



Monday Morning Quarterback Summary

Week of Jun 15, 2014

Single-family existing homes

- Sales of single-family homes increased to 389 during the week of Jun 15, from 336 the week prior
- The median price of single family homes increased to \$185,000, a change of 3.4%
- The number of single-family home foreclosure transactions increased to 75 last week, from 62 the week of Jun 8
- The number of single-family home short-sale transactions decreased to 30 from 32 the week prior
- Single-family inventory increased by 118, and now sits at 10,933

Condos, townhomes, and villas

- Sales of condos, townhomes, and villas increased to 109 during the week of Jun 15 from 80 the week prior
- The median price of condos, townhomes, and villas increased to \$115,000, a change of 21.1%
- The number of condo, townhome, and villa foreclosure transactions increased to 25 last week, from 21 the week of Jun 8
- The number of condo, townhome and villa short-sale transactions decreased to 6 from 11 the week prior
- Condo inventory increased by 10, and now sits at 3,046

Detailed charts and graphs begin on page 2 of this report.

Single Family Homes

	Total	Under \$250k	\$250K to \$300K	\$300K to \$400K	\$400K to \$500K	\$500K to \$1M	Over \$1M
Sales	389	261	45	42	23	15	3
Bank Owned	75	68	5	0	1	1	0
Short Sales	30	25	1	3	0	1	0
Other	284	168	39	39	22	13	3
Active Listings	10,933	5,808	1,352	1,487	716	1,063	507
Bank Owned	1,415	1,167	117	82	25	21	3
Short Sales	1,196	960	109	77	22	27	1
Other	8,322	3,681	1,126	1,328	669	1,015	503
Months of Inventory	6	5	7	8	7	16	39

List Price

Average Original List Price	\$245,590	\$159,649	\$290,451	\$361,212	\$468,187	\$661,101	\$1,646,667
Average Final List Price	\$238,237	\$153,858	\$277,789	\$353,206	\$459,674	\$652,964	\$1,605,000

Sale Price

Average Price	\$231,385	\$148,646	\$270,109	\$341,427	\$442,226	\$654,086	\$1,578,333
Median Price	\$185,000	\$150,000	\$269,000	\$330,000	\$444,705	\$670,000	\$1,350,000

Price Differences

Original to Final List Price	-\$7,353	-\$5,791	-\$12,662	-\$8,006	-\$8,513	-\$8,137	-\$41,667
Original List to Sale Price - \$	-\$14,205	-\$11,003	-\$20,342	-\$19,785	-\$25,961	-\$7,015	-\$68,334
Final List to Sale Price - \$	-\$6,852	-\$5,212	-\$7,680	-\$11,779	-\$17,448	\$1,122	-\$26,667
Original List to Sale Price - %	94.22%	93.11%	93.00%	94.52%	94.45%	98.94%	95.85%
Final List to Sale Price - %	97.12%	96.61%	97.24%	96.67%	96.20%	100.17%	98.34%

Days on the Market

Avg Days Listing to Contract	66	68	67	64	61	44	36
Combined Avg Days to Contract	132	141	114	112	119	112	88
Avg Days Listing to Closing	114	118	111	107	111	91	88
Avg Days Contract to Close	48	50	43	42	49	46	50

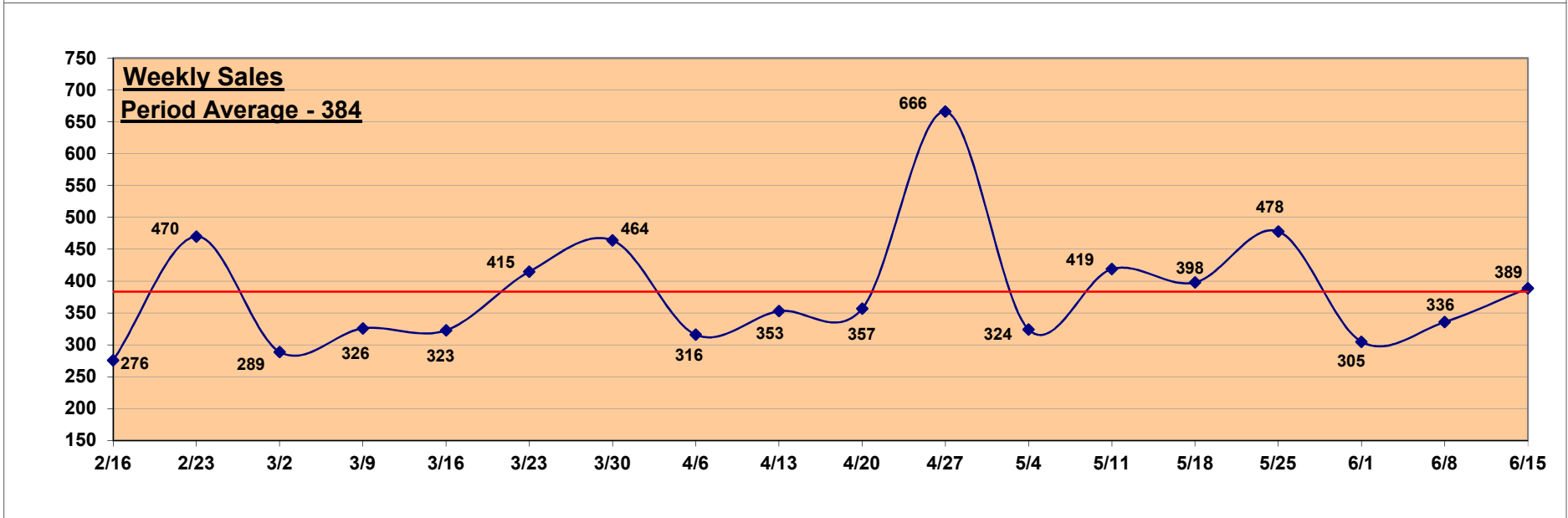
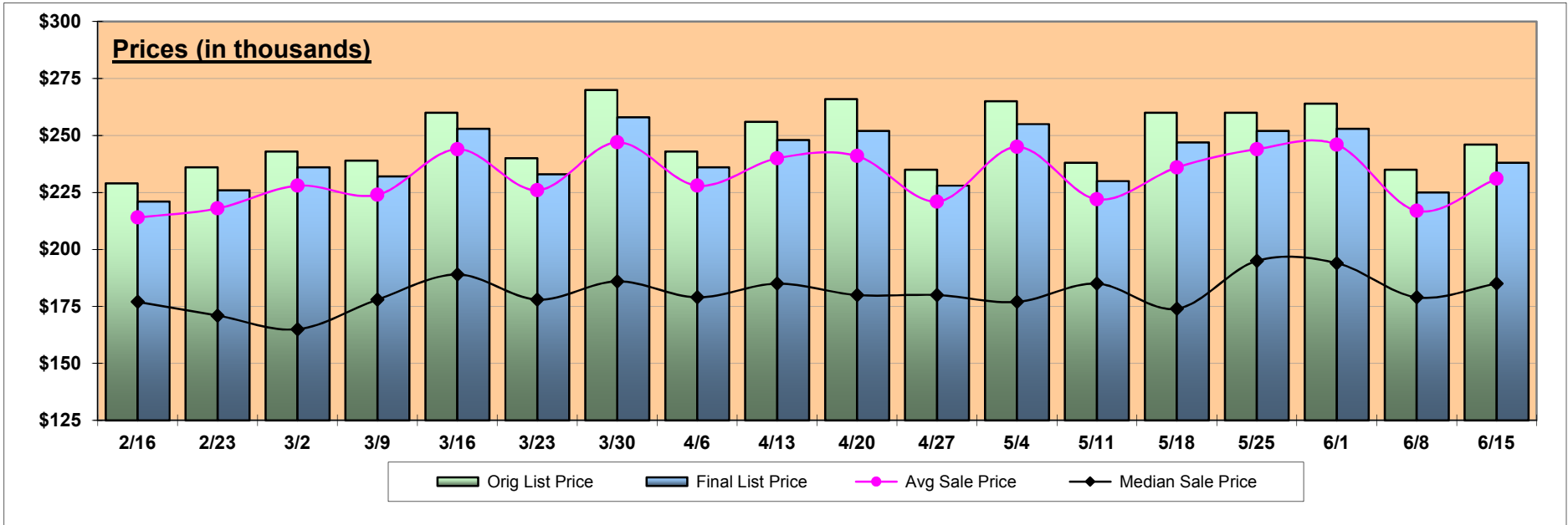
Beds / Baths

Average Bedrooms	3	3	4	4	4	4	5
Average Full Baths	2	2	3	3	3	4	5
Average Half Baths	0	0	0	0	0	1	1

