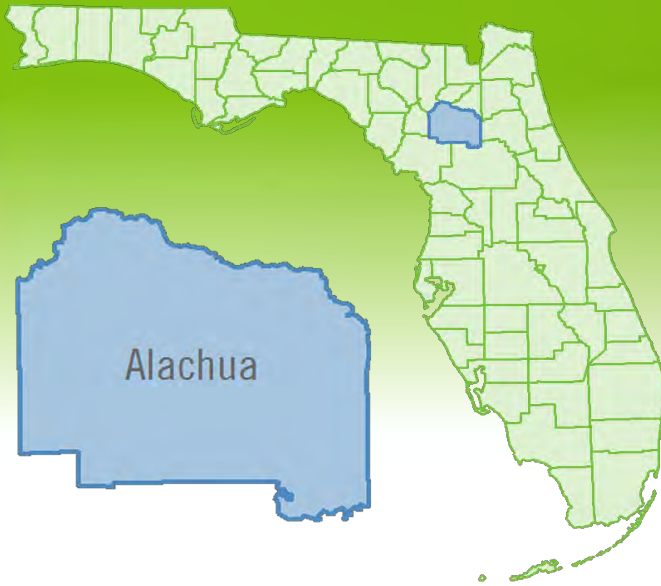


Monthly Market Detail - September 2016

Single Family Homes

Alachua County



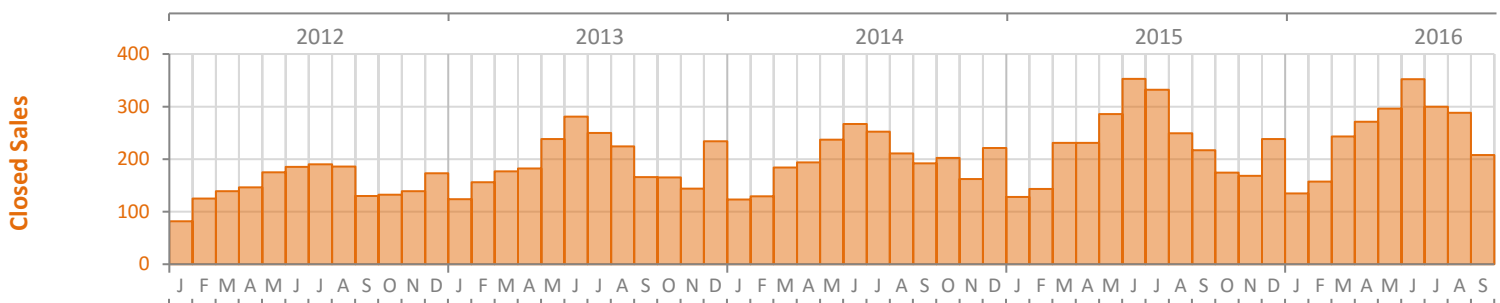
Summary Statistics	September 2016	September 2015	Percent Change Year-over-Year
Closed Sales	208	217	-4.1%
Paid in Cash	46	57	-19.3%
Median Sale Price	\$189,500	\$184,400	2.8%
Average Sale Price	\$226,237	\$202,536	11.7%
Dollar Volume	\$47.1 Million	\$44.0 Million	7.1%
Median Percent of Original List Price Received	96.2%	95.7%	0.5%
Median Time to Contract	49 Days	62 Days	-21.0%
Median Time to Sale	109 Days	109 Days	0.0%
New Pending Sales	237	239	-0.8%
New Listings	230	227	1.3%
Pending Inventory	384	358	7.3%
Inventory (Active Listings)	962	1,051	-8.5%
Months Supply of Inventory	4.1	4.6	-10.9%

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
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%
September 2015	217	13.0%

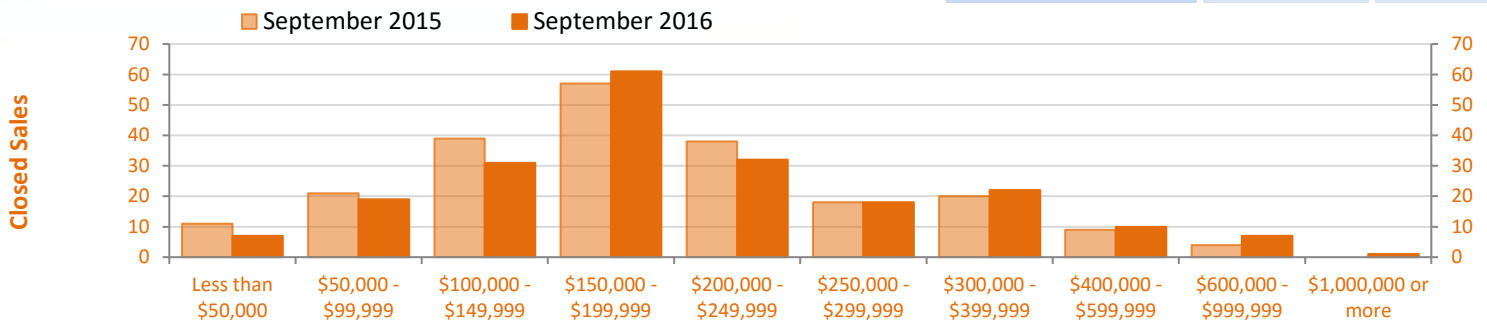


Closed Sales by Sale Price

The number of sales transactions which closed during the month

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

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	7	-36.4%
\$50,000 - \$99,999	19	-9.5%
\$100,000 - \$149,999	31	-20.5%
\$150,000 - \$199,999	61	7.0%
\$200,000 - \$249,999	32	-15.8%
\$250,000 - \$299,999	18	0.0%
\$300,000 - \$399,999	22	10.0%
\$400,000 - \$599,999	10	11.1%
\$600,000 - \$999,999	7	75.0%
\$1,000,000 or more	1	N/A

