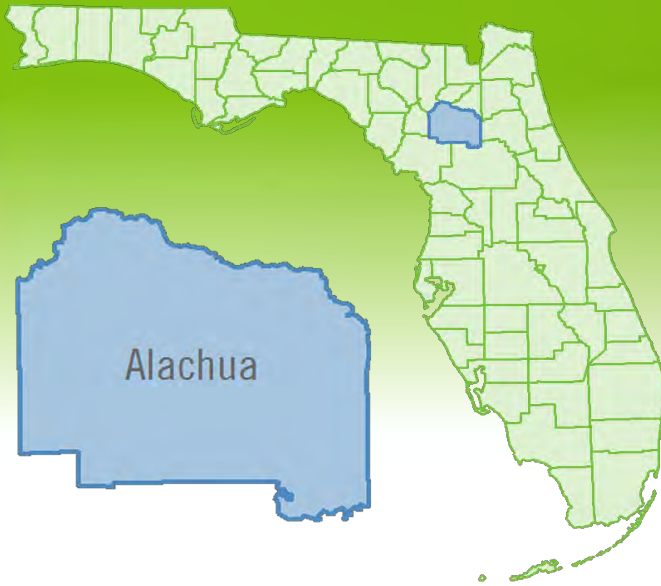


# Monthly Market Detail - October 2016

## Single Family Homes

### Alachua County



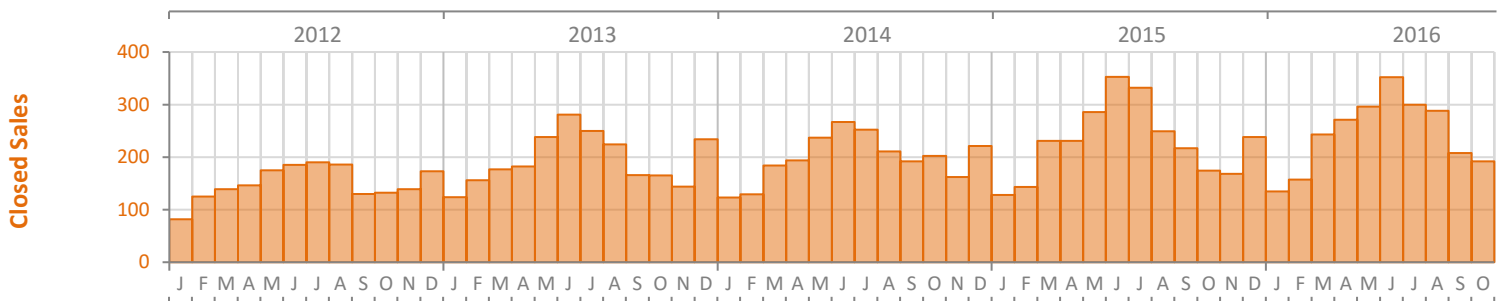
Summary Statistics	October 2016	October 2015	Percent Change Year-over-Year
Closed Sales	192	174	10.3%
Paid in Cash	43	40	7.5%
Median Sale Price	\$207,500	\$193,000	7.5%
Average Sale Price	\$242,407	\$213,822	13.4%
Dollar Volume	\$46.5 Million	\$37.2 Million	25.1%
Median Percent of Original List Price Received	96.7%	95.5%	1.3%
Median Time to Contract	50 Days	59 Days	-15.3%
Median Time to Sale	103 Days	111 Days	-7.2%
New Pending Sales	257	236	8.9%
New Listings	219	255	-14.1%
Pending Inventory	421	396	6.3%
Inventory (Active Listings)	900	1,035	-13.0%
Months Supply of Inventory	3.8	4.6	-17.4%

## 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>October 2016</b>	<b>192</b>	<b>10.3%</b>
September 2016	208	-4.1%
August 2016	288	15.7%
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%

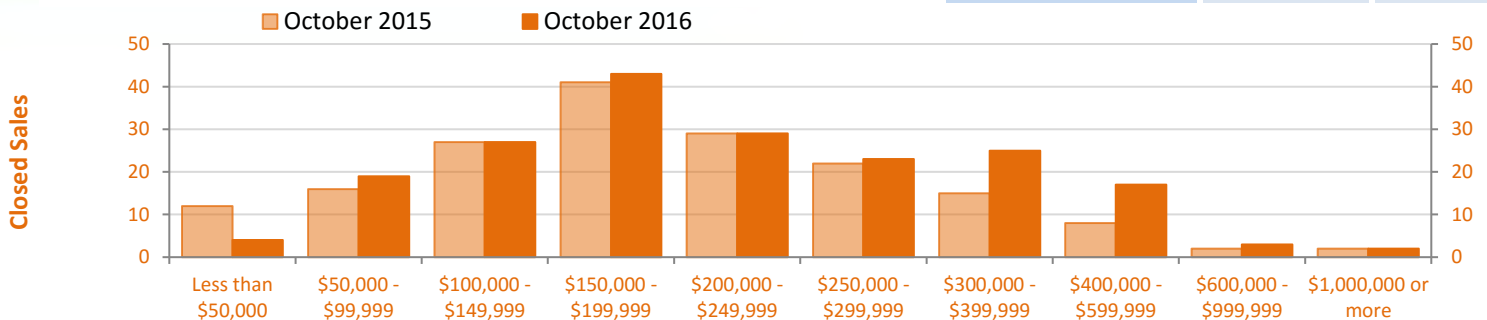


## Closed Sales by Sale Price

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	-66.7%
\$50,000 - \$99,999	19	18.8%
\$100,000 - \$149,999	27	0.0%
\$150,000 - \$199,999	43	4.9%
\$200,000 - \$249,999	29	0.0%
\$250,000 - \$299,999	23	4.5%
\$300,000 - \$399,999	25	66.7%
\$400,000 - \$599,999	17	112.5%
\$600,000 - \$999,999	3	50.0%
\$1,000,000 or more	2	0.0%