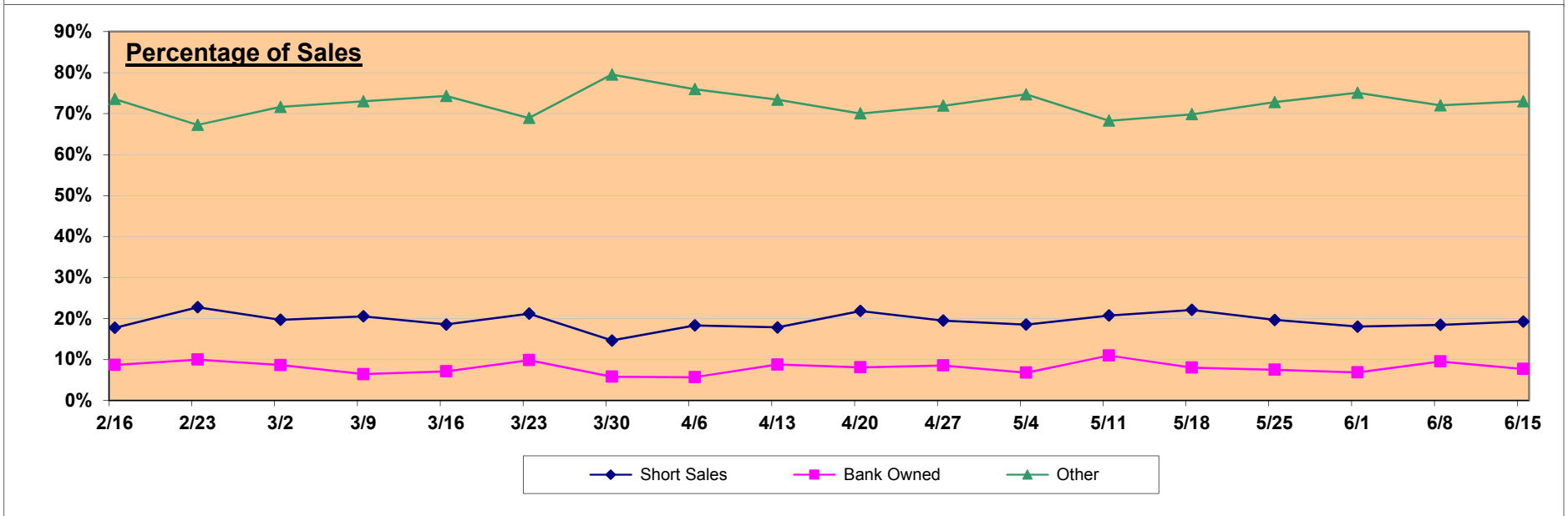
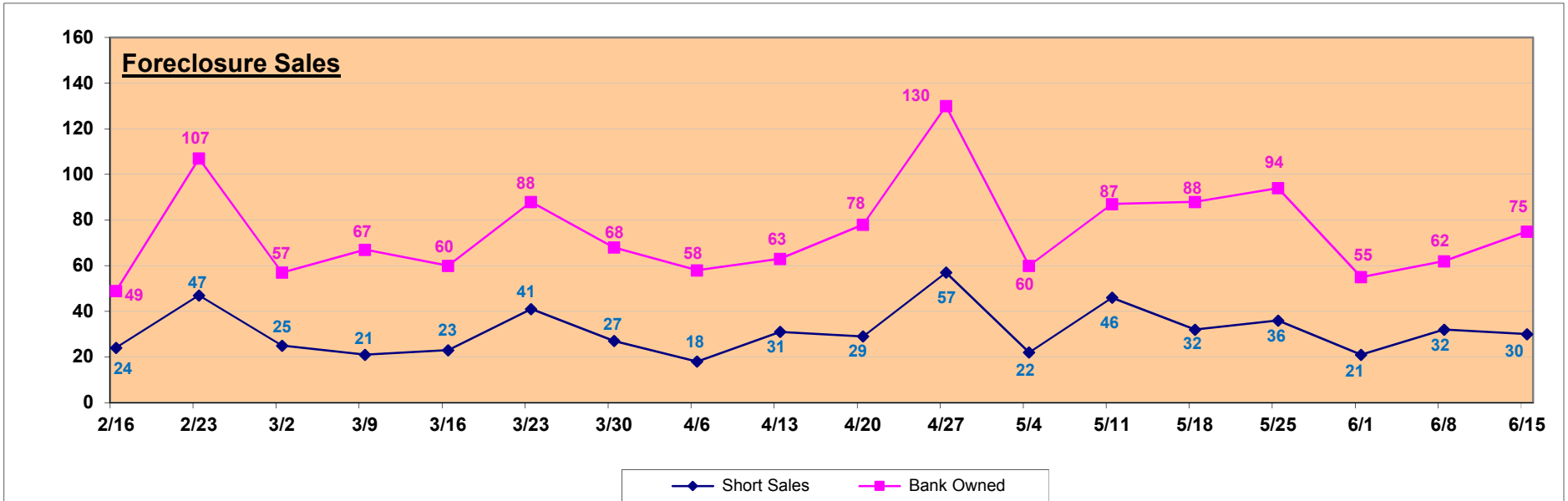
Square Footage

Average Square Feet	2,047	1,651	2,346	2,674	3,112	3,824	6,218
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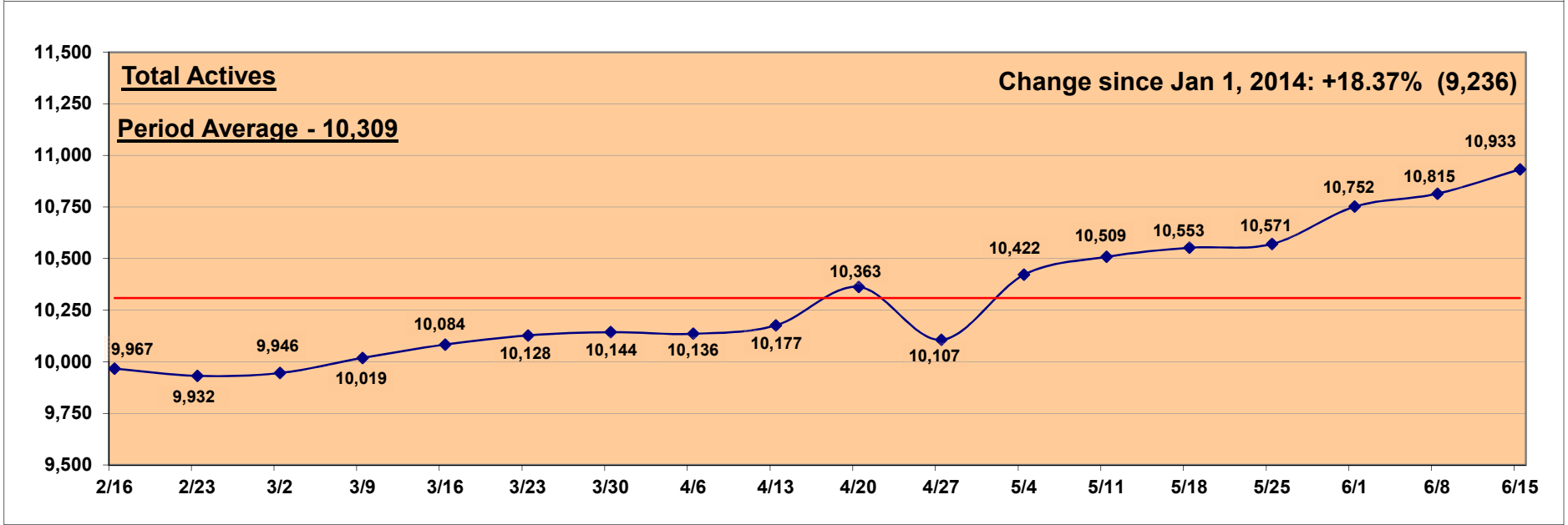
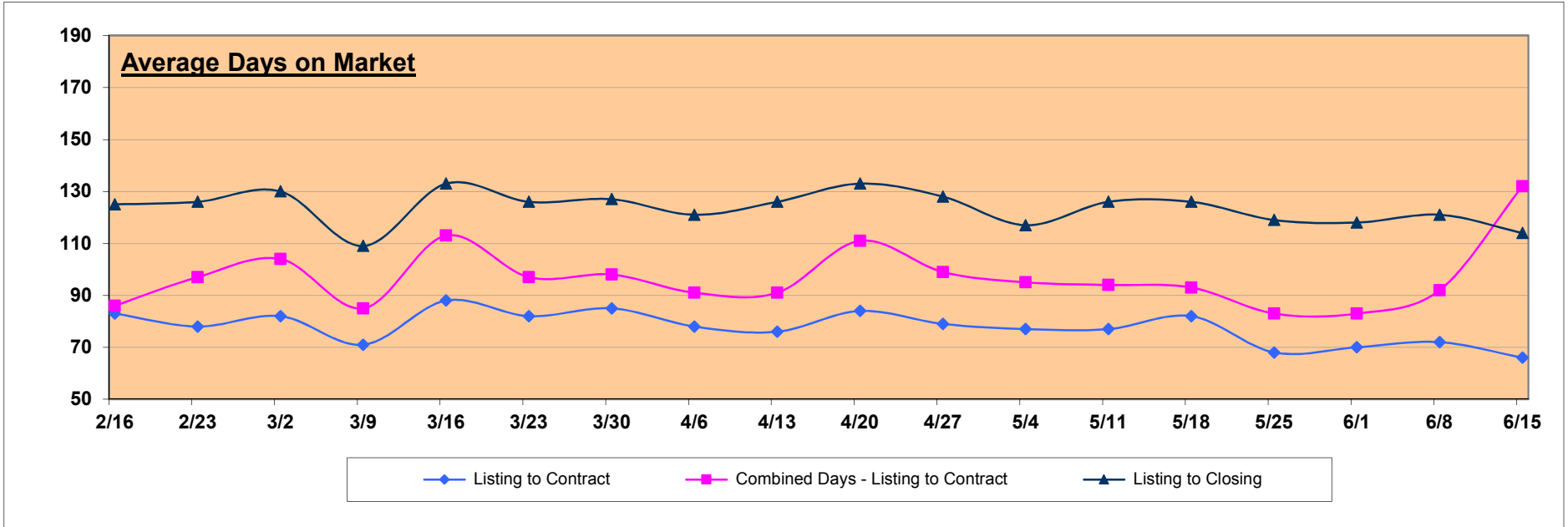
Single Family Homes