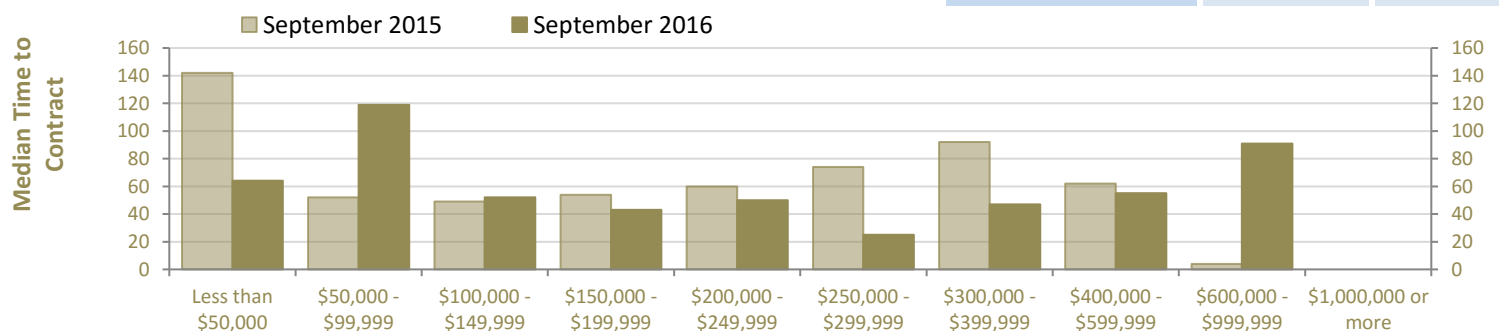


Median Time to Contract by Sale Price

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	64 Days	-54.9%
\$50,000 - \$99,999	119 Days	128.8%
\$100,000 - \$149,999	52 Days	6.1%
\$150,000 - \$199,999	43 Days	-20.4%
\$200,000 - \$249,999	50 Days	-16.7%
\$250,000 - \$299,999	25 Days	-66.2%
\$300,000 - \$399,999	47 Days	-48.9%
\$400,000 - \$599,999	55 Days	-11.3%
\$600,000 - \$999,999	91 Days	2175.0%
\$1,000,000 or more	0 Days	N/A

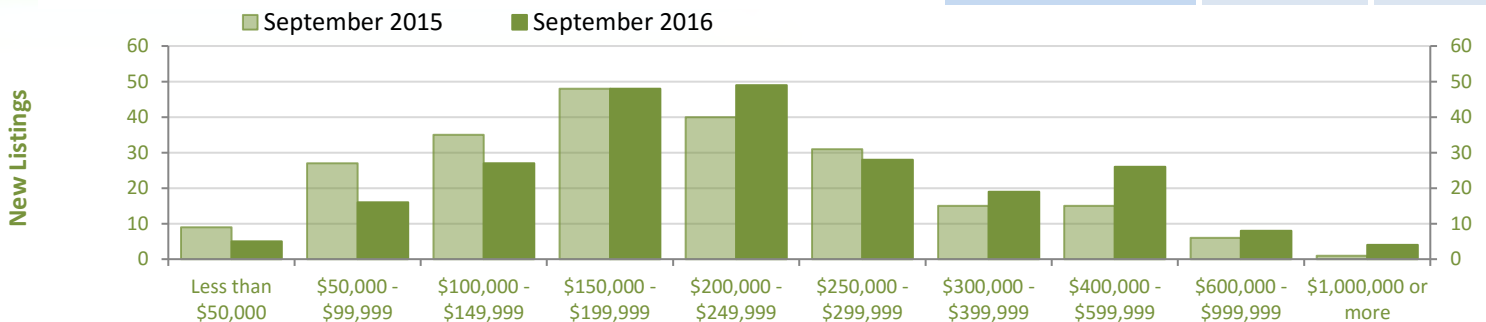


New Listings by Initial Listing Price

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	-44.4%
\$50,000 - \$99,999	16	-40.7%
\$100,000 - \$149,999	27	-22.9%
\$150,000 - \$199,999	48	0.0%
\$200,000 - \$249,999	49	22.5%
\$250,000 - \$299,999	28	-9.7%
\$300,000 - \$399,999	19	26.7%
\$400,000 - \$599,999	26	73.3%
\$600,000 - \$999,999	8	33.3%
\$1,000,000 or more	4	300.0%

