



Monday Morning Quarterback Summary

Week of Jun 12, 2016

Single-family existing homes

- Sales of single-family homes increased to 624 during the week of Jun 12, from 486 the week prior
- The median price of single family homes increased to \$229,500, a change of 2.5%
- The number of single-family home foreclosure transactions increased to 52 last week, from 43 the week of Jun 5
- The number of single-family home short-sale transactions decreased to 18 from 20 the week prior
- Single-family inventory decreased by 10, and now sits at 9,846

Condos, townhomes, and villas

- Sales of condos, townhomes, and villas decreased to 145 during the week of Jun 12 from 154 the week prior
- The median price of condos, townhomes, and villas increased to \$135,000, a change of 16.38%
- The number of condo, townhome and villa foreclosure transactions remained constant at 11
- The number of condo, townhome and villa short-sale transactions remained constant at 2
- Condo inventory increased by 27, and now sits at 2,913

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

Monday Morning Quarterback
06/12/2016 - 06/18/2016
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	624	354	91	94	44	33	8
Bank Owned	52	45	4	0	2	1	0
Short Sales	18	17	1	0	0	0	0
Other	554	292	86	94	42	32	8
Active Listings	9,846	3,428	1,386	1,883	994	1,498	657
Bank Owned	413	279	47	51	16	16	4
Short Sales	404	254	53	55	16	21	5
Other	9,029	2,895	1,286	1,777	962	1,461	648
Months of Inventory	4	2	4	5	5	10	19

List Price

Average Original List Price	\$288,959	\$178,499	\$284,245	\$357,050	\$464,363	\$688,681	\$1,816,750
Average Final List Price	\$281,211	\$174,344	\$279,869	\$349,213	\$450,597	\$671,470	\$1,684,875

Sale Price

Average Price	\$274,034	\$170,458	\$274,050	\$340,990	\$436,893	\$646,818	\$1,363,939
Median Price	\$229,500	\$180,000	\$274,000	\$338,100	\$432,978	\$600,000	\$1,517,500

Price Differences

Original to Final List Price	-\$7,748	-\$4,155	-\$4,376	-\$7,837	-\$13,766	-\$17,211	-\$131,875
Original List to Sale Price - \$	-\$14,925	-\$8,041	-\$10,195	-\$16,060	-\$27,470	-\$41,863	-\$452,811
Final List to Sale Price - \$	-\$7,177	-\$3,886	-\$5,819	-\$8,223	-\$13,704	-\$24,652	-\$320,936
Original List to Sale Price - %	94.83%	95.50%	96.41%	95.50%	94.08%	93.92%	75.08%
Final List to Sale Price - %	97.45%	97.77%	97.92%	97.65%	96.96%	96.33%	80.95%

Days on the Market

Avg Days Listing to Contract	55	47	62	50	75	97	114
Combined Avg Days to Contract	62	48	72	66	83	125	125
Avg Days Listing to Closing	104	97	107	94	123	152	192
Avg Days Contract to Close	48	49	44	42	47	54	76

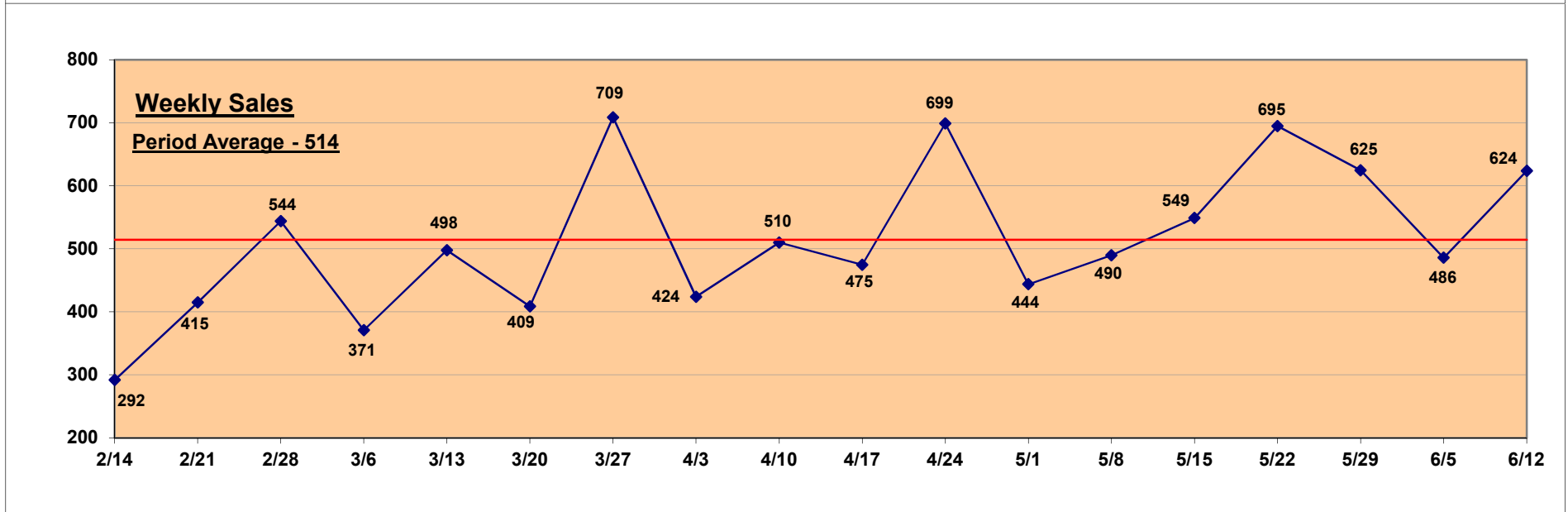
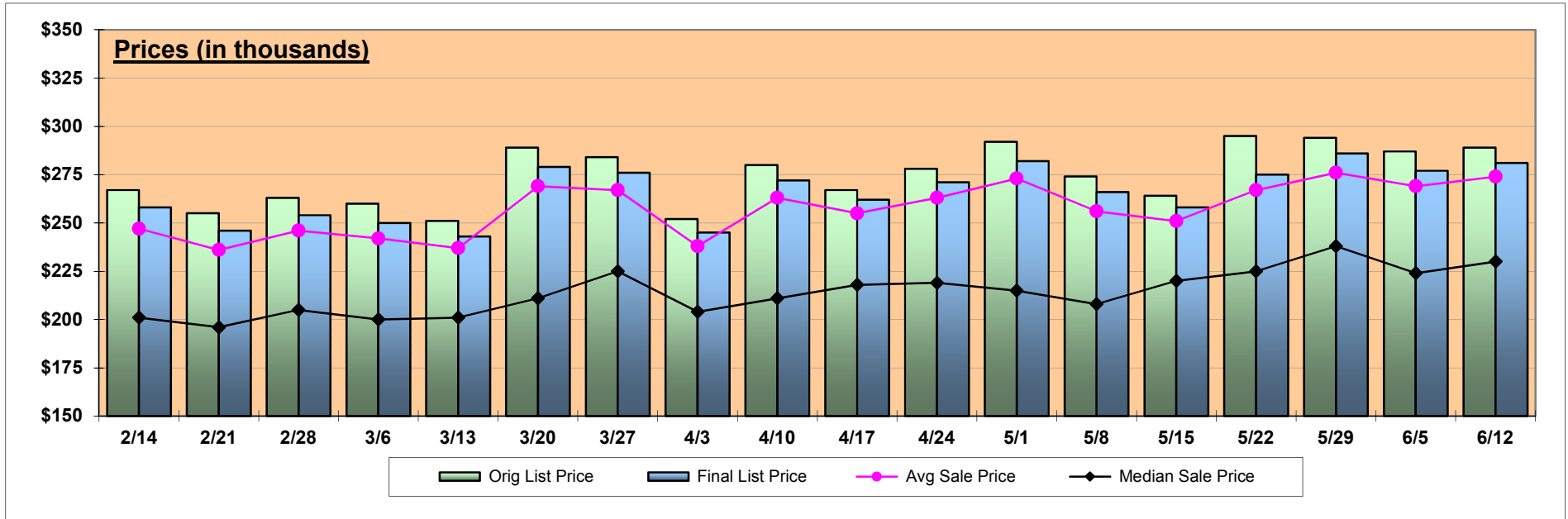
Beds / Baths