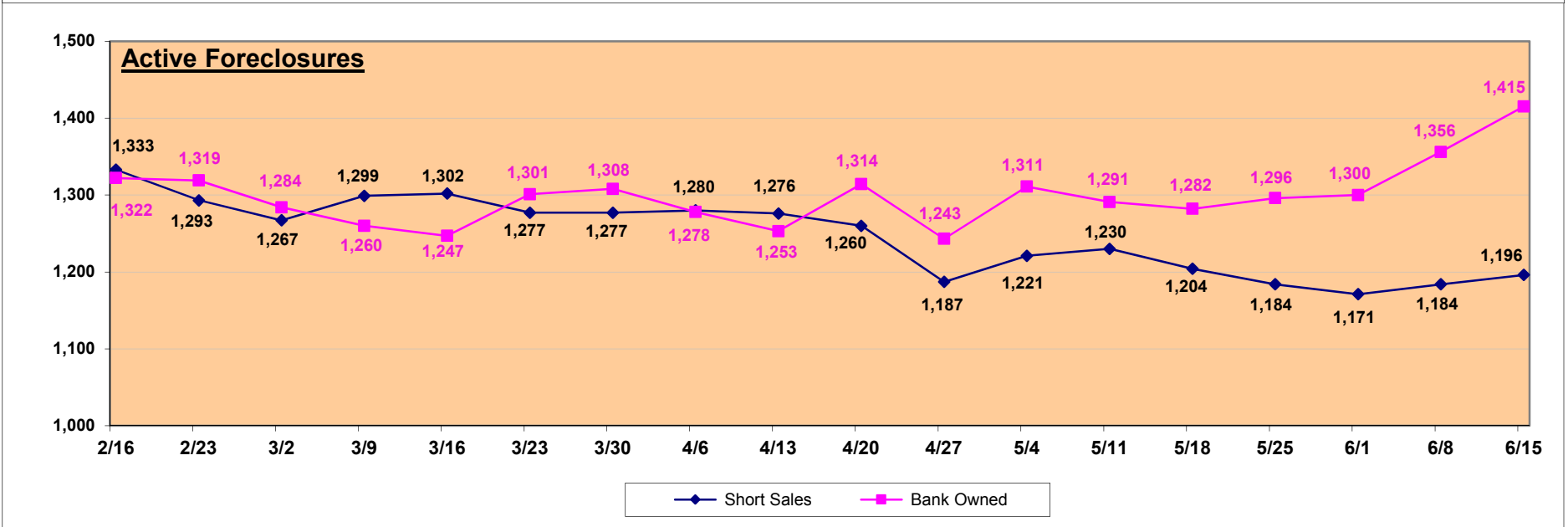
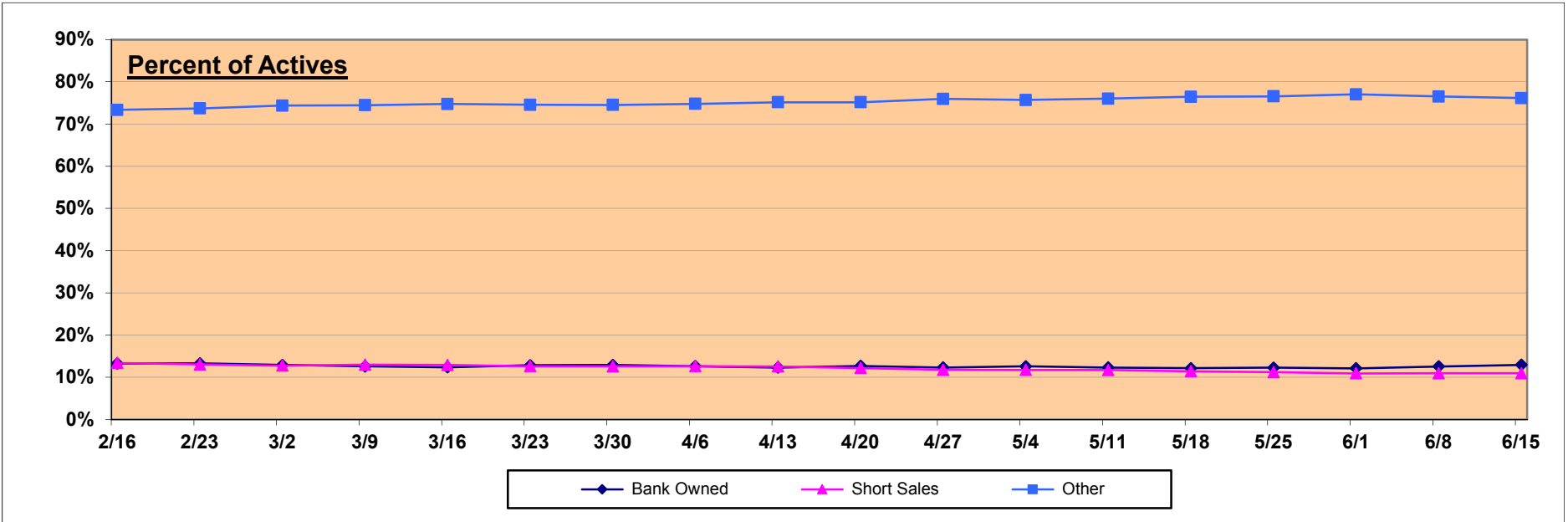
Single Family Homes