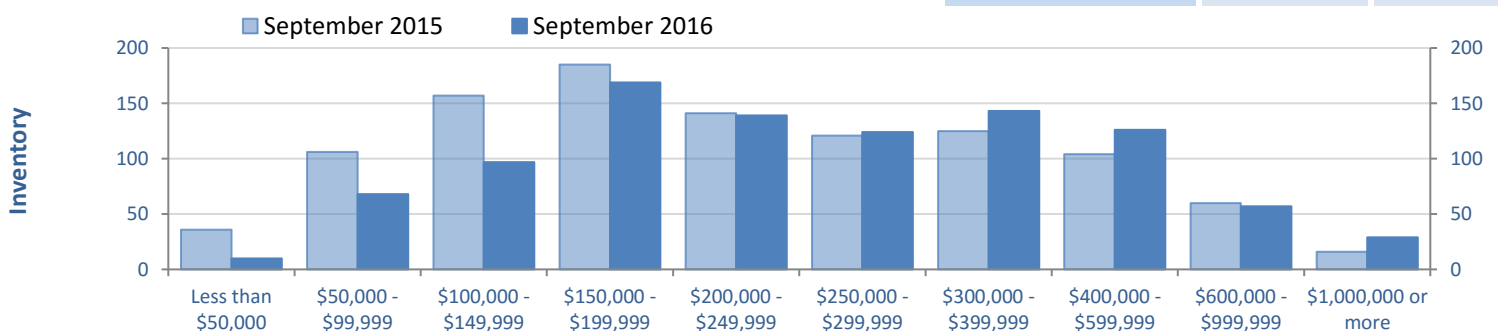


Inventory by Current Listing Price

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	-72.2%
\$50,000 - \$99,999	68	-35.8%
\$100,000 - \$149,999	97	-38.2%
\$150,000 - \$199,999	169	-8.6%
\$200,000 - \$249,999	139	-1.4%
\$250,000 - \$299,999	124	2.5%
\$300,000 - \$399,999	143	14.4%
\$400,000 - \$599,999	126	21.2%
\$600,000 - \$999,999	57	-5.0%
\$1,000,000 or more	29	81.3%



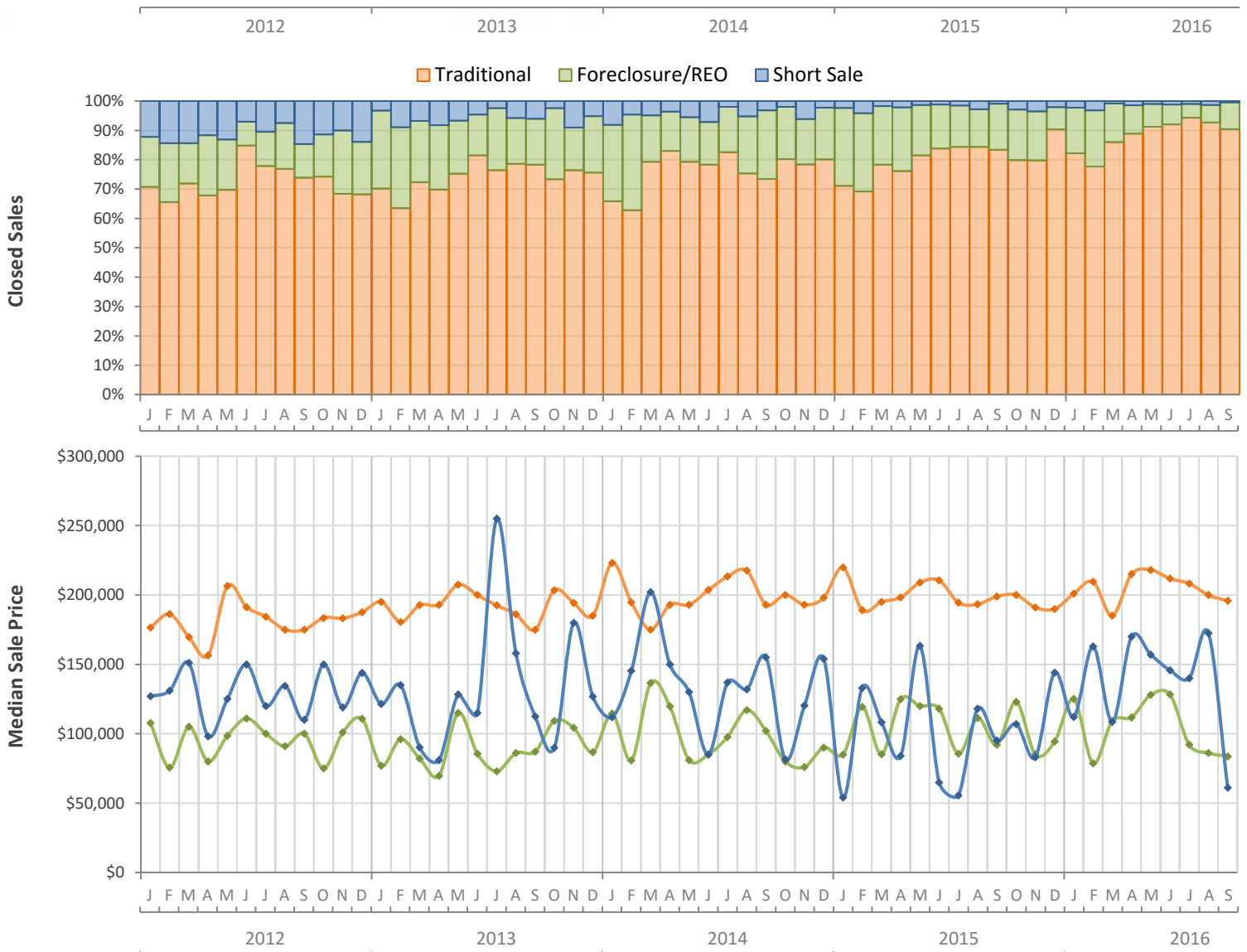
Monthly Distressed Market - September 2016

Single Family Homes

Alachua County



		September 2016	September 2015	Percent Change Year-over-Year
Traditional	Closed Sales	188	181	3.9%
	Median Sale Price	\$195,750	\$198,900	-1.6%
Foreclosure/REO	Closed Sales	19	34	-44.1%
	Median Sale Price	\$83,701	\$92,000	-9.0%
Short Sale	Closed Sales	1	2	-50.0%
	Median Sale Price	\$61,000	\$95,000	-35.8%



