



Monday Morning Quarterback Summary

Week of Mar 27, 2016

Single-family existing homes

- Sales of single-family homes increased to 709 during the week of Mar 27, from 409 the week prior
- The median price of single family homes increased to \$225,000, a change of 6.9%
- The number of single-family home foreclosure transactions increased to 76 last week, from 53 the week of Mar 20
- The number of single-family home short-sale transactions increased to 21 from 17 the week prior
- Single-family inventory decreased by 106, and now sits at 9,824

Condos, townhomes, and villas

- Sales of condos, townhomes, and villas increased to 181 during the week of Mar 27 from 114 the week prior
- The median price of condos, townhomes, and villas increased to \$135,000, a change of 12.50%
- The number of condo, townhome, and villa foreclosure transactions increased to 18 last week, from 14 the week of Mar 20
- The number of condo, townhome and villa short-sale transactions increased to 3 from 2 the week prior
- Condo inventory decreased by 53, and now sits at 2,975

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

Monday Morning Quarterback
03/27/2016 - 04/02/2016
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	709	425	91	107	30	47	9
Bank Owned	76	60	6	5	3	2	0
Short Sales	21	17	3	0	0	1	0
Other	612	348	82	102	27	44	9
Active Listings	9,824	3,785	1,360	1,798	927	1,348	606
Bank Owned	505	358	54	47	16	27	3
Short Sales	509	350	60	60	14	19	6
Other	8,810	3,077	1,246	1,691	897	1,302	597
Months of Inventory	3	2	3	4	7	7	16

List Price

Average Original List Price	\$283,976	\$176,551	\$286,045	\$361,966	\$476,269	\$674,883	\$1,726,316
Average Final List Price	\$275,637	\$171,253	\$278,349	\$354,525	\$460,666	\$655,023	\$1,641,525

Sale Price

Average Price	\$267,424	\$167,720	\$272,648	\$342,968	\$443,212	\$635,142	\$1,518,406
Median Price	\$225,000	\$172,000	\$272,000	\$343,500	\$441,250	\$600,000	\$1,300,000

Price Differences

Original to Final List Price	-\$8,339	-\$5,298	-\$7,696	-\$7,441	-\$15,603	-\$19,860	-\$84,791
Original List to Sale Price - \$	-\$16,552	-\$8,831	-\$13,397	-\$18,998	-\$33,057	-\$39,741	-\$207,910
Final List to Sale Price - \$	-\$8,213	-\$3,533	-\$5,701	-\$11,557	-\$17,454	-\$19,881	-\$123,119
Original List to Sale Price - %	94.17%	95.00%	95.32%	94.75%	93.06%	94.11%	87.96%
Final List to Sale Price - %	97.02%	97.94%	97.95%	96.74%	96.21%	96.96%	92.50%

Days on the Market

Avg Days Listing to Contract	73	65	75	84	85	97	164
Combined Avg Days to Contract	76	61	75	96	111	125	181
Avg Days Listing to Closing	118	109	123	129	124	142	223
Avg Days Contract to Close	45	45	49	45	39	45	60

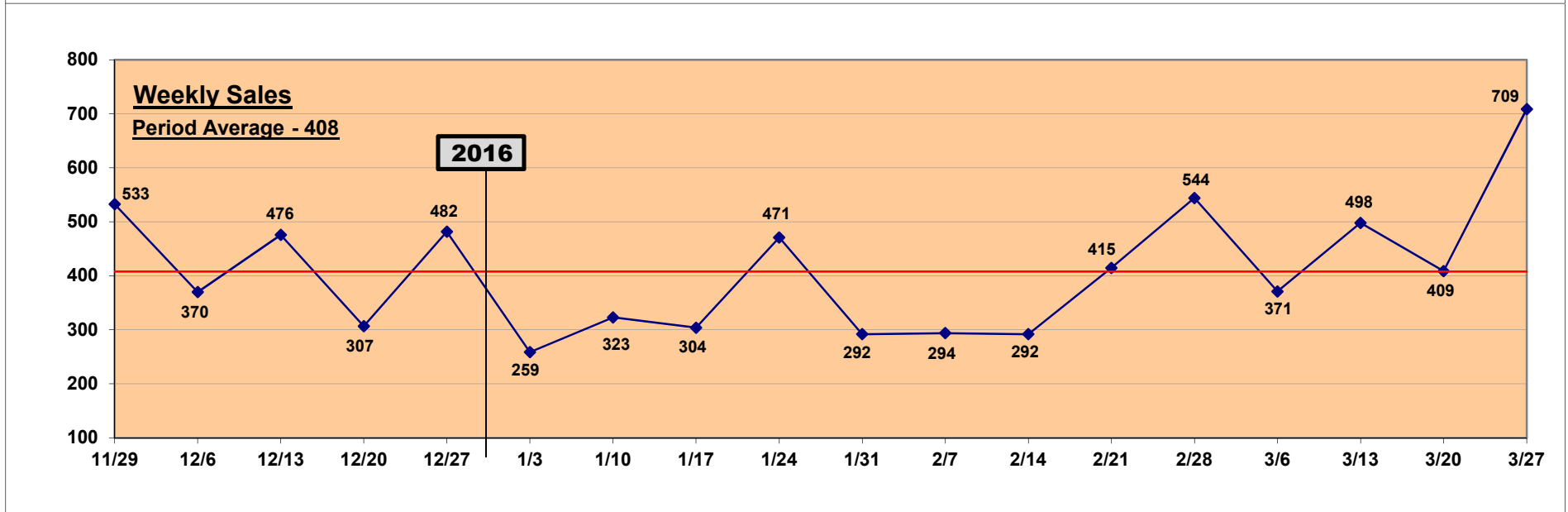
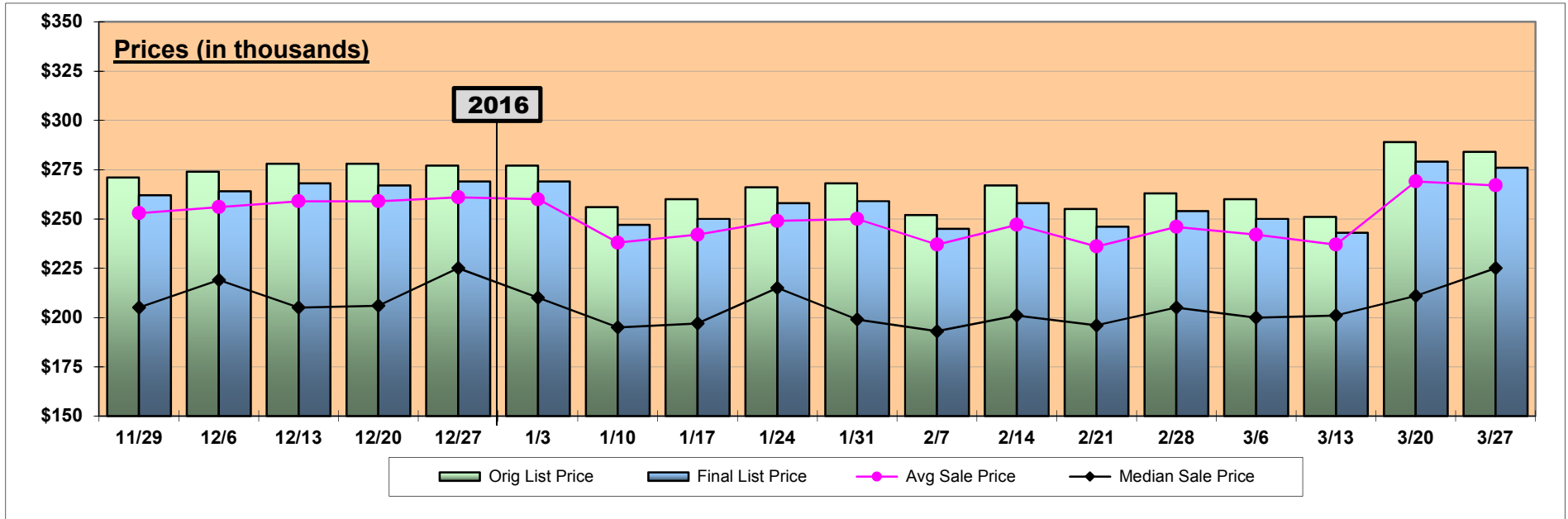
Beds / Baths