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

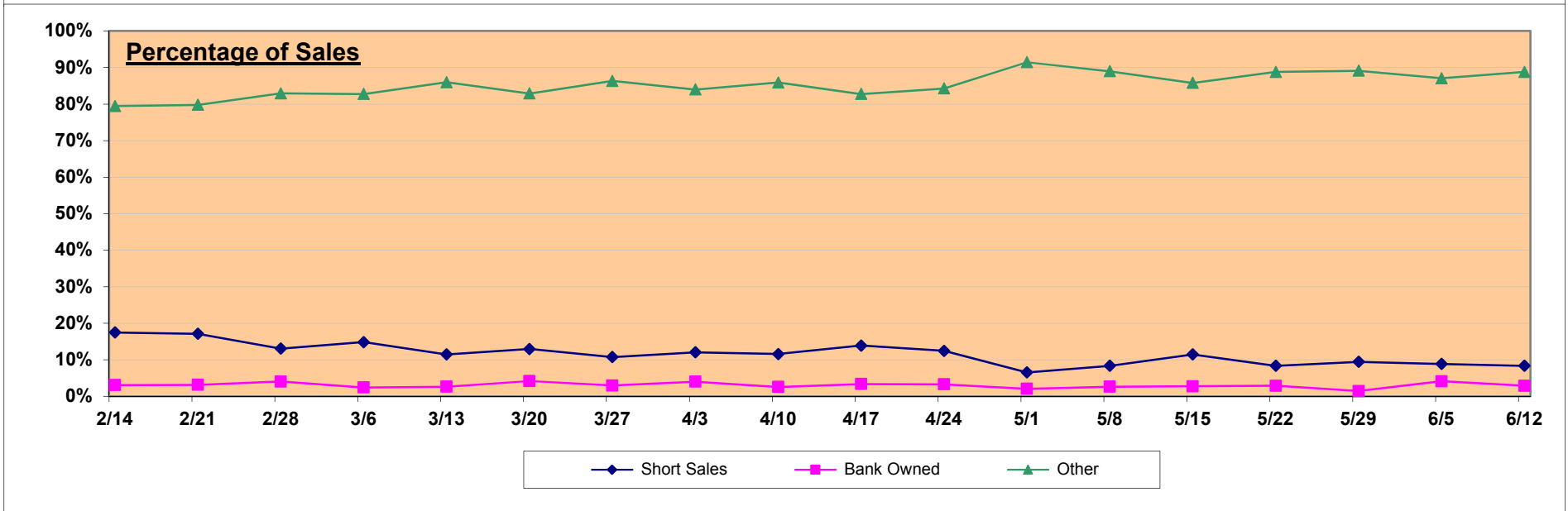
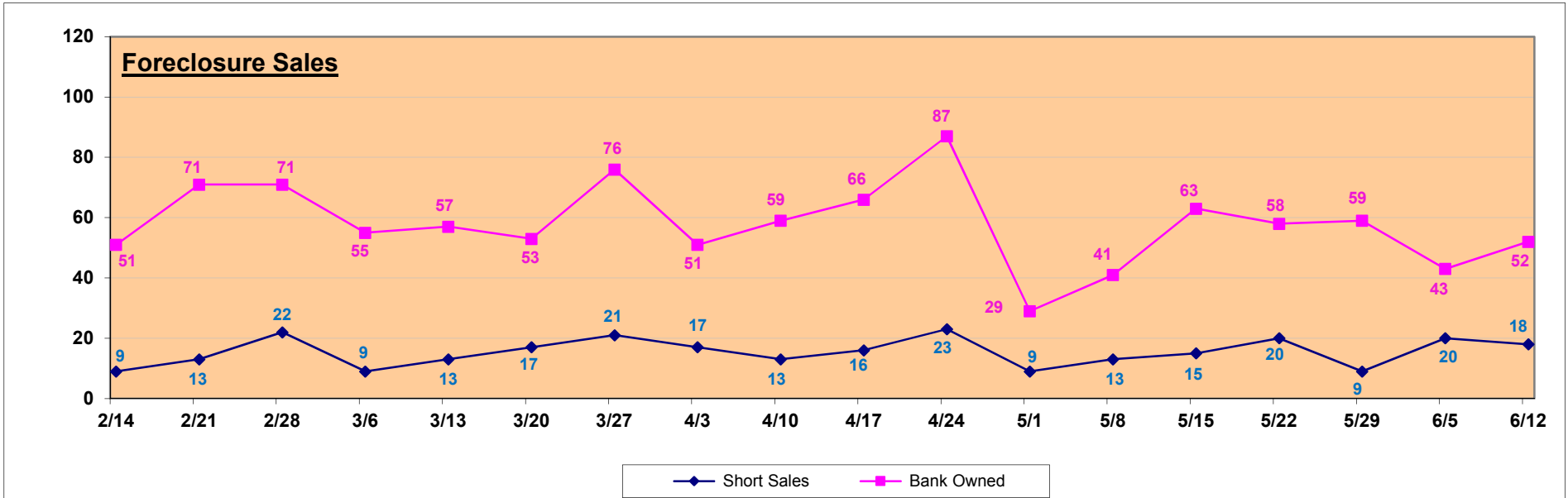
Square Footage