Monthly Market Detail - September 2016

Townhouses and Condos

Alachua County



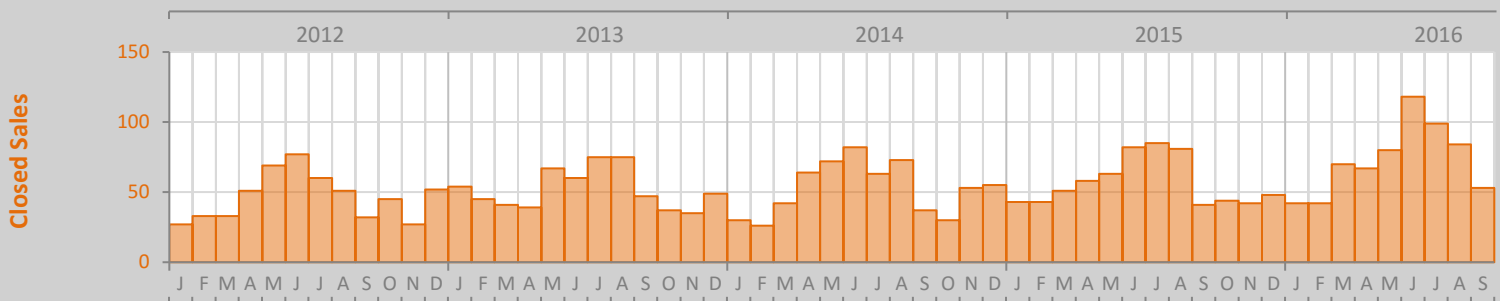
Summary Statistics	September 2016	September 2015	Percent Change Year-over-Year
Closed Sales	53	41	29.3%
Paid in Cash	27	26	3.8%
Median Sale Price	\$97,450	\$85,000	14.6%
Average Sale Price	\$107,537	\$93,593	14.9%
Dollar Volume	\$5.7 Million	\$3.8 Million	48.5%
Median Percent of Original List Price Received	94.9%	91.6%	3.6%
Median Time to Contract	56 Days	57 Days	-1.8%
Median Time to Sale	93 Days	108 Days	-13.9%
New Pending Sales	55	50	10.0%
New Listings	54	59	-8.5%
Pending Inventory	72	71	1.4%
Inventory (Active Listings)	157	242	-35.1%
Months Supply of Inventory	2.4	4.2	-42.9%

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
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%
September 2015	41	10.8%

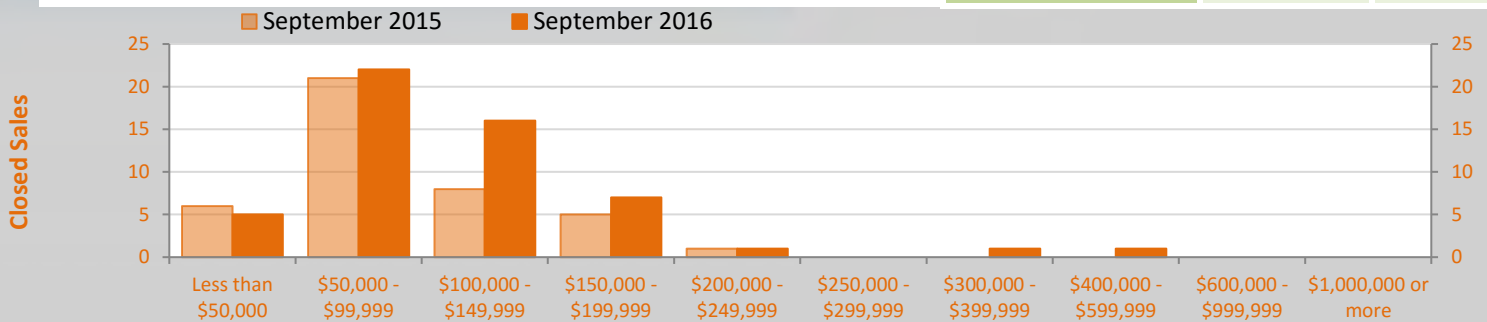


Closed Sales by Sale Price

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	-16.7%
\$50,000 - \$99,999	22	4.8%
\$100,000 - \$149,999	16	100.0%
\$150,000 - \$199,999	7	40.0%
\$200,000 - \$249,999	1	0.0%
\$250,000 - \$299,999	0	N/A
\$300,000 - \$399,999	1	N/A
\$400,000 - \$599,999	1	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

