



Monday Morning Quarterback Summary

Week of Jan 10, 2016

Single-family existing homes

- Sales of single-family homes increased to 323 during the week of Jan 10, from 259 the week prior
- The median price of single family homes decreased to \$195,000, a change of -7.1%
- The number of single-family home foreclosure transactions increased to 55 last week, from 40 the week of Jan 3
- The number of single-family home short-sale transactions remained constant at 12
- Single-family inventory increased by 96, and now sits at 9,946

Condos, townhomes, and villas

- Sales of condos, townhomes, and villas decreased to 69 during the week of Jan 10 from 71 the week prior
- The median price of condos, townhomes, and villas decreased to \$110,000, a change of -0.9%
- The number of condo, townhome, and villa foreclosure transactions decreased to 11 last week, from 12 the week of Jan 3
- The number of condo, townhome and villa short-sale transactions remained constant at 4
- Condo inventory increased by 33, and now sits at 2,945

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

Monday Morning Quarterback
01/10/2016 - 01/16/2016
Lake, Orange, Osceola & Seminole Counties

Single Family Homes

	Total	Under \$250k	\$250K to \$300K	\$300K to \$400K	\$400K to \$500K	\$500K to \$1M	Over \$1M
Sales	323	217	28	34	22	21	1
Bank Owned	55	46	3	3	2	1	0
Short Sales	12	9	0	2	1	0	0
Other	256	162	25	29	19	20	1
Active Listings	9,946	4,407	1,289	1,662	826	1,225	537
Bank Owned	762	549	85	68	21	32	7
Short Sales	596	455	55	43	14	22	7
Other	8,588	3,403	1,149	1,551	791	1,171	523
Months of Inventory	7	5	11	11	9	13	124

List Price

Average Original List Price	\$256,380	\$164,162	\$283,405	\$364,703	\$475,617	\$716,123	\$1,350,000
Average Final List Price	\$247,378	\$159,733	\$273,008	\$354,811	\$456,349	\$676,355	\$1,290,000

Sale Price

Average Price	\$238,234	\$154,171	\$265,637	\$342,753	\$439,745	\$644,218	\$1,200,000
Median Price	\$195,000	\$160,000	\$261,718	\$341,000	\$434,950	\$610,000	\$1,200,000

Price Differences

Original to Final List Price	-\$9,002	-\$4,429	-\$10,397	-\$9,892	-\$19,268	-\$39,768	-\$60,000
Original List to Sale Price - \$	-\$18,146	-\$9,991	-\$17,768	-\$21,950	-\$35,872	-\$71,905	-\$150,000
Final List to Sale Price - \$	-\$9,144	-\$5,562	-\$7,371	-\$12,058	-\$16,604	-\$32,137	-\$90,000
Original List to Sale Price - %	92.92%	93.91%	93.73%	93.98%	92.46%	89.96%	88.89%
Final List to Sale Price - %	96.30%	96.52%	97.30%	96.60%	96.36%	95.25%	93.02%

Days on the Market

Avg Days Listing to Contract	80	79	78	68	74	114	84
Combined Avg Days to Contract	82	71	84	110	74	150	84
Avg Days Listing to Closing	127	126	122	117	123	159	189
Avg Days Contract to Close	46	46	44	48	48	45	103

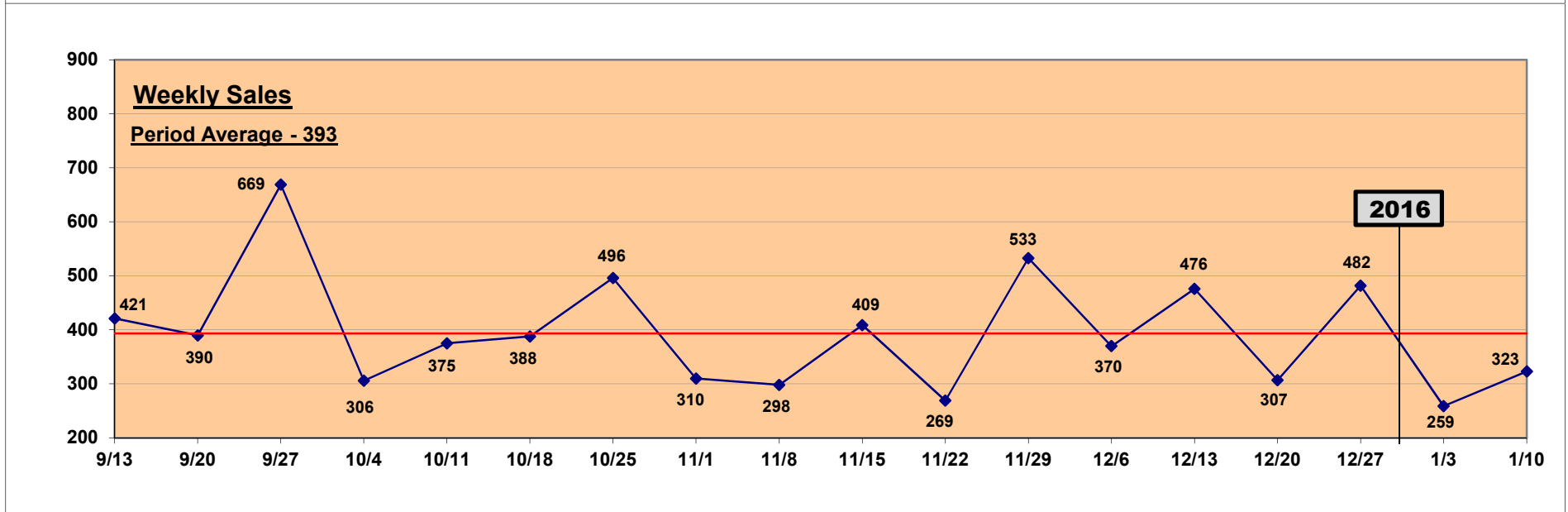
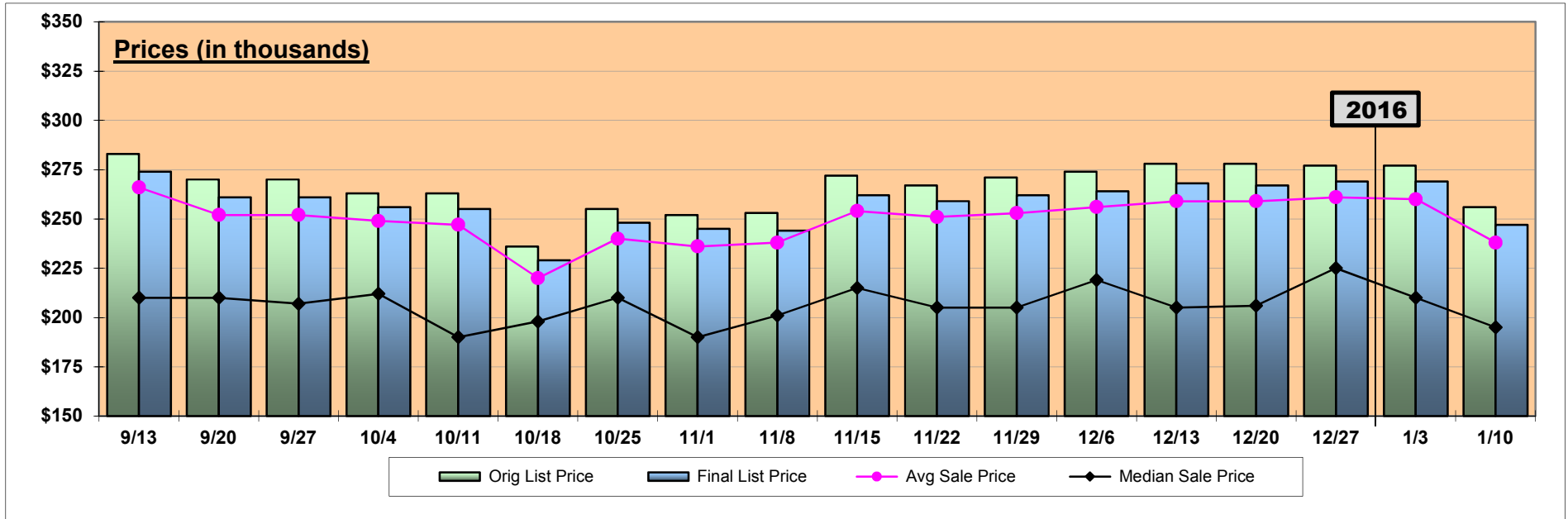
Beds / Baths