Average Square Feet	2,135	1,612	2,317	2,646	3,283	3,558	5,061
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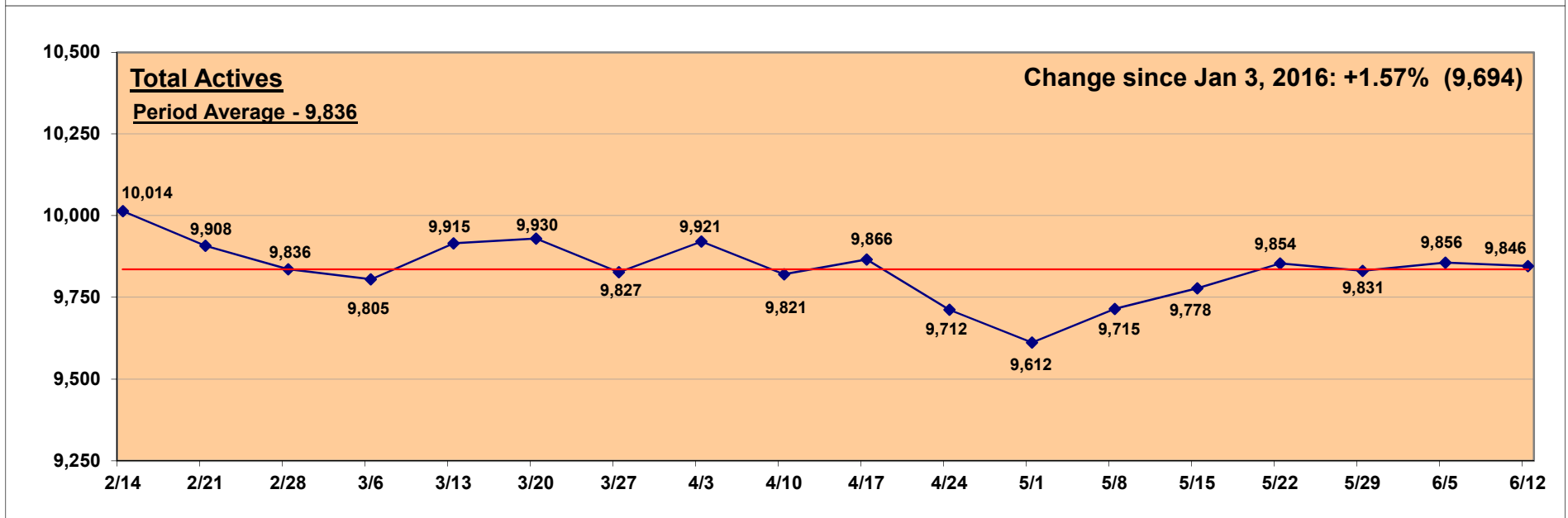
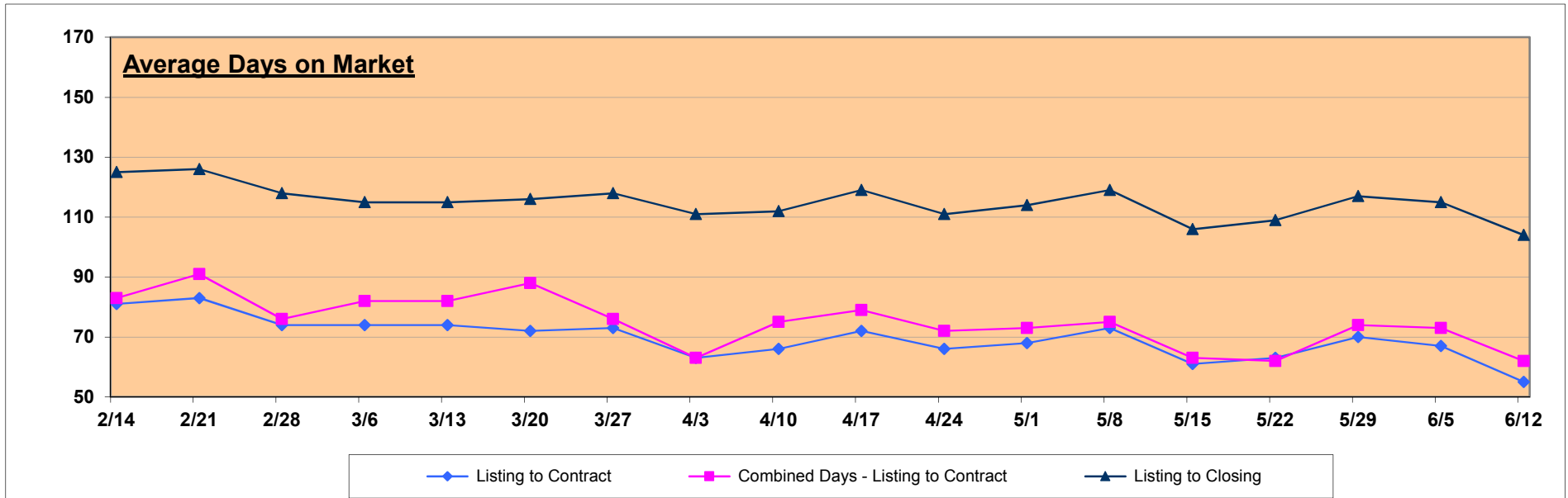
Single Family Homes



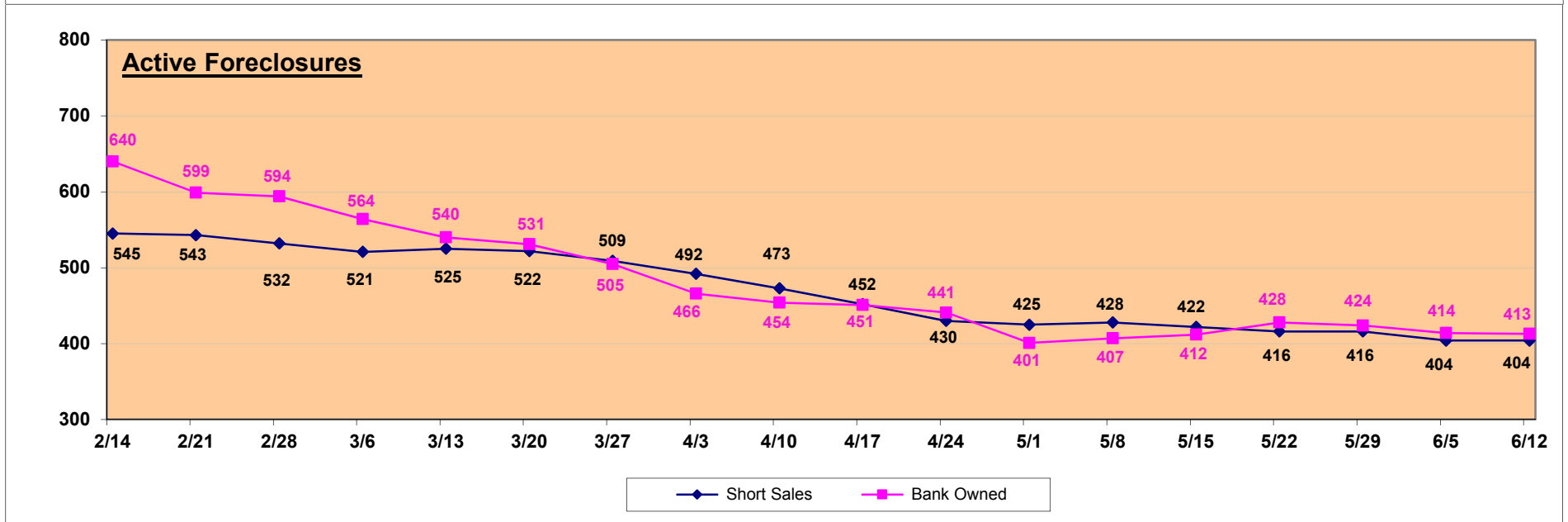
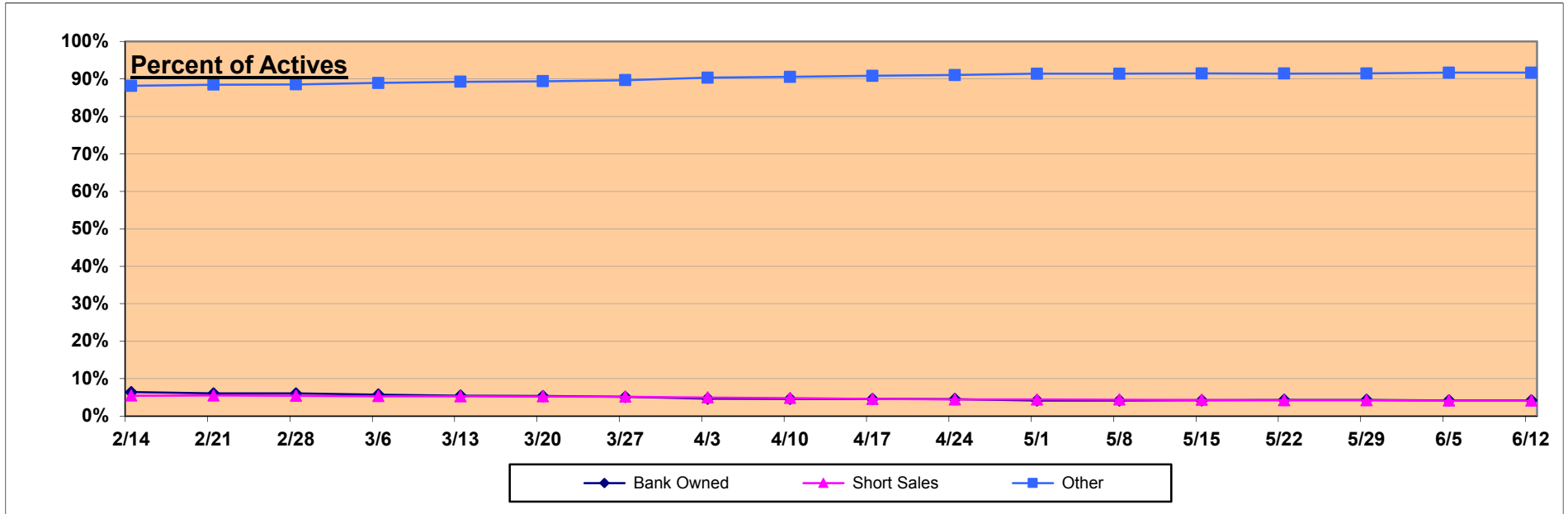
Single Family Homes