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

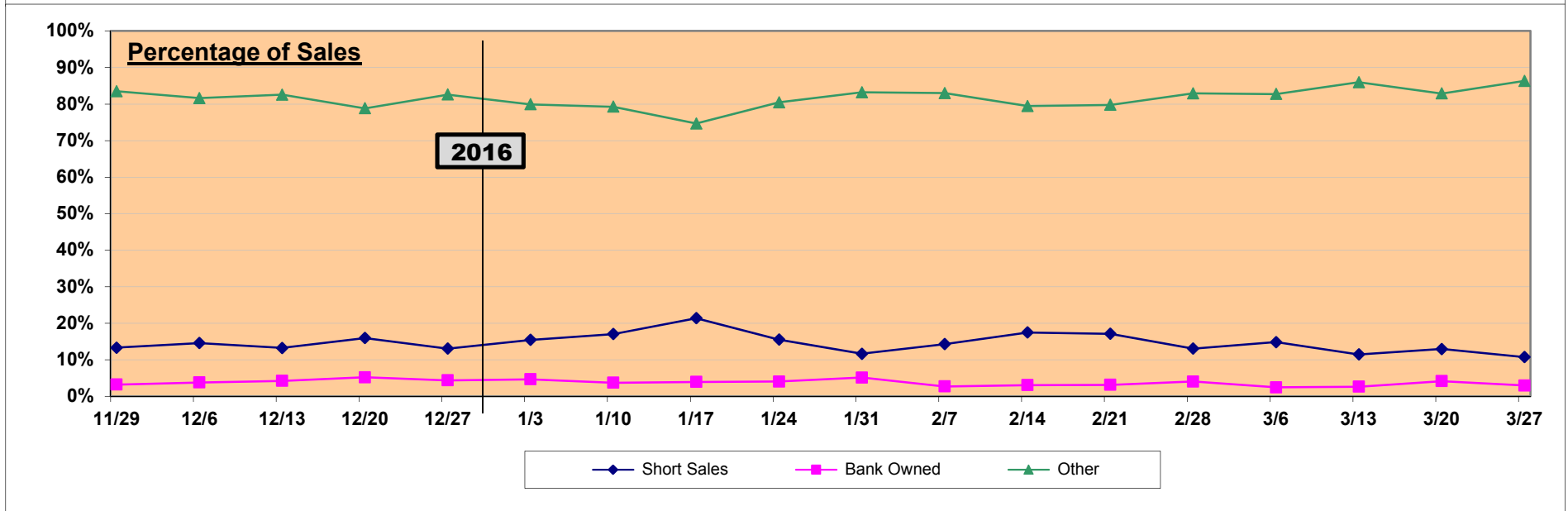
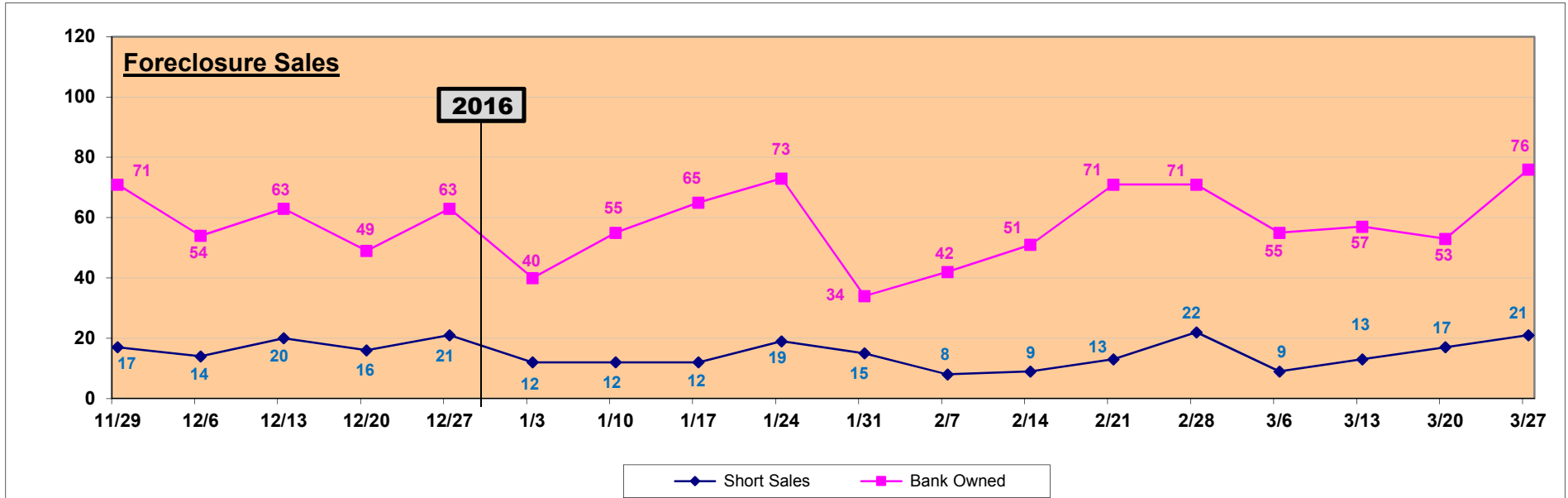
Square Footage

Average Square Feet	2,134	1,637	2,297	2,662	3,211	3,874	5,024
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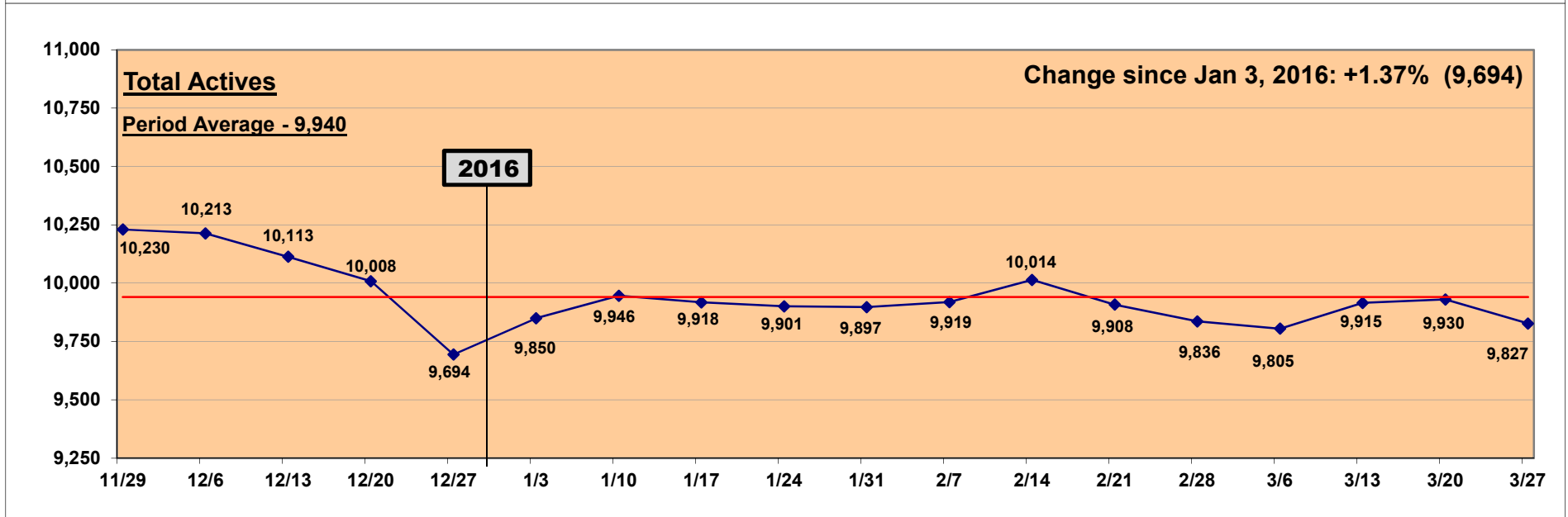
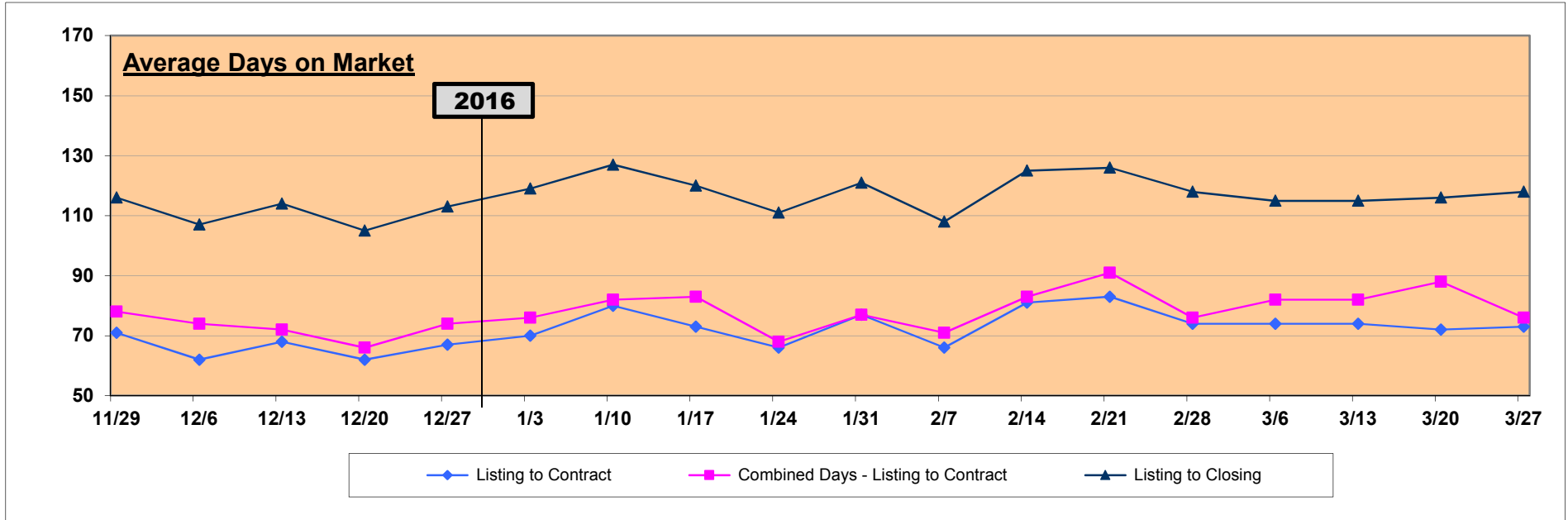
Single Family Homes