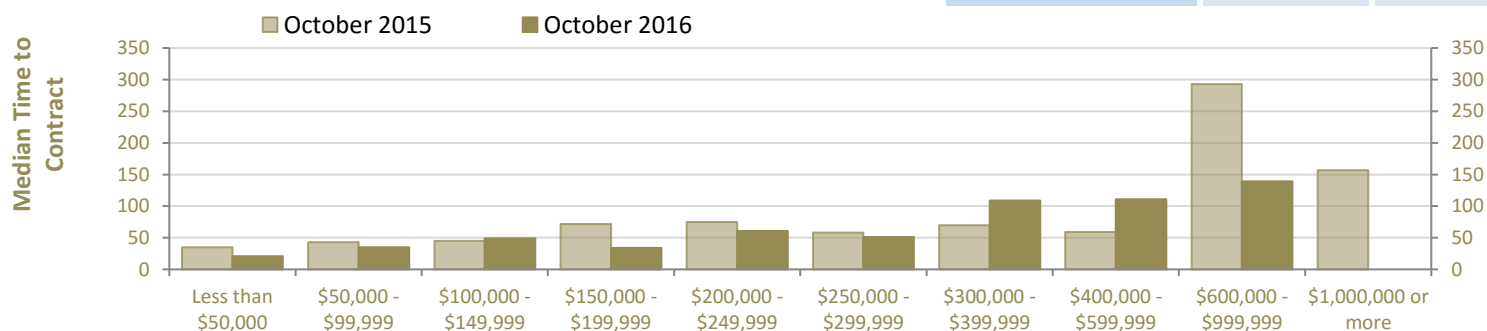


## Median Time to Contract by Sale Price

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	21 Days	-40.0%
\$50,000 - \$99,999	35 Days	-18.6%
\$100,000 - \$149,999	49 Days	8.9%
\$150,000 - \$199,999	34 Days	-52.8%
\$200,000 - \$249,999	61 Days	-18.7%
\$250,000 - \$299,999	51 Days	-12.1%
\$300,000 - \$399,999	109 Days	55.7%
\$400,000 - \$599,999	111 Days	88.1%
\$600,000 - \$999,999	139 Days	-52.6%
\$1,000,000 or more	0 Days	-100.0%

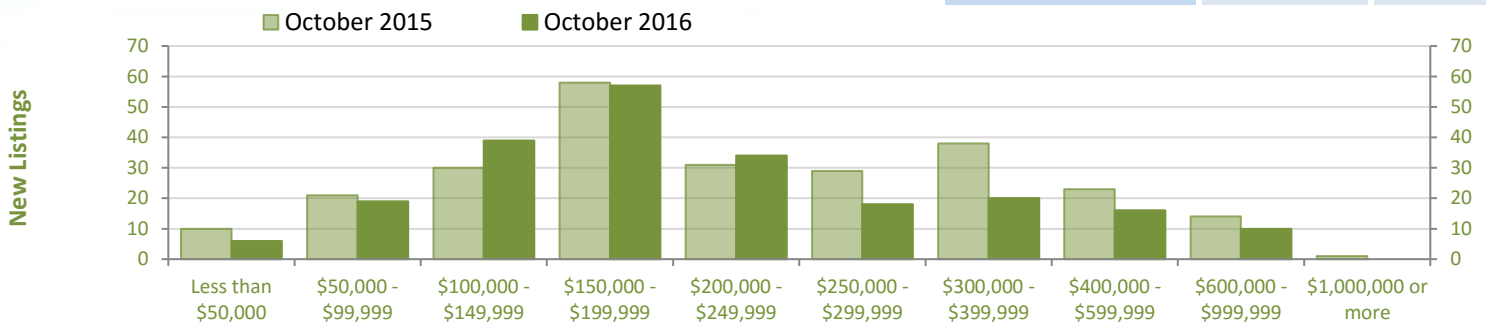


## New Listings by Initial Listing Price

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	6	-40.0%
\$50,000 - \$99,999	19	-9.5%
\$100,000 - \$149,999	39	30.0%
\$150,000 - \$199,999	57	-1.7%
\$200,000 - \$249,999	34	9.7%
\$250,000 - \$299,999	18	-37.9%
\$300,000 - \$399,999	20	-47.4%
\$400,000 - \$599,999	16	-30.4%
\$600,000 - \$999,999	10	-28.6%
\$1,000,000 or more	0	-100.0%

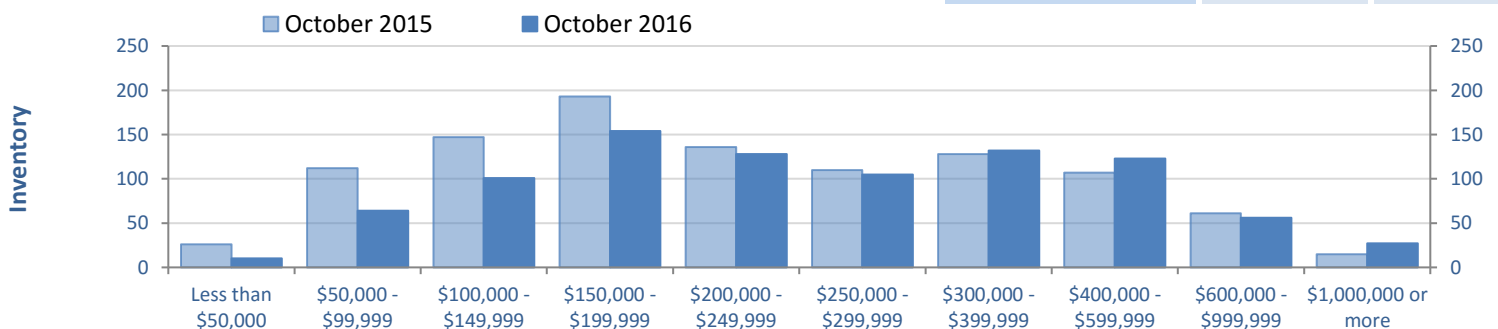


## Inventory by Current Listing Price

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	10	-61.5%
\$50,000 - \$99,999	64	-42.9%
\$100,000 - \$149,999	101	-31.3%
\$150,000 - \$199,999	154	-20.2%
\$200,000 - \$249,999	128	-5.9%
\$250,000 - \$299,999	105	-4.5%
\$300,000 - \$399,999	132	3.1%
\$400,000 - \$599,999	123	15.0%
\$600,000 - \$999,999	56	-8.2%
\$1,000,000 or more	27	80.0%



