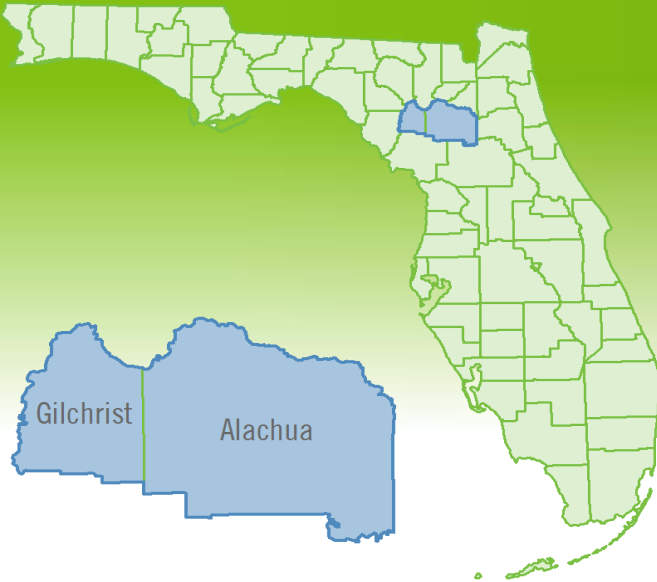


Monthly Market Detail - October 2016

Single Family Homes

Gainesville MSA



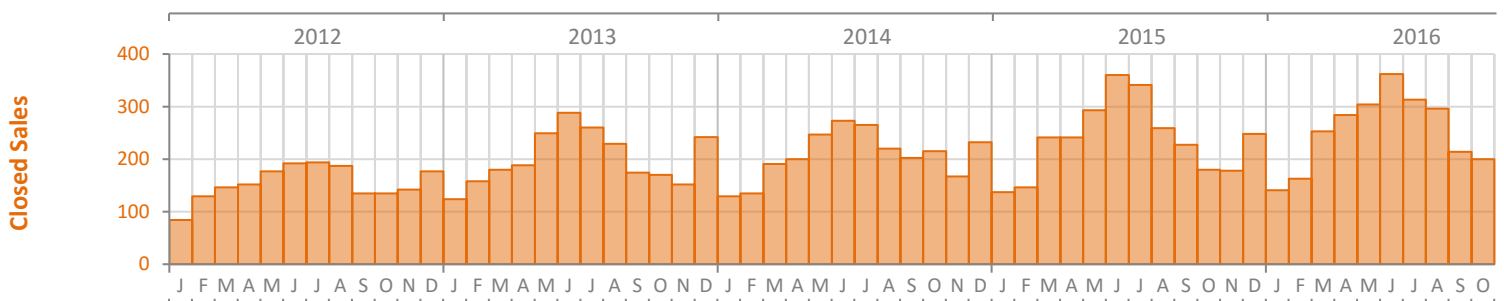
Summary Statistics	October 2016	October 2015	Percent Change Year-over-Year
Closed Sales	200	180	11.1%
Paid in Cash	46	42	9.5%
Median Sale Price	\$205,000	\$189,900	8.0%
Average Sale Price	\$238,808	\$212,313	12.5%
Dollar Volume	\$47.8 Million	\$38.2 Million	25.0%
Median Percent of Original List Price Received	96.3%	95.5%	0.8%
Median Time to Contract	51 Days	59 Days	-13.6%
Median Time to Sale	107 Days	111 Days	-3.6%
New Pending Sales	267	243	9.9%
New Listings	235	261	-10.0%
Pending Inventory	451	424	6.4%
Inventory (Active Listings)	982	1,136	-13.6%
Months Supply of Inventory	4.0	4.8	-16.7%

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
October 2016	200	11.1%
September 2016	214	-5.7%
August 2016	296	14.3%
July 2016	313	-8.2%
June 2016	362	0.6%
May 2016	304	3.8%
April 2016	284	17.8%
March 2016	253	5.0%
February 2016	163	11.6%
January 2016	141	2.9%
December 2015	248	6.9%
November 2015	178	6.6%
October 2015	180	-16.3%

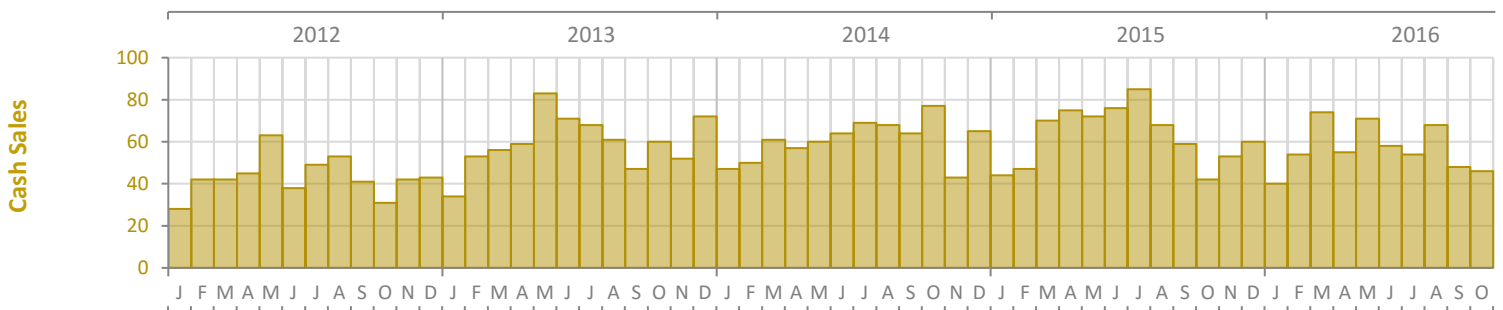


Cash Sales

The number of Closed Sales during the month in which buyers exclusively paid in cash

Economists' note: Cash Sales can be a useful indicator of the extent to which investors are participating in the market. Why? Investors are far more likely to have the funds to purchase a home available up front, whereas the typical homebuyer requires a mortgage or some other form of financing. There are, of course, many possible exceptions, so this statistic should be interpreted with care.