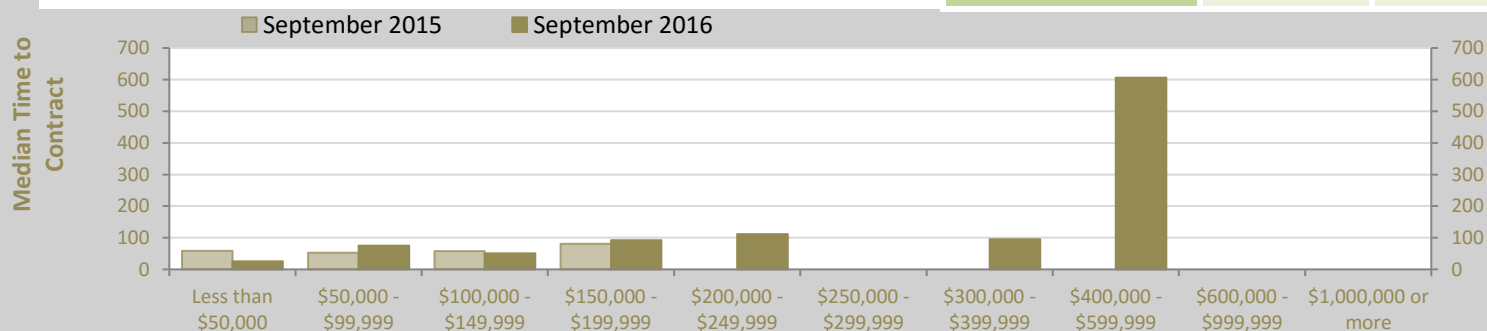


Median Time to Contract by Sale Price

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	25 Days	-57.6%
\$50,000 - \$99,999	75 Days	41.5%
\$100,000 - \$149,999	51 Days	-12.1%
\$150,000 - \$199,999	92 Days	13.6%
\$200,000 - \$249,999	111 Days	N/A
\$250,000 - \$299,999	(No Sales)	N/A
\$300,000 - \$399,999	95 Days	N/A
\$400,000 - \$599,999	606 Days	N/A
\$600,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	(No Sales)	N/A

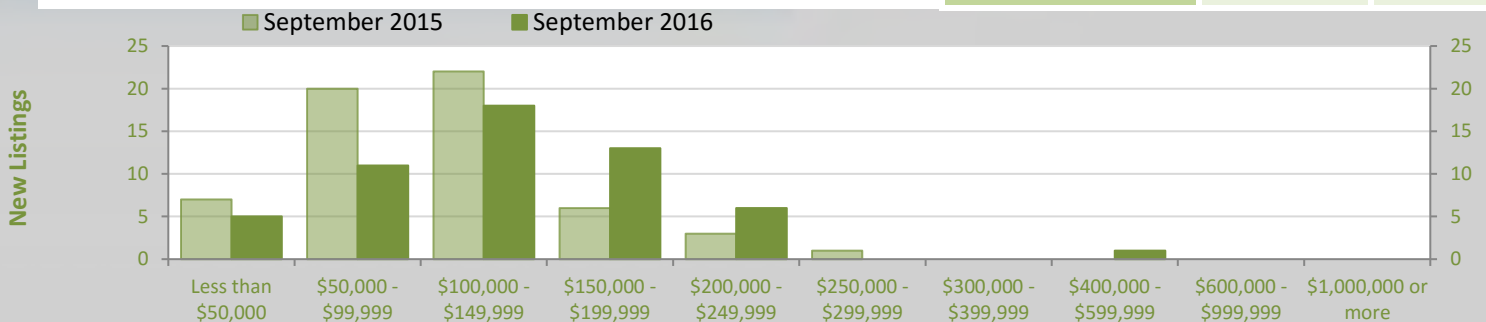


New Listings by Initial Listing Price

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	5	-28.6%
\$50,000 - \$99,999	11	-45.0%
\$100,000 - \$149,999	18	-18.2%
\$150,000 - \$199,999	13	116.7%
\$200,000 - \$249,999	6	100.0%
\$250,000 - \$299,999	0	-100.0%
\$300,000 - \$399,999	0	N/A
\$400,000 - \$599,999	1	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

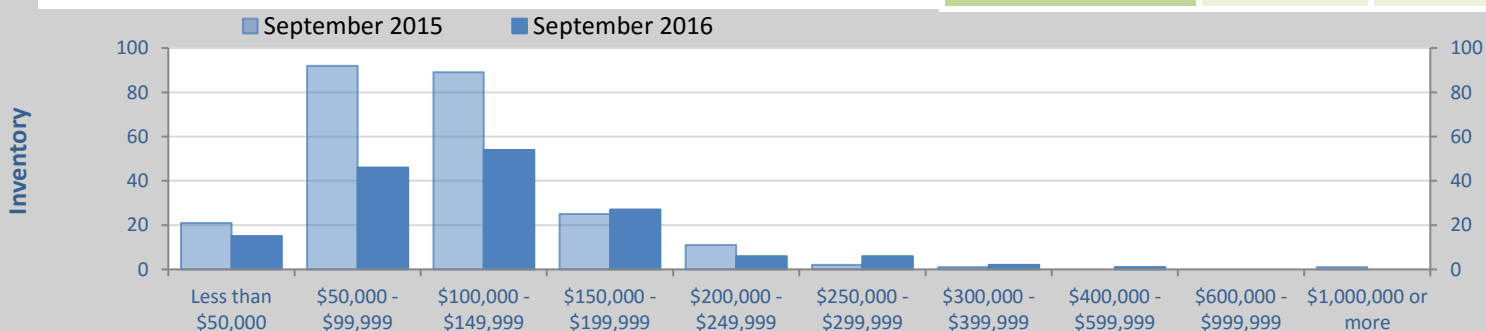


Inventory by Current Listing Price

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	-28.6%
\$50,000 - \$99,999	46	-50.0%
\$100,000 - \$149,999	54	-39.3%
\$150,000 - \$199,999	27	8.0%
\$200,000 - \$249,999	6	-45.5%
\$250,000 - \$299,999	6	200.0%
\$300,000 - \$399,999	2	100.0%
\$400,000 - \$599,999	1	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	-100.0%