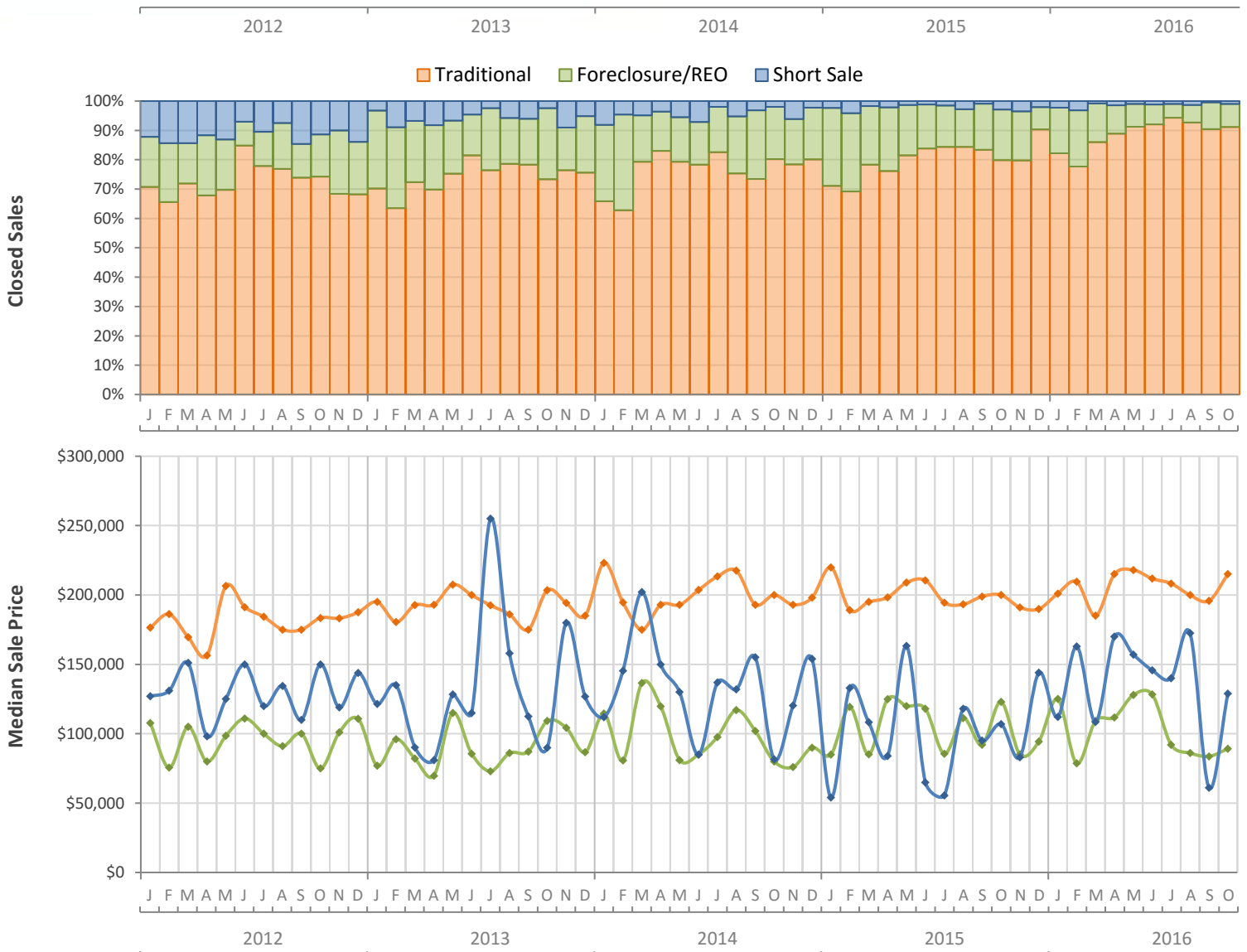
# Monthly Distressed Market - October 2016

## Single Family Homes

### Alachua County



		October 2016	October 2015	Percent Change Year-over-Year
Traditional	Closed Sales	175	139	25.9%
	Median Sale Price	\$215,000	\$200,000	7.5%
Foreclosure/REO	Closed Sales	15	30	-50.0%
	Median Sale Price	\$89,124	\$123,000	-27.5%
Short Sale	Closed Sales	2	5	-60.0%
	Median Sale Price	\$128,875	\$107,000	20.4%



# Monthly Market Detail - October 2016

## Townhouses and Condos

### Alachua County



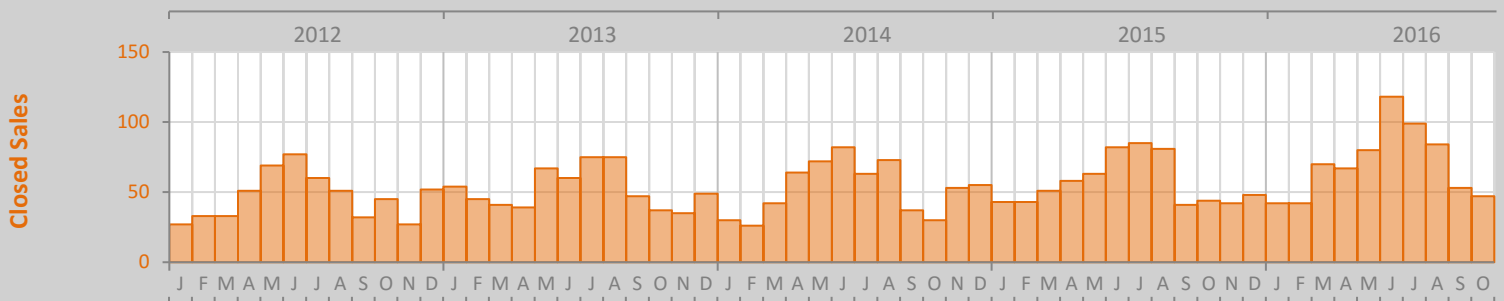
Summary Statistics	October 2016	October 2015	Percent Change Year-over-Year
Closed Sales	47	44	6.8%
Paid in Cash	24	24	0.0%
Median Sale Price	\$108,000	\$99,000	9.1%
Average Sale Price	\$106,734	\$87,160	22.5%
Dollar Volume	\$5.0 Million	\$3.8 Million	30.8%
Median Percent of Original List Price Received	94.5%	93.8%	0.7%
Median Time to Contract	40 Days	66 Days	-39.4%
Median Time to Sale	106 Days	99 Days	7.1%
New Pending Sales	53	53	0.0%
New Listings	44	59	-25.4%
Pending Inventory	75	80	-6.3%
Inventory (Active Listings)	148	238	-37.8%
Months Supply of Inventory	2.2	4.1	-46.3%