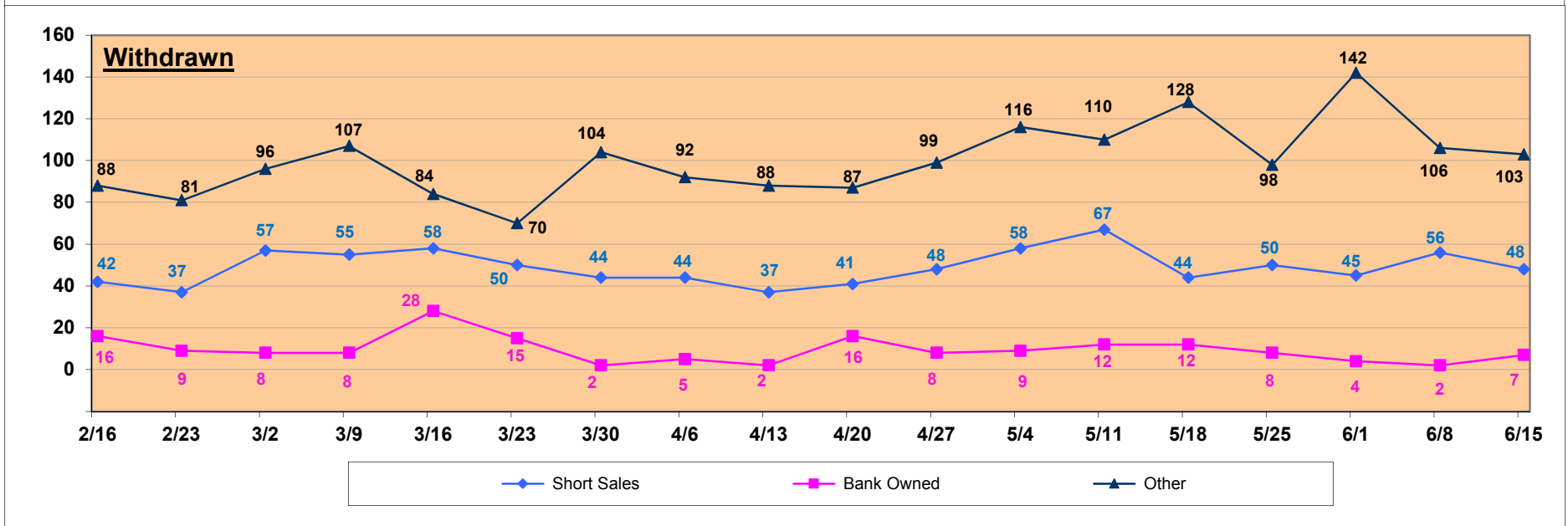
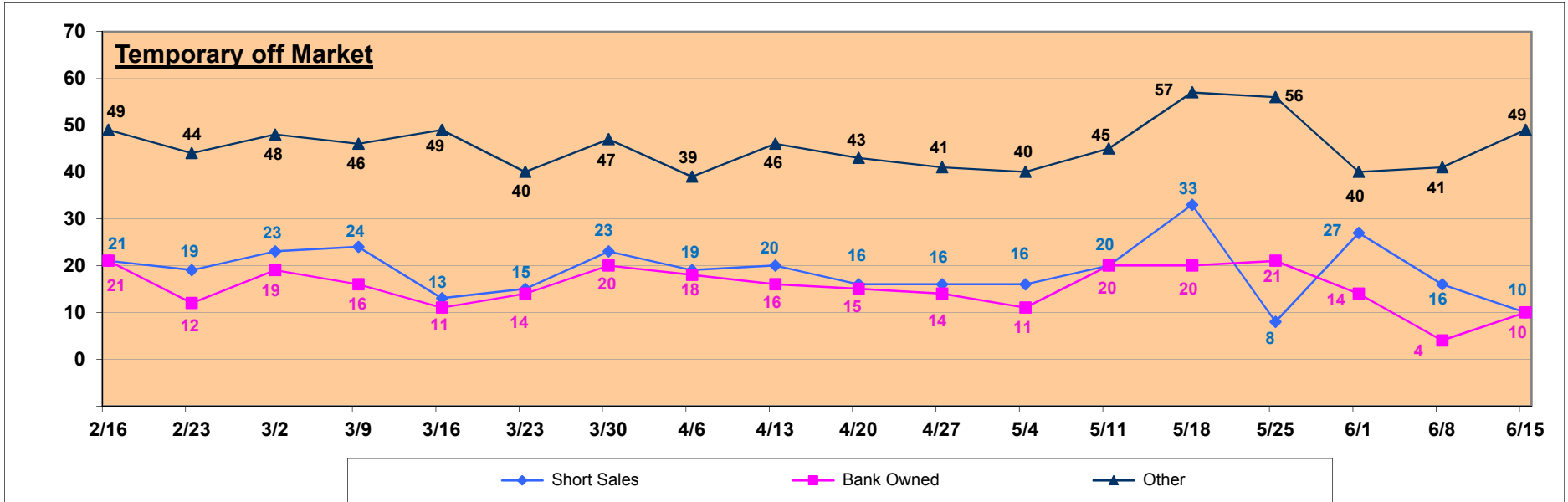
Single Family Homes



Single Family Homes



Single Family Homes



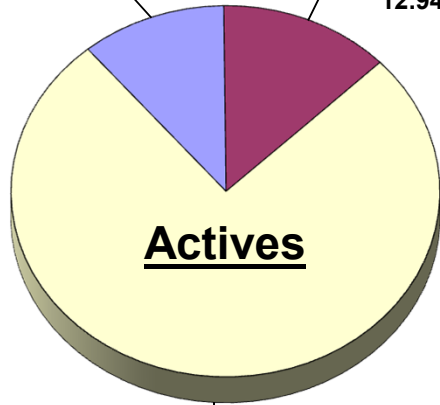
Single Family Homes

Week of
June 16, 2013:
16.73%

Short Sales,
10.94%

Week of
June 16, 2013:
9.25%

Bank Owned,
12.94%



Other, 76.12%

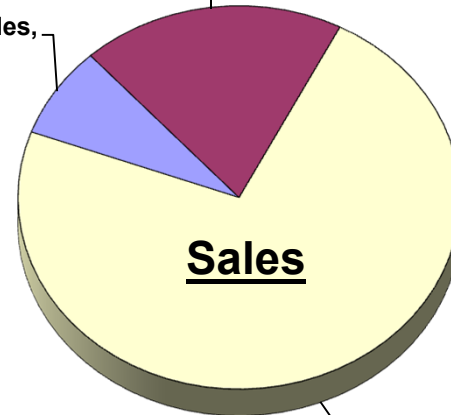
Week of
June 16, 2013:
74.02%

Week of
June 16, 2013:
13.18%

Bank Owned,
19.28%

Week of
June 16, 2013:
17.91%

Short Sales,
7.71%



Other,
73.01%

Week of
June 16, 2013:
68.91%

Where are the 100 Single Family Homes available for the Median Price of \$185,000?

<u>County / City</u>	<u>Zip Code</u>	<u>Available</u>	<u>Average List Price</u>	<u>Average Beds</u>	<u>Average Baths</u>	<u>Average SqFt</u>	<u>List \$ per SqFt</u>
Seminole County		19	\$184,931	3.3	2.0	1,850	\$99.98
Altamonte Springs (East)	32701	3	\$184,933	3.0	2.0	1,903	\$97.18
Casselberry	32707	1	\$184,900	3.0	2.0	1,870	\$98.88
Winter Springs / Tuskawilla	32708	4	\$184,900	3.0	2.0	1,786	\$103.53
Fern Park / Casselberry	32730	1	\$184,900	4.0	2.0	2,022	\$91.44
Lake Mary / Heathrow	32746	3	\$184,933	3.0	2.0	1,843	\$100.34
Longwood (East)	32750	1	\$185,000	3.0	2.0	2,146	\$86.21
Oviedo	32765	2	\$184,950	4.0	2.0	1,566	\$118.10
Sanford / Lake Forest	32771	1	\$185,000	3.0	2.0	1,880	\$98.40
Sanford (South)	32773	1	\$185,000	4.0	2.0	1,955	\$94.63
Longwood / Wekiva Springs	32779	1	\$184,900	4.0	2.0	1,701	\$108.70
Winter Park	32792	1	\$184,900	3.0	2.0	2,057	\$89.89
Orange County		30	\$184,917	3.5	2.0	1,692	\$109.27
Apopka / Hunt Club	32703	1	\$185,000	3.0	2.0	1,755	\$105.41
Apopka (North)	32712	1	\$185,000	5.0	3.0	2,581	\$71.68
Mount Dora	32757	1	\$185,000	4.0	2.0	1,856	\$99.68
Winter Park (West)	32789	1	\$185,000	2.0	2.0	1,212	\$152.64
Colonialtown	32803	4	\$184,925	3.0	1.0	1,050	\$176.12
College Park	32804	1	\$184,900	3.0	2.0	1,251	\$147.80
Delaney / Crystal Lake	32806	2	\$184,750	3.0	2.0	1,810	\$102.07
Conway	32812	3	\$184,967	4.0	2.0	1,861	\$99.39
Union Park	32817	2	\$185,000	4.0	2.0	1,563	\$118.36
Hiawassee	32818	2	\$184,700	4.0	3.0	1,995	\$92.58
Taft	32824	2	\$184,950	5.0	2.0	2,231	\$82.90
Rio Pinar / Union Park	32825	2	\$184,900	4.0	2.0	1,824	\$101.37
Research Park	32826	1	\$184,900	3.0	2.0	1,551	\$119.21
Waterford Lakes	32828	2	\$184,750	3.0	2.0	1,703	\$108.49
Union Park / Chickasaw	32829	1	\$185,000	3.0	2.0	1,587	\$116.57
Metro West / Orlo Vista	32835	1	\$185,000	3.0	2.0	1,404	\$131.77
Hunters Creek	32837	1	\$185,000	3.0	2.0	1,892	\$97.78
Ocoee	34761	1	\$185,000	3.0	2.0	1,765	\$104.82
Winter Garden / Oakland	34787	1	\$185,000	4.0	3.0	1,882	\$98.30

Where are the 100 Single Family Homes available for the Median Price of \$185,000? (cont'd)