Month	Cash Sales	Percent Change Year-over-Year
October 2016	46	9.5%
September 2016	48	-18.6%
August 2016	68	0.0%
July 2016	54	-36.5%
June 2016	58	-23.7%
May 2016	71	-1.4%
April 2016	55	-26.7%
March 2016	74	5.7%
February 2016	54	14.9%
January 2016	40	-9.1%
December 2015	60	-7.7%
November 2015	53	23.3%
October 2015	42	-45.5%

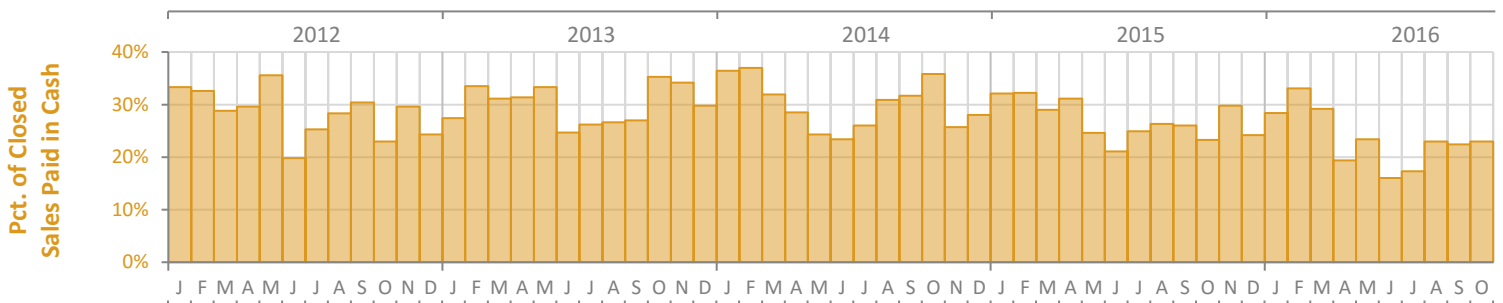


Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the month which were Cash Sales

Economists' note: This statistic is simply another way of viewing Cash Sales. The remaining percentages of Closed Sales (i.e. those not paid fully in cash) each month involved some sort of financing, such as mortgages, owner/seller financing, assumed loans, etc.

Month	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
October 2016	23.0%	-1.3%
September 2016	22.4%	-13.8%
August 2016	23.0%	-12.5%
July 2016	17.3%	-30.5%
June 2016	16.0%	-24.2%
May 2016	23.4%	-4.9%
April 2016	19.4%	-37.6%
March 2016	29.2%	0.7%
February 2016	33.1%	2.8%
January 2016	28.4%	-11.5%
December 2015	24.2%	-13.6%
November 2015	29.8%	16.0%
October 2015	23.3%	-34.9%

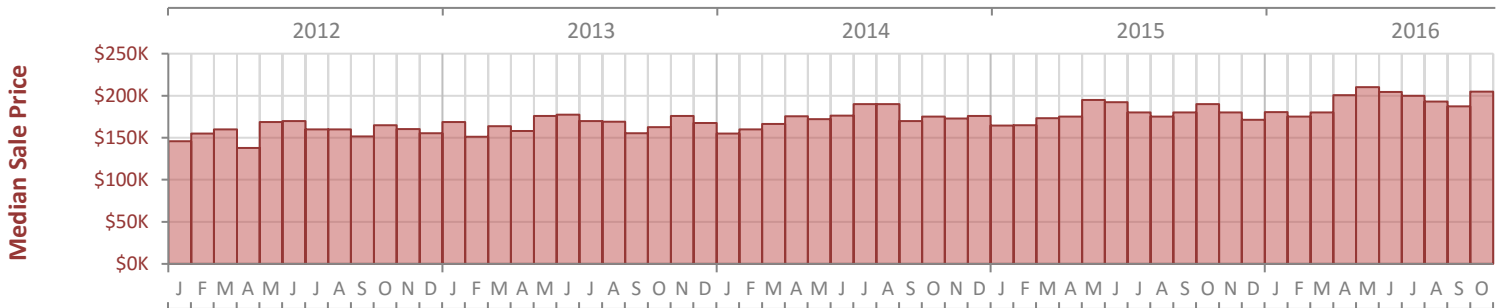


Median Sale Price

The median sale price reported for the month (i.e. 50% of sales were above and 50% of sales were below)

Economists' note: Median Sale Price is our preferred summary statistic for price activity because, unlike Average Sale Price, Median Sale Price is not sensitive to high sale prices for small numbers of homes that may not be characteristic of the market area. Keep in mind that median price trends over time are not always solely caused by changes in the general value of local real estate. Median sale price only reflects the values of the homes that *sold* each month, and the mix of the types of homes that sell can change over time.