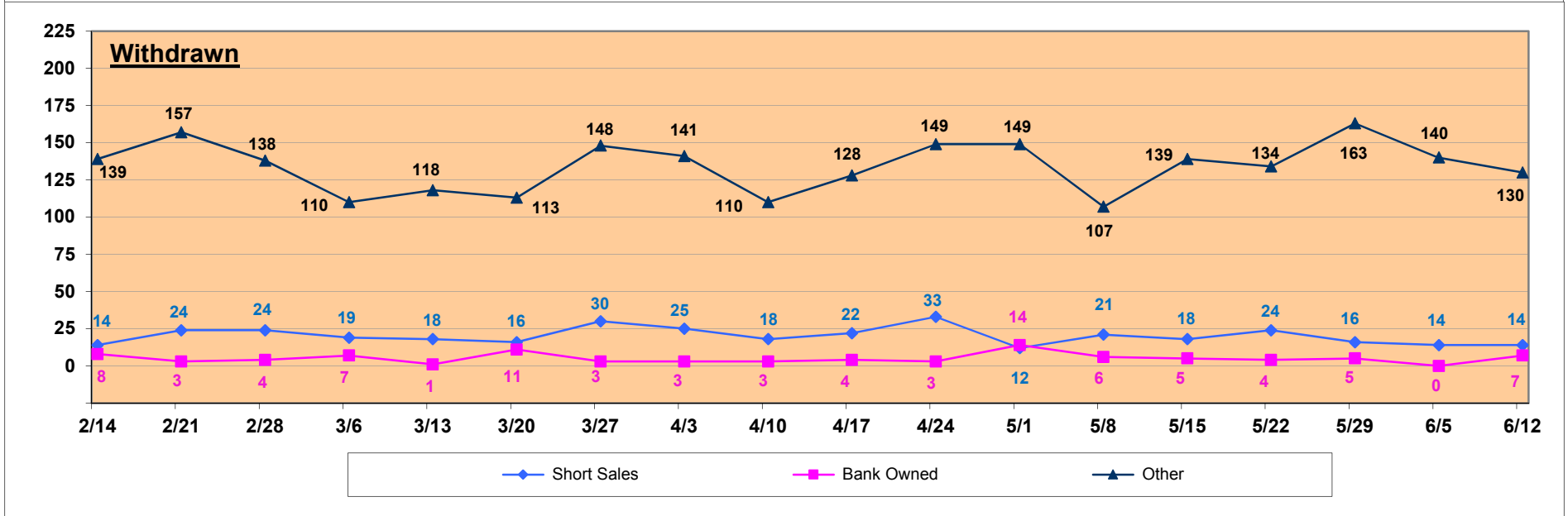
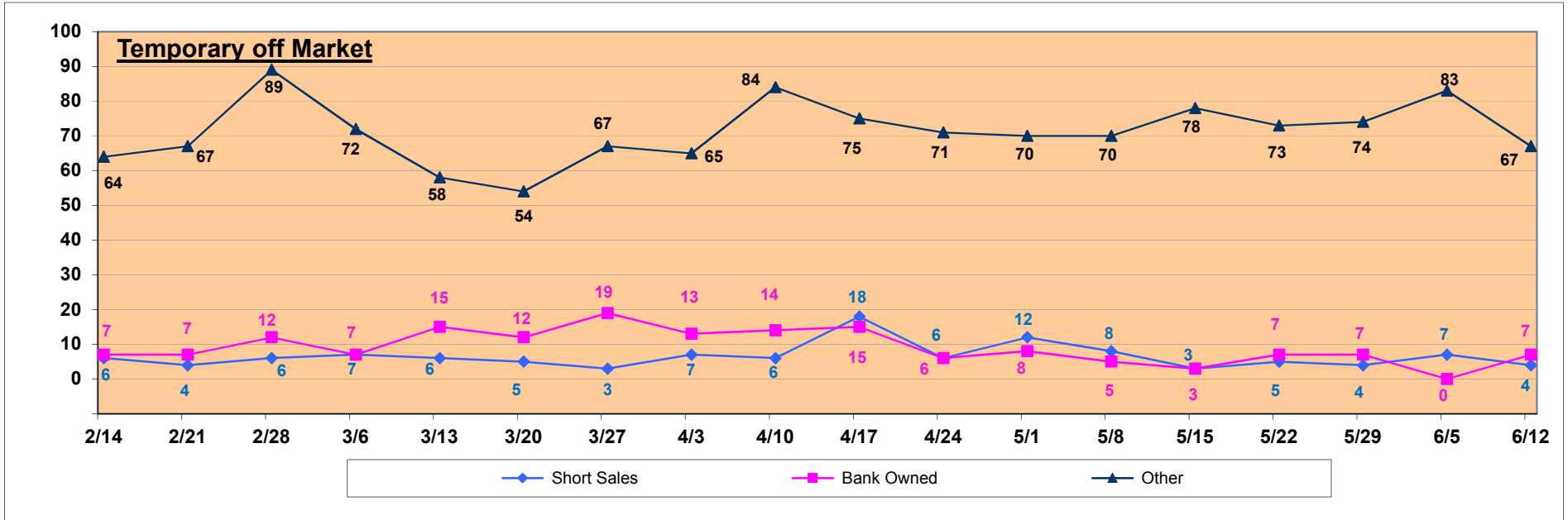
Single Family Homes



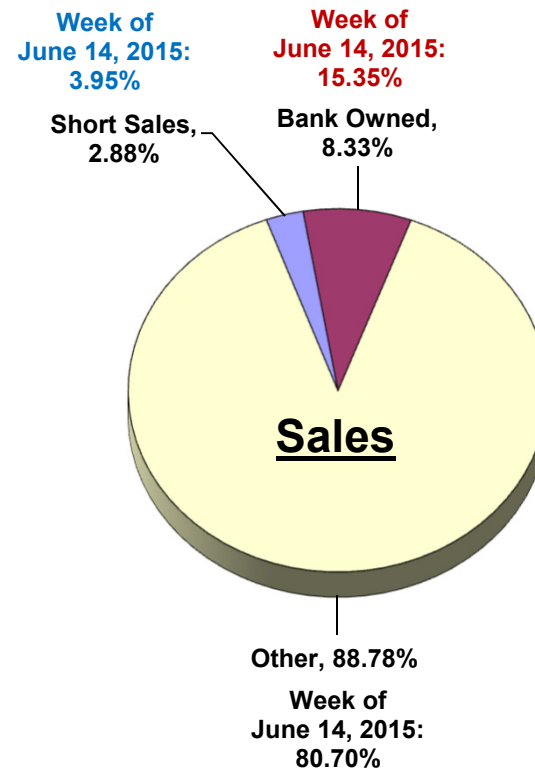
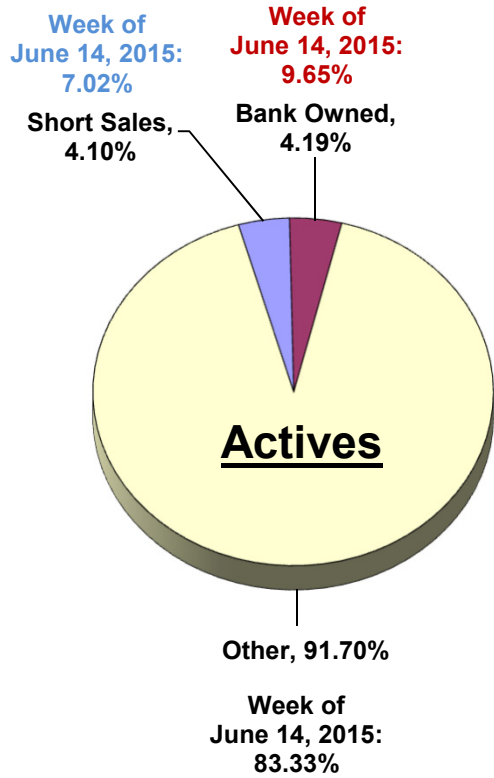
Single Family Homes



Single Family Homes



Single Family Homes



Monday Morning Quarterback
06/12/2016 - 06/18/2016
Lake, Orange, Osceola & Seminole Counties

Where are the 127 Single Family Homes available for the Median Price of \$229,500?