## 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
<b>October 2016</b>	<b>47</b>	<b>6.8%</b>
September 2016	53	29.3%
August 2016	84	3.7%
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%



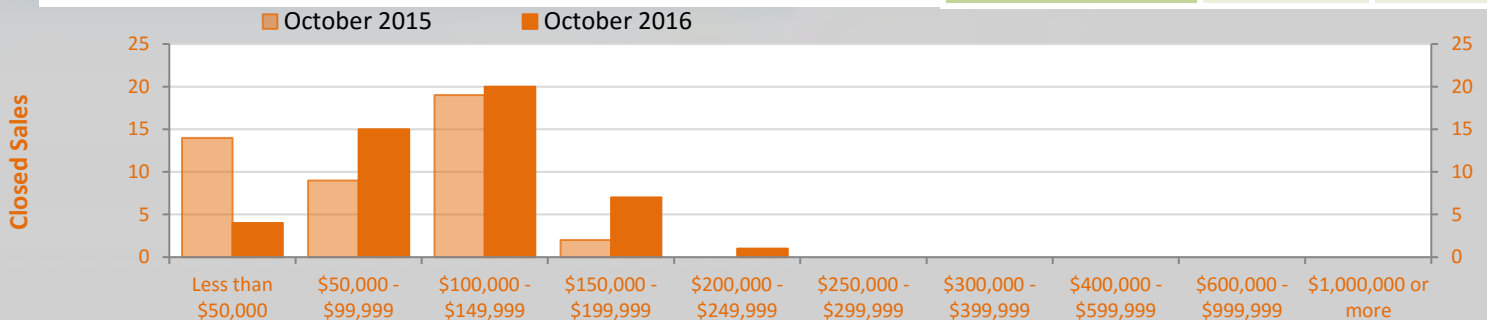


## Closed Sales by Sale Price

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	-71.4%
\$50,000 - \$99,999	15	66.7%
\$100,000 - \$149,999	20	5.3%
\$150,000 - \$199,999	7	250.0%
\$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

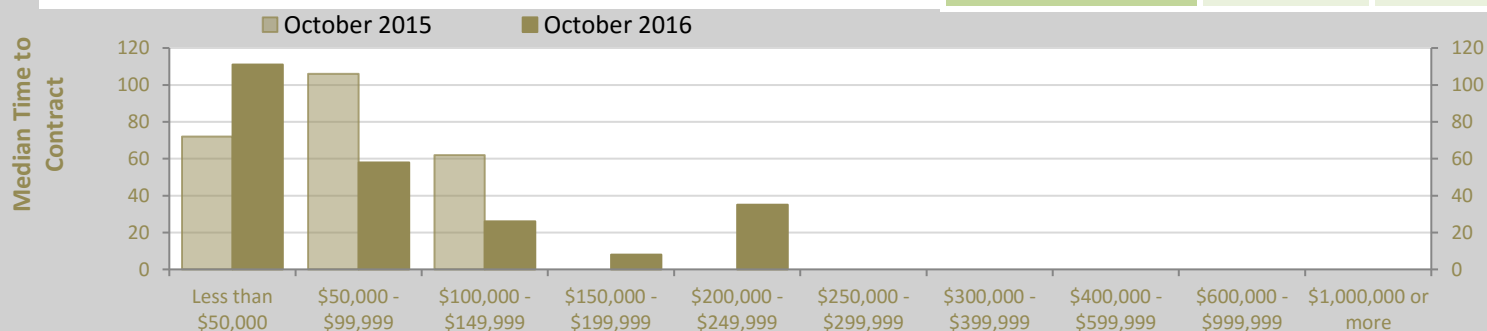


## Median Time to Contract by Sale Price

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	111 Days	54.2%
\$50,000 - \$99,999	58 Days	-45.3%
\$100,000 - \$149,999	26 Days	-58.1%
\$150,000 - \$199,999	8 Days	N/A
\$200,000 - \$249,999	35 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