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

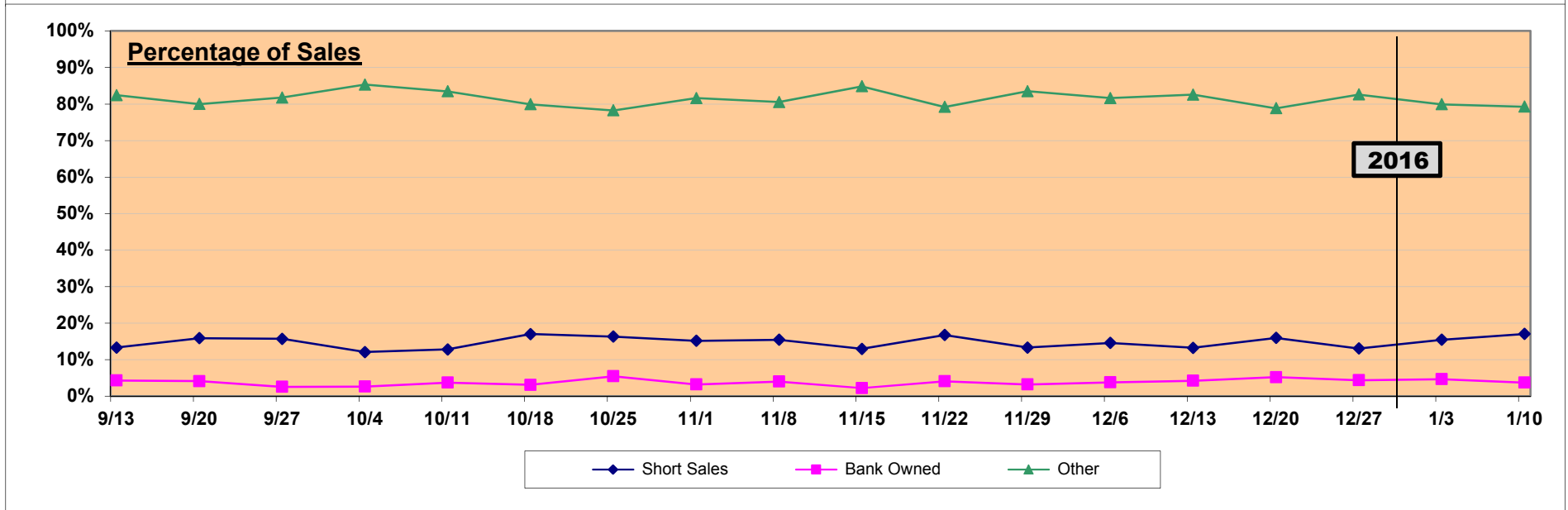
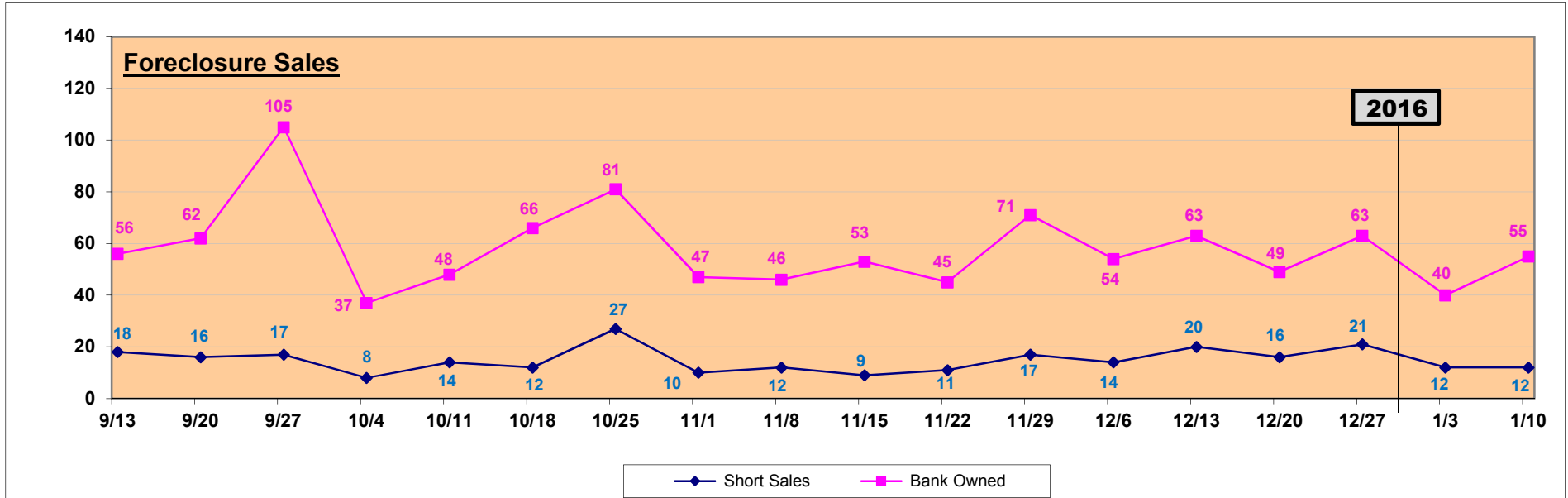
Square Footage

Average Square Feet	2,042	1,637	2,248	2,571	2,879	4,026	5,913
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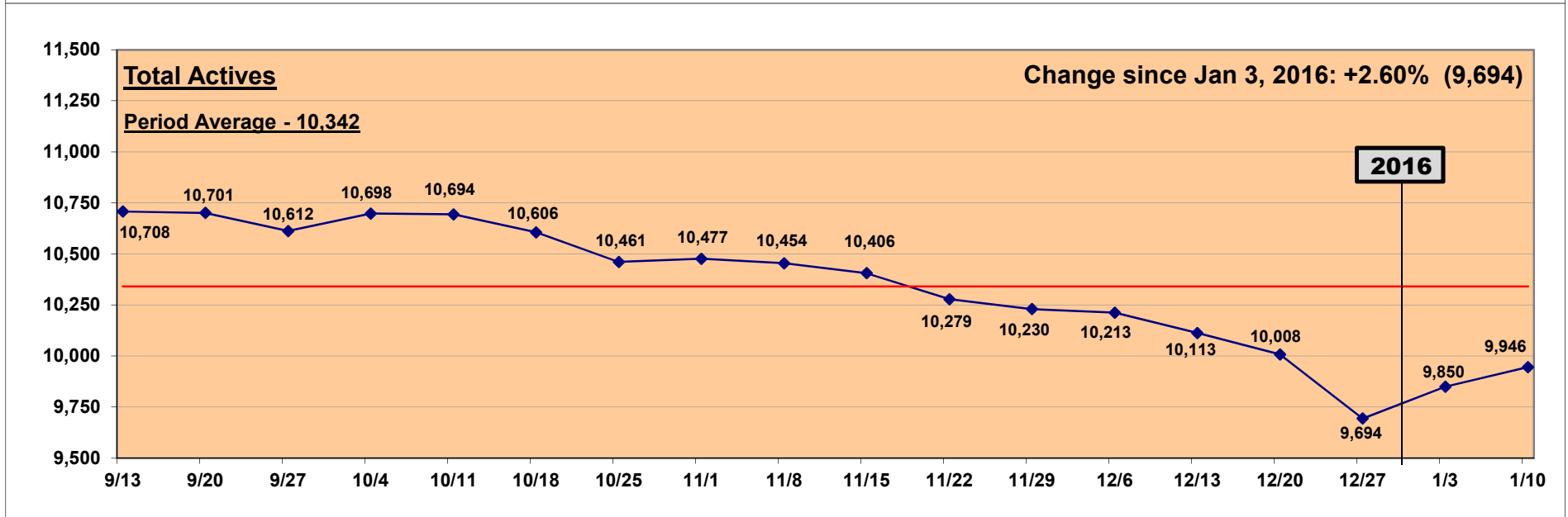
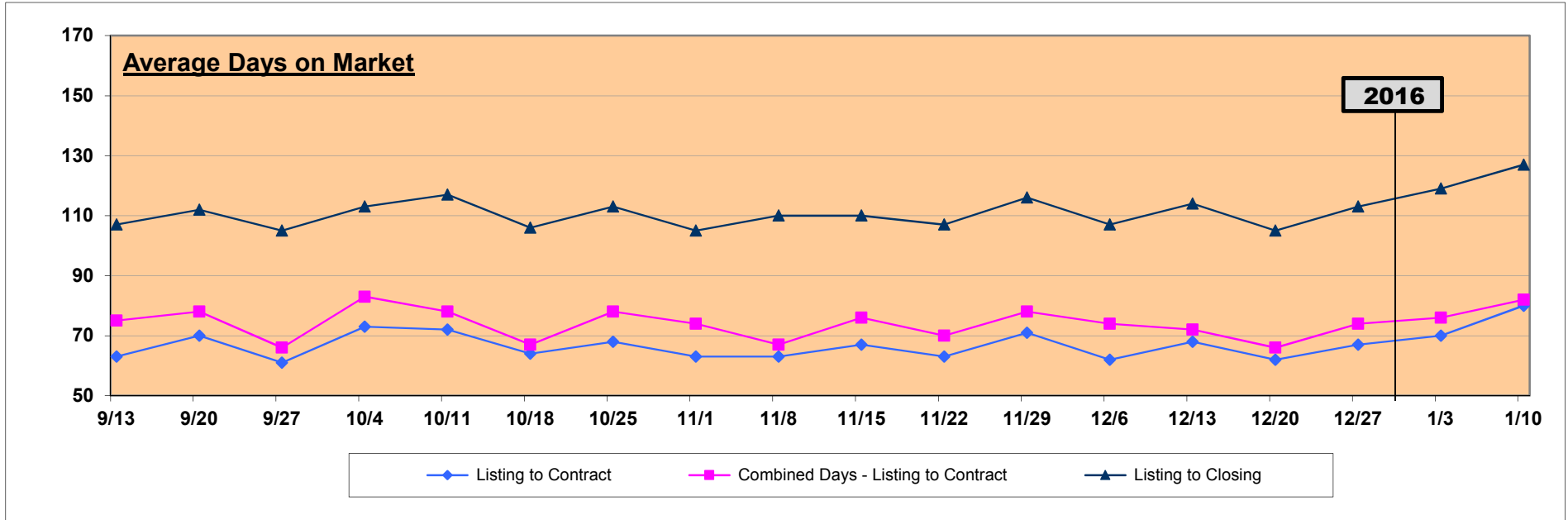
Single Family Homes