<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		25	\$229,544	3.1	2.1	1,840	\$124.74
Apopka / Hunt Club	32703	1	\$229,000	3.0	2.0	2,258	\$101.42
Winter Springs / Tuskawilla	32708	3	\$229,600	3.0	3.0	1,912	\$120.08
Altamonte Springs / Forest City	32714	3	\$229,000	3.0	2.0	1,727	\$132.60
Lake Mary / Heathrow	32746	3	\$229,300	3.0	2.0	1,872	\$122.49
Longwood (East)	32750	3	\$229,967	3.0	2.0	2,148	\$107.06
Oviedo	32765	6	\$229,483	3.0	2.0	1,604	\$143.07
Chuluota/Oviedo	32766	1	\$229,900	3.0	2.0	1,812	\$126.88
Sanford / Lake Forest	32771	1	\$229,900	4.0	2.0	2,229	\$103.14
Sanford (South)	32773	1	\$229,900	4.0	2.0	1,725	\$133.28
Winter Park	32792	3	\$229,800	3.0	2.0	1,793	\$128.17
Orange County		35	\$229,663	3.5	2.0	1,785	\$128.67
Winter Park (West)	32789	1	\$229,000	3.0	3.0	1,858	\$123.25
Winter Park (East) / Aloma	32792	1	\$229,900	3.0	2.0	1,545	\$148.80
Colonialtown	32803	2	\$229,450	2.0	1.0	1,033	\$222.12
Delaney / Crystal Lake	32806	3	\$229,933	3.0	2.0	1,329	\$173.01
Conway	32812	2	\$229,000	4.0	3.0	2,339	\$97.91
Union Park	32817	2	\$230,000	4.0	2.0	1,879	\$122.41
Williamsburg / Lake Bryan	32821	1	\$229,900	3.0	2.0	1,536	\$149.67
Taft	32824	7	\$229,686	4.0	2.0	2,038	\$112.70
Rio Pinar / Union Park	32825	3	\$229,600	4.0	2.0	1,754	\$130.90
Waterford Lakes	32828	3	\$229,796	3.0	2.0	1,911	\$120.25
Wedgfield	32833	1	\$229,000	4.0	2.0	2,140	\$107.01
Pine Castle / Edgewood	32839	2	\$229,950	3.0	2.0	1,639	\$140.30
Oakland	34760	2	\$229,450	3.0	2.0	1,499	\$153.07
Ocoee	34761	4	\$229,725	4.0	2.0	1,895	\$121.23
Winter Garden / Oakland	34787	1	\$230,000	4.0	2.0	1,786	\$128.78

Where are the 127 Single Family Homes available for the Median Price of \$229,500? (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		28	\$229,668	3.8	2.7	2,062	\$111.41
Kissimmee / Buena Ventura Lakes	34743	1	\$229,000	3.0	2.0	1,410	\$162.41
Kissimmee (East)	34744	4	\$229,950	4.0	2.0	2,140	\$107.45
Kissimmee (West) / Pleasant Hill	34746	10	\$229,618	4.0	3.0	2,379	\$96.52
Kissimmee / Celebration	34747	5	\$229,499	4.0	3.0	1,722	\$133.27
Kissimmee / Poinciana	34758	4	\$229,960	4.0	3.0	2,231	\$103.07
St Cloud / Narcoossee	34771	1	\$229,000	3.0	2.0	1,371	\$167.03
St Cloud / Canoe Creek	34772	3	\$229,800	3.0	2.0	1,686	\$136.30
Lake County		39	\$229,701	3.2	2.1	2,028	\$113.26
Astor	32102	1	\$230,000	3.0	2.0	1,512	\$152.12
Lady Lake / The Villages	32159	4	\$229,975	2.0	2.0	1,940	\$118.54
Eustis (East)	32736	2	\$229,950	4.0	2.0	1,816	\$126.62
Mount Dora	32757	1	\$229,000	4.0	2.0	2,550	\$89.80
Sorrento / Mt Plymouth	32776	1	\$229,900	4.0	2.0	2,077	\$110.69
Tavares / Mt Plymouth	32778	3	\$229,000	3.0	2.0	1,981	\$115.60
Umatilla / Dona Vista	32784	2	\$229,500	4.0	2.0	1,899	\$120.85
Clermont (Central)	34711	8	\$229,663	3.0	2.0	2,153	\$106.67
Clermont (South)	34714	3	\$229,950	4.0	3.0	1,790	\$128.46
Minneola	34715	2	\$229,450	4.0	2.0	1,963	\$116.89
Fruitland Park	34731	1	\$229,900	4.0	3.0	2,136	\$107.63
Groveland	34736	5	\$229,656	3.0	2.0	2,042	\$112.47
Howey in the Hills	34737	1	\$229,900	3.0	2.0	2,183	\$105.31
Leesburg (West)	34748	5	\$229,900	3.0	2.0	2,155	\$106.68

Condos, Townhomes, Villas

	Total	Under \$250k	\$250K to \$300K	\$300K to \$400K	\$400K to \$500K	\$500K to \$1M	Over \$1M
Sales	145	133	3	5	3	1	0
Bank Owned	11	11	0	0	0	0	0
Short Sales	2	2	0	0	0	0	0
Other	132	120	3	5	3	1	0
Active Listings	2,913	2,225	303	217	75	72	21
Bank Owned	107	101	5	0	0	1	0
Short Sales	65	59	5	1	0	0	0
Other	2,741	2,065	293	216	75	71	21
Months of Inventory	5	4	23	10	6	17	0

List Price

Average Original List Price	\$158,939	\$139,164	\$269,933	\$353,200	\$458,668	\$585,500	\$0
Average Final List Price	\$156,027	\$136,623	\$269,933	\$350,559	\$434,968	\$585,500	\$0

Sale Price

Average Price	\$150,964	\$132,360	\$264,167	\$342,700	\$419,967	\$520,000	\$0
Median Price	\$135,000	\$130,000	\$262,500	\$318,500	\$419,900	\$520,000	\$0

Price Differences

Original to Final List Price	-\$2,912	-\$2,541	\$0	-\$2,641	-\$23,700	\$0	\$0
Original List to Sale Price - \$	-\$7,975	-\$6,804	-\$5,766	-\$10,500	-\$38,701	-\$65,500	\$0
Final List to Sale Price - \$	-\$5,063	-\$4,263	-\$5,766	-\$7,859	-\$15,001	-\$65,500	\$0
Original List to Sale Price - %	94.98%	95.11%	97.86%	97.03%	91.56%	88.81%	0.00%
Final List to Sale Price - %	96.76%	96.88%	97.86%	97.76%	96.55%	88.81%	0.00%

Days on the Market

Avg Days Listing to Contract	63	59	47	104	161	77	0
Combined Avg Days to Contract	60	56	47	108	161	77	0
Avg Days Listing to Closing	108	105	75	150	183	143	0
Avg Days Contract to Close	44	45	26	45	21	65	0