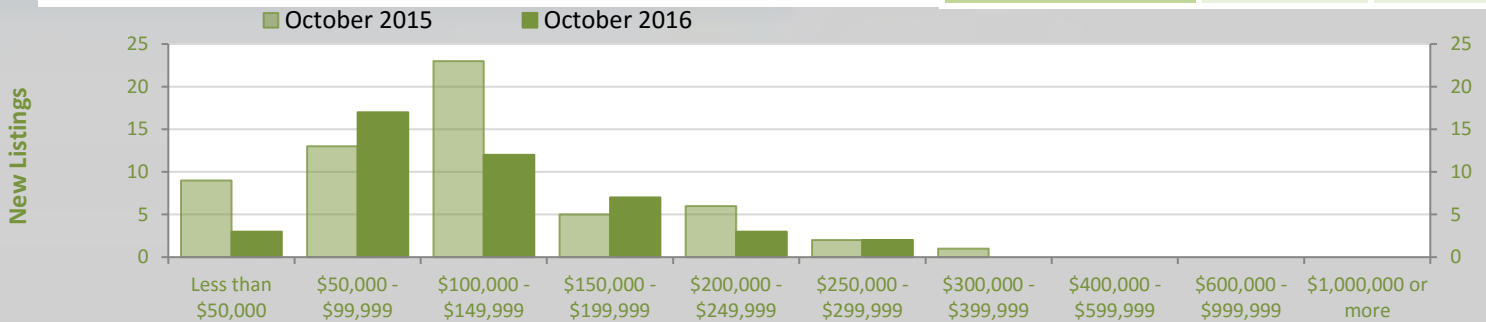


## New Listings by Initial Listing Price

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	3	-66.7%
\$50,000 - \$99,999	17	30.8%
\$100,000 - \$149,999	12	-47.8%
\$150,000 - \$199,999	7	40.0%
\$200,000 - \$249,999	3	-50.0%
\$250,000 - \$299,999	2	0.0%
\$300,000 - \$399,999	0	-100.0%
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

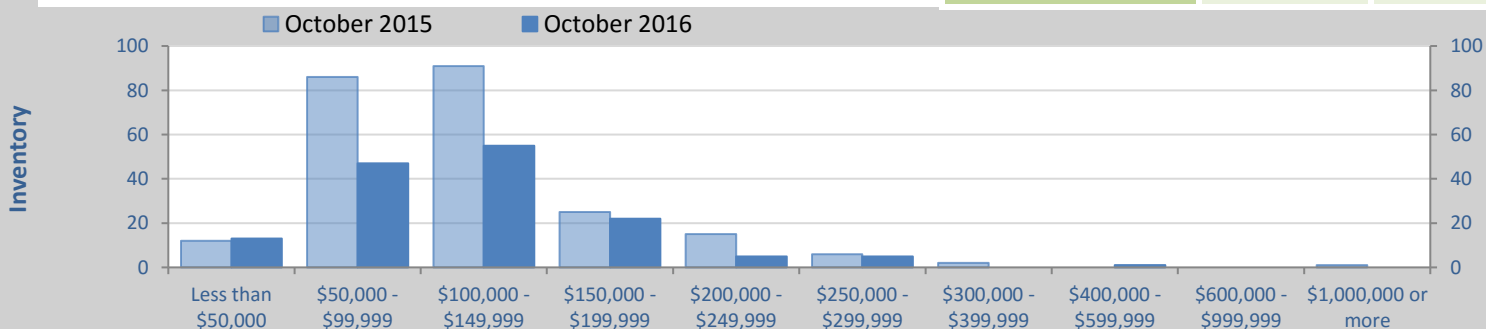


## Inventory by Current Listing Price

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	13	8.3%
\$50,000 - \$99,999	47	-45.3%
\$100,000 - \$149,999	55	-39.6%
\$150,000 - \$199,999	22	-12.0%
\$200,000 - \$249,999	5	-66.7%
\$250,000 - \$299,999	5	-16.7%
\$300,000 - \$399,999	0	-100.0%
\$400,000 - \$599,999	1	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	-100.0%



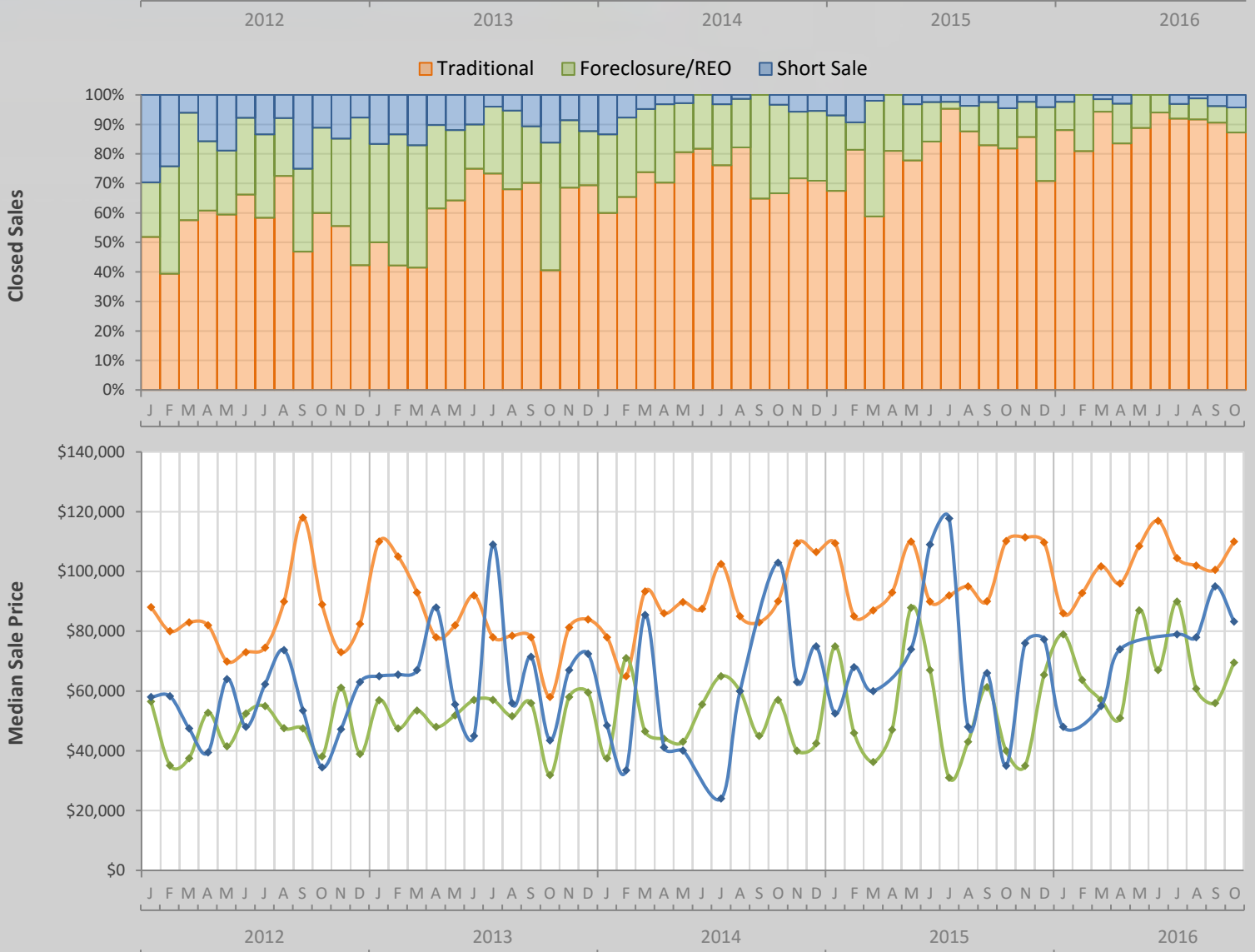
# Monthly Distressed Market - October 2016