Month	Median Sale Price	Percent Change Year-over-Year
October 2016	\$205,000	8.0%
September 2016	\$187,500	4.2%
August 2016	\$193,000	10.3%
July 2016	\$200,000	11.1%
June 2016	\$204,500	6.4%
May 2016	\$210,000	7.7%
April 2016	\$200,500	14.6%
March 2016	\$180,000	3.9%
February 2016	\$175,000	6.1%
January 2016	\$180,650	9.8%
December 2015	\$171,500	-2.4%
November 2015	\$180,000	4.0%
October 2015	\$189,900	8.4%

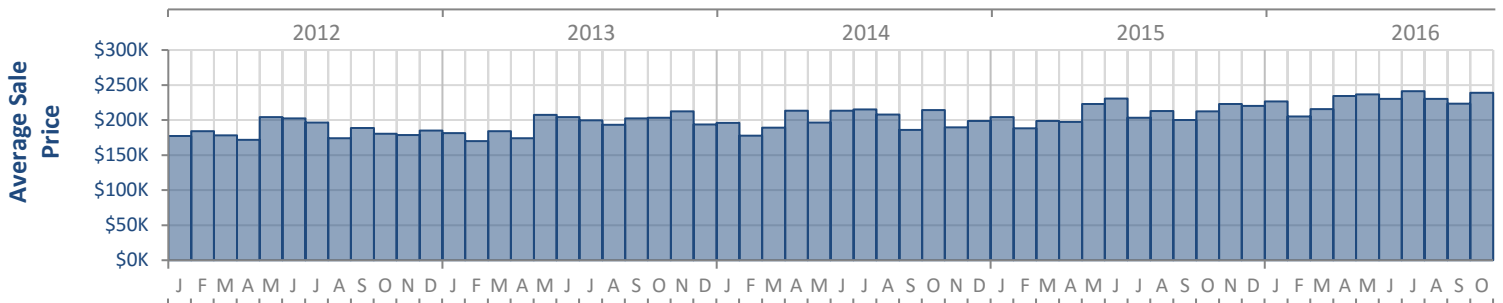


Average Sale Price

The average sale price reported for the month (i.e. total sales in dollars divided by the number of sales)

Economists' note: Usually, we prefer Median Sale Price over Average Sale Price as a summary statistic for home prices. However, Average Sale Price does have its uses—particularly when it is analyzed alongside the Median Sale Price. For one, the relative difference between the two statistics can provide some insight into the market for higher-end homes in an area.

Month	Average Sale Price	Percent Change Year-over-Year
October 2016	\$238,808	12.5%
September 2016	\$223,392	11.6%
August 2016	\$230,047	8.0%
July 2016	\$241,300	18.6%
June 2016	\$230,440	-0.1%
May 2016	\$236,453	6.1%
April 2016	\$234,515	18.9%
March 2016	\$215,863	8.7%
February 2016	\$205,350	9.0%
January 2016	\$226,720	11.0%
December 2015	\$220,023	10.6%
November 2015	\$222,765	17.5%
October 2015	\$212,313	-0.9%

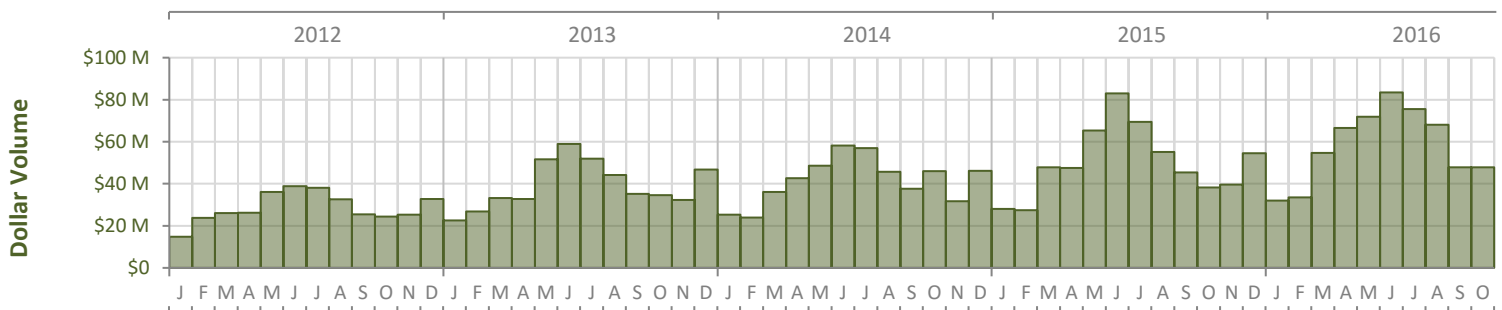


Dollar Volume

The sum of the sale prices for all sales which closed during the month

Economists' note: Dollar Volume is simply the sum of all sale prices in a given time period, and can quickly be calculated by multiplying Closed Sales by Average Sale Price. It is a strong indicator of the health of the real estate industry in a market, and is of particular interest to real estate professionals, investors, analysts, and government agencies. Potential home sellers and home buyers, on the other hand, will likely be better served by paying attention to trends in the two components of Dollar Volume (i.e. sales and prices) individually.