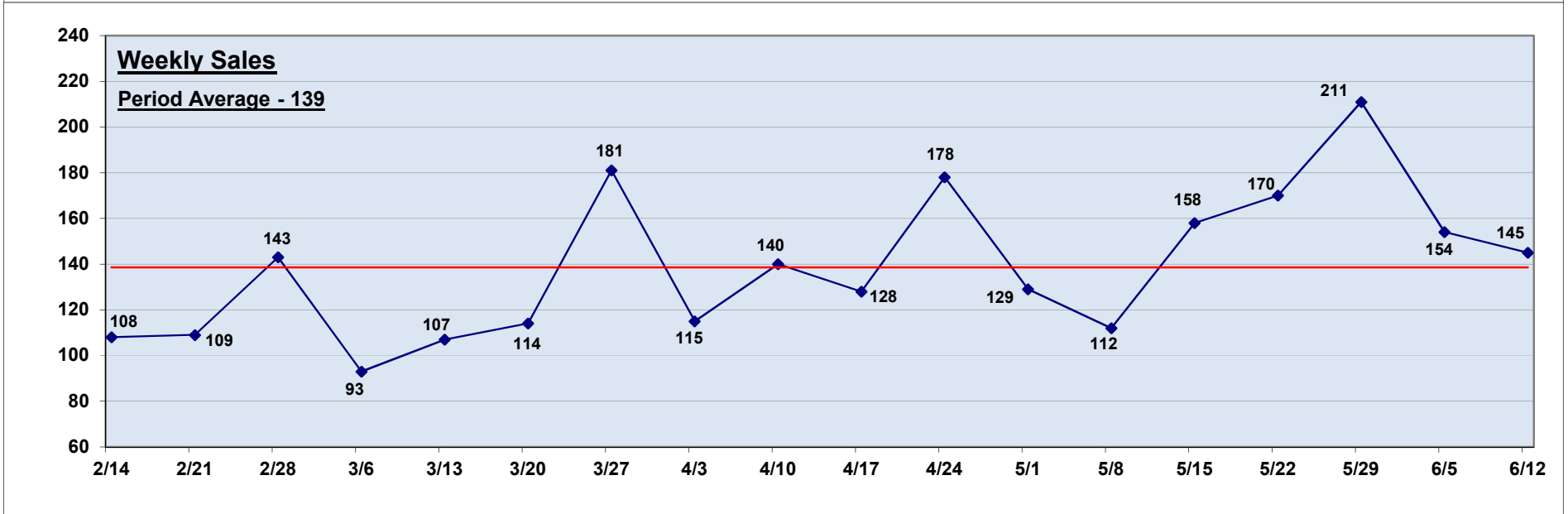
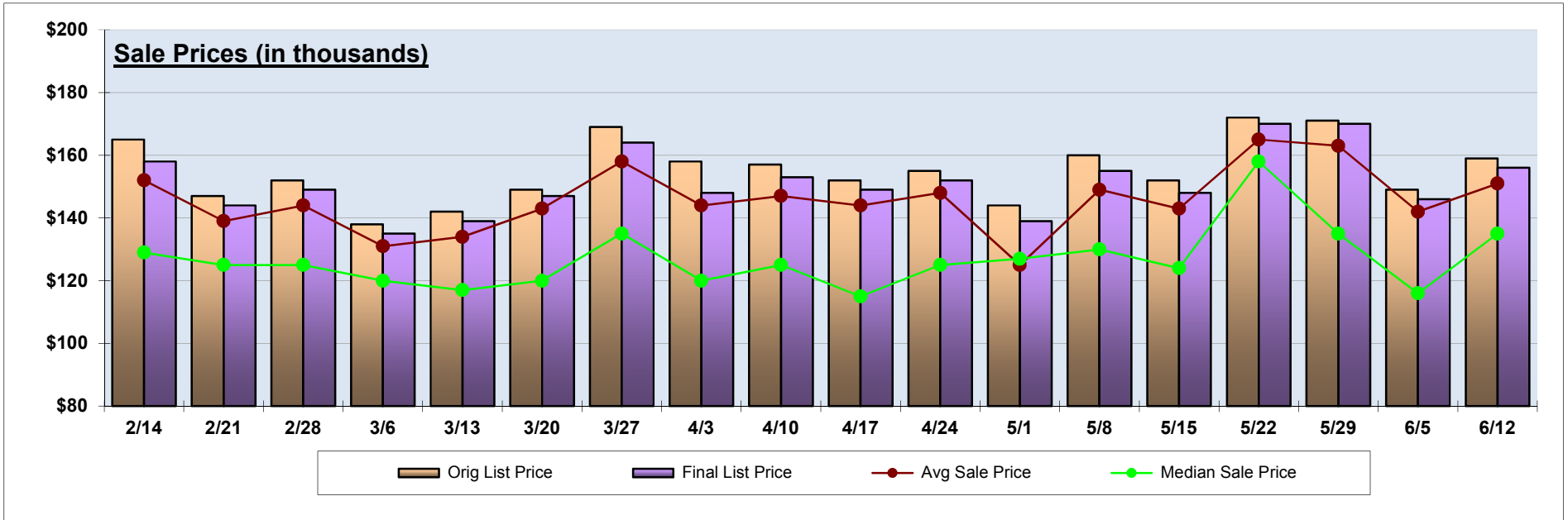
Beds / Baths

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

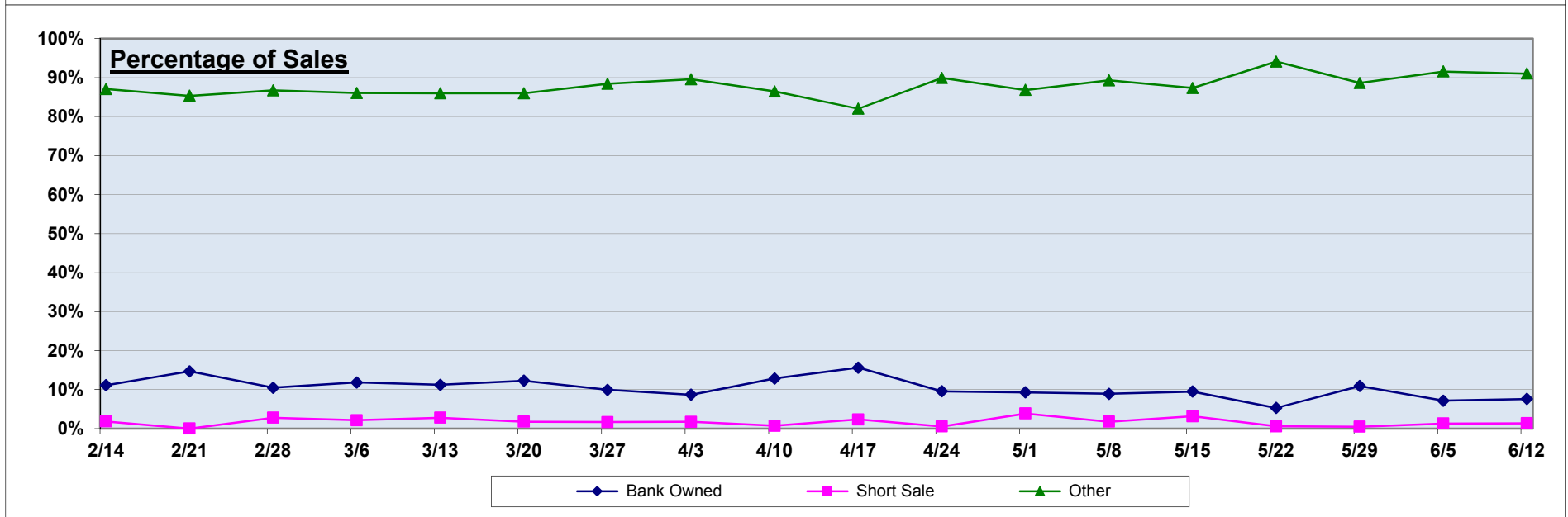
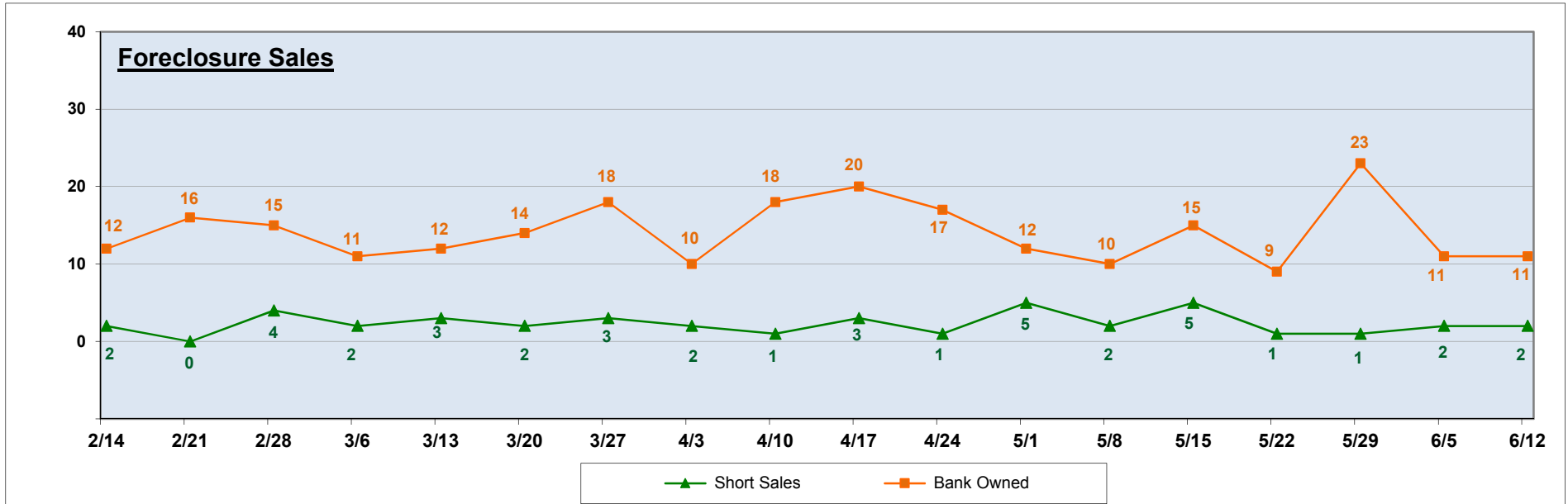
Square Footage