	Zip Code	Available	Average List Price	Average Beds	Average Baths	Average SqFt	List \$ per SqFt
Osceola County		27	\$184,954	3.6	2.0	2,039	\$90.71
Kissimmee / Buena Ventura Lakes	34743	3	\$184,965	4.0	2.0	2,111	\$87.62
Kissimmee (East)	34744	3	\$185,000	4.0	2.0	2,246	\$82.37
Kissimmee (West) / Pleasant Hill	34746	8	\$185,025	3.0	2.0	1,850	\$100.01
Kissimmee / Poinciana	34758	7	\$184,843	4.0	2.0	2,293	\$80.61
St Cloud / Narcoossee	34771	2	\$184,950	3.0	2.0	1,630	\$113.47
St Cloud / Canoe Creek	34772	3	\$184,967	4.0	2.0	2,016	\$91.75
St Cloud / Harmony	34773	1	\$184,950	3.0	2.0	1,824	\$101.40
Lake County		24	\$184,956	3.5	2.2	2,086	\$88.66
Eustis (West)	32726	2	\$184,950	5.0	3.0	2,788	\$66.34
Eustis (East)	32736	1	\$185,000	3.0	2.0	2,515	\$73.56
Sorrento / Mt Plymouth	32776	2	\$184,750	4.0	2.0	2,108	\$87.64
Tavares / Mt Plymouth	32778	1	\$184,900	3.0	2.0	2,156	\$85.76
Umatilla / Dona Vista	32784	1	\$185,000	4.0	3.0	3,038	\$60.90
Clermont (Central)	34711	4	\$184,975	3.0	2.0	1,603	\$115.39
Clermont (South)	34714	2	\$184,925	4.0	2.0	1,716	\$107.77
Minneola	34715	2	\$185,200	4.0	2.0	2,320	\$79.83
Fruitland Park	34731	1	\$184,900	3.0	2.0	1,493	\$123.84
Groveland	34736	2	\$185,000	3.0	3.0	1,971	\$93.86
Leesburg (West)	34748	5	\$184,940	3.0	2.0	1,945	\$95.08
Mascotte	34753	1	\$184,900	4.0	2.0	2,924	\$63.24

Condos, Townhomes, Villas

	Total	Under \$250k	\$250K to \$300K	\$300K to \$400K	\$400K to \$500K	\$500K to \$1M	Over \$1M
Sales	109	98	6	4	1	0	0
Bank Owned	25	25	0	0	0	0	0
Short Sales	6	6	0	0	0	0	0
Other	78	67	6	4	1	0	0
Active Listings	3,046	2,615	186	144	53	35	13
Bank Owned	446	430	9	6	1	0	0
Short Sales	299	291	5	3	0	0	0
Other	2,301	1,894	172	135	52	35	13
Months of Inventory	6	6	7	8	12	0	0

List Price

Average Original List Price	\$142,779	\$121,842	\$286,769	\$359,175	\$465,000	\$0	\$0
Average Final List Price	\$139,881	\$119,131	\$280,086	\$356,675	\$465,000	\$0	\$0

Sale Price

Average Price	\$135,187	\$115,063	\$268,053	\$351,725	\$444,000	\$0	\$0
Median Price	\$115,000	\$108,432	\$262,500	\$344,950	\$444,000	\$0	\$0

Price Differences

<i>Original</i> to <i>Final</i> List Price	-\$2,898	-\$2,711	-\$6,683	-\$2,500	\$0	\$0	\$0
<i>Original</i> List to <i>Sale</i> Price - \$	-\$7,592	-\$6,779	-\$18,716	-\$7,450	-\$21,000	\$0	\$0
<i>Final</i> List to <i>Sale</i> Price - \$	-\$4,694	-\$4,068	-\$12,033	-\$4,950	-\$21,000	\$0	\$0
<i>Original</i> List to <i>Sale</i> Price - %	94.68%	94.44%	93.47%	97.93%	95.48%	0.00%	0.00%
<i>Final</i> List to <i>Sale</i> Price - %	96.64%	96.59%	95.70%	98.61%	95.48%	0.00%	0.00%

Days on the Market

Avg Days Listing to Contract	59	59	82	40	51	0	0
Combined Avg Days to Contract	115	115	145	91	79	0	0
Avg Days Listing to Closing	105	105	122	90	79	0	0
Avg Days Contract to Close	45	45	38	49	27	0	0

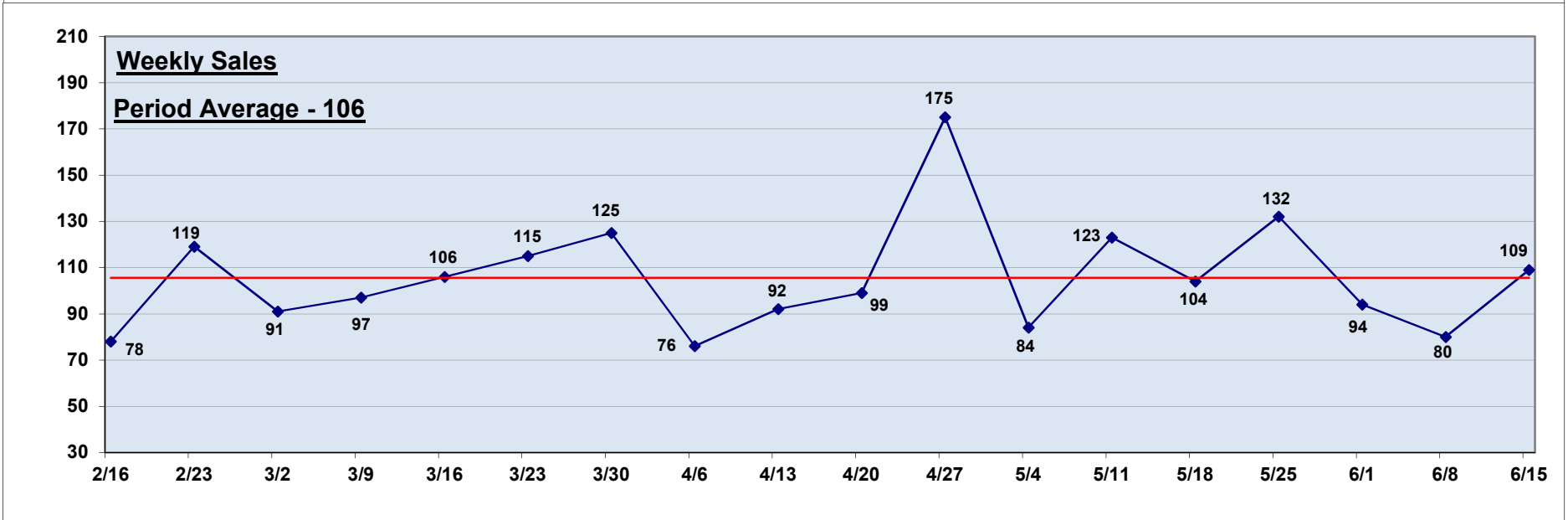
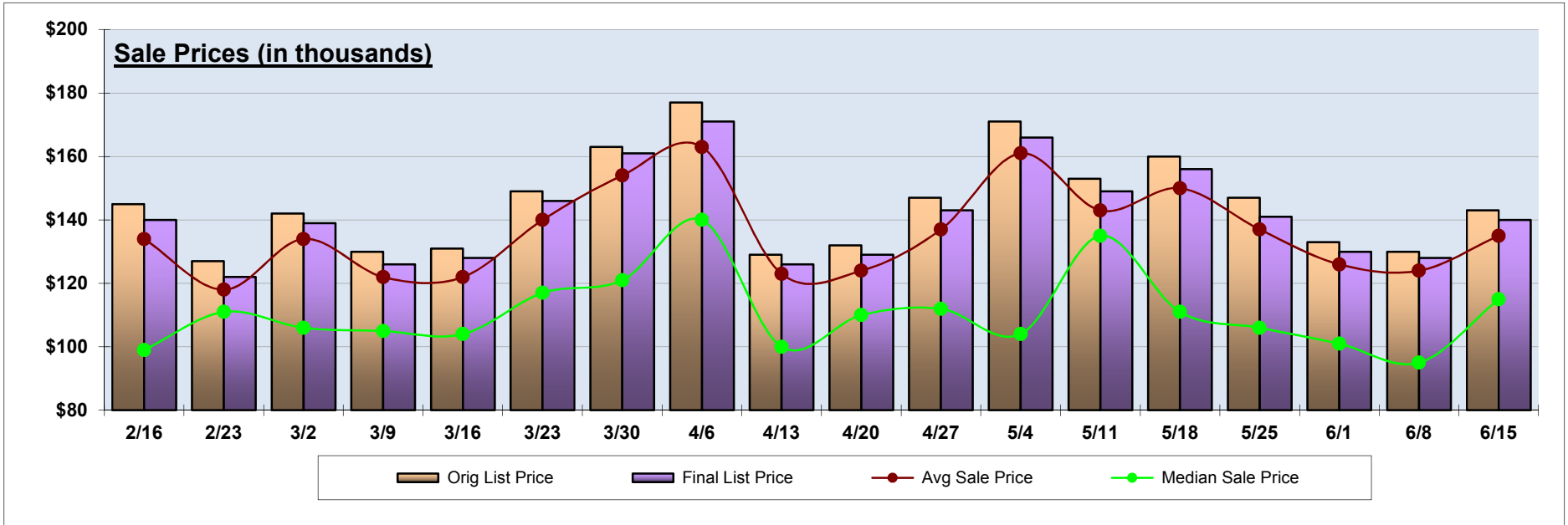
Beds / Baths