Month	Dollar Volume	Percent Change Year-over-Year
October 2016	\$47.8 Million	25.0%
September 2016	\$47.8 Million	5.2%
August 2016	\$68.1 Million	23.4%
July 2016	\$75.5 Million	8.8%
June 2016	\$83.4 Million	0.5%
May 2016	\$71.9 Million	10.1%
April 2016	\$66.6 Million	40.1%
March 2016	\$54.6 Million	14.1%
February 2016	\$33.5 Million	21.7%
January 2016	\$32.0 Million	14.3%
December 2015	\$54.6 Million	18.2%
November 2015	\$39.7 Million	25.3%
October 2015	\$38.2 Million	-17.0%

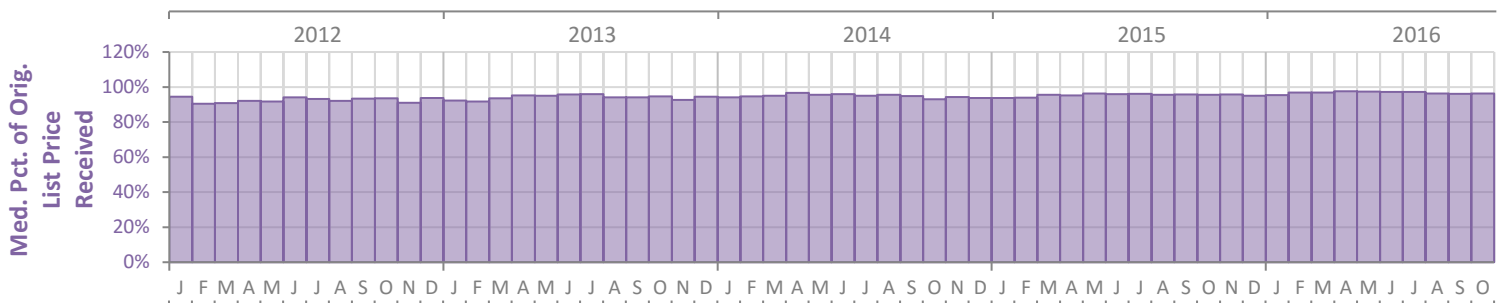


Median Percent of Original List Price Received

The median of the sale price (as a percentage of the original list price) across all properties selling during the month

Economists' note: The Median Percent of Original List Price Received is useful as an indicator of market recovery, since it typically rises as buyers realize that the market may be moving away from them and they need to match the selling price (or better it) in order to get a contract on the house. This is usually the last measure to indicate a market has shifted from down to up, so it is what we would call a *lagging* indicator.

Month	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
October 2016	96.3%	0.8%
September 2016	96.2%	0.5%
August 2016	96.4%	0.8%
July 2016	97.2%	1.1%
June 2016	97.3%	1.5%
May 2016	97.4%	1.0%
April 2016	97.6%	2.4%
March 2016	96.8%	1.3%
February 2016	96.9%	3.1%
January 2016	95.4%	1.7%
December 2015	95.1%	1.4%
November 2015	95.8%	1.6%
October 2015	95.5%	2.6%

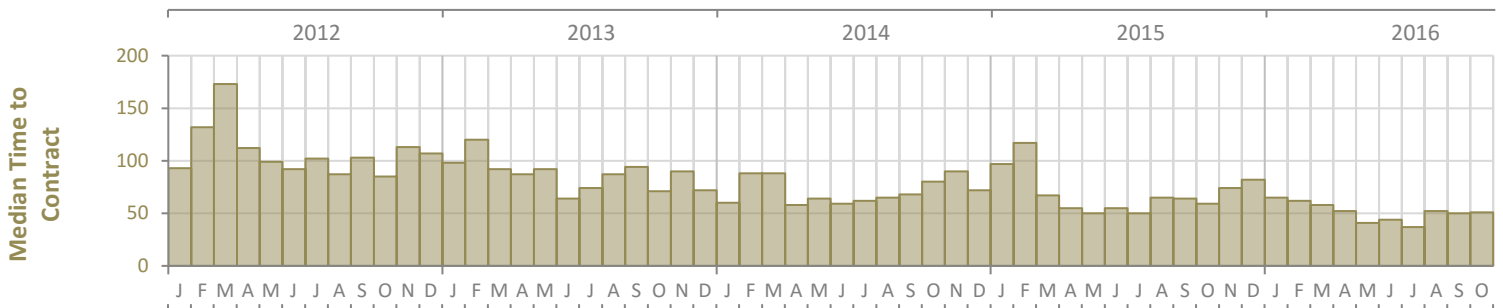


Median Time to Contract

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.