## Townhouses and Condos

### Alachua County



		October 2016	October 2015	Percent Change Year-over-Year
Traditional	Closed Sales	41	36	13.9%
	Median Sale Price	\$110,000	\$110,200	-0.2%
Foreclosure/REO	Closed Sales	4	6	-33.3%
	Median Sale Price	\$69,500	\$39,962	73.9%
Short Sale	Closed Sales	2	2	0.0%
	Median Sale Price	\$83,250	\$35,000	137.9%

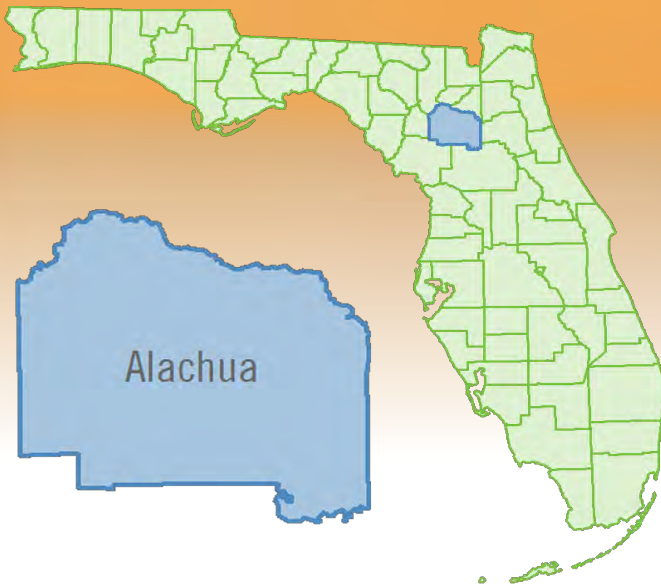




# Monthly Market Detail - October 2016

## Manufactured Homes

### Alachua County



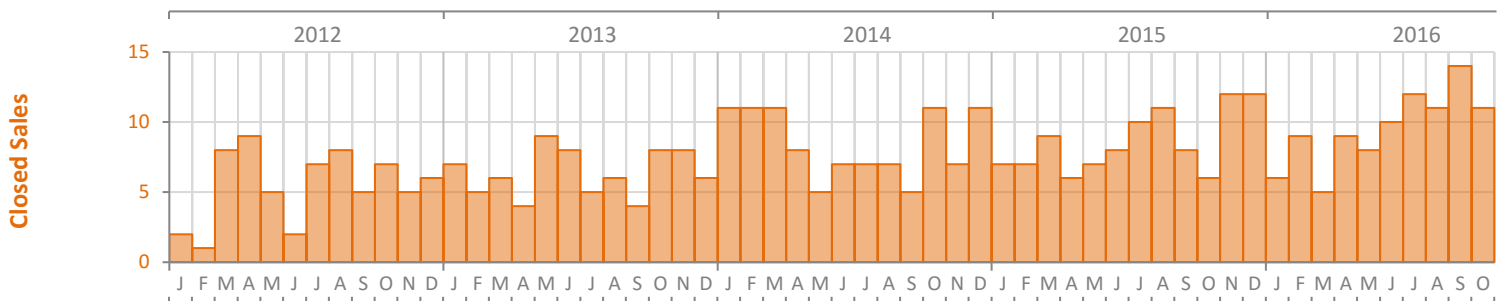
Summary Statistics	October 2016	October 2015	Percent Change Year-over-Year
Closed Sales	11	6	83.3%
Paid in Cash	4	3	33.3%
Median Sale Price	\$65,000	\$55,961	16.2%
Average Sale Price	\$84,173	\$64,070	31.4%
Dollar Volume	\$925,903	\$384,420	140.9%
Median Percent of Original List Price Received	89.2%	85.8%	4.0%
Median Time to Contract	99 Days	123 Days	-19.5%
Median Time to Sale	125 Days	179 Days	-30.2%
New Pending Sales	22	12	83.3%
New Listings	13	16	-18.8%
Pending Inventory	25	20	25.0%
Inventory (Active Listings)	62	72	-13.9%
Months Supply of Inventory	6.3	8.9	-29.2%

## 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>October 2016</b>	<b>11</b>	<b>83.3%</b>
September 2016	14	75.0%
August 2016	11	0.0%
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%