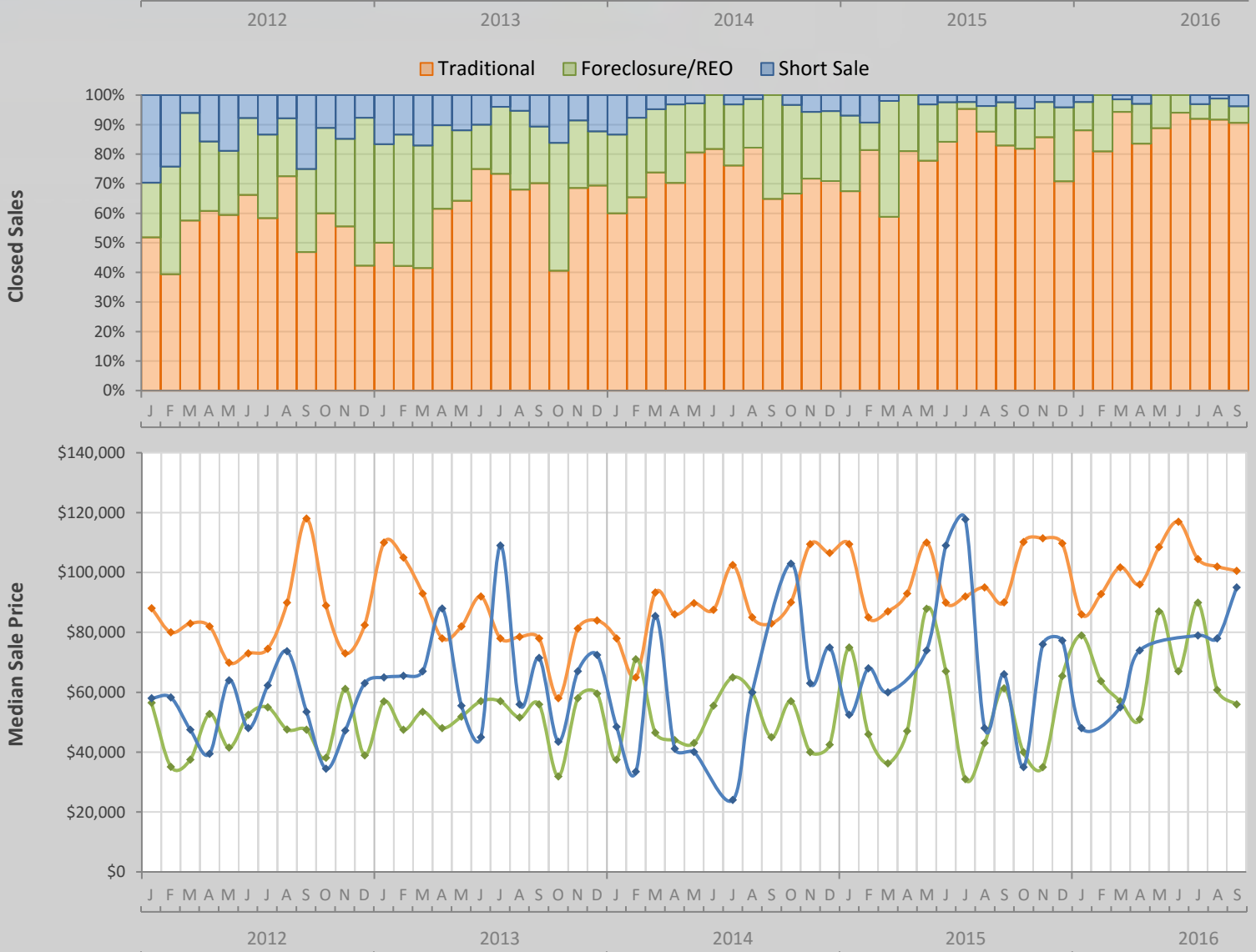
Monthly Distressed Market - September 2016

Townhouses and Condos

Alachua County



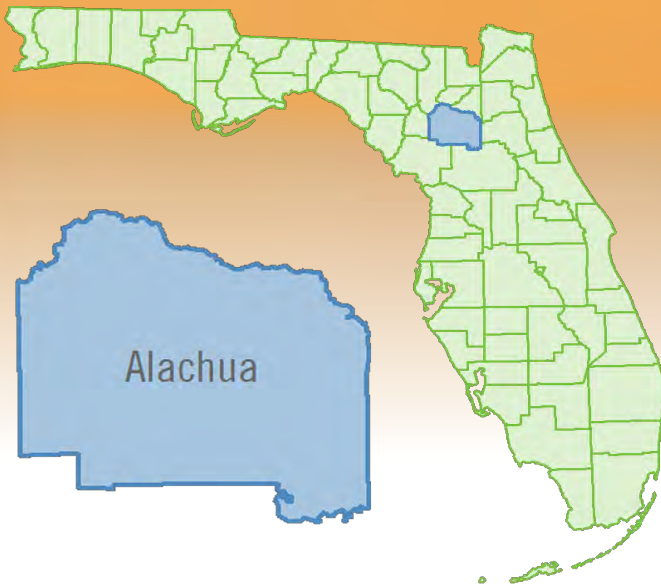
		September 2016	September 2015	Percent Change Year-over-Year
Traditional	Closed Sales	48	34	41.2%
	Median Sale Price	\$100,576	\$90,000	11.8%
Foreclosure/REO	Closed Sales	3	6	-50.0%
	Median Sale Price	\$56,000	\$61,350	-8.7%
Short Sale	Closed Sales	2	1	100.0%
	Median Sale Price	\$95,000	\$66,000	43.9%