Month	Median Time to Contract	Percent Change Year-over-Year
October 2016	51 Days	-13.6%
September 2016	50 Days	-21.9%
August 2016	52 Days	-20.0%
July 2016	37 Days	-26.0%
June 2016	44 Days	-20.0%
May 2016	41 Days	-18.0%
April 2016	52 Days	-5.5%
March 2016	58 Days	-13.4%
February 2016	62 Days	-47.0%
January 2016	65 Days	-33.0%
December 2015	82 Days	13.9%
November 2015	74 Days	-17.8%
October 2015	59 Days	-26.3%

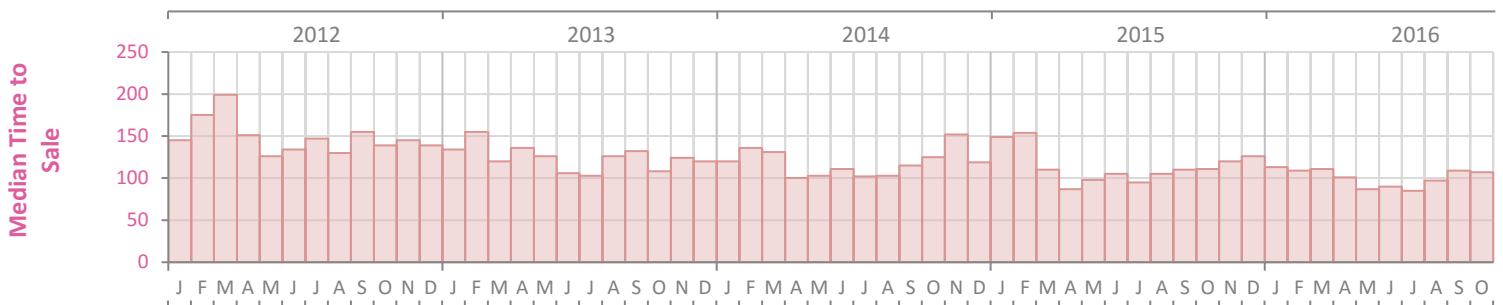


Median Time to Sale

The median number of days between the listing date and closing date for all Closed Sales during the month

Economists' note: Time to Sale is a measure of the length of the home selling process, calculated as the number of days between the initial listing of a property and the closing of the sale. *Median* Time to Sale is the amount of time the "middle" property selling this month was on the market. That is, 50% of homes selling this month took *less* time to sell, and 50% of homes took *more* time to sell. Median Time to Sale gives a more accurate picture than Average Time to Sale, which can be skewed upward by small numbers of properties taking an abnormally long time to sell.

Month	Median Time to Sale	Percent Change Year-over-Year
October 2016	107 Days	-3.6%
September 2016	109 Days	-0.9%
August 2016	97 Days	-7.6%
July 2016	85 Days	-10.5%
June 2016	90 Days	-14.3%
May 2016	87 Days	-11.2%
April 2016	101 Days	16.1%
March 2016	111 Days	0.9%
February 2016	109 Days	-29.2%
January 2016	113 Days	-24.2%
December 2015	126 Days	5.9%
November 2015	120 Days	-21.1%
October 2015	111 Days	-11.2%

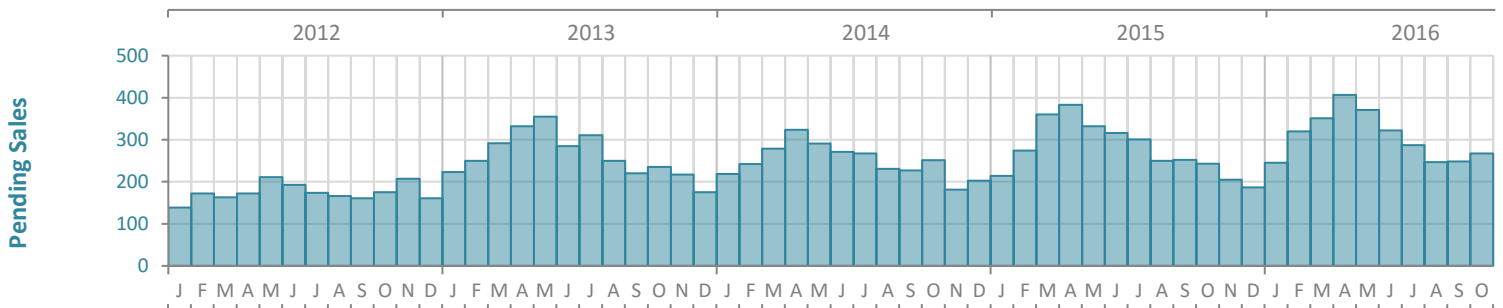


New Pending Sales

The number of listed properties that went under contract during the month

Economists' note: Because of the typical length of time it takes for a sale to close, economists consider Pending Sales to be a decent indicator of potential future Closed Sales. It is important to bear in mind, however, that not all Pending Sales will be closed successfully. So, the effectiveness of Pending Sales as a future indicator of Closed Sales is susceptible to changes in market conditions such as the availability of financing for homebuyers and the inventory of distressed properties for sale.