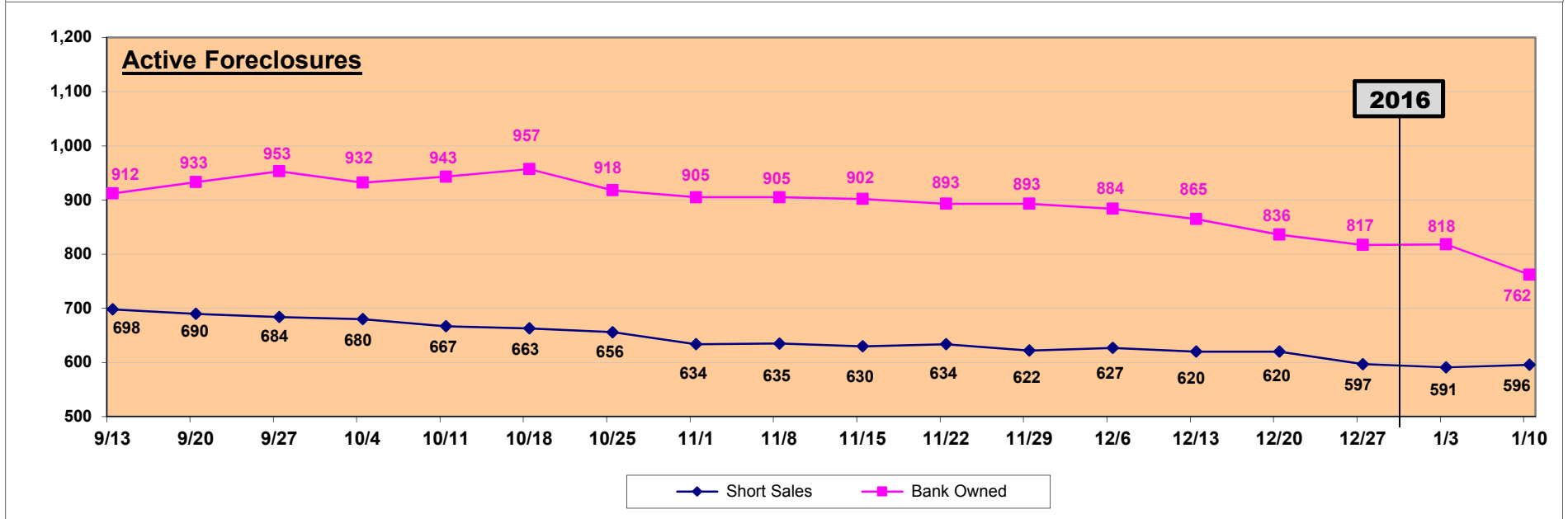
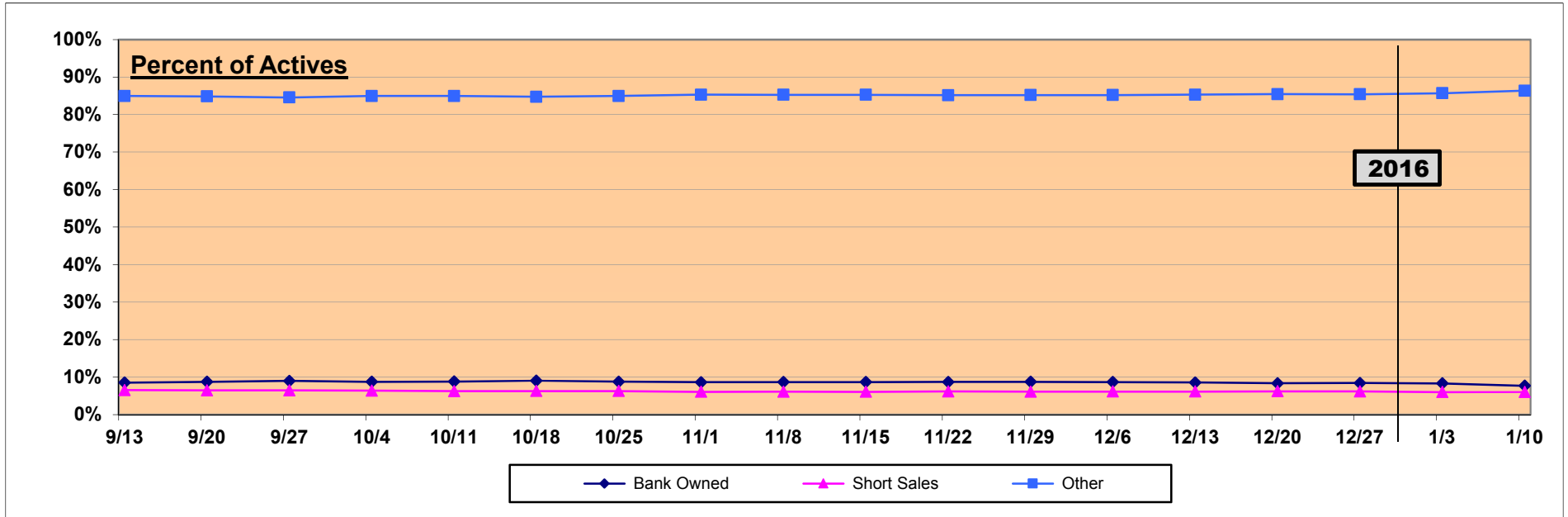
Single Family Homes