Monthly Market Detail - September 2016

Manufactured Homes

Alachua County



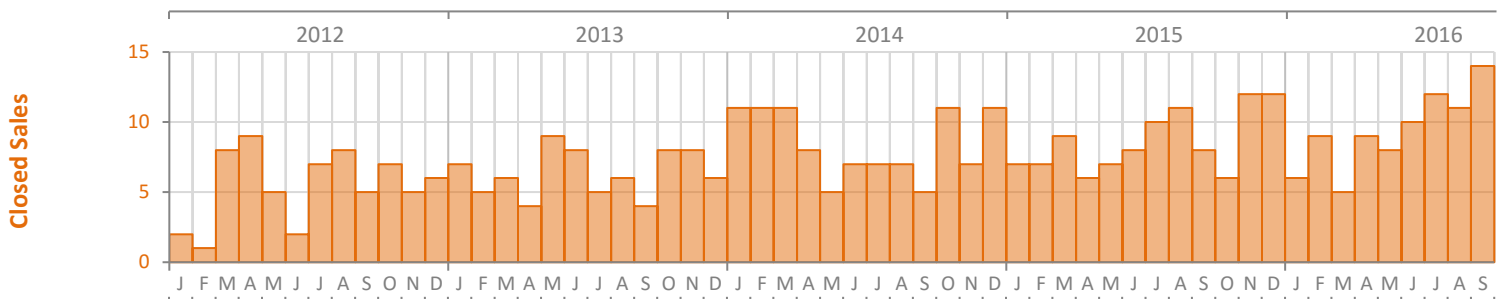
Summary Statistics	September 2016	September 2015	Percent Change Year-over-Year
Closed Sales	14	8	75.0%
Paid in Cash	8	4	100.0%
Median Sale Price	\$56,000	\$60,000	-6.7%
Average Sale Price	\$72,354	\$63,886	13.3%
Dollar Volume	\$1.0 Million	\$511,088	98.2%
Median Percent of Original List Price Received	91.9%	96.3%	-4.6%
Median Time to Contract	60 Days	23 Days	160.9%
Median Time to Sale	116 Days	58 Days	100.0%
New Pending Sales	17	10	70.0%
New Listings	16	10	60.0%
Pending Inventory	18	16	12.5%
Inventory (Active Listings)	71	68	4.4%
Months Supply of Inventory	7.5	8.0	-6.3%

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
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%
September 2015	8	60.0%

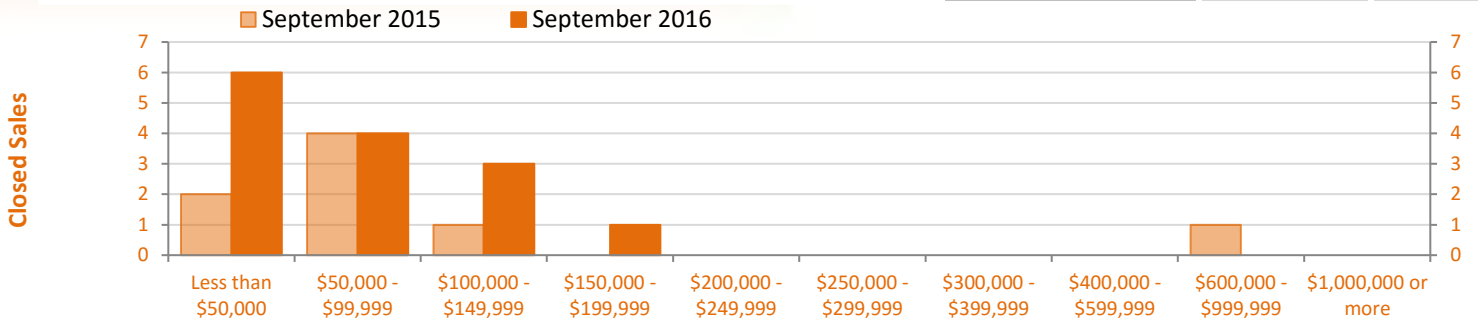


Closed Sales by Sale Price

The number of sales transactions which closed during the month

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

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	6	200.0%
\$50,000 - \$99,999	4	0.0%
\$100,000 - \$149,999	3	200.0%
\$150,000 - \$199,999	1	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	-100.0%
\$1,000,000 or more	0	N/A

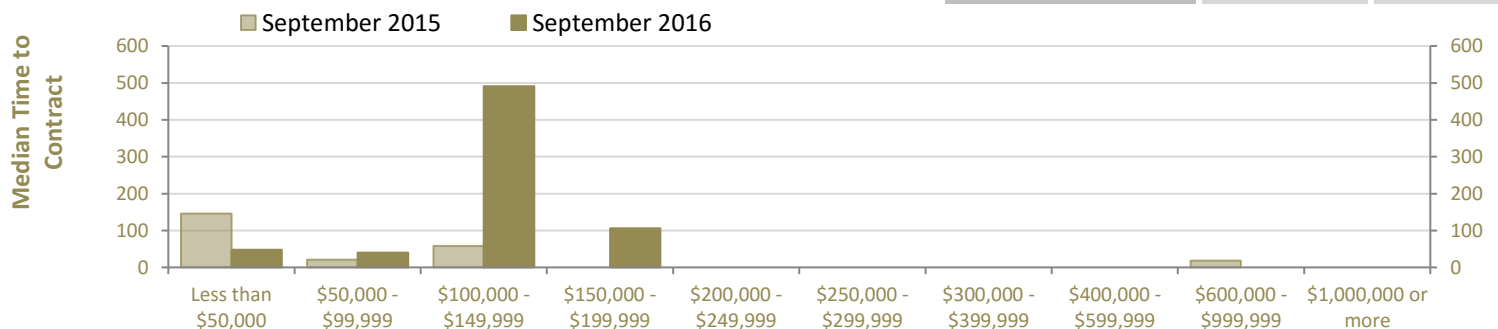


Median Time to Contract by Sale Price

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	48 Days	-67.1%
\$50,000 - \$99,999	40 Days	90.5%
\$100,000 - \$149,999	491 Days	746.6%
\$150,000 - \$199,999	106 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