Month	New Pending Sales	Percent Change Year-over-Year
October 2016	267	9.9%
September 2016	248	-1.6%
August 2016	247	-1.2%
July 2016	287	-4.7%
June 2016	322	1.9%
May 2016	371	11.7%
April 2016	407	6.3%
March 2016	351	-2.5%
February 2016	320	16.8%
January 2016	245	14.5%
December 2015	187	-7.9%
November 2015	205	13.3%
October 2015	243	-3.2%

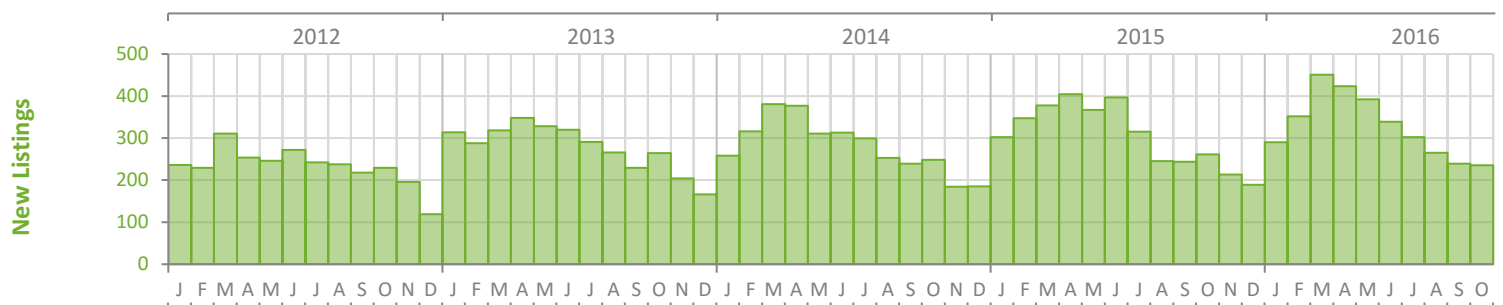


New Listings

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.

Month	New Listings	Percent Change Year-over-Year
October 2016	235	-10.0%
September 2016	239	-2.0%
August 2016	265	8.2%
July 2016	302	-4.1%
June 2016	339	-14.6%
May 2016	392	6.8%
April 2016	423	4.7%
March 2016	451	19.3%
February 2016	352	1.4%
January 2016	290	-4.0%
December 2015	189	2.2%
November 2015	213	15.8%
October 2015	261	5.2%

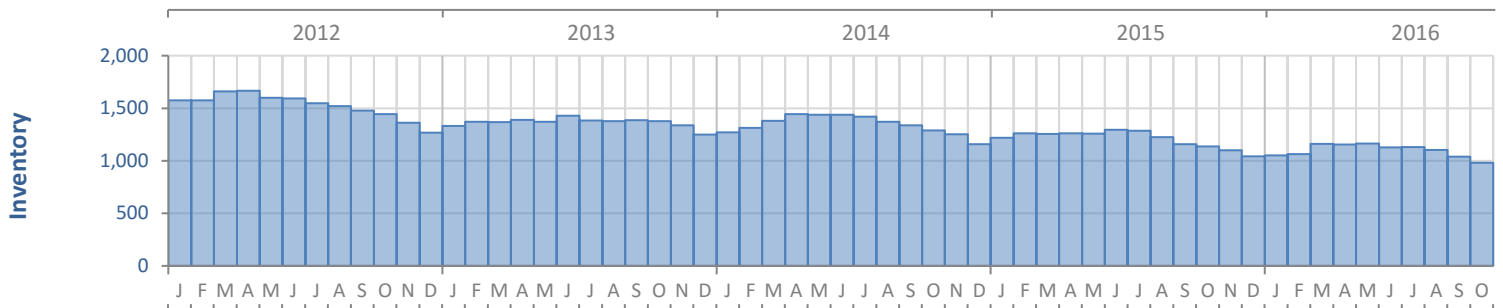


Inventory (Active Listings)

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.

Month	Inventory	Percent Change Year-over-Year
October 2016	982	-13.6%
September 2016	1,038	-10.4%
August 2016	1,102	-10.0%
July 2016	1,130	-12.1%
June 2016	1,126	-13.1%
May 2016	1,165	-7.5%
April 2016	1,154	-8.6%
March 2016	1,161	-7.6%
February 2016	1,063	-15.7%
January 2016	1,050	-13.9%
December 2015	1,041	-10.1%
November 2015	1,101	-12.1%
October 2015	1,136	-11.8%

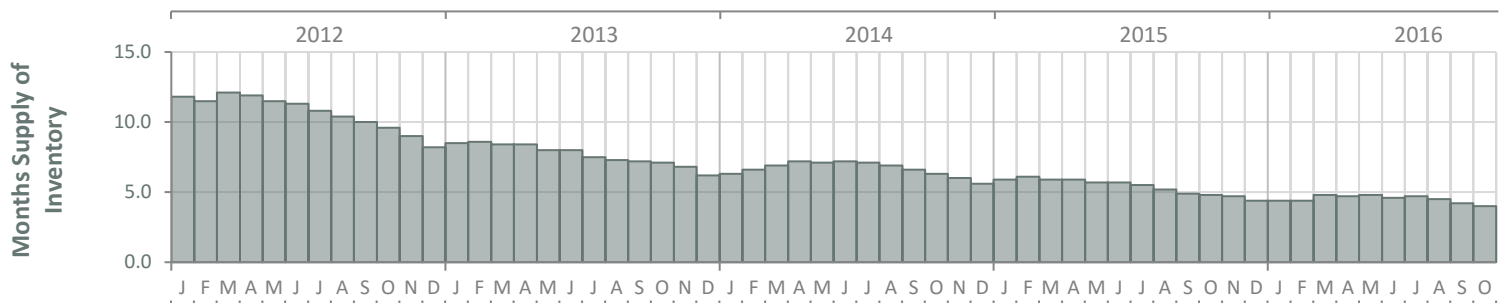


Months Supply of Inventory

An estimate of the number of months it will take to deplete the current Inventory given recent sales rates

Economists' note: MSI is a useful indicator of market conditions. The benchmark for a balanced market (favoring neither buyer nor seller) is 5.5 months of inventory. Anything higher is traditionally a buyers' market, and anything lower is a sellers' market. There is no single accepted way of calculating MSI. A common method is to divide current Inventory by the most recent month's Closed Sales count, but this count is a usually poor predictor of future Closed Sales due to seasonal cycles. To eliminate seasonal effects, we use the 12-month average of monthly Closed Sales instead.