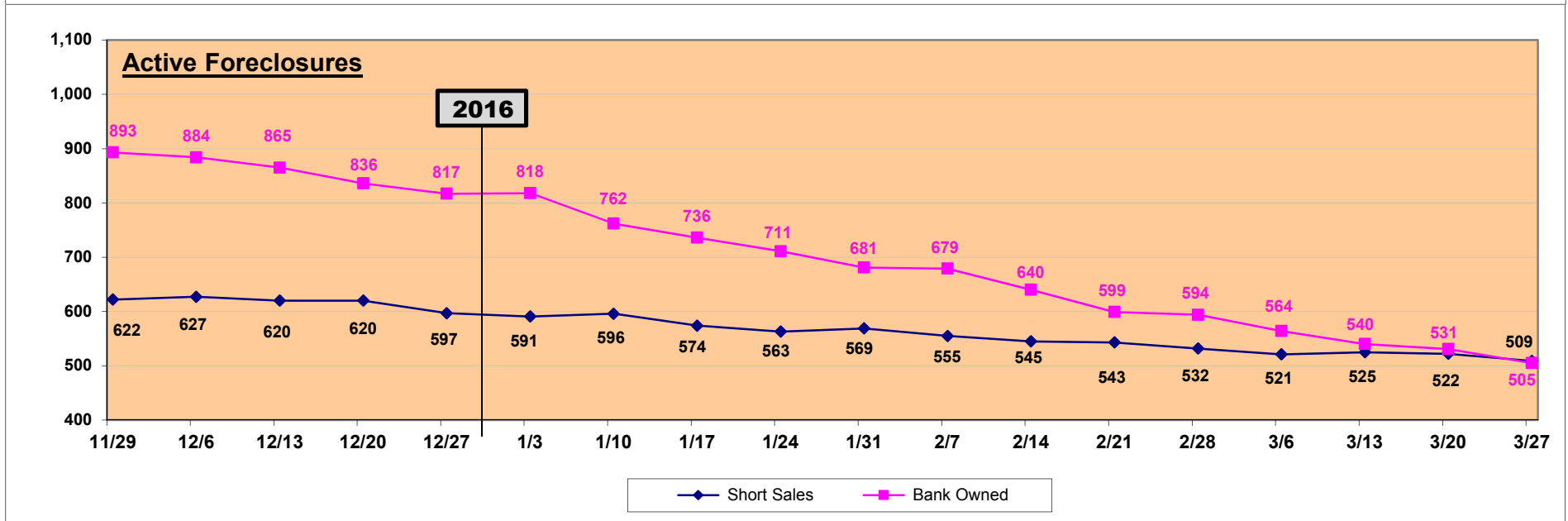
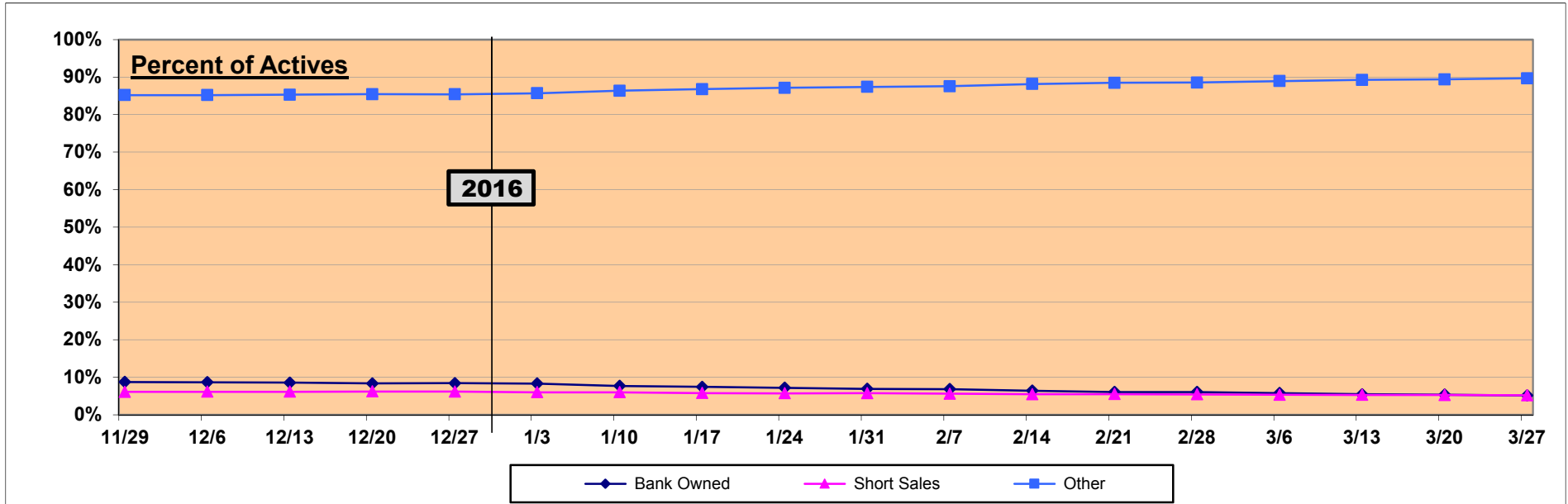
Single Family Homes