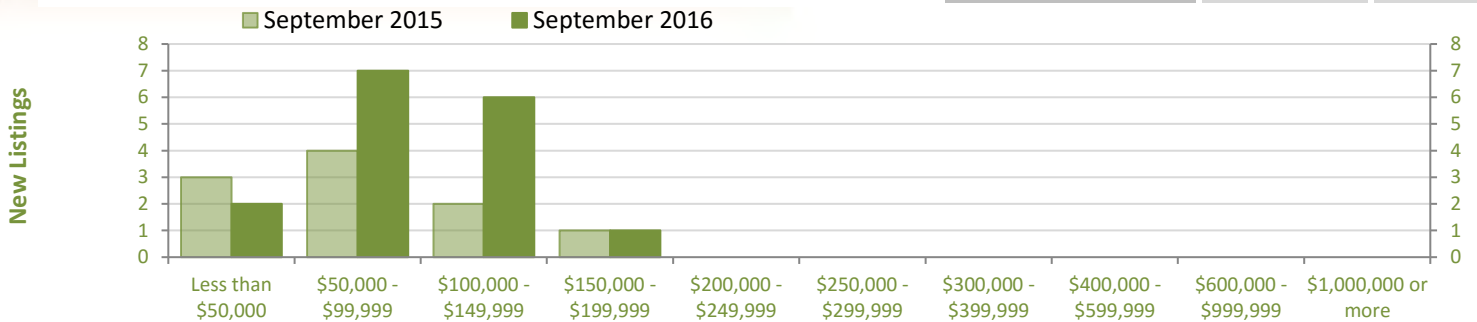


New Listings by Initial Listing Price

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	-33.3%
\$50,000 - \$99,999	7	75.0%
\$100,000 - \$149,999	6	200.0%
\$150,000 - \$199,999	1	0.0%
\$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

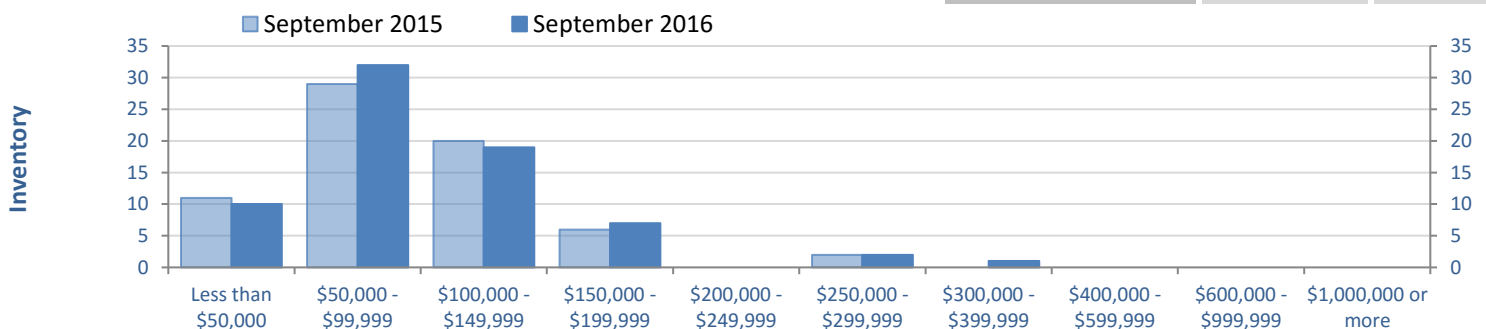


Inventory by Current Listing Price

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.

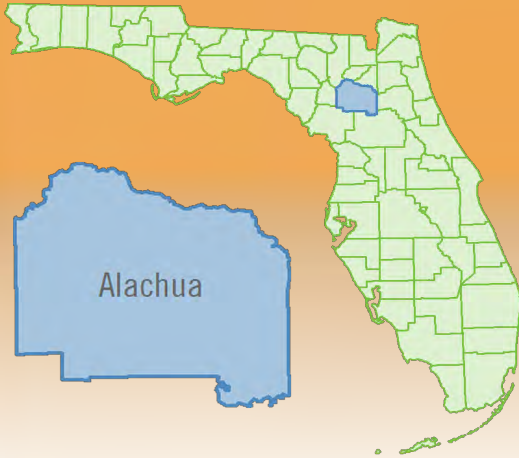
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	10	-9.1%
\$50,000 - \$99,999	32	10.3%
\$100,000 - \$149,999	19	-5.0%
\$150,000 - \$199,999	7	16.7%
\$200,000 - \$249,999	0	N/A
\$250,000 - \$299,999	2	0.0%
\$300,000 - \$399,999	1	N/A
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A



Monthly Distressed Market - September 2016

Manufactured Homes

Alachua County



		September 2016	September 2015	Percent Change Year-over-Year
Traditional	Closed Sales	12	6	100.0%
	Median Sale Price	\$60,975	\$80,000	-23.8%
Foreclosure/REO	Closed Sales	2	2	0.0%
	Median Sale Price	\$39,501	\$45,100	-12.4%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