Average Bedrooms	2	2	3	3	3	0	0
Average Full Baths	2	2	2	2	2	0	0
Average Half Baths	0	0	1	1	0	0	0

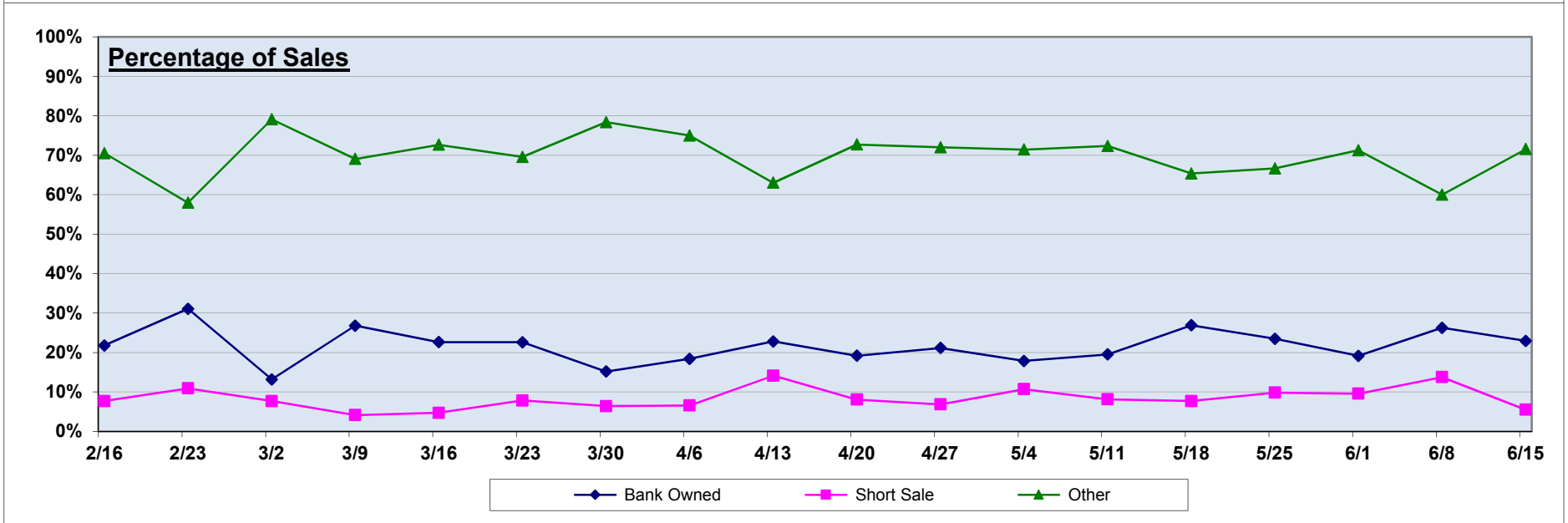
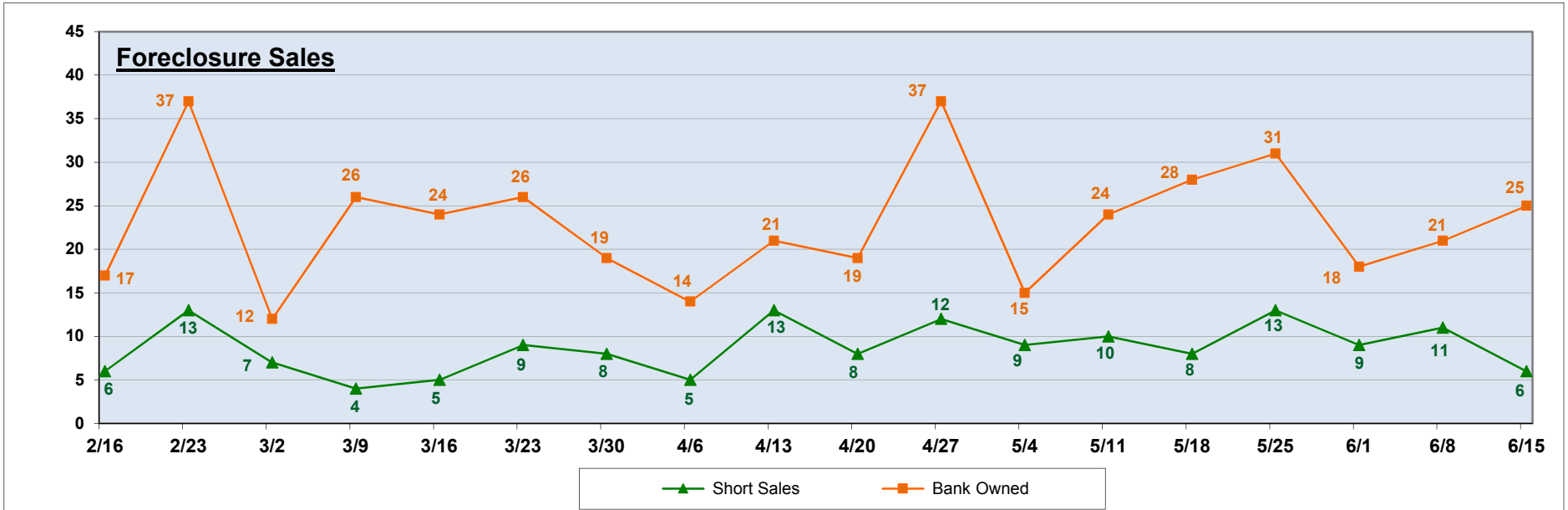
Square Footage

Average Square Feet	1,345	1,304	1,547	1,893	1,943	0	0
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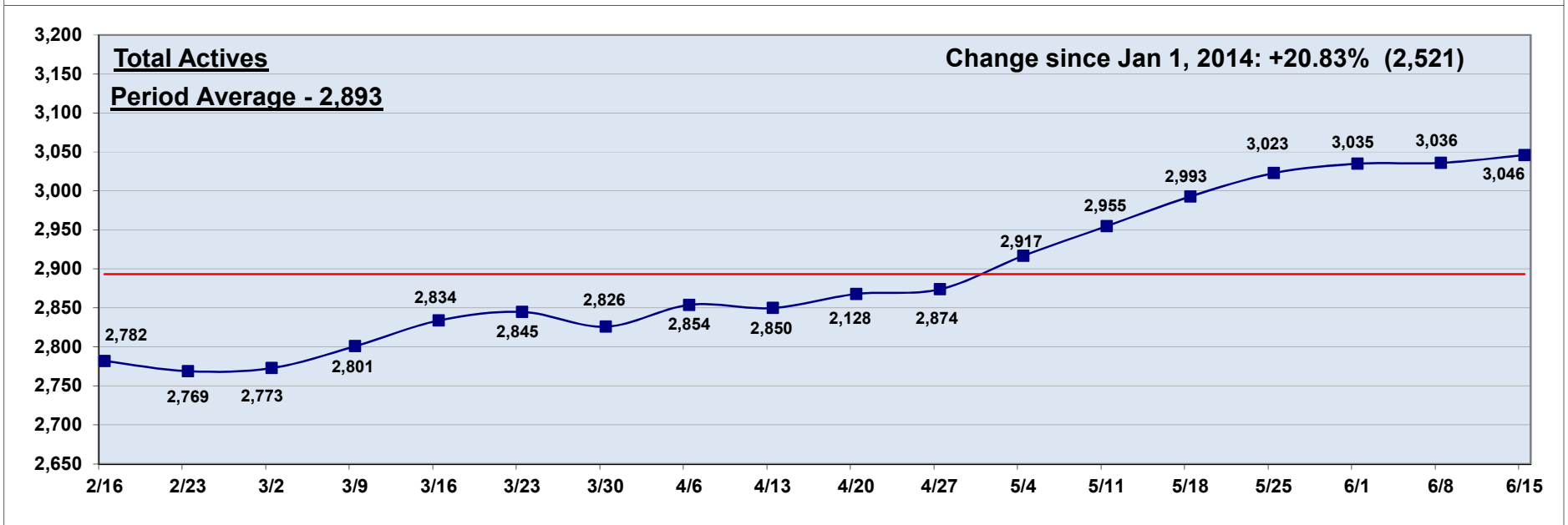
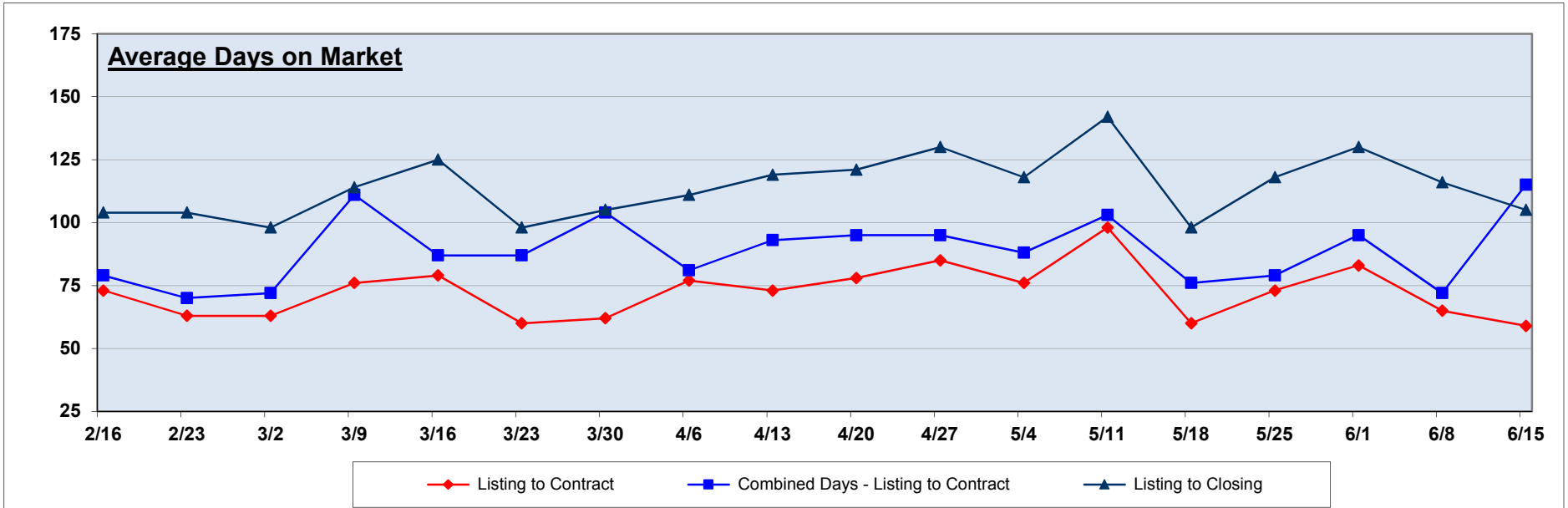
Condos, Townhomes, Villas