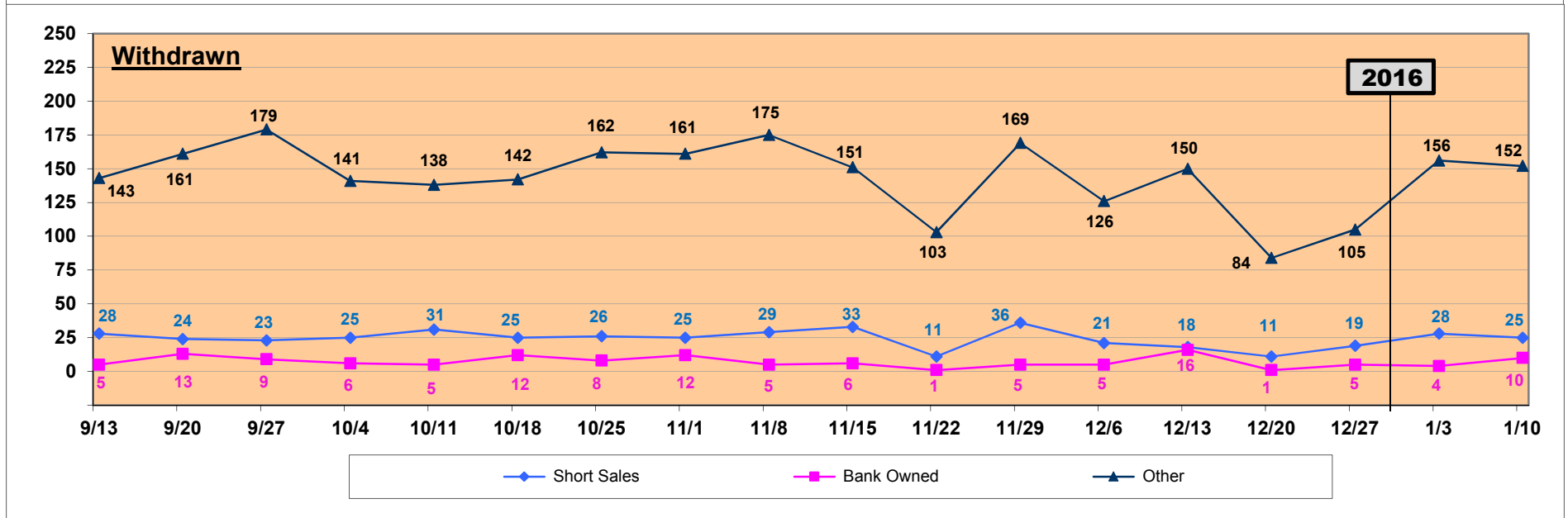
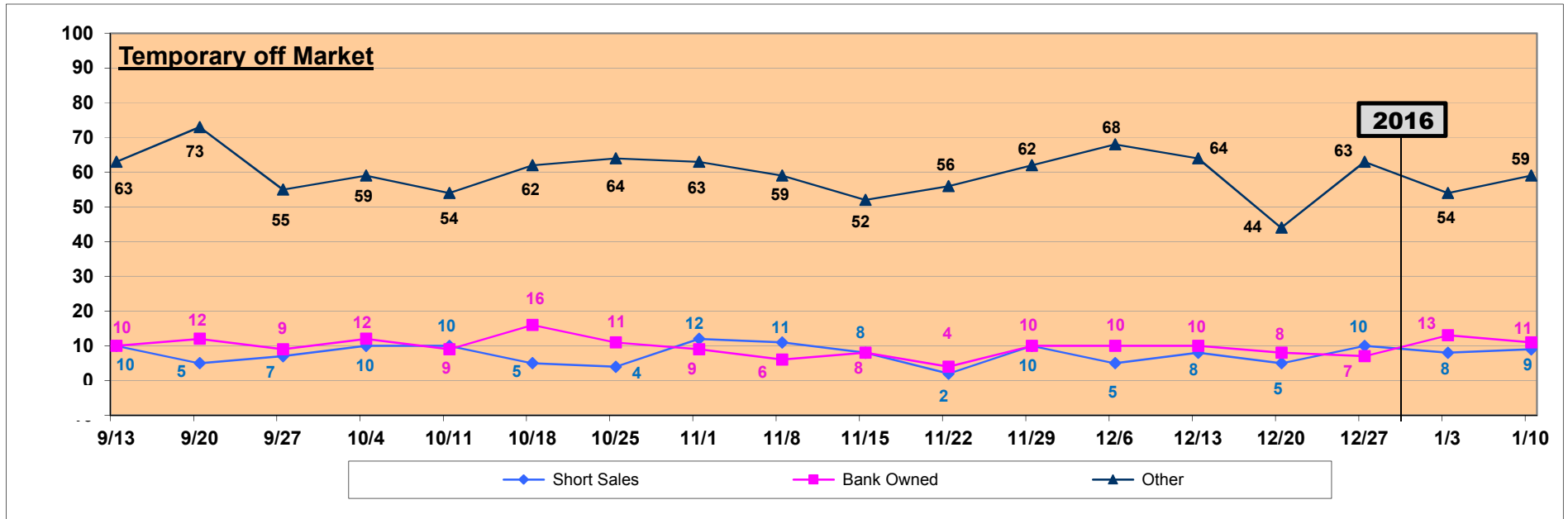
Single Family Homes



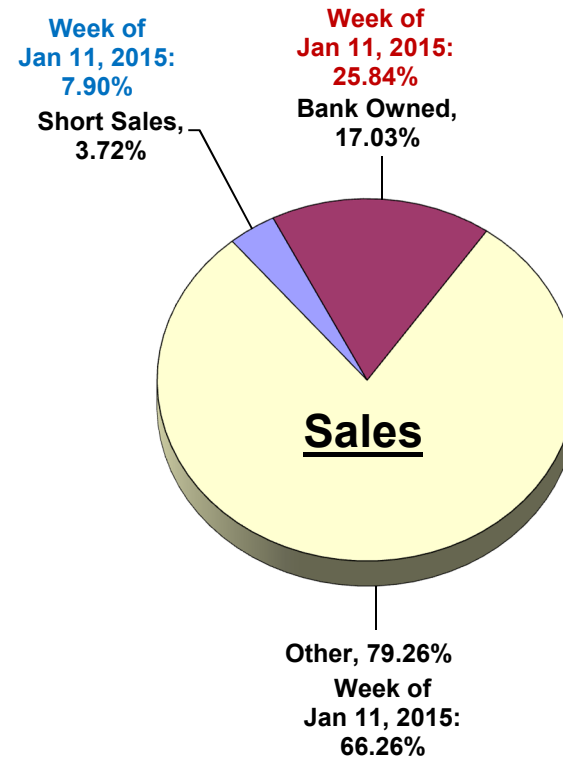
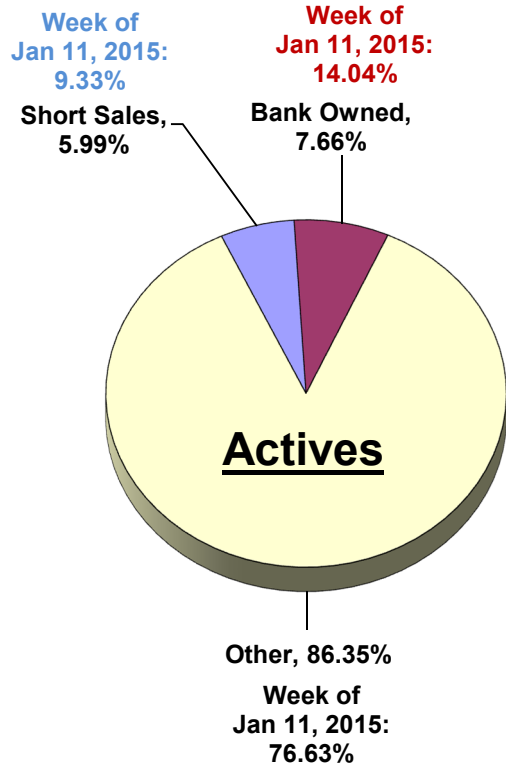
Single Family Homes



Single Family Homes



Single Family Homes



Where are the 68 Single Family Homes available for the Median Price of \$195,000?

<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		10	\$194,960	3.3	2.0	1,781	\$109.44
Altamonte Springs (East)	32701	1	\$195,000	3.0	2.0	1,589	\$122.72
Casselberry	32707	2	\$195,000	3.0	2.0	1,884	\$103.50
Winter Springs / Tuskawilla	32708	1	\$195,000	3.0	2.0	2,036	\$95.78
Longwood (East)	32750	1	\$195,000	4.0	2.0	1,668	\$116.91
Oviedo	32765	1	\$194,900	3.0	2.0	1,646	\$118.41
Sanford / Lake Forest	32771	1	\$194,900	3.0	2.0	1,684	\$115.74
Sanford (South)	32773	1	\$194,900	3.0	2.0	1,751	\$111.31
Winter Park	32792	2	\$194,950	4.0	2.0	1,836	\$106.18
Orange County		26	\$194,946	3.3	2.1	1,873	\$104.08
Apopka (North)	32712	8	\$194,838	3.0	2.0	1,857	\$104.92
Maitland / Eatonville	32751	1	\$195,000	2.0	2.0	1,624	\$120.07
Winter Park (West)	32789	2	\$195,000	3.0	2.0	1,039	\$187.68
Delaney / Crystal Lake	32806	3	\$195,000	5.0	3.0	2,469	\$78.98
Lockhart	32810	2	\$194,750	3.0	2.0	1,515	\$128.55
Hiawassee	32818	4	\$195,000	3.0	2.0	1,848	\$105.52
Taft	32824	1	\$195,000	3.0	2.0	1,943	\$100.36
Waterford Lakes	32828	1	\$194,900	3.0	2.0	1,555	\$125.34
Union Park / Chickasaw	32829	3	\$195,166	4.0	2.0	2,207	\$88.43
Ocoee	34761	1	\$195,000	4.0	2.0	2,192	\$88.96
Osceola County		18	\$194,950	3.9	2.1	1,989	\$98.03
Kissimmee (Central)	34741	1	\$194,900	5.0	2.0	2,295	\$84.92
Kissimmee / Buena Ventura Lakes	34743	1	\$194,900	5.0	2.0	1,781	\$109.43
Kissimmee (East)	34744	1	\$195,000	4.0	2.0	1,692	\$115.25
Kissimmee (West) / Pleasant Hill	34746	4	\$195,000	4.0	2.0	2,165	\$90.07
Kissimmee / Celebration	34747	2	\$194,825	3.0	2.0	2,152	\$90.53
Kissimmee / Poinciana	34758	2	\$194,950	4.0	3.0	1,976	\$98.66
Kissimmee	34759	1	\$195,000	4.0	2.0	2,142	\$91.04
St Cloud / Narcoossee	34771	1	\$195,000	4.0	2.0	1,788	\$109.06
St Cloud / Canoe Creek	34772	3	\$194,967	4.0	2.0	1,970	\$98.97
St Cloud / Harmony	34773	2	\$194,925	3.0	2.0	1,637	\$119.07