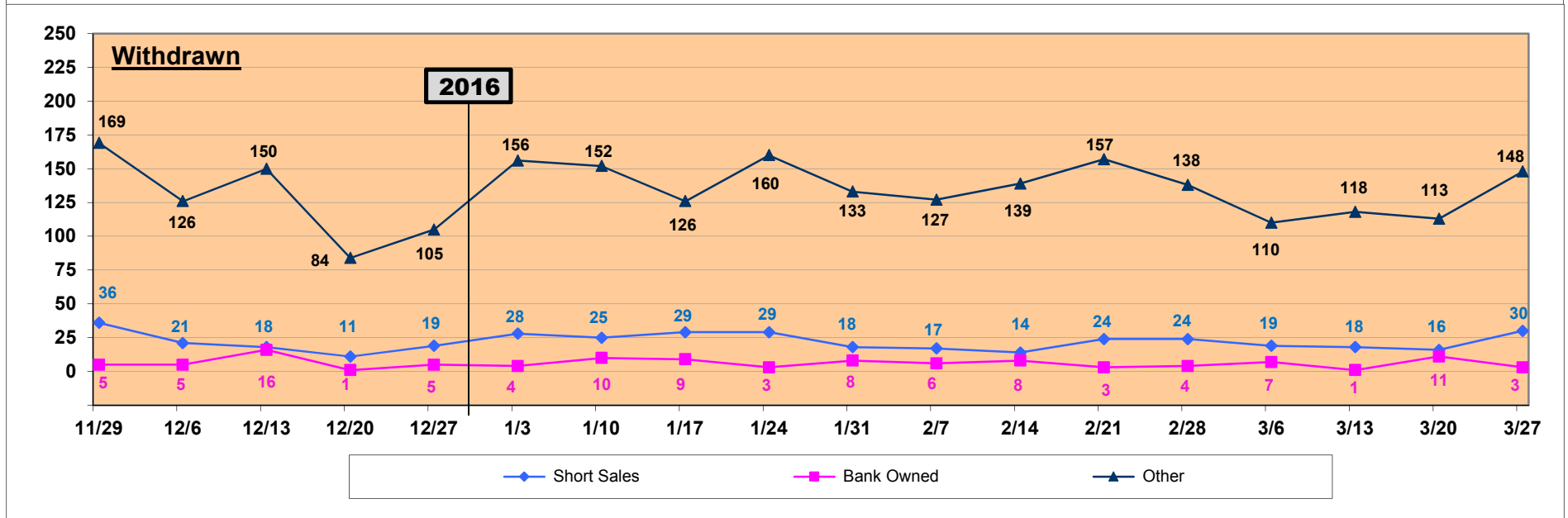
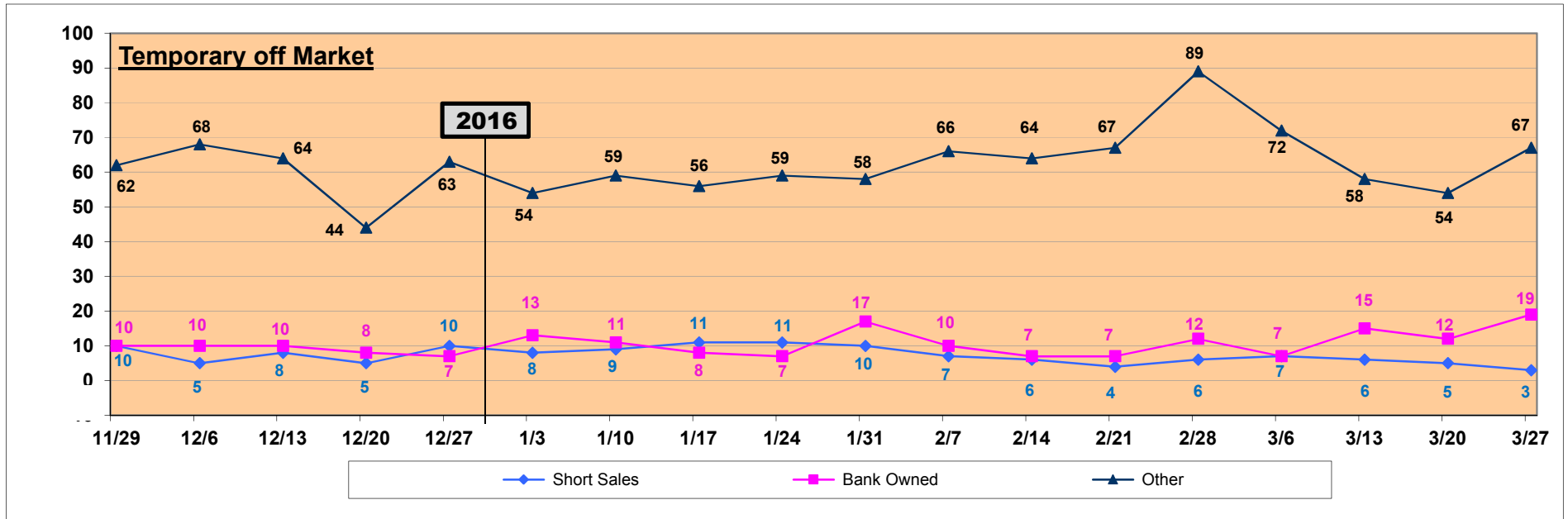
Single Family Homes



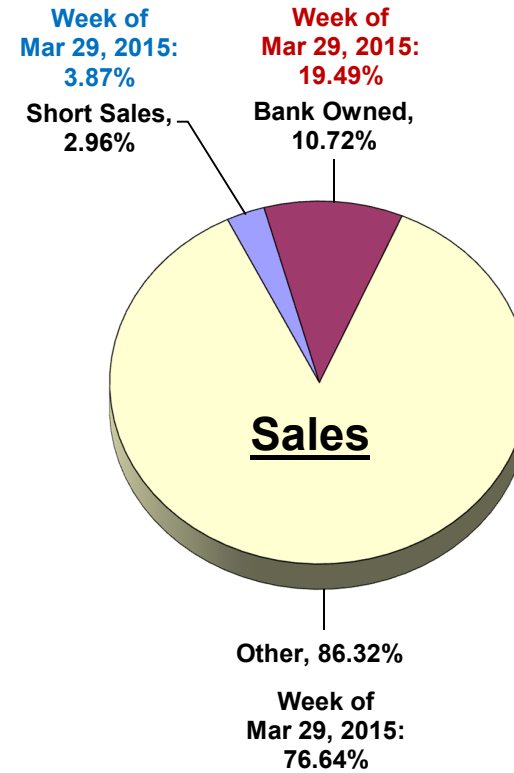
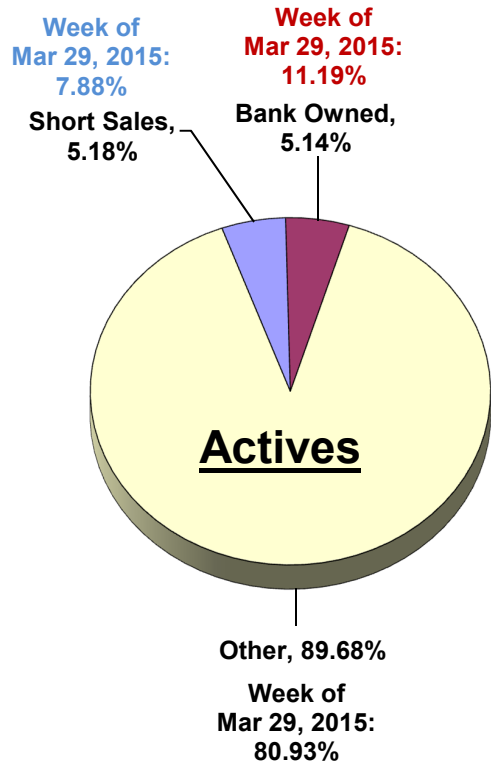
Single Family Homes



Single Family Homes



Single Family Homes



Where are the 136 Single Family Homes available for the Median Price of \$225,000?

<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		15	\$224,973	3.5	2.1	1,830	\$122.94
Altamonte Springs (East)	32701	2	\$224,945	3.0	2.0	1,968	\$114.30
Casselberry	32707	1	\$225,000	3.0	2.0	1,806	\$124.58
Altamonte Springs / Forest City	32714	1	\$225,000	4.0	2.0	1,730	\$130.06
Geneva	32732	1	\$225,000	3.0	2.0	1,260	\$178.57
Lake Mary / Heathrow	32746	2	\$224,900	4.0	2.0	1,717	\$130.98
Oviedo	32765	1	\$225,000	3.0	2.0	1,472	\$152.85
Chuluota/Oviedo	32766	2	\$224,950	4.0	3.0	1,925	\$116.86
Sanford / Lake Forest	32771	3	\$225,000	3.0	2.0	2,180	\$103.21
Winter Park	32792	2	\$225,000	4.0	2.0	1,711	\$131.50
Orange County		51	\$224,951	3.5	2.1	1,809	\$124.32
Apopka / Hunt Club	32703	5	\$224,960	4.0	2.0	1,993	\$112.88
Apopka (North)	32712	3	\$224,933	3.0	2.0	1,820	\$123.59
Mount Dora	32757	2	\$225,000	4.0	3.0	2,977	\$75.58
Winter Park (West)	32789	1	\$225,000	4.0	2.0	1,523	\$147.73
Colonialtown	32803	2	\$225,000	3.0	2.0	958	\$234.86
College Park	32804	1	\$225,000	3.0	1.0	1,014	\$221.89
Pine Hills / Rosemont	32808	1	\$225,000	3.0	2.0	1,466	\$153.48
Lockhart	32810	2	\$225,000	3.0	2.0	2,066	\$108.91
Conway	32812	4	\$224,925	3.0	2.0	1,627	\$138.25
Union Park	32817	2	\$224,900	4.0	2.0	1,806	\$124.53
Hiawassee	32818	2	\$224,900	4.0	2.0	1,967	\$114.34
Bithlo	32820	2	\$225,000	4.0	2.0	1,792	\$125.56
Ventura	32822	2	\$225,000	4.0	3.0	1,920	\$117.19
Taft	32824	1	\$225,000	3.0	2.0	1,584	\$142.05
Rio Pinar / Union Park	32825	5	\$224,860	3.0	2.0	1,919	\$117.18
Research Park	32826	2	\$225,000	4.0	2.0	1,951	\$115.33
Waterford Lakes	32828	1	\$225,000	3.0	2.0	1,528	\$147.25
Wedgfield	32833	1	\$224,900	3.0	2.0	1,552	\$144.91
Metro West / Orlo Vista	32835	3	\$224,933	3.0	2.0	1,797	\$125.17
Hunters Creek	32837	3	\$224,933	3.0	2.0	1,501	\$149.86
Ocoee	34761	5	\$224,980	4.0	2.0	1,941	\$115.91
Winter Garden / Oakland	34787	1	\$224,900	3.0	2.0	1,614	\$139.34