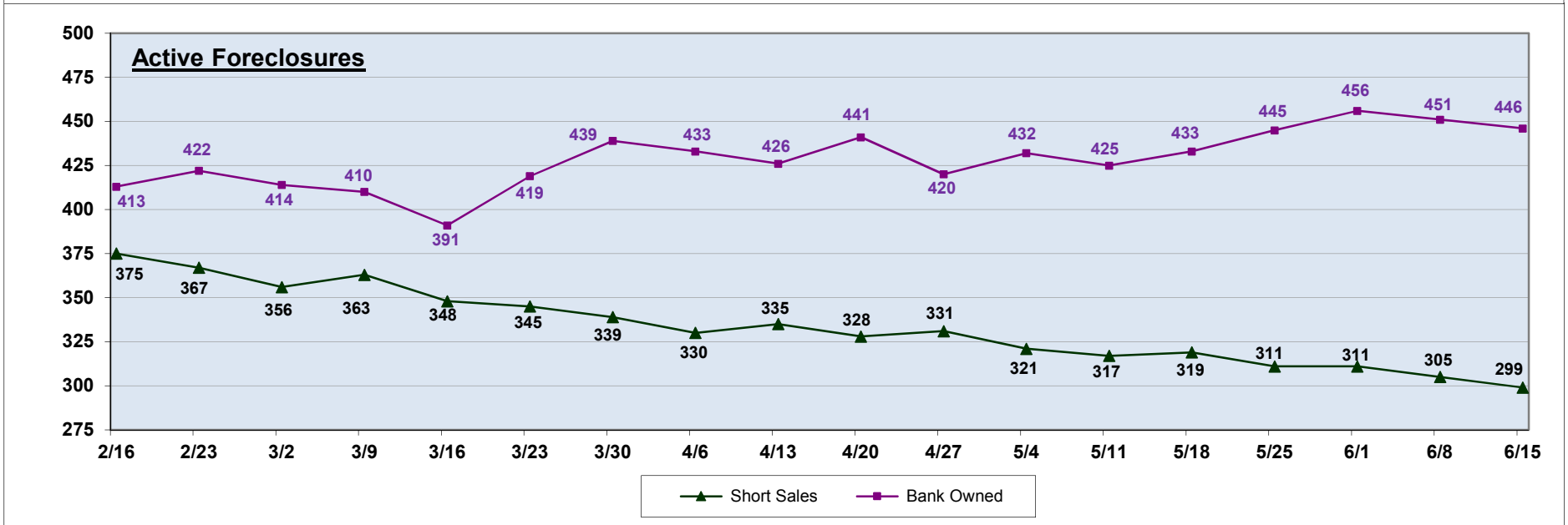
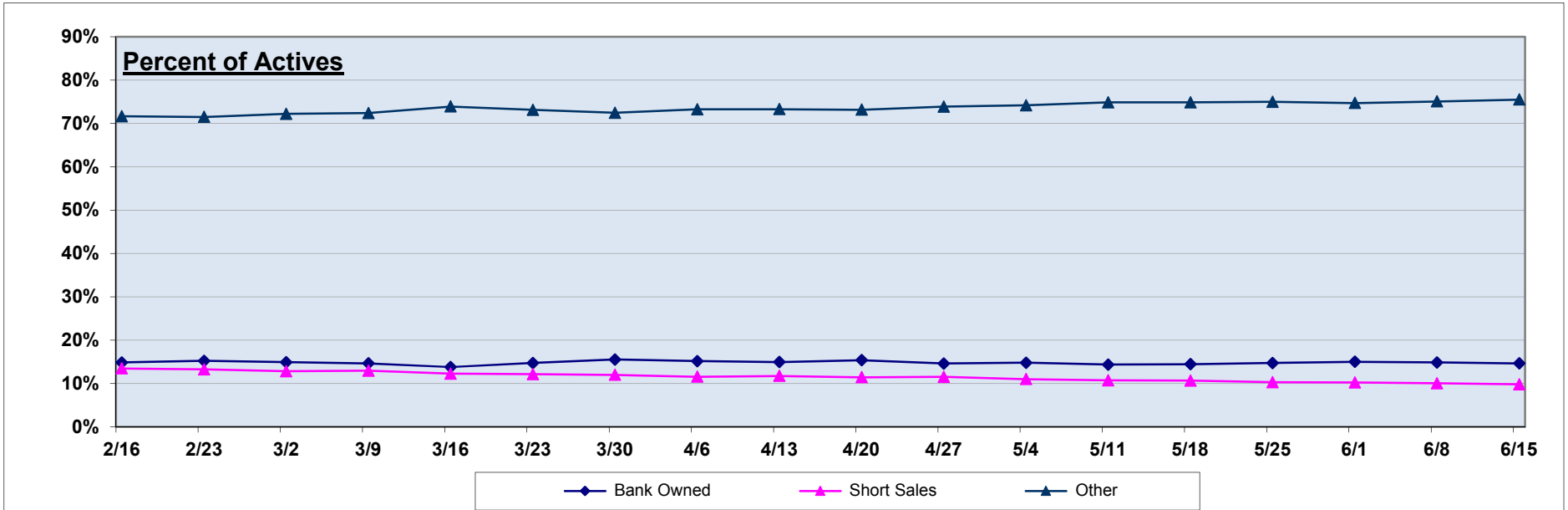
Condos, Townhomes, Villas