Where are the 68 Single Family Homes available for the Median Price of \$195,000? (cont'd)

<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>
Lake County		14	\$194,957	3.4	2.1	1,719	\$113.44
Eustis (East)	32736	1	\$195,000	3.0	2.0	1,509	\$129.22
Mount Dora	32757	1	\$195,000	3.0	2.0	1,224	\$159.31
Tavares / Mt Plymouth	32778	1	\$194,900	3.0	2.0	1,629	\$119.64
Clermont (Central)	34711	1	\$194,900	3.0	2.0	1,701	\$114.58
Clermont (South)	34714	2	\$194,950	4.0	3.0	1,681	\$115.97
Minneola	34715	1	\$195,000	3.0	2.0	2,063	\$94.52
Fruitland Park	34731	2	\$194,950	4.0	2.0	1,870	\$104.25
Groveland	34736	2	\$195,000	4.0	2.0	1,936	\$100.72
Leesburg (West)	34748	2	\$194,900	3.0	2.0	1,943	\$100.31
Montverde	34756	1	\$195,000	3.0	2.0	1,075	\$181.40

Monday Morning Quarterback
01/10/2016 - 01/16/2016
Lake, Orange, Osceola & Seminole Counties

Condos, Townhomes, Villas

	Total	Under \$250k	\$250K to \$300K	\$300K to \$400K	\$400K to \$500K	\$500K to \$1M	Over \$1M
Sales	69	63	3	2	1	0	0
Bank Owned	11	11	0	0	0	0	0
Short Sales	4	4	0	0	0	0	0
Other	54	48	3	2	1	0	0
Active Listings	2,945	2,365	246	211	50	50	23
Bank Owned	175	162	6	6	1	0	0
Short Sales	101	95	3	2	0	1	0
Other	2,669	2,108	237	203	49	49	23
Months of Inventory	10	9	19	24	12	0	0

List Price

Average Original List Price	\$141,279	\$121,959	\$309,300	\$354,500	\$427,900	\$0	\$0
Average Final List Price	\$136,992	\$118,773	\$295,633	\$336,950	\$409,000	\$0	\$0

Sale Price

Average Price	\$131,645	\$114,309	\$276,667	\$326,000	\$400,000	\$0	\$0
Median Price	\$110,000	\$107,000	\$285,000	\$326,000	\$400,000	\$0	\$0

Price Differences

Original to Final List Price	-\$4,287	-\$3,186	-\$13,667	-\$17,550	-\$18,900	\$0	\$0
Original List to Sale Price - \$	-\$9,634	-\$7,650	-\$32,633	-\$28,500	-\$27,900	\$0	\$0
Final List to Sale Price - \$	-\$5,347	-\$4,464	-\$18,966	-\$10,950	-\$9,000	\$0	\$0
Original List to Sale Price - %	93.18%	93.73%	89.45%	91.96%	93.48%	0.00%	0.00%
Final List to Sale Price - %	96.10%	96.24%	93.58%	96.75%	97.80%	0.00%	0.00%

Days on the Market

Avg Days Listing to Contract	80	72	173	96	269	0	0
Combined Avg Days to Contract	97	90	187	93	263	0	0
Avg Days Listing to Closing	122	114	218	126	311	0	0
Avg Days Contract to Close	40	41	44	29	41	0	0

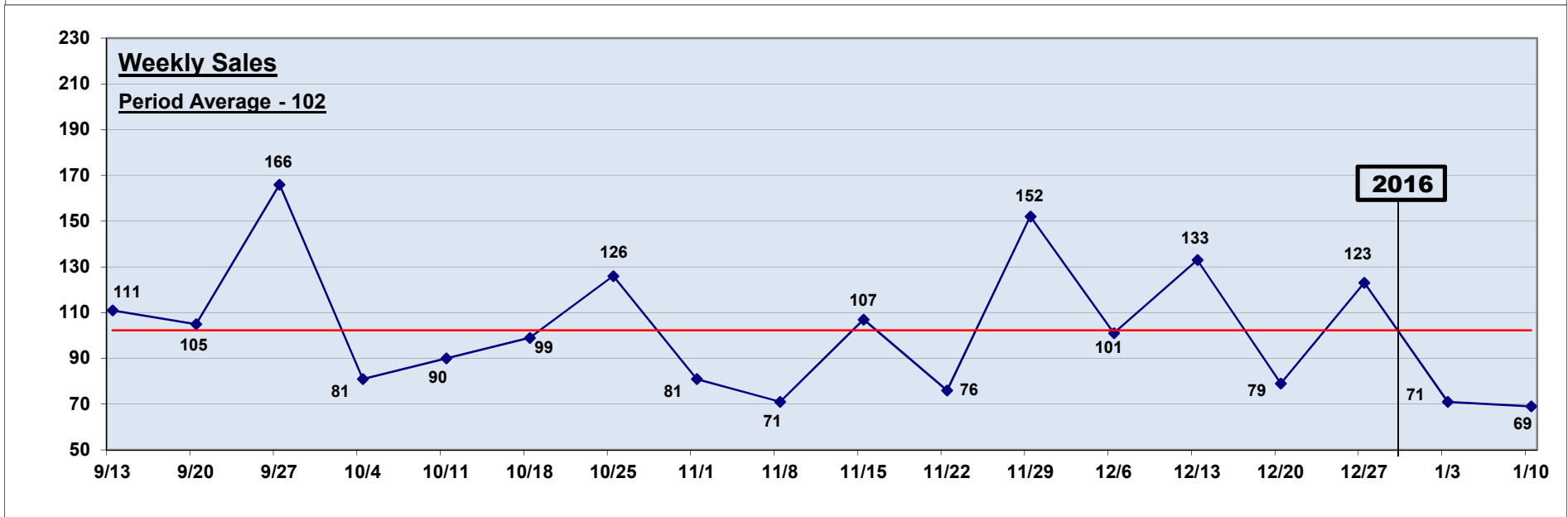
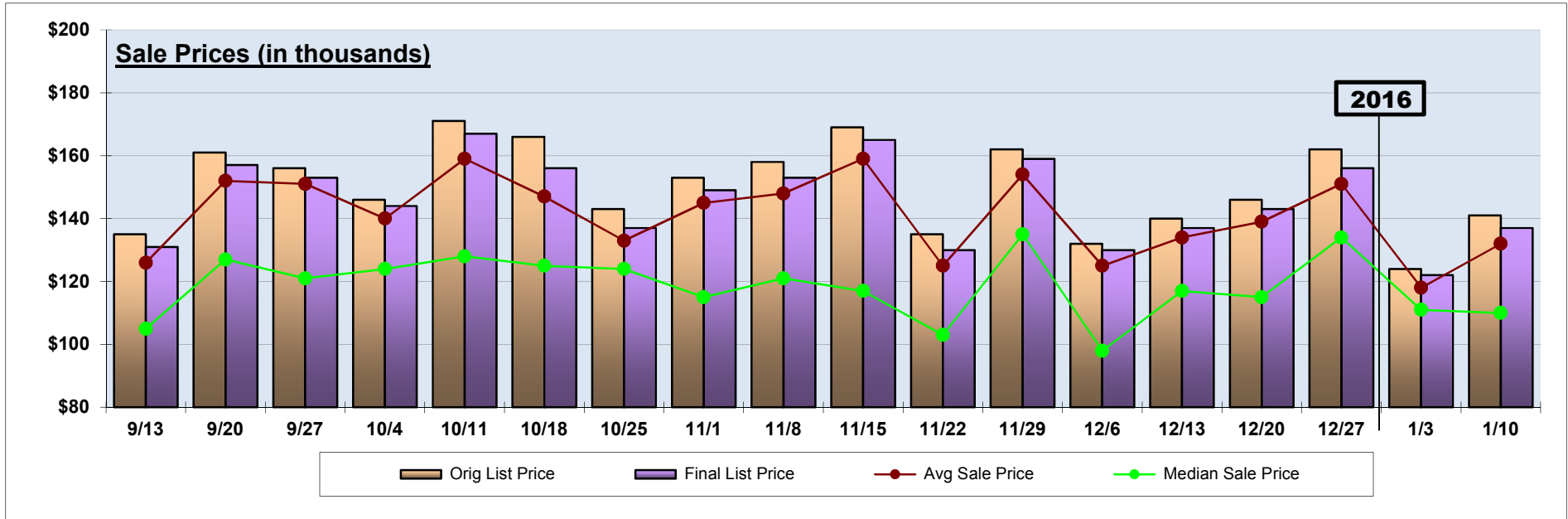
Beds / Baths