Where are the 136 Single Family Homes available for the Median Price of \$225,000? (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>
Osceola County		31	\$224,948	4.2	2.3	2,105	\$106.85
Davenport	33896	1	\$225,000	4.0	2.0	1,691	\$133.06
Kissimmee (Central)	34741	1	\$225,000	4.0	2.0	2,287	\$98.38
Kissimmee / Buena Ventura Lakes	34743	1	\$225,000	3.0	2.0	1,679	\$134.01
Kissimmee (East)	34744	3	\$224,800	4.0	2.0	2,243	\$100.22
Kissimmee (West) / Pleasant Hill	34746	4	\$224,950	5.0	3.0	2,064	\$108.99
Kissimmee / Celebration	34747	5	\$224,960	4.0	2.0	1,795	\$125.33
Kissimmee / Poinciana	34758	2	\$225,000	6.0	4.0	2,529	\$88.97
St Cloud	34769	7	\$224,957	4.0	2.0	2,199	\$102.30
St Cloud / Narcoossee	34771	1	\$225,000	4.0	2.0	1,672	\$134.57
St Cloud / Canoe Creek	34772	5	\$224,960	4.0	2.0	2,231	\$100.83
St Cloud / Harmony	34773	1	\$224,900	3.0	2.0	2,366	\$95.05
Lake County		39	\$224,968	3.3	2.3	2,032	\$110.71
Lady Lake / The Villages	32159	7	\$224,912	3.0	2.0	1,872	\$120.15
Grand Island	32735	1	\$225,000	6.0	4.0	2,935	\$76.66
Mount Dora	32757	3	\$224,997	3.0	2.0	2,061	\$109.17
Paisley	32767	1	\$225,000	2.0	2.0	1,216	\$185.03
Sorrento / Mt Plymouth	32776	2	\$224,995	3.0	2.0	1,897	\$118.61
Tavares / Mt Plymouth	32778	2	\$224,900	4.0	3.0	2,099	\$107.15
Clermont (Central)	34711	6	\$224,967	3.0	2.0	2,052	\$109.63
Clermont (South)	34714	6	\$224,983	4.0	3.0	2,027	\$110.99
Minneola	34715	1	\$225,000	3.0	2.0	1,785	\$126.05
Groveland	34736	2	\$224,950	3.0	2.0	2,077	\$108.31
Howey in the Hills	34737	1	\$225,000	3.0	2.0	2,031	\$110.78
Leesburg (West)	34748	6	\$225,000	3.0	2.0	2,103	\$106.99
Leesburg (East) / Haines Creek	34788	1	\$225,000	3.0	3.0	2,760	\$81.52

Monday Morning Quarterback
03/27/2016 - 04/02/2016
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	181	157	13	6	3	1	1
Bank Owned	18	18	0	0	0	0	0
Short Sales	3	3	0	0	0	0	0
Other	160	136	13	6	3	1	1
Active Listings	2,975	2,312	287	220	66	65	25
Bank Owned	132	121	9	2	0	0	0
Short Sales	85	76	6	3	0	0	0
Other	2,758	2,115	272	215	66	65	25
Months of Inventory	4	3	5	8	5	15	6

List Price

Average Original List Price	\$169,460	\$135,946	\$275,919	\$371,967	\$521,667	\$550,000	\$1,395,000
Average Final List Price	\$164,326	\$132,683	\$272,753	\$361,817	\$450,000	\$550,000	\$1,295,000

Sale Price

Average Price	\$158,073	\$128,899	\$264,664	\$339,729	\$431,667	\$550,000	\$1,050,000
Median Price	\$135,000	\$126,000	\$260,000	\$336,938	\$440,000	\$550,000	\$1,050,000

Price Differences

Original to Final List Price	-\$5,134	-\$3,263	-\$3,166	-\$10,150	-\$71,667	\$0	-\$100,000
Original List to Sale Price - \$	-\$11,387	-\$7,047	-\$11,255	-\$32,238	-\$90,000	\$0	-\$345,000
Final List to Sale Price - \$	-\$6,253	-\$3,784	-\$8,089	-\$22,088	-\$18,333	\$0	-\$245,000
Original List to Sale Price - %	93.28%	94.82%	95.92%	91.33%	82.75%	100.00%	75.27%
Final List to Sale Price - %	96.19%	97.15%	97.03%	93.90%	95.93%	100.00%	81.08%

Days on the Market

Avg Days Listing to Contract	72	68	78	92	132	0	348
Combined Avg Days to Contract	77	73	91	98	132	0	365
Avg Days Listing to Closing	106	102	118	131	169	0	365
Avg Days Contract to Close	35	35	41	39	37	0	17

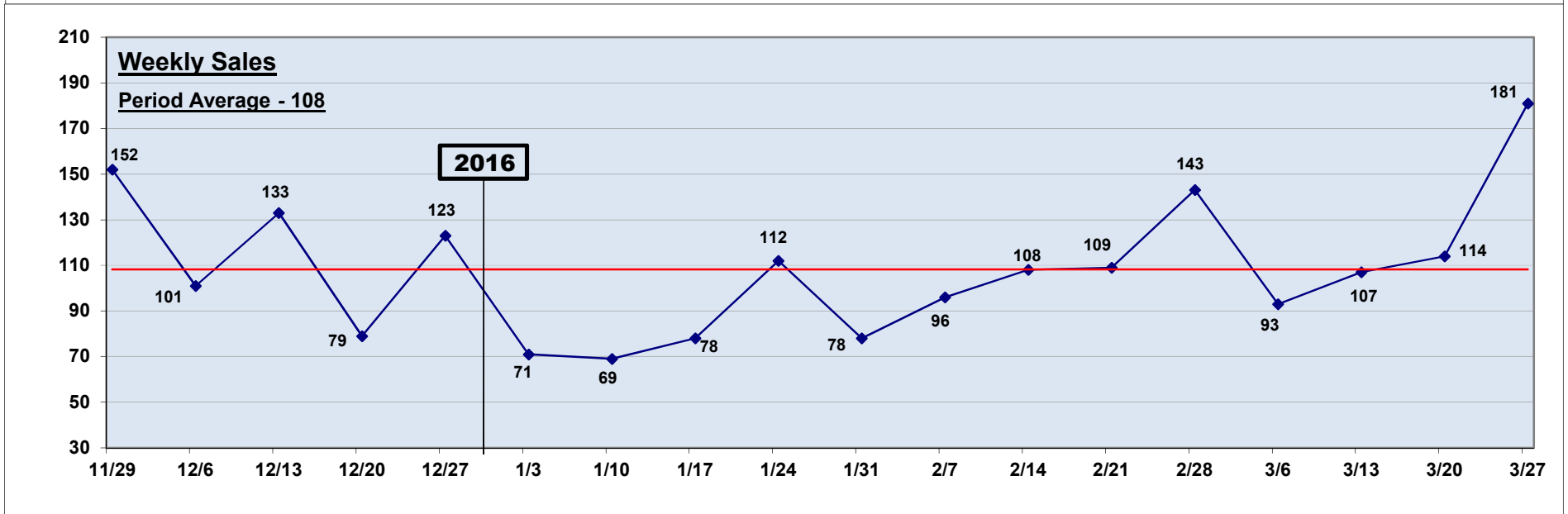
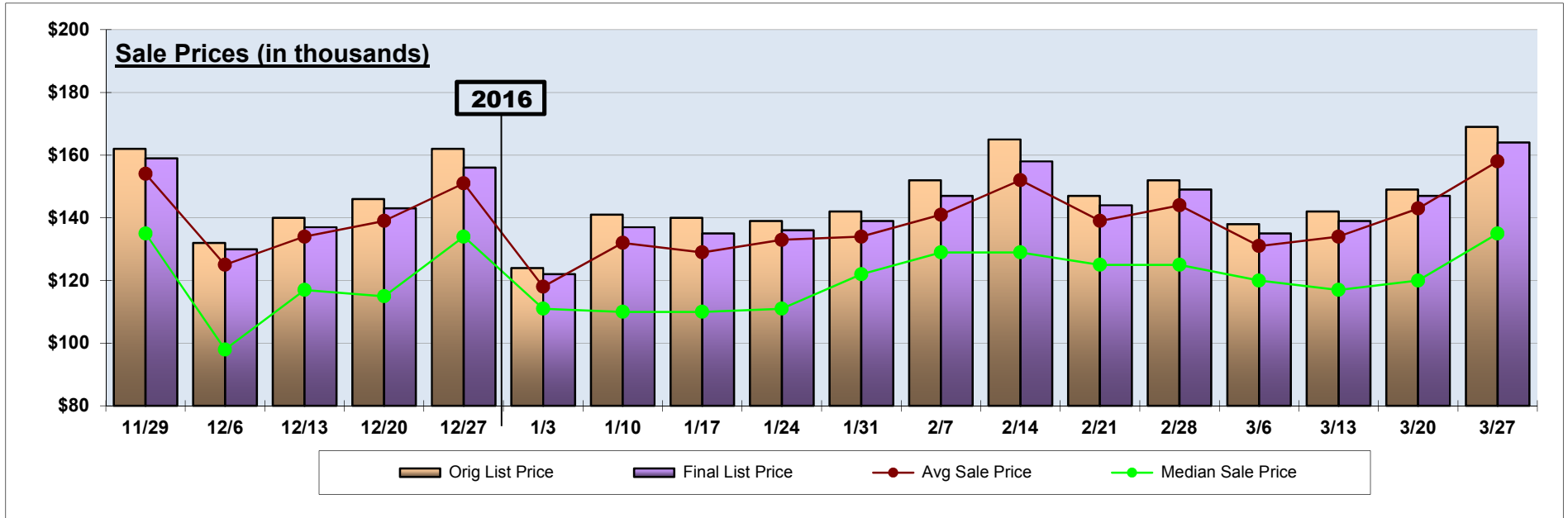
Beds / Baths