Average Square Feet	1,328	1,263	1,847	1,832	2,251	3,197	0
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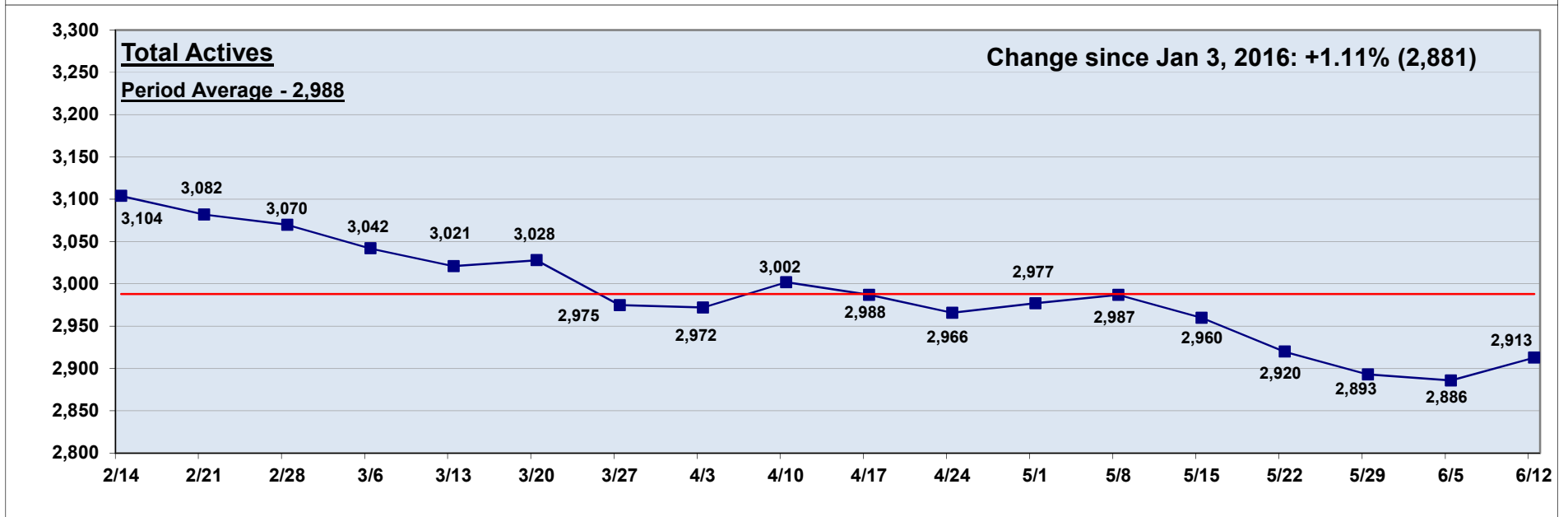
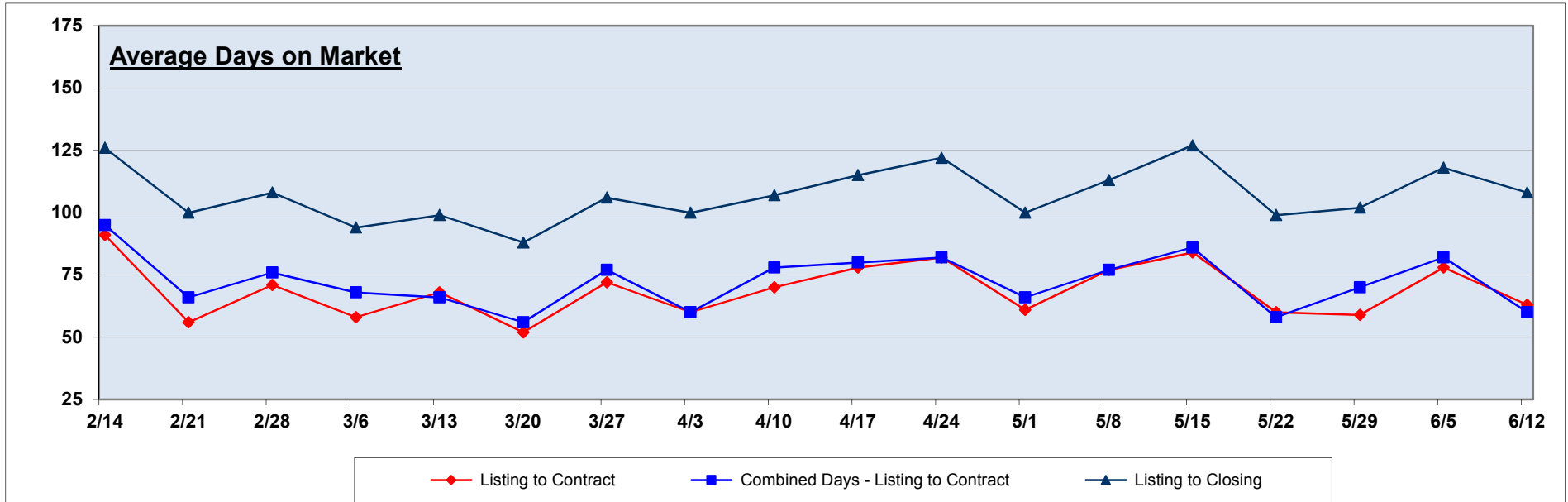
Condos, Townhomes, Villas