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

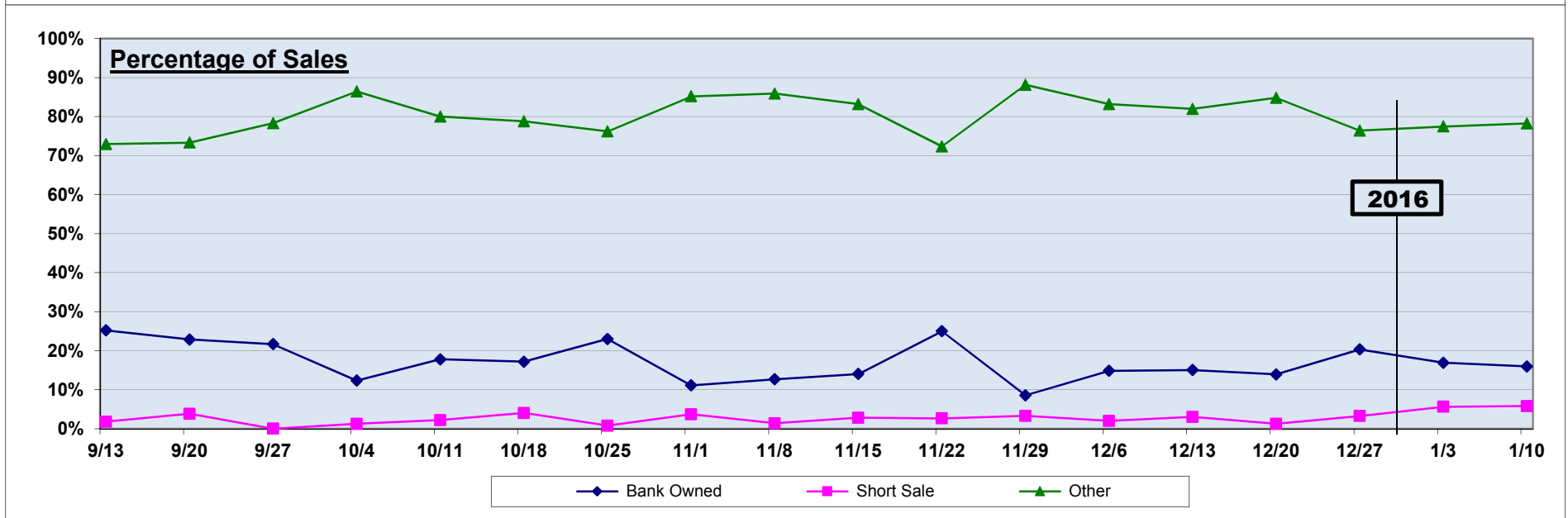
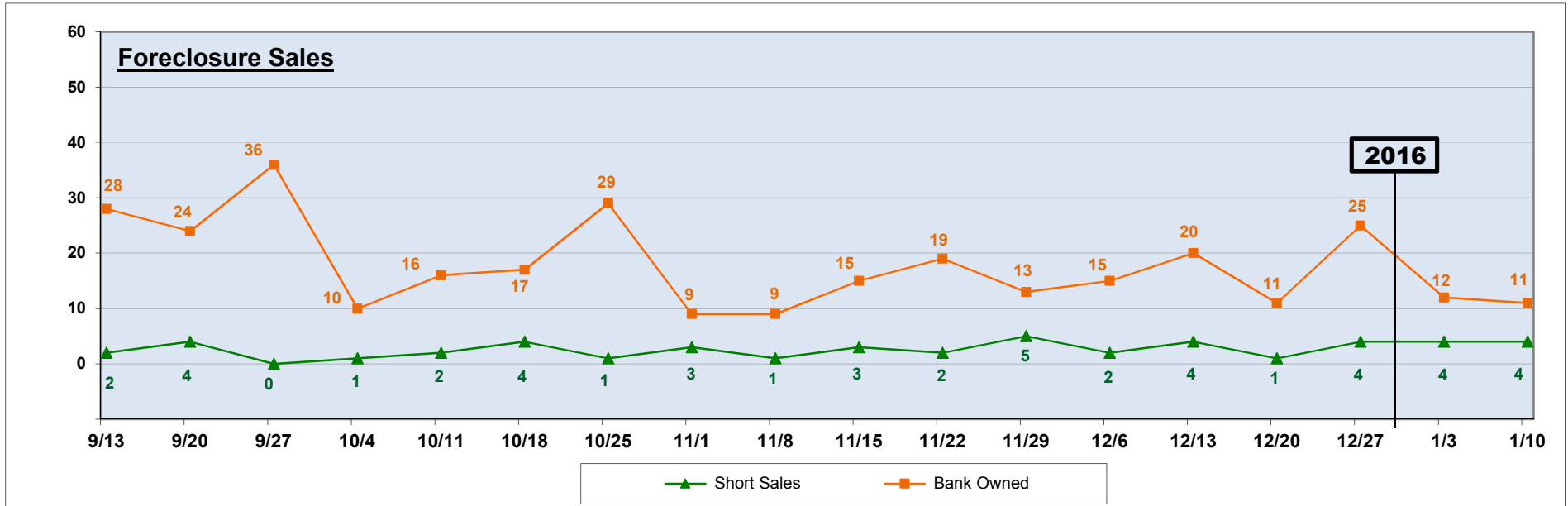
Square Footage

Average Square Feet	1,326	1,275	1,843	2,063	1,533	0	0
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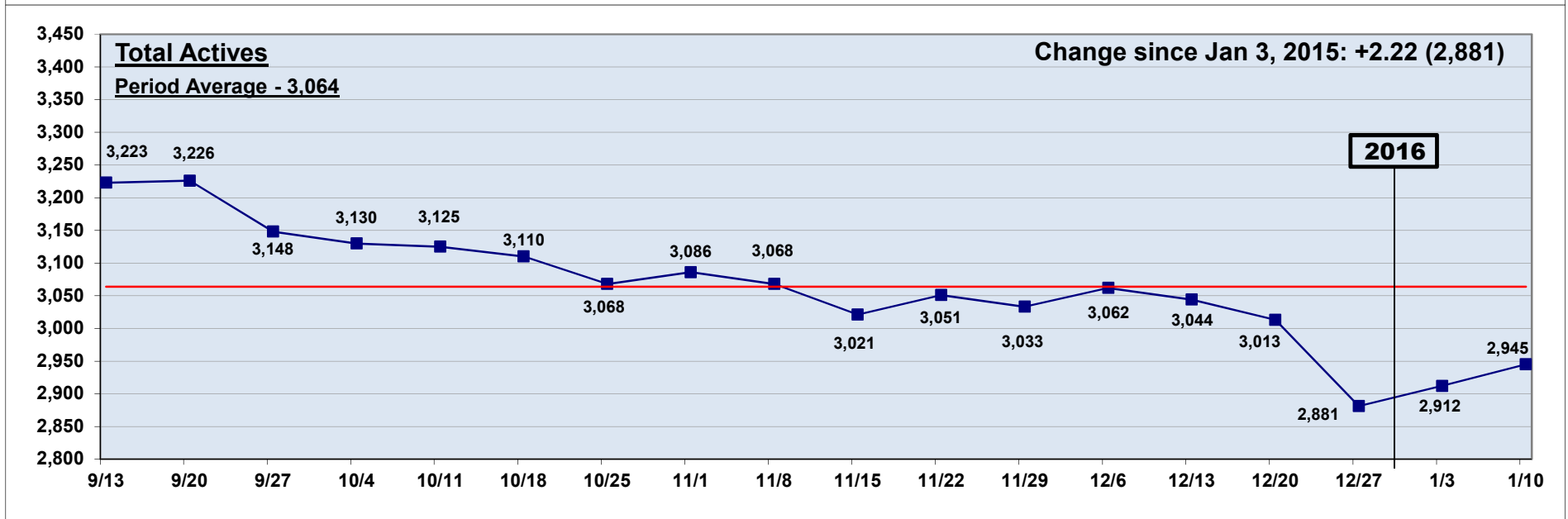
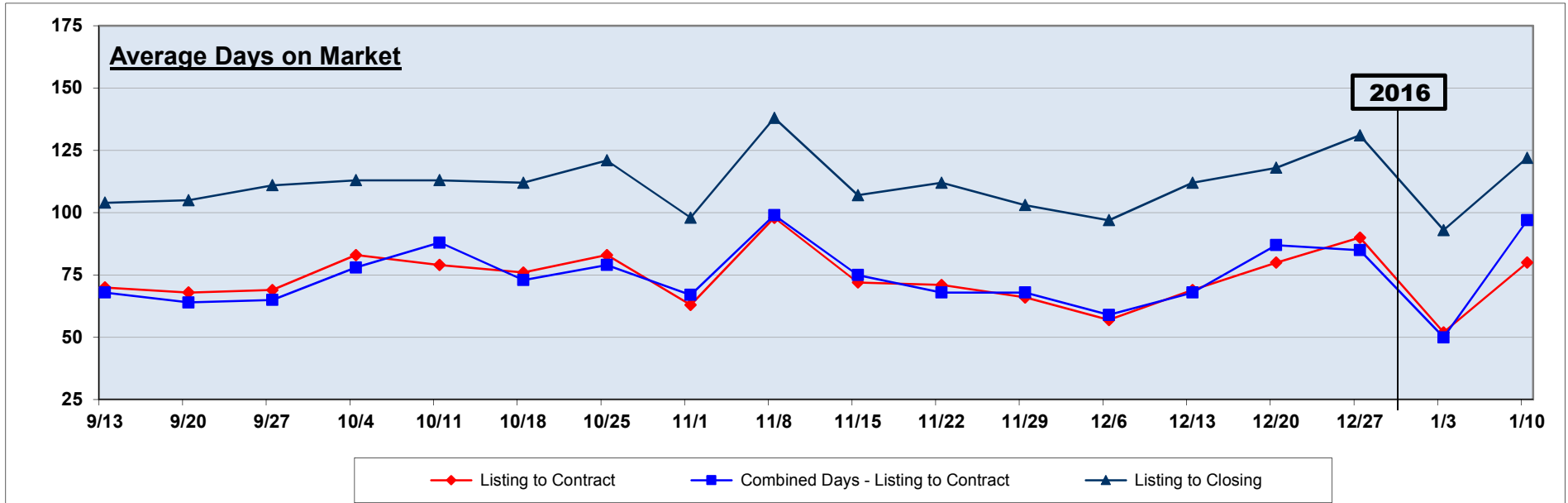
Condos, Townhomes, Villas