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

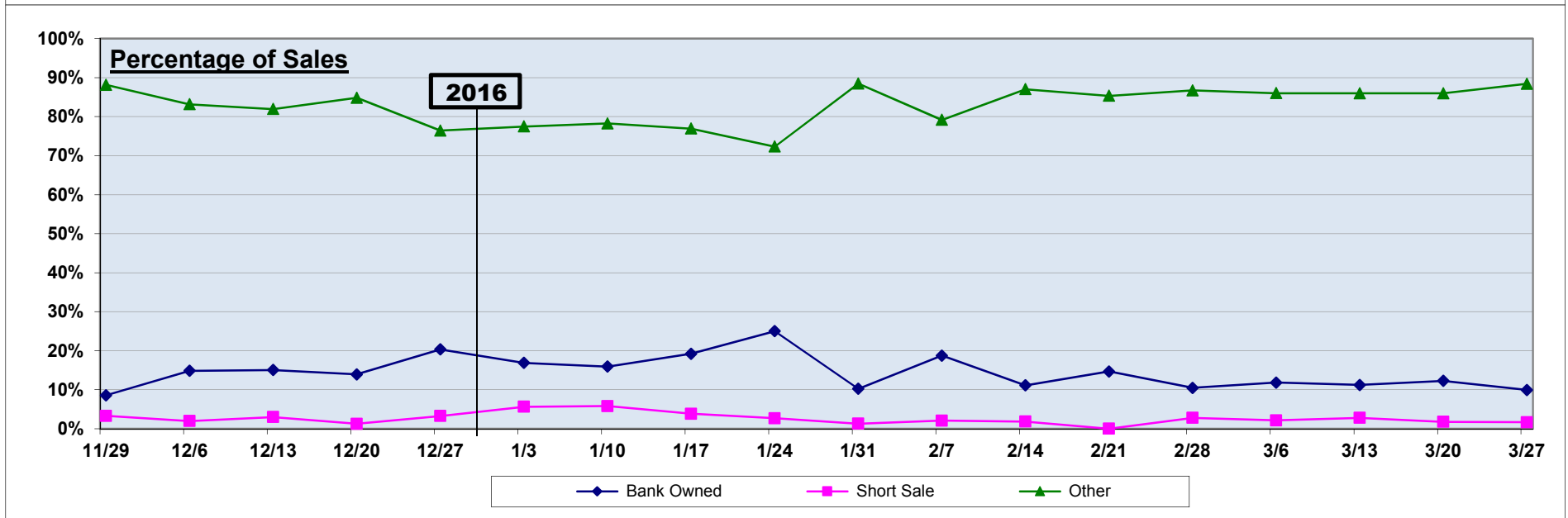
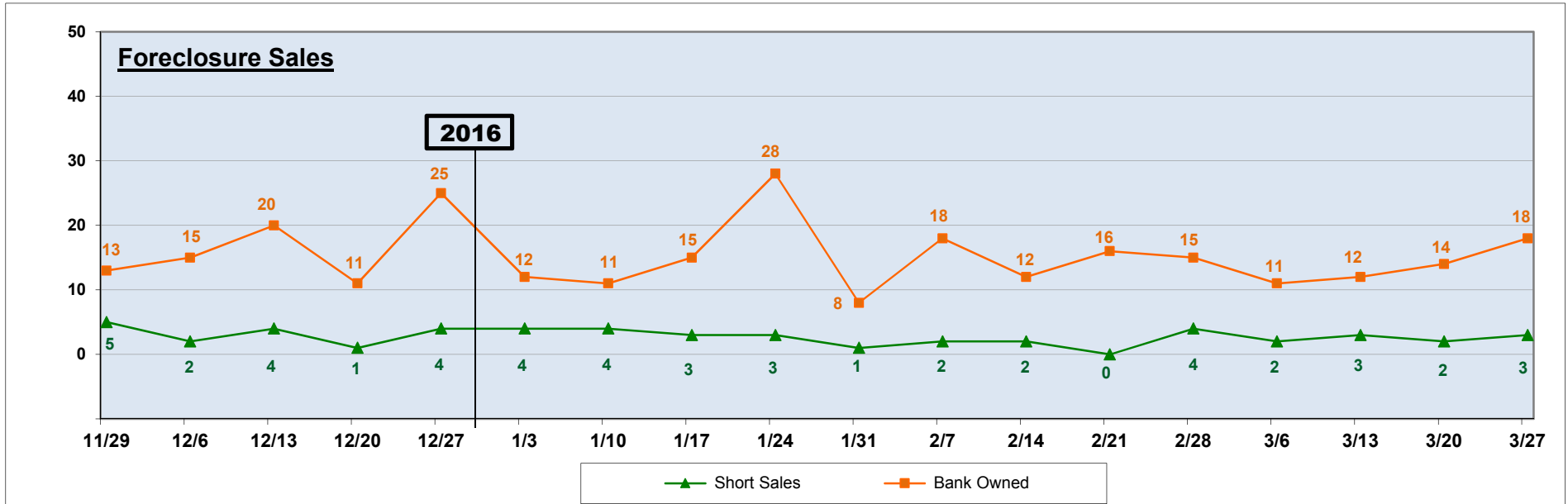
Square Footage

Average Square Feet	1,386	1,322	1,739	1,660	2,023	2,000	2,714
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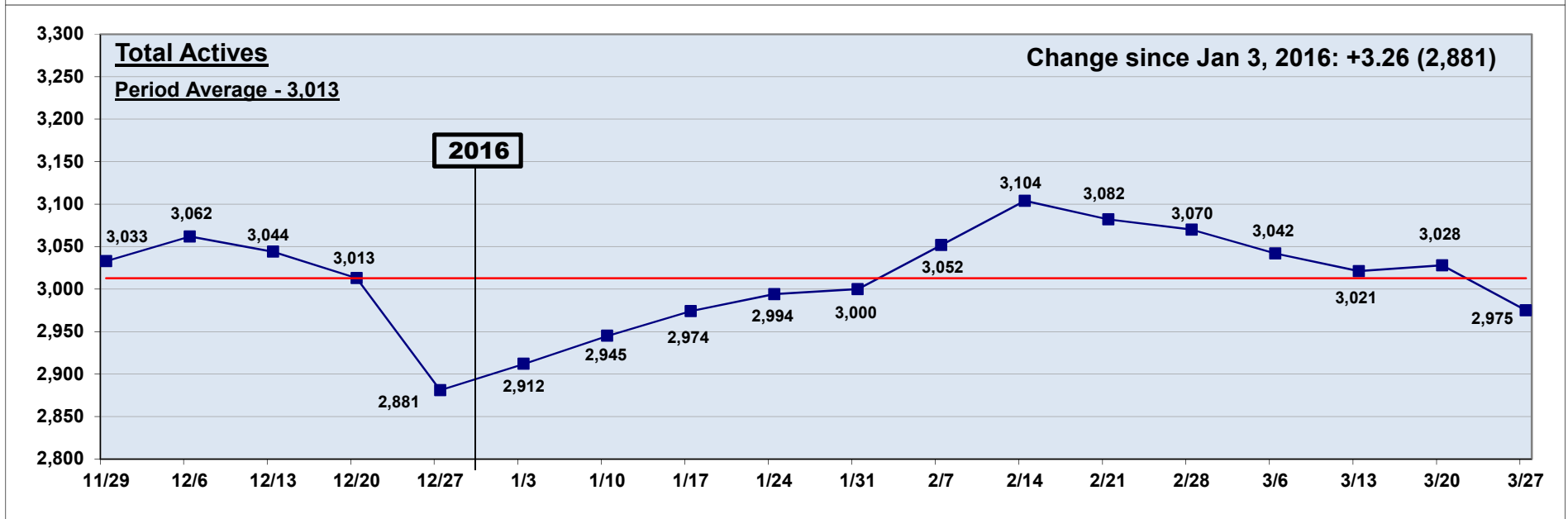
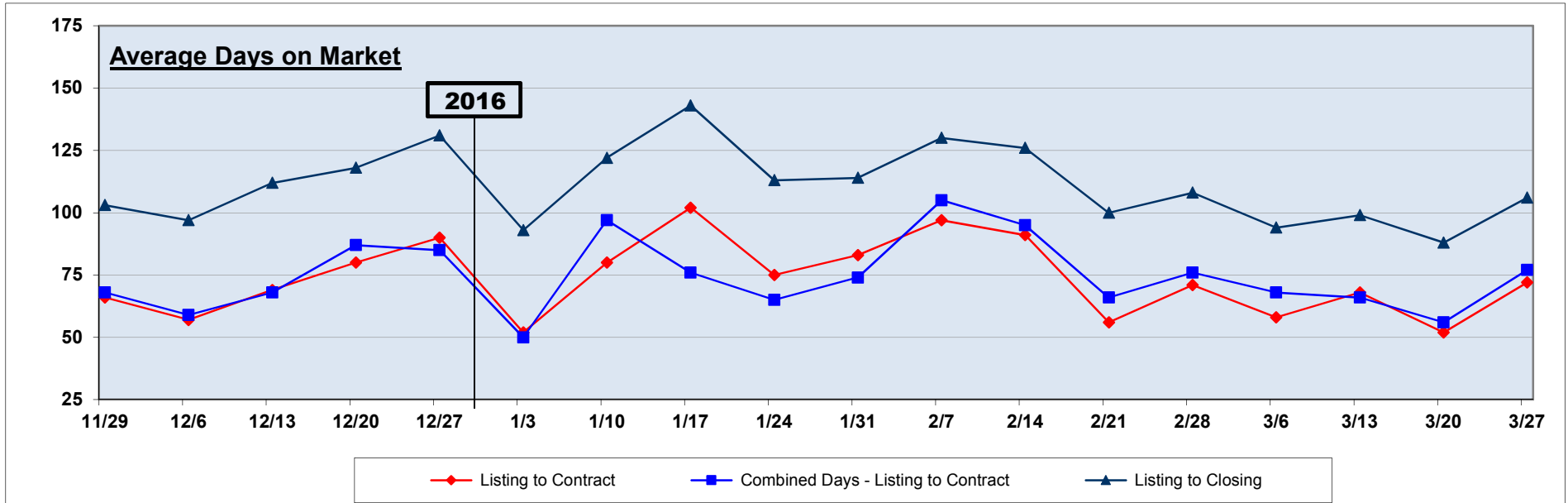
Condos, Townhomes, Villas