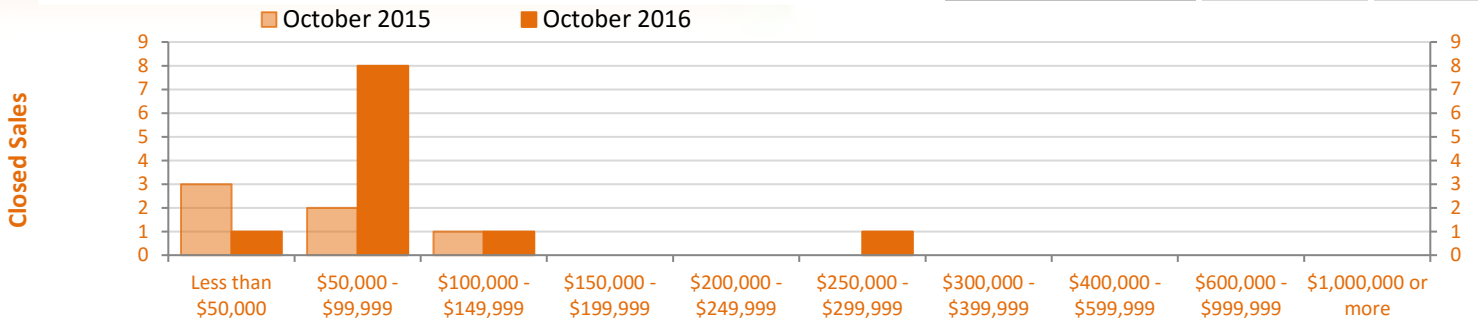


## Closed Sales by Sale Price

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	1	-66.7%
\$50,000 - \$99,999	8	300.0%
\$100,000 - \$149,999	1	0.0%
\$150,000 - \$199,999	0	N/A
\$200,000 - \$249,999	0	N/A
\$250,000 - \$299,999	1	N/A
\$300,000 - \$399,999	0	N/A
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

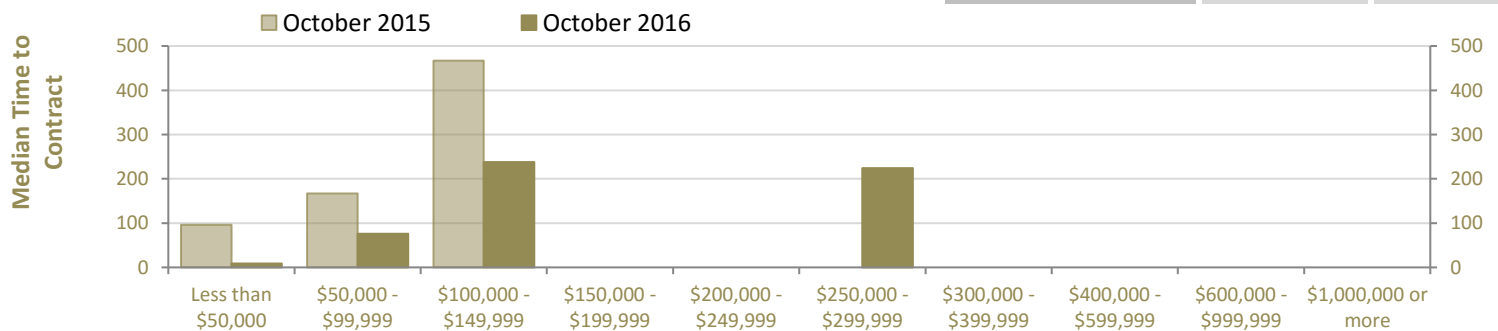


## Median Time to Contract by Sale Price

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	9 Days	-90.6%
\$50,000 - \$99,999	76 Days	-54.5%
\$100,000 - \$149,999	238 Days	-49.0%
\$150,000 - \$199,999	(No Sales)	N/A
\$200,000 - \$249,999	(No Sales)	N/A
\$250,000 - \$299,999	224 Days	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

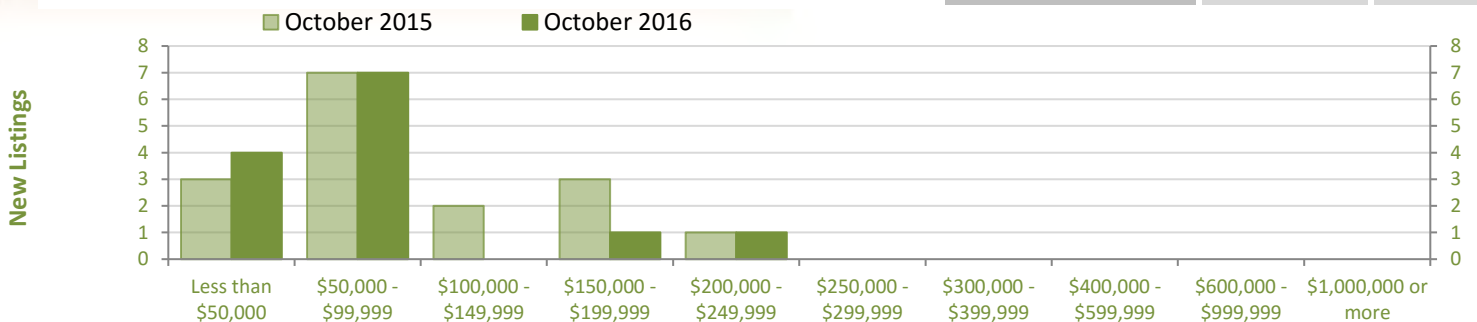


## New Listings by Initial Listing Price

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	33.3%
\$50,000 - \$99,999	7	0.0%
\$100,000 - \$149,999	0	-100.0%
\$150,000 - \$199,999	1	-66.7%
\$200,000 - \$249,999	1	0.0%
\$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

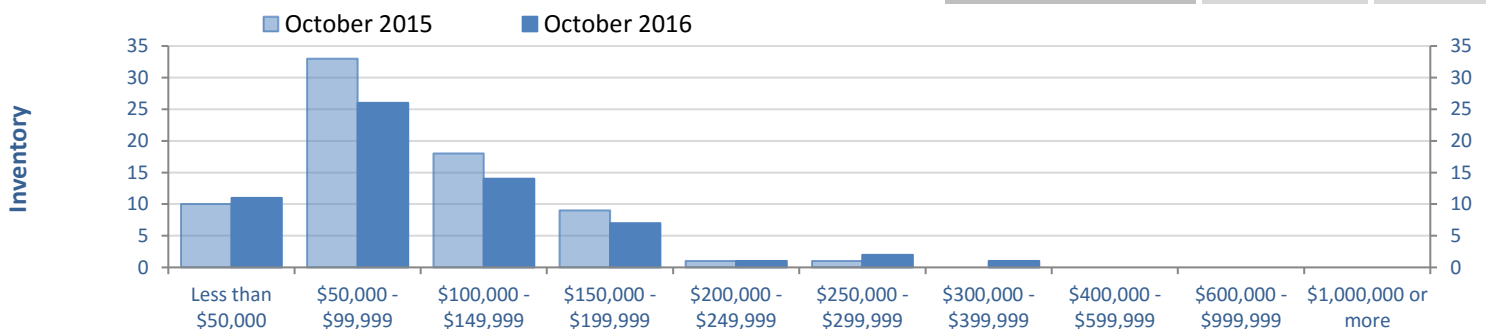


## Inventory by Current Listing Price

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.