Month	Months Supply	Percent Change Year-over-Year
October 2016	4.0	-16.7%
September 2016	4.2	-14.3%
August 2016	4.5	-13.5%
July 2016	4.7	-14.5%
June 2016	4.6	-19.3%
May 2016	4.8	-15.8%
April 2016	4.7	-20.3%
March 2016	4.8	-18.6%
February 2016	4.4	-27.9%
January 2016	4.4	-25.4%
December 2015	4.4	-21.4%
November 2015	4.7	-21.7%
October 2015	4.8	-23.8%

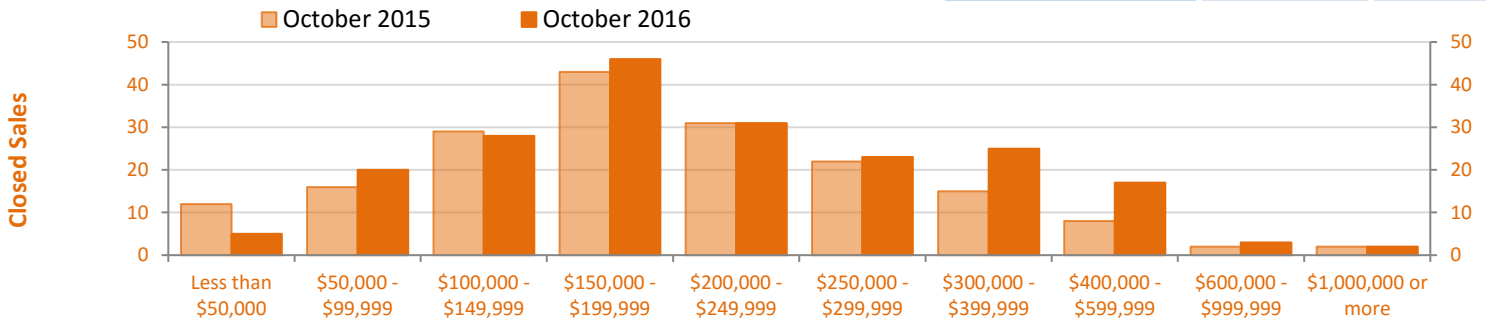


Closed Sales by Sale Price

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	-58.3%
\$50,000 - \$99,999	20	25.0%
\$100,000 - \$149,999	28	-3.4%
\$150,000 - \$199,999	46	7.0%
\$200,000 - \$249,999	31	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%

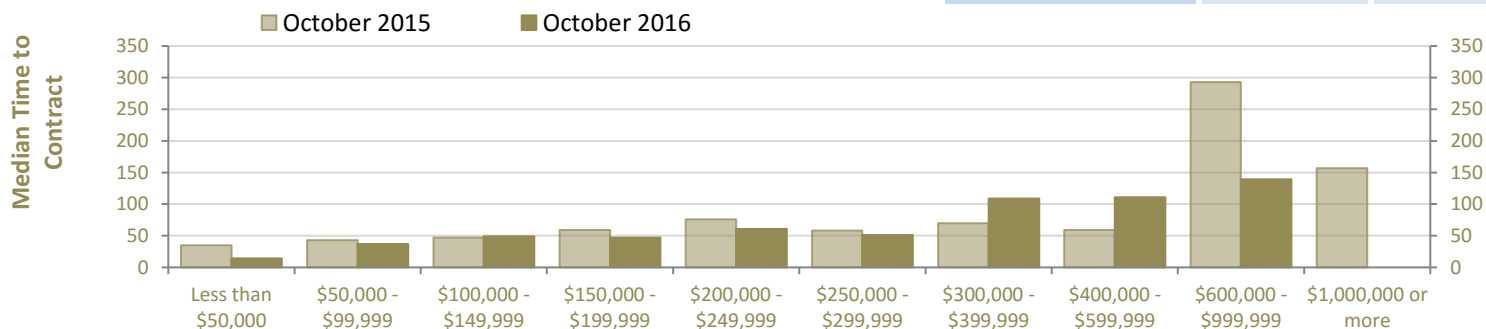


Median Time to Contract by Sale Price

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	14 Days	-60.0%
\$50,000 - \$99,999	37 Days	-14.0%
\$100,000 - \$149,999	49 Days	4.3%
\$150,000 - \$199,999	47 Days	-20.3%
\$200,000 - \$249,999	61 Days	-19.7%
\$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%