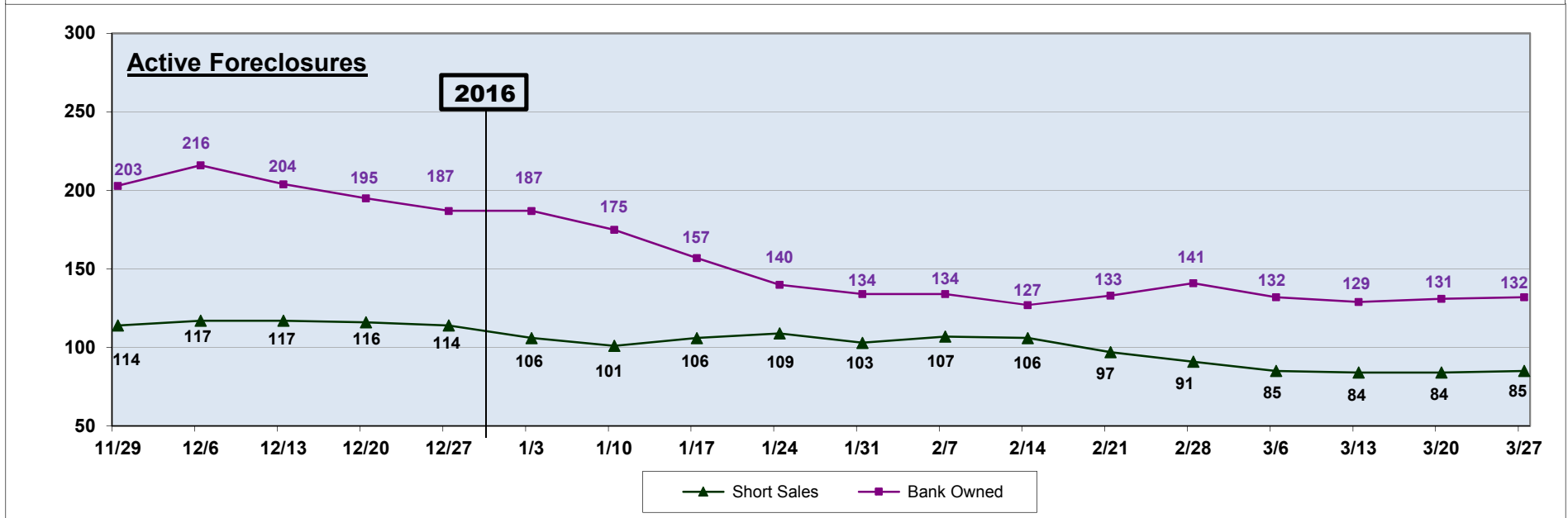
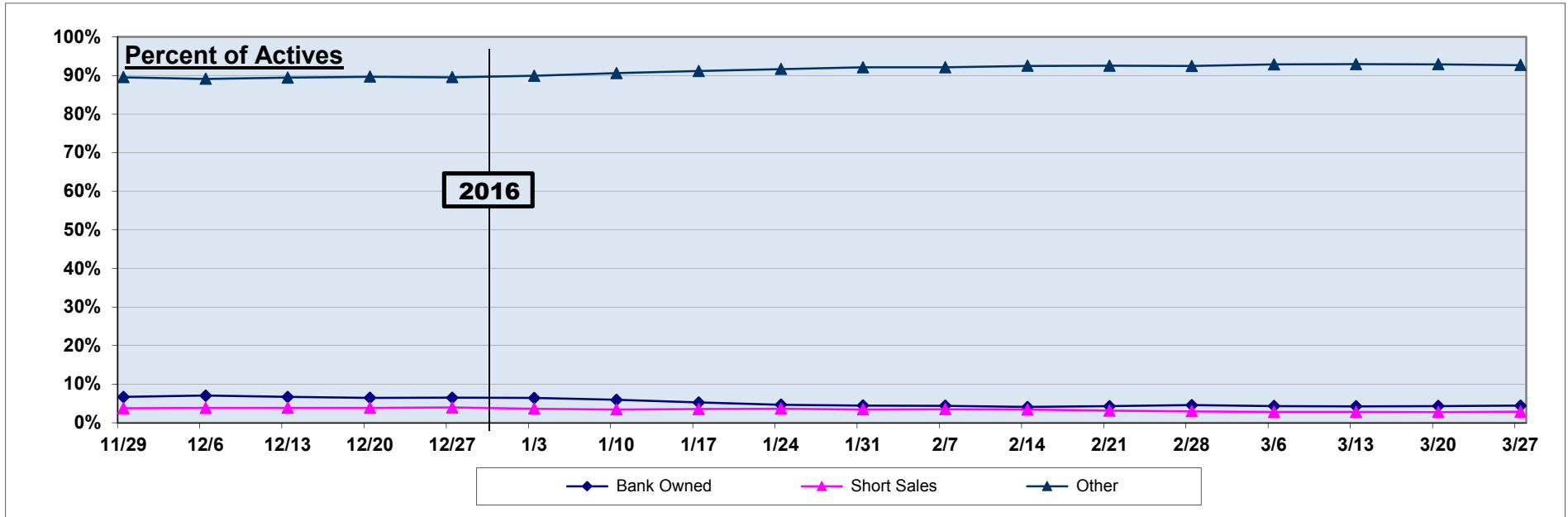
Condos, Townhomes, Villas