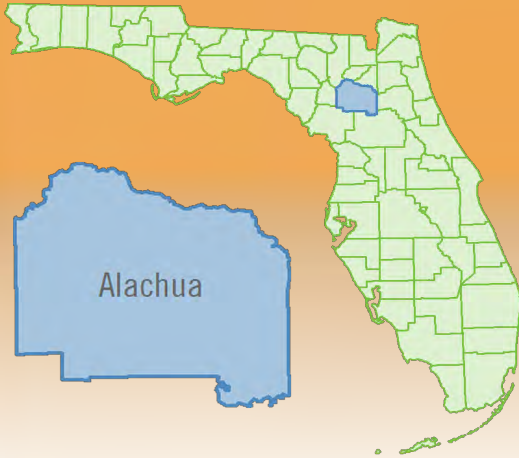
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	11	10.0%
\$50,000 - \$99,999	26	-21.2%
\$100,000 - \$149,999	14	-22.2%
\$150,000 - \$199,999	7	-22.2%
\$200,000 - \$249,999	1	0.0%
\$250,000 - \$299,999	2	100.0%
\$300,000 - \$399,999	1	N/A
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A



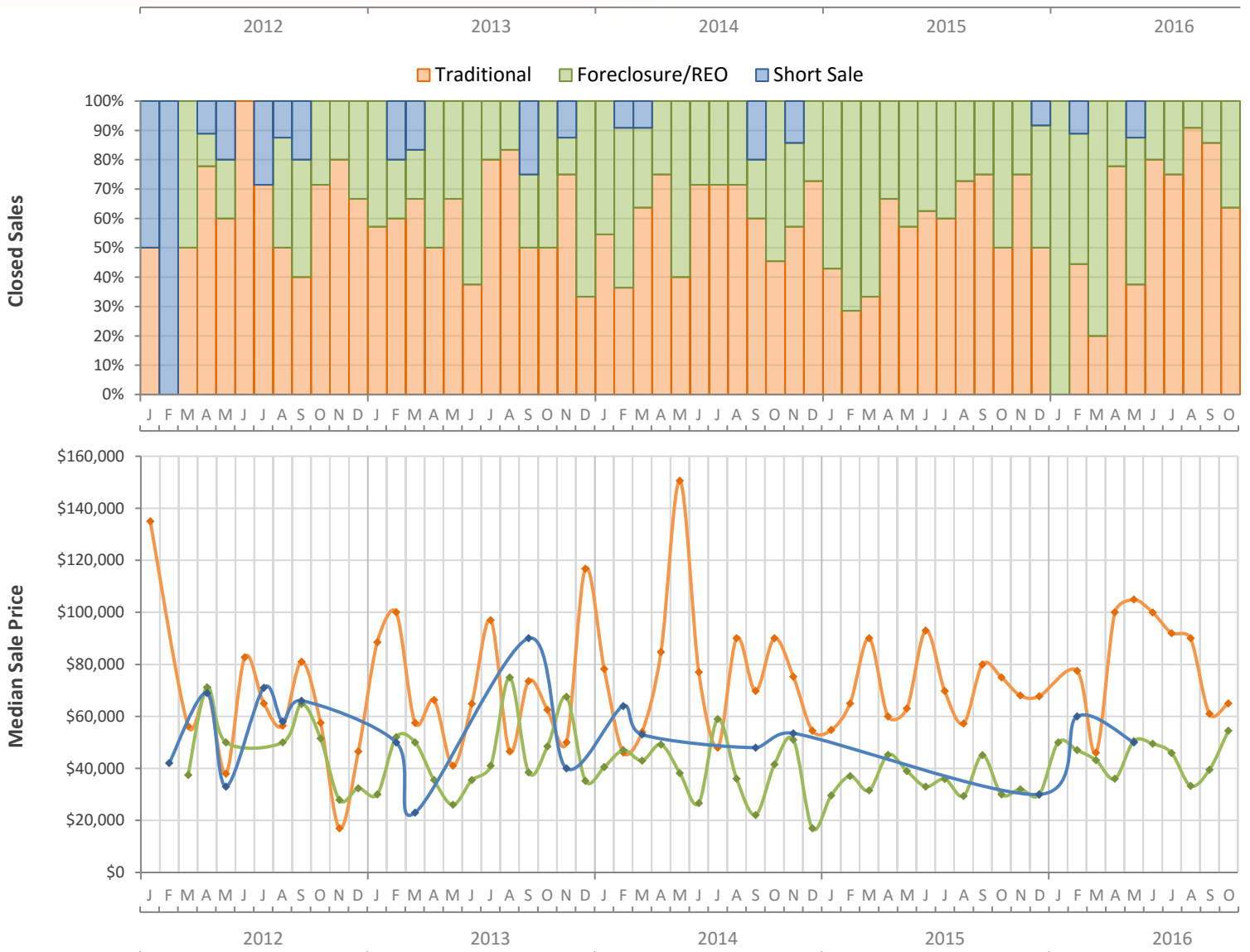
# Monthly Distressed Market - October 2016

## Manufactured Homes

### Alachua County



		October 2016	October 2015	Percent Change Year-over-Year
Traditional	Closed Sales	7	3	133.3%
	Median Sale Price	\$65,000	\$75,000	-13.3%
Foreclosure/REO	Closed Sales	4	3	33.3%
	Median Sale Price	\$54,501	\$30,000	81.7%
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 Tuesday, November 22, 2016. Next data release is Wednesday, December 21, 2016.