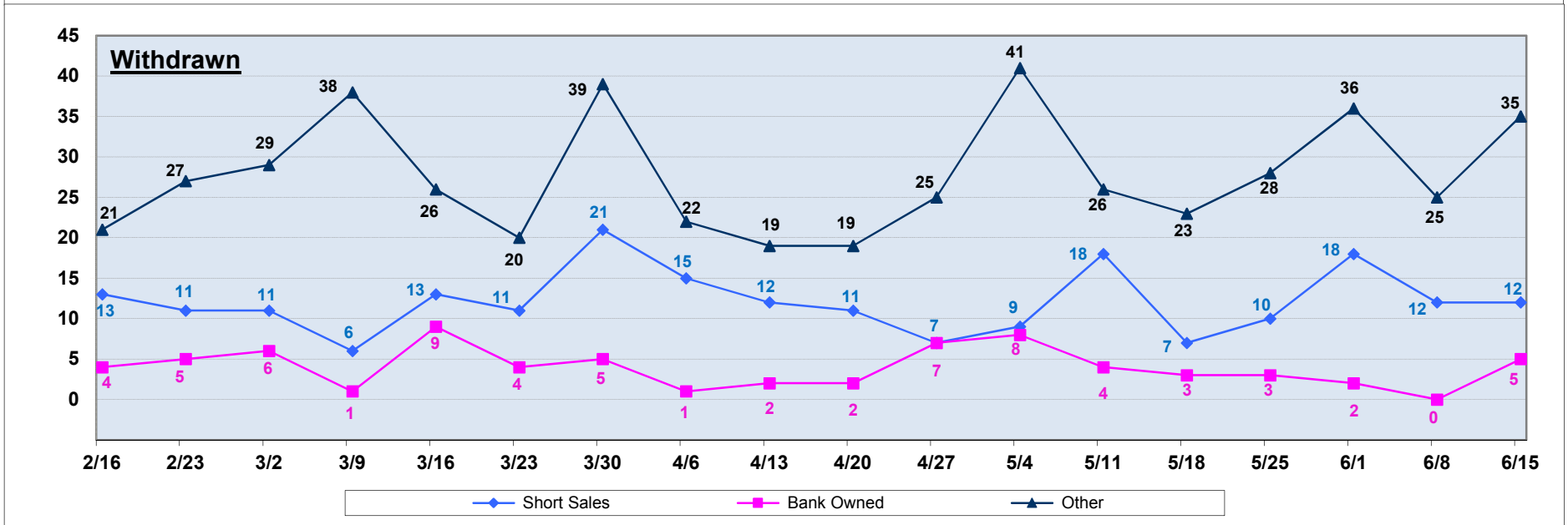
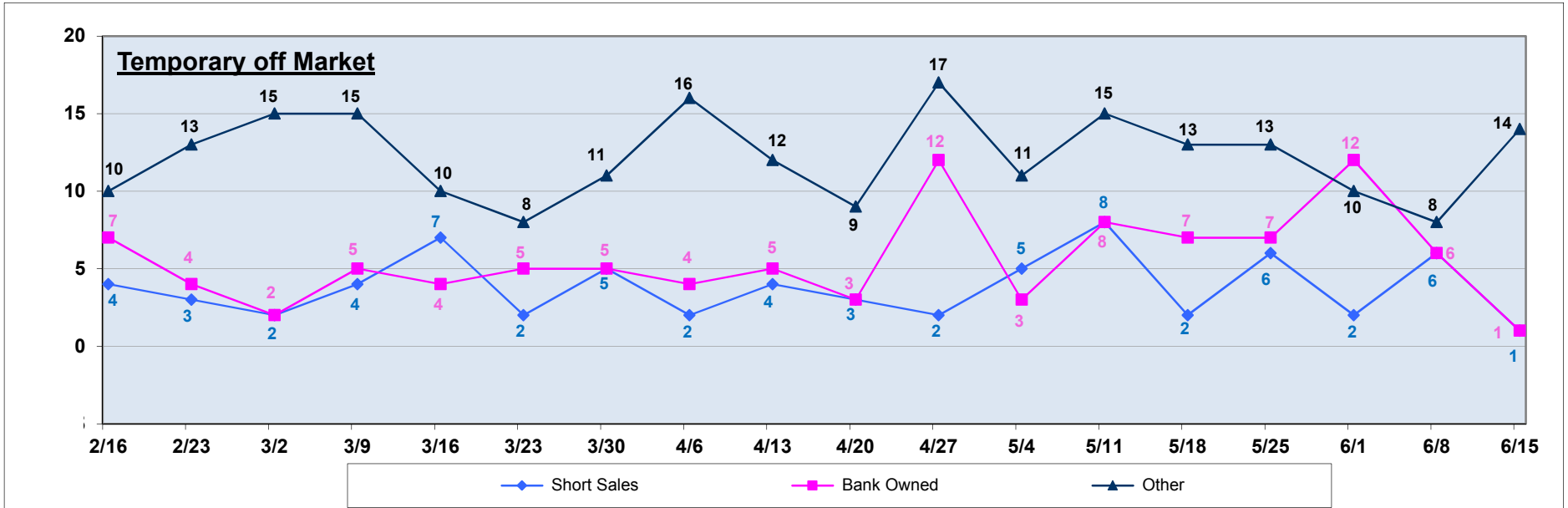
Condos, Townhomes, Villas



Condos, Townhomes, Villas



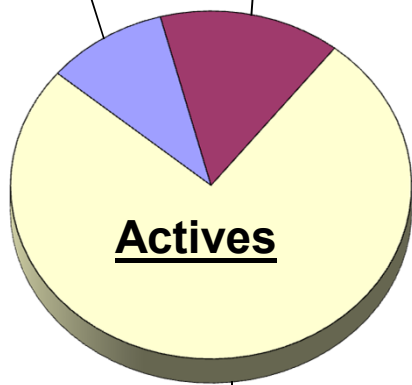
Condos, Townhomes, Villas



Condos, Townhomes, Villas

Week of
 June 16, 2013:
 18.14%

Short Sales,
 24.02%



Actives

Other, 75.54%

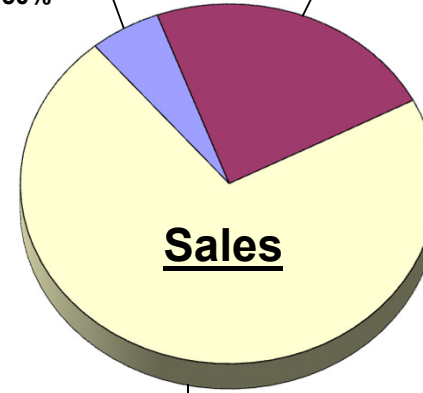
Week of
 June 16, 2013:
 67.45%

Week of
 June 16, 2013:
 14.41%

Bank Owned,
 11.13%

Week of
 June 16, 2013:
 14.29%

Short Sales,
 5.50%



Sales

Other, 71.56%

Week of
 June 16, 2013:
 65.71%

Week of
 June 16, 2013:
 20.00%

Bank Owned,
 22.94%

Where are the 40 Condos, Townhomes, or Villas available for the Median Price of \$115,000?

<u>County / City</u>	<u>Zip Code</u>	<u>Available</u>	<u>Average List Price</u>	<u>Average Beds</u>	<u>Average Baths</u>	<u>Average SqFt</u>	<u>List \$ per SqFt</u>
Seminole County		8	\$115,012	2.3	2.0	1,374	\$83.73
Altamonte Springs / Forest City	32714	2	\$114,950	2.0	2.0	1,335	\$86.10
Fern Park/Casselberry	32730	1	\$115,000	3.0	2.0	1,872	\$61.43
Longwood (East)	32750	1	\$114,900	3.0	2.0	1,262	\$91.05
Sanford (South)	32773	1	\$115,500	2.0	2.0	1,594	\$72.46
Longwood / Wekiva Springs	32779	3	\$114,933	2.0	2.0	1,197	\$96.02
Orange County		18	\$114,939	2.4	1.8	1,085	\$105.96
Maitland / Eatonville	32751	1	\$114,500	2.0	2.0	1,048	\$109.26
Winter Park (West)	32789	1	\$115,000	1.0	1.0	730	\$157.53
Delaney / Crystal Lake	32806	2	\$115,000	2.0	1.0	730	\$157.53
Lockhart	32810	1	\$114,900	4.0	2.0	1,313	\$87.51
Orlo Vista	32811	2	\$114,950	2.0	2.0	1,058	\$108.65
Sand Lake / Bay Hill	32819	2	\$114,900	3.0	2.0	1,131	\$101.59
Ventura	32822	1	\$115,000	3.0	2.0	1,253	\$91.78
Taft	32824	1	\$115,000	3.0	2.0	1,518	\$75.76
Metro West / Orlo Vista	32835	1	\$115,000	2.0	2.0	943	\$121.95
Hunters Creek	32837	4	\$114,950	2.0	2.0	1,090	\$105.46
Ocoee	34761	1	\$115,000	3.0	2.0	1,234	\$93.19
Winter Garden / Oakland	34787	1	\$115,000	3.0	2.0	1,288	\$89.29
Osceola County		12	\$114,958	2.7	2.3	1,368	\$84.05
Kissimmee (Central)	34741	1	\$115,000	3.0	2.0	1,296	\$88.73
Kissimmee / Buena Ventura Lakes	34743	1	\$114,999	3.0	2.0	1,382	\$83.21
Kissimmee (East)	34744	1	\$114,900	3.0	2.0	1,512	\$75.99
Kissimmee (West) / Pleasant Hill	34746	2	\$114,850	3.0	3.0	1,275	\$90.08
Kissimmee / Celebration	34747	4	\$115,000	2.0	2.0	1,317	\$87.32
Kissimmee / Poinciana	34758	1	\$115,000	3.0	3.0	1,504	\$76.46
St Cloud	34769	1	\$115,000	2.0	2.0	1,268	\$90.69
St Cloud / Canoe Creek	34772	1	\$114,900	4.0	2.0	1,633	\$70.36
Lake County		2	\$114,950	2.0	2.0	1,201	\$95.75
Clermont (Central)	34711	1	\$115,000	2.0	2.0	1,124	\$102.31
Yalaha	34797	1	\$114,900	2.0	2.0	1,277	\$89.98