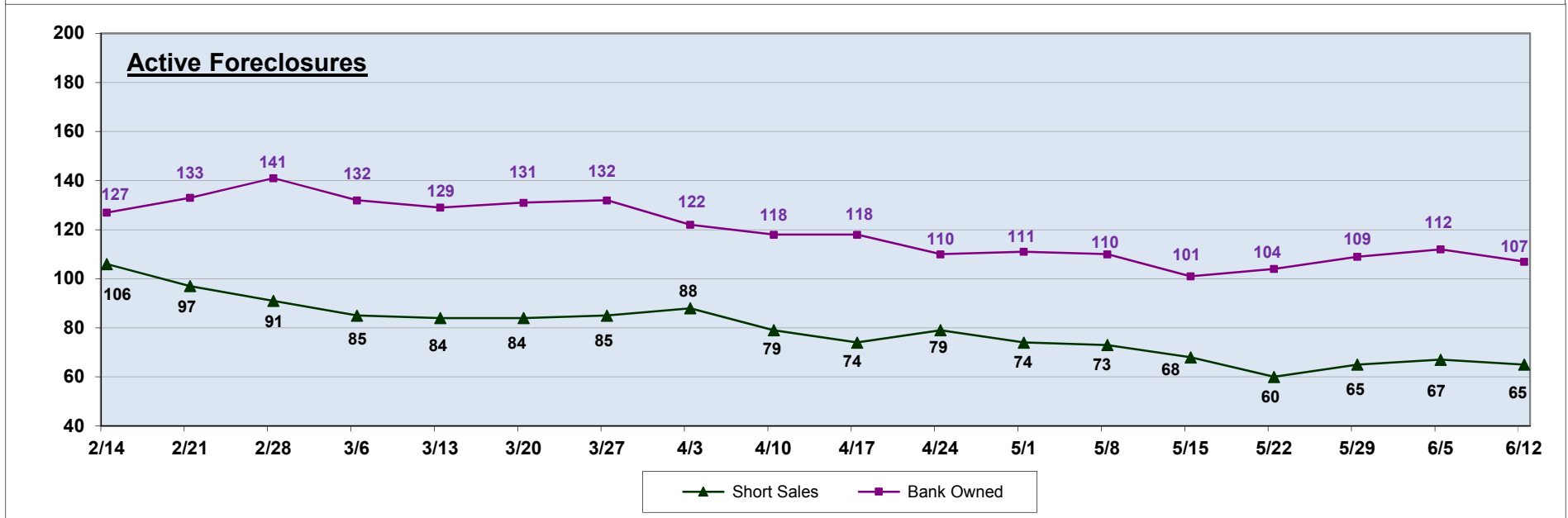
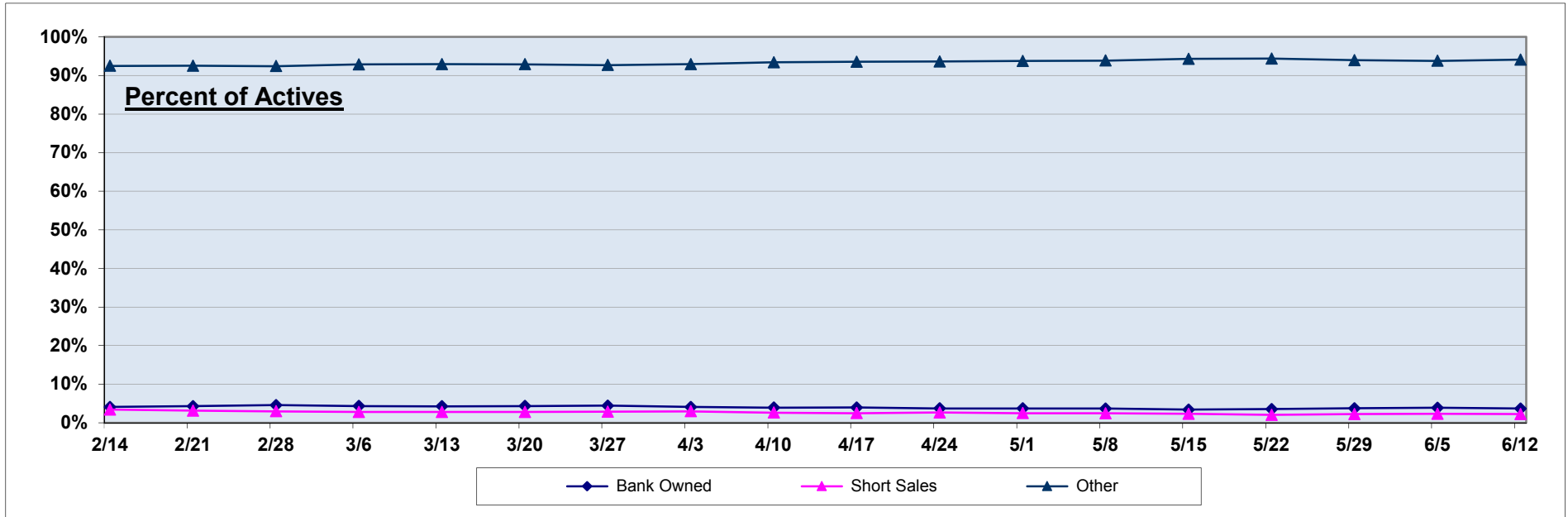
Condos, Townhomes, Villas



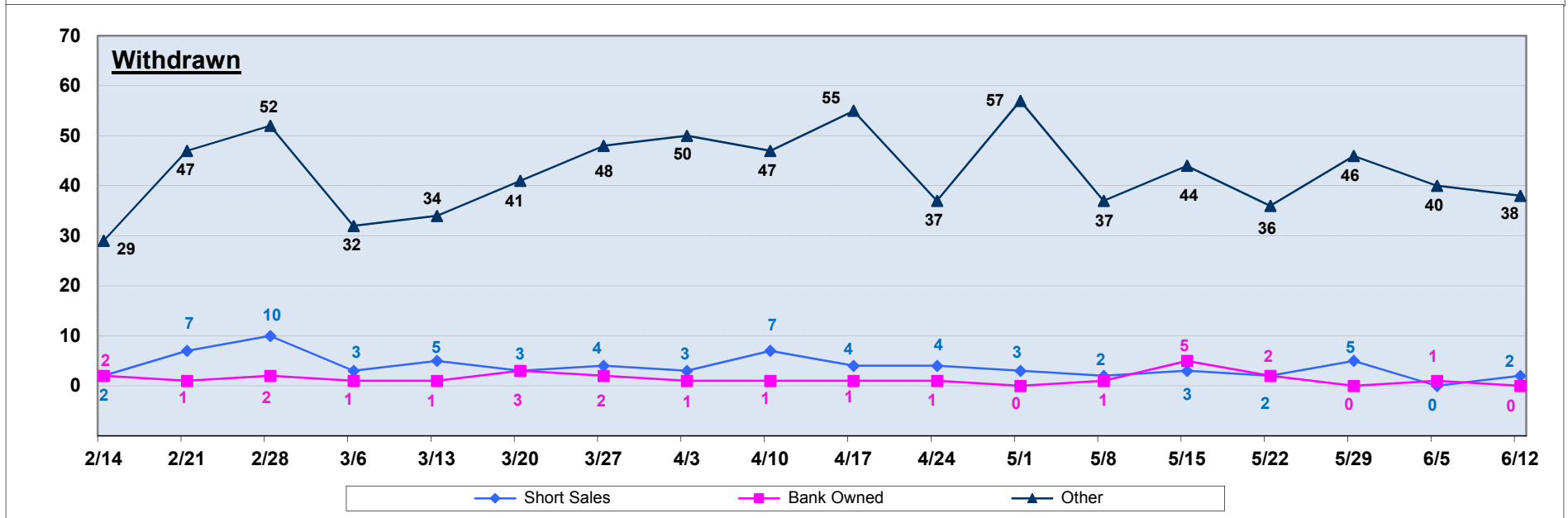