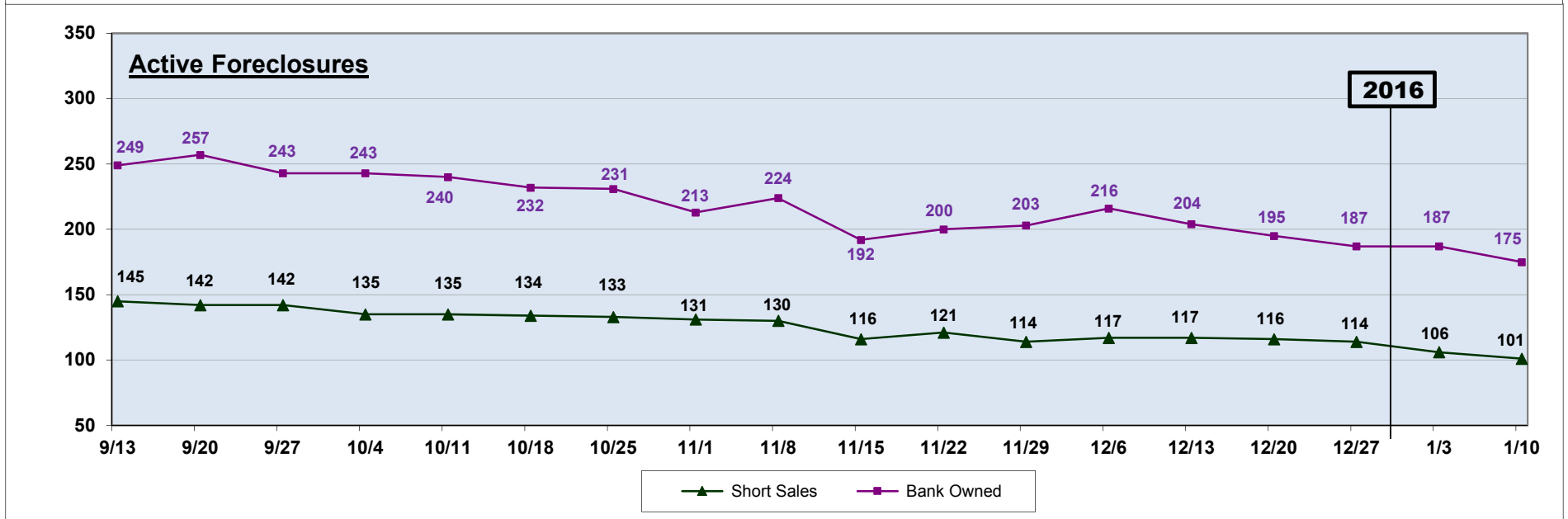
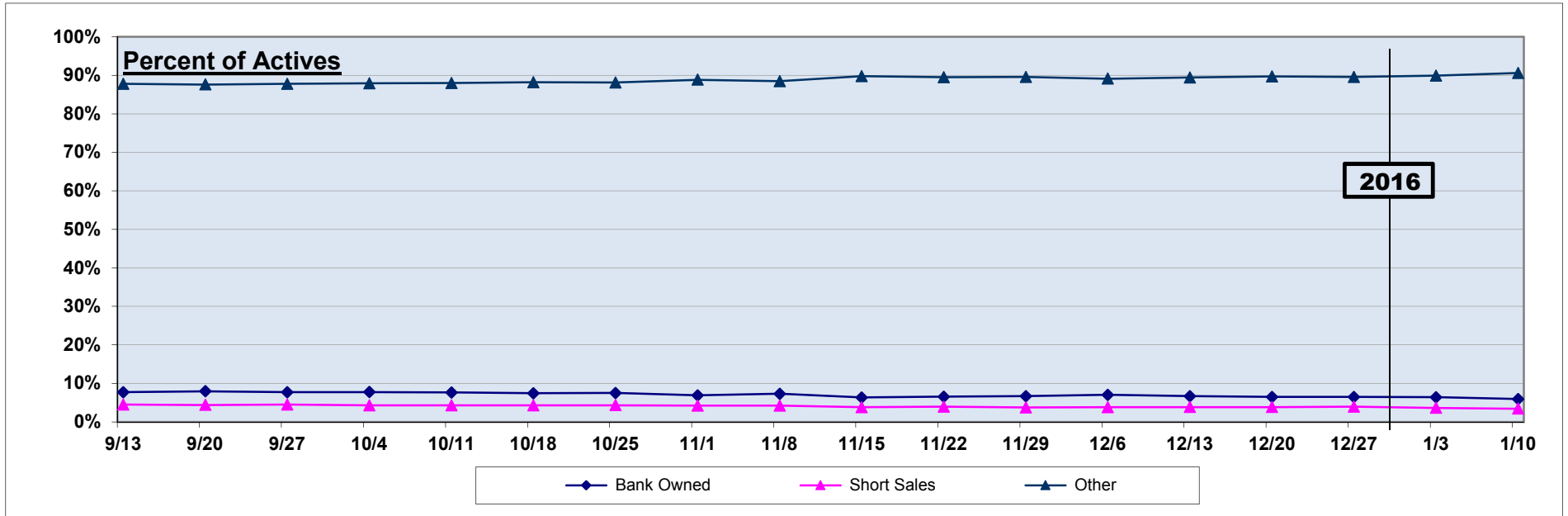
Condos, Townhomes, Villas