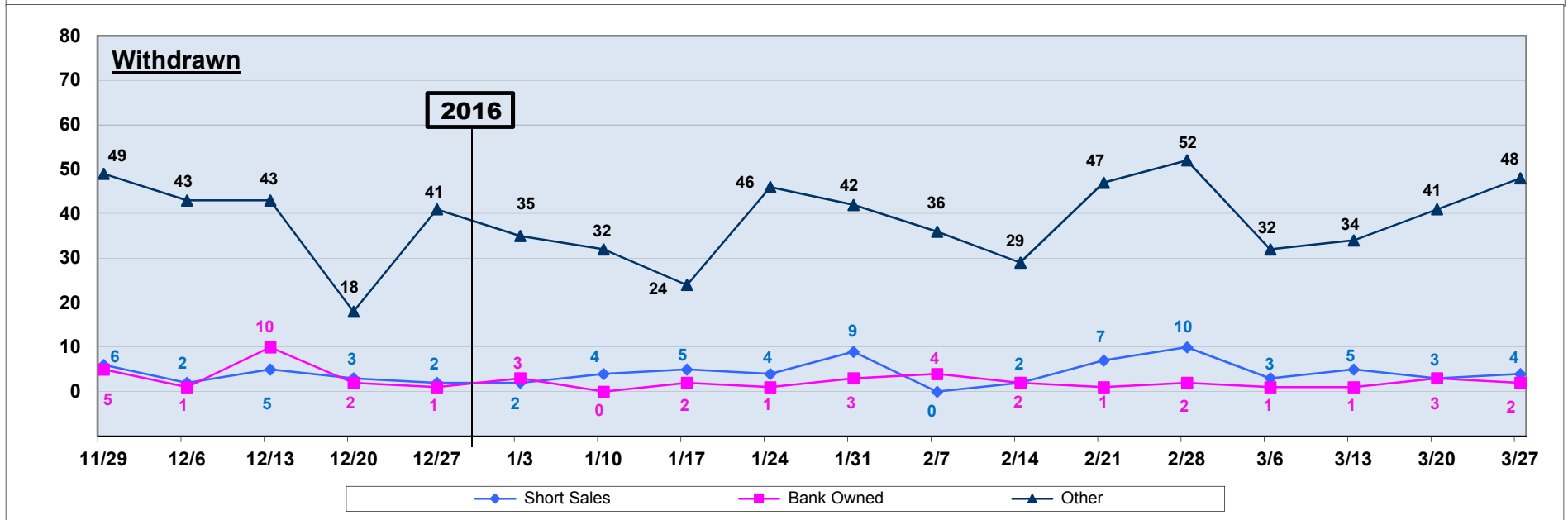
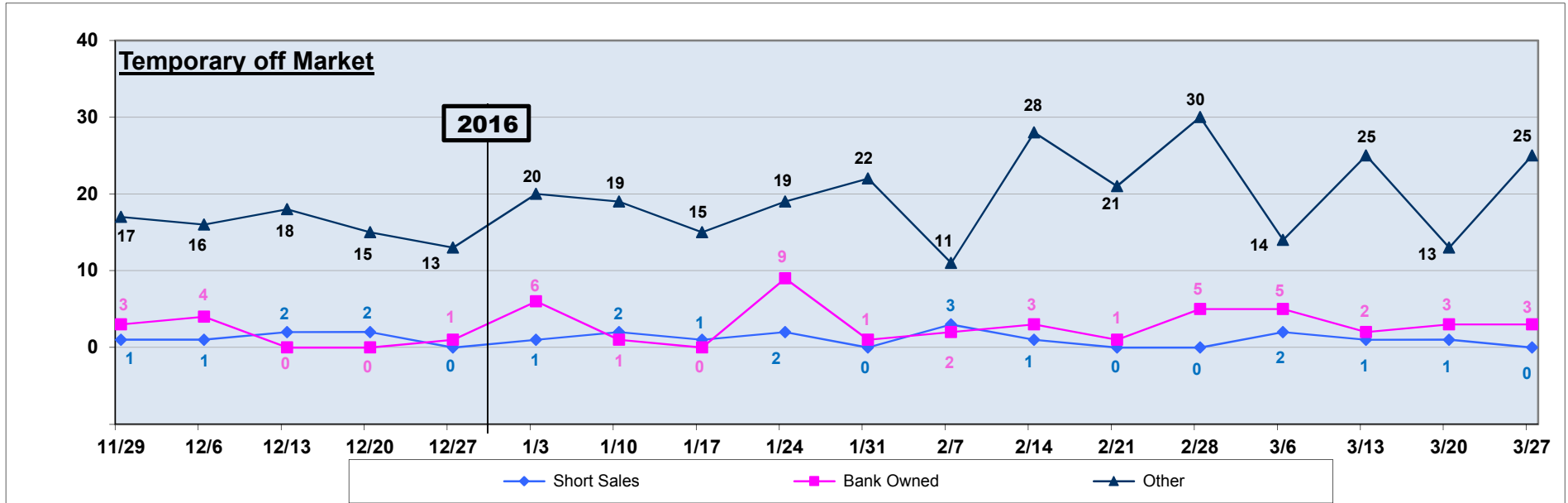
Condos, Townhomes, Villas



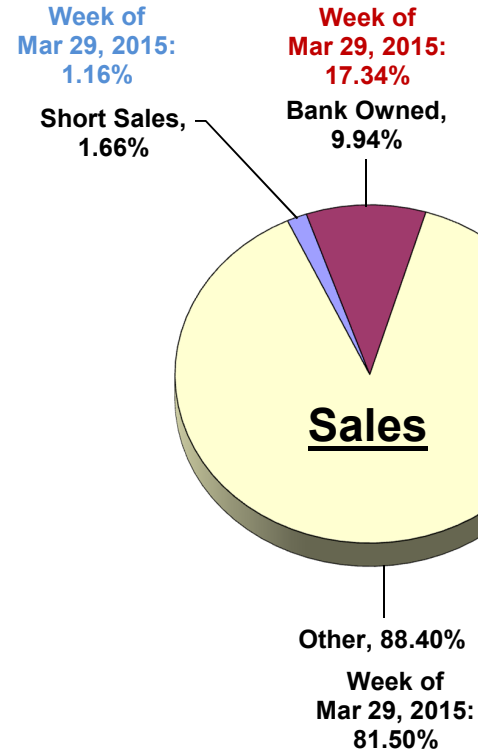
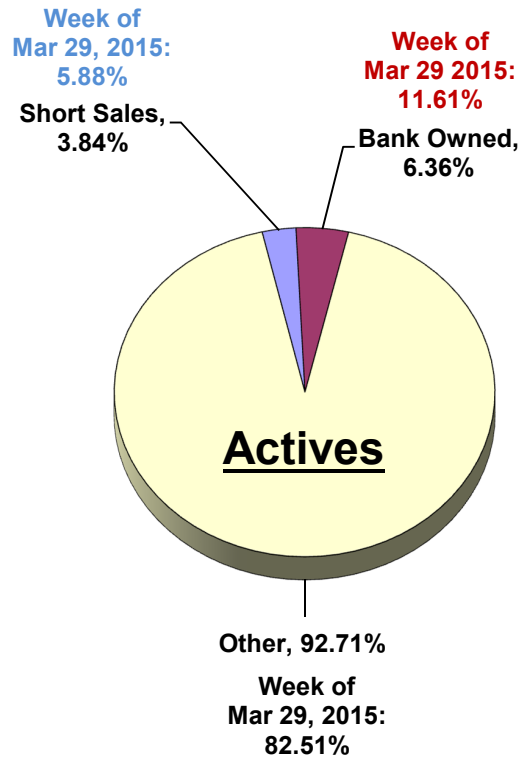
Condos, Townhomes, Villas



Condos, Townhomes, Villas



Condos, Townhomes, Villas



Where are the 42 Condos, Townhomes, or Villas available for the Median Price of \$135,000?

<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		6	\$134,983	2.3	2.0	1,299	\$103.95
Winter Springs / Tuskawilla	32708	1	\$135,000	2.0	2.0	1,340	\$100.75
Altamonte Springs / Forest City	32714	1	\$134,900	2.0	2.0	1,394	\$96.77
Sanford / Lake Forest	32771	2	\$135,000	3.0	2.0	1,243	\$108.61
Sanford (South)	32773	1	\$135,000	2.0	2.0	1,144	\$118.01
Longwood / Wekiva Springs	32779	1	\$135,000	2.0	2.0	1,427	\$94.60
Orange County		18	\$134,994	2.2	1.8	1,136	\$118.89
Orlando (Downtown)	32801	1	\$135,000	1.0	1.0	685	\$197.08
Delaney / Crystal Lake	32806	1	\$135,000	2.0	1.0	998	\$135.27
Pine Hills / Rosemont	32808	1	\$135,000	3.0	1.0	1,178	\$114.60
Orlo Vista	32811	1	\$135,000	3.0	2.0	1,405	\$96.09
Conway	32812	1	\$134,900	2.0	2.0	1,281	\$105.31
Williamsburg / Lake Bryan	32821	3	\$135,000	1.0	2.0	891	\$151.52
Taft	32824	2	\$135,000	2.0	2.0	1,158	\$116.58
Union Park / Chickasaw	32829	2	\$135,000	3.0	2.0	1,294	\$104.33
Moss Park	32832	1	\$135,000	2.0	2.0	987	\$136.78
Metro West / Orlo Vista	32835	4	\$135,000	3.0	2.0	1,327	\$101.73
Hunters Creek	32837	1	\$135,000	2.0	2.0	1,020	\$132.35
Osceola County		16	\$134,962	2.7	2.0	1,333	\$101.22
Davenport	33896	2	\$135,000	3.0	2.0	1,189	\$113.54
Kissimmee / Buena Ventura Lakes	34743	1	\$135,000	3.0	2.0	1,382	\$97.68
Kissimmee (West) / Pleasant Hill	34746	7	\$134,964	3.0	2.0	1,405	\$96.06
Kissimmee / Celebration	34747	5	\$134,928	2.0	2.0	1,230	\$109.70
St Cloud	34769	1	\$135,000	3.0	2.0	1,588	\$85.01
Lake County		2	\$134,900	2.0	2.0	1,434	\$94.07
Mount Dora	32757	1	\$134,900	2.0	2.0	1,540	\$87.60
Leesburg (West)	34748	1	\$134,900	2.0	2.0	1,328	\$101.58