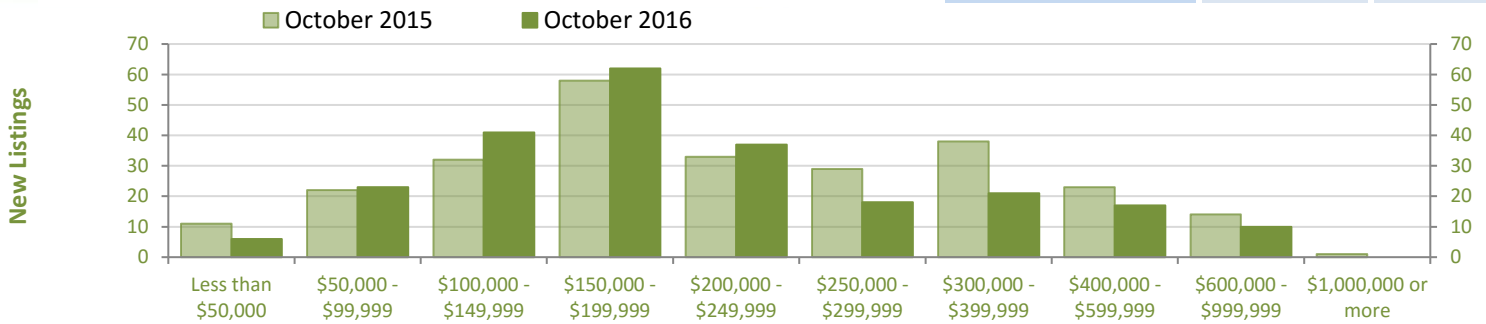


New Listings by Initial Listing Price

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	-45.5%
\$50,000 - \$99,999	23	4.5%
\$100,000 - \$149,999	41	28.1%
\$150,000 - \$199,999	62	6.9%
\$200,000 - \$249,999	37	12.1%
\$250,000 - \$299,999	18	-37.9%
\$300,000 - \$399,999	21	-44.7%
\$400,000 - \$599,999	17	-26.1%
\$600,000 - \$999,999	10	-28.6%
\$1,000,000 or more	0	-100.0%

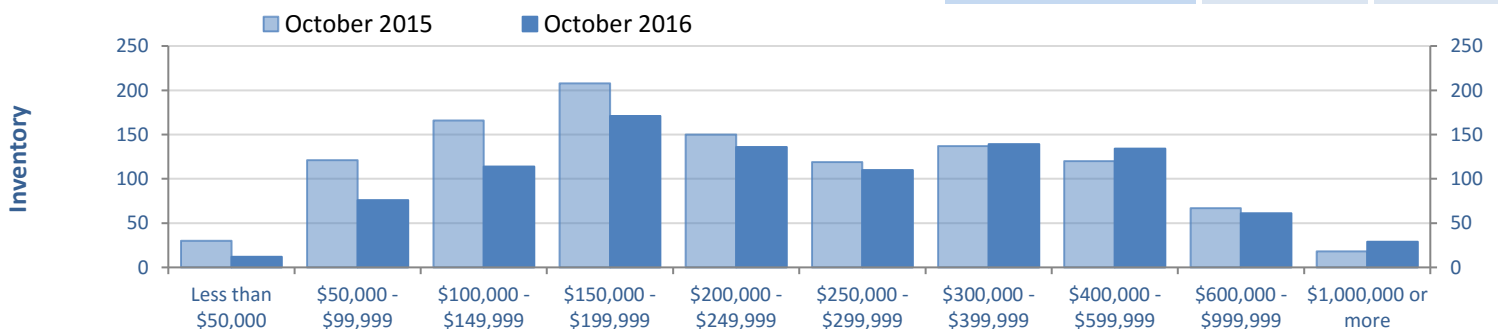


Inventory by Current Listing Price

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.

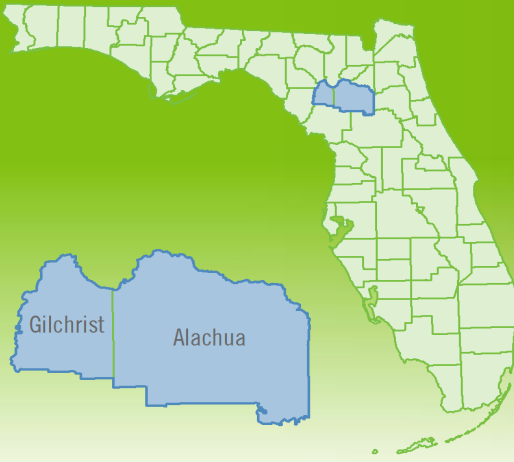
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	12	-60.0%
\$50,000 - \$99,999	76	-37.2%
\$100,000 - \$149,999	114	-31.3%
\$150,000 - \$199,999	171	-17.8%
\$200,000 - \$249,999	136	-9.3%
\$250,000 - \$299,999	110	-7.6%
\$300,000 - \$399,999	139	1.5%
\$400,000 - \$599,999	134	11.7%
\$600,000 - \$999,999	61	-9.0%
\$1,000,000 or more	29	61.1%



Monthly Distressed Market - October 2016

Single Family Homes

Gainesville MSA



		October 2016	October 2015	Percent Change Year-over-Year
Traditional	Closed Sales	183	144	27.1%
	Median Sale Price	\$212,000	\$199,950	6.0%
Foreclosure/REO	Closed Sales	15	31	-51.6%
	Median Sale Price	\$89,124	\$117,750	-24.3%
Short Sale	Closed Sales	2	5	-60.0%
	Median Sale Price	\$128,875	\$107,000	20.4%