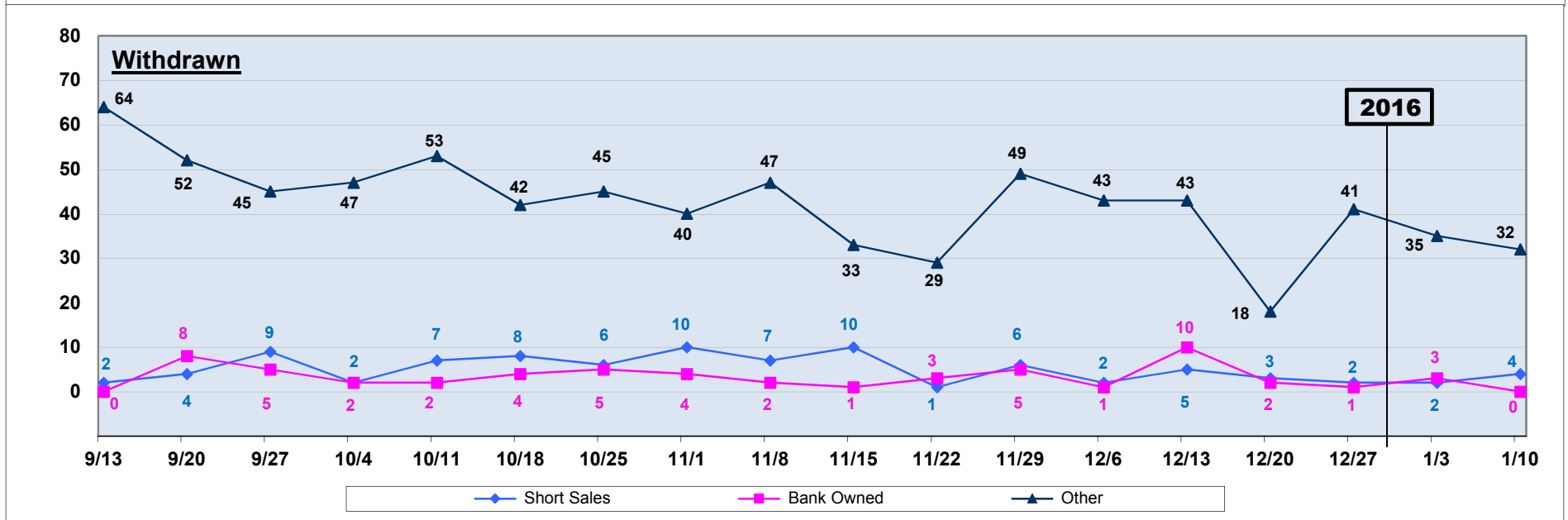
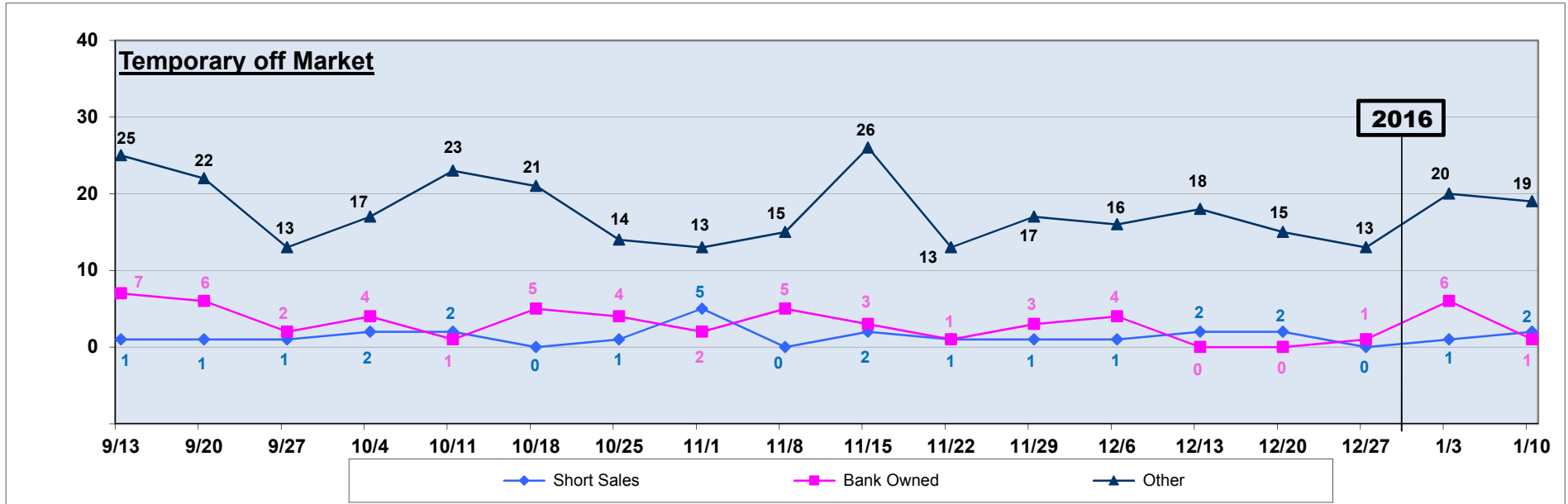
Condos, Townhomes, Villas



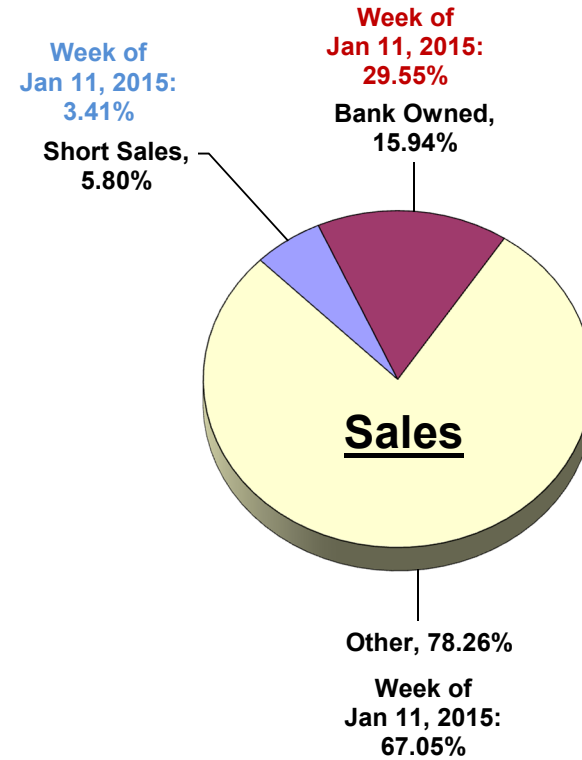
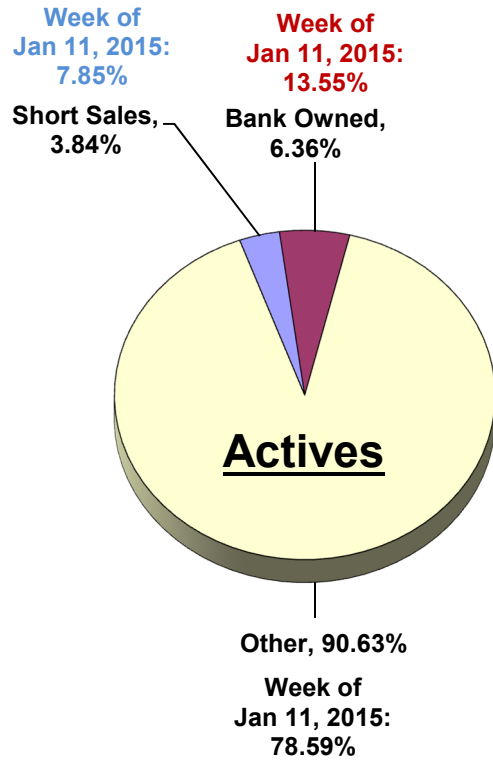
Condos, Townhomes, Villas



Condos, Townhomes, Villas



Condos, Townhomes, Villas



Where are the 59 Condos, Townhomes, or Villas available for the Median Price of \$110,000?

<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		10	\$109,920	2.6	2.0	1,234	\$89.07
Altamonte Springs (East)	32701	2	\$110,000	3.0	2.0	1,234	\$89.14
Apopka / Hunt Club	32703	1	\$109,999	2.0	2.0	1,223	\$89.94
Winter Springs / Tuskawilla	32708	1	\$110,000	2.0	2.0	1,344	\$81.85
Altamonte Springs / Forest City	32714	4	\$109,800	3.0	2.0	1,218	\$90.15
Sanford (South)	32773	2	\$110,000	2.0	2.0	1,217	\$90.39
Orange County		37	\$109,920	2.0	1.9	1,072	\$102.53
Apopka / Hunt Club	32703	1	\$109,900	2.0	2.0	1,168	\$94.09
Winter Park (East) / Aloma	32792	1	\$109,900	3.0	2.0	1,200	\$91.58
Azalea Park	32807	3	\$109,933	2.0	2.0	1,203	\$91.38
Orlo Vista	32811	7	\$109,943	2.0	2.0	1,159	\$94.86
Sand Lake / Bay Hill	32819	1	\$109,900	2.0	2.0	583	\$188.51
Williamsburg / Lake Bryan	32821	5	\$109,970	1.0	2.0	754	\$145.85
Ventura	32822	6	\$109,917	2.0	2.0	1,059	\$103.79
Taft	32824	1	\$110,000	3.0	2.0	1,100	\$100.00
Union Park / Chickasaw	32829	2	\$110,000	3.0	2.0	1,157	\$95.07
Metro West / Orlo Vista	32835	7	\$109,899	2.0	2.0	1,174	\$93.61
Hunters Creek	32837	2	\$109,700	2.0	1.0	918	\$119.50
Ocoee	34761	1	\$109,900	3.0	2.0	1,401	\$78.44
Osceola County		11	\$109,923	2.5	2.0	1,164	\$94.44
Davenport	33896	1	\$109,500	2.0	2.0	1,134	\$96.56
Kissimmee (Central)	34741	2	\$109,975	3.0	2.0	1,273	\$86.39
Kissimmee (West) / Pleasant Hill	34746	4	\$110,000	3.0	2.0	1,186	\$92.75
Kissimmee / Celebration	34747	4	\$109,925	2.0	2.0	1,095	\$100.39
Lake County		1	\$110,000	2.0	2.0	1,064	\$103.38
Tavares / Mt Plymouth	32778	1	\$110,000	2.0	2.0	1,064	\$103.38