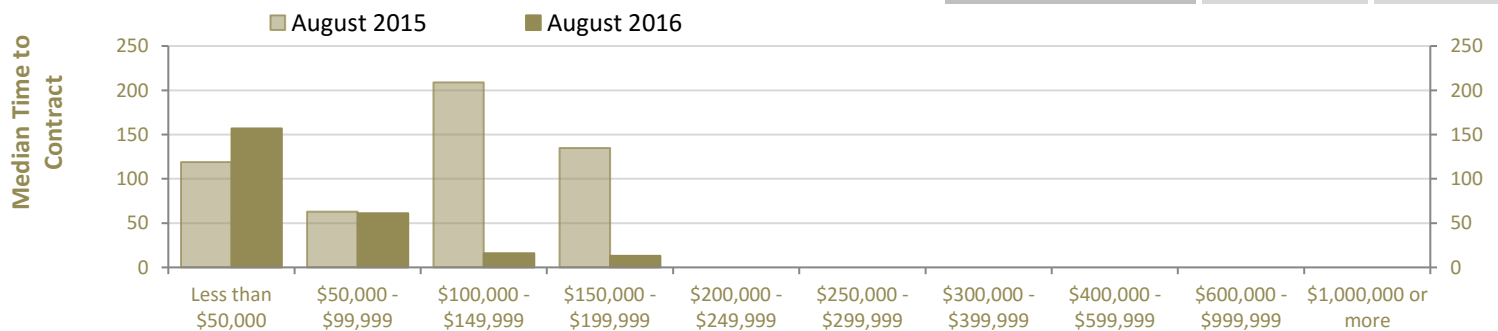


## Median Time to Contract by Sale Price

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	157 Days	31.9%
\$50,000 - \$99,999	61 Days	-3.2%
\$100,000 - \$149,999	16 Days	-92.3%
\$150,000 - \$199,999	13 Days	-90.4%
\$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

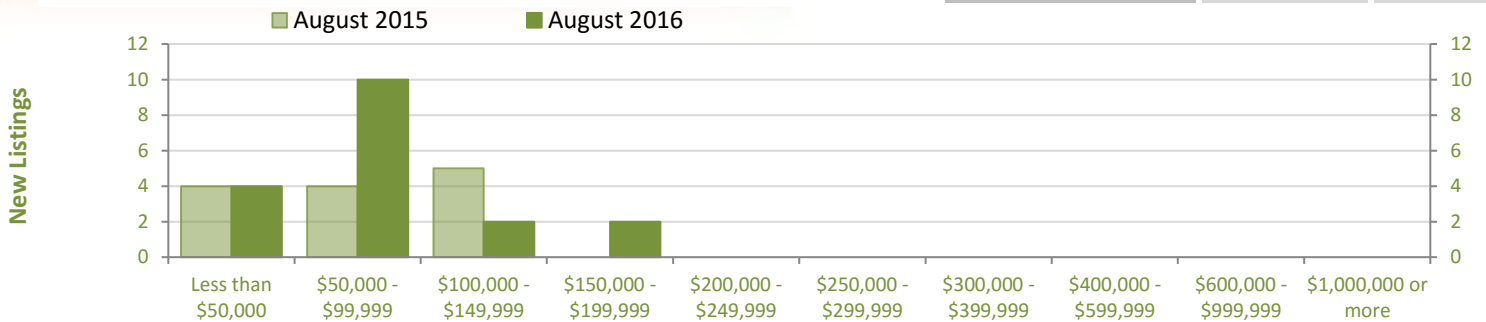


## New Listings by Initial Listing Price

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	4	0.0%
\$50,000 - \$99,999	10	150.0%
\$100,000 - \$149,999	2	-60.0%
\$150,000 - \$199,999	2	N/A
\$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

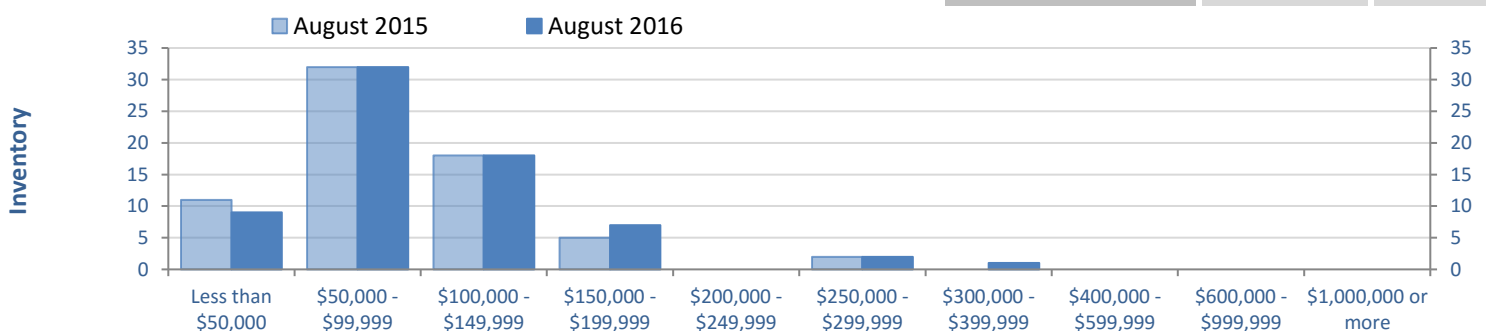


## Inventory by Current Listing Price

The number of property listings active at the end of the month

**Economists' note:** There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	9	-18.2%
\$50,000 - \$99,999	32	0.0%
\$100,000 - \$149,999	18	0.0%
\$150,000 - \$199,999	7	40.0%
\$200,000 - \$249,999	0	N/A
\$250,000 - \$299,999	2	0.0%
\$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



# Monthly Distressed Market - August 2016

## Manufactured Homes

### Alachua County



		August 2016	August 2015	Percent Change Year-over-Year
Traditional	Closed Sales	10	8	25.0%
	Median Sale Price	\$90,000	\$57,250	57.2%
Foreclosure/REO	Closed Sales	1	3	-66.7%
	Median Sale Price	\$33,313	\$29,400	13.3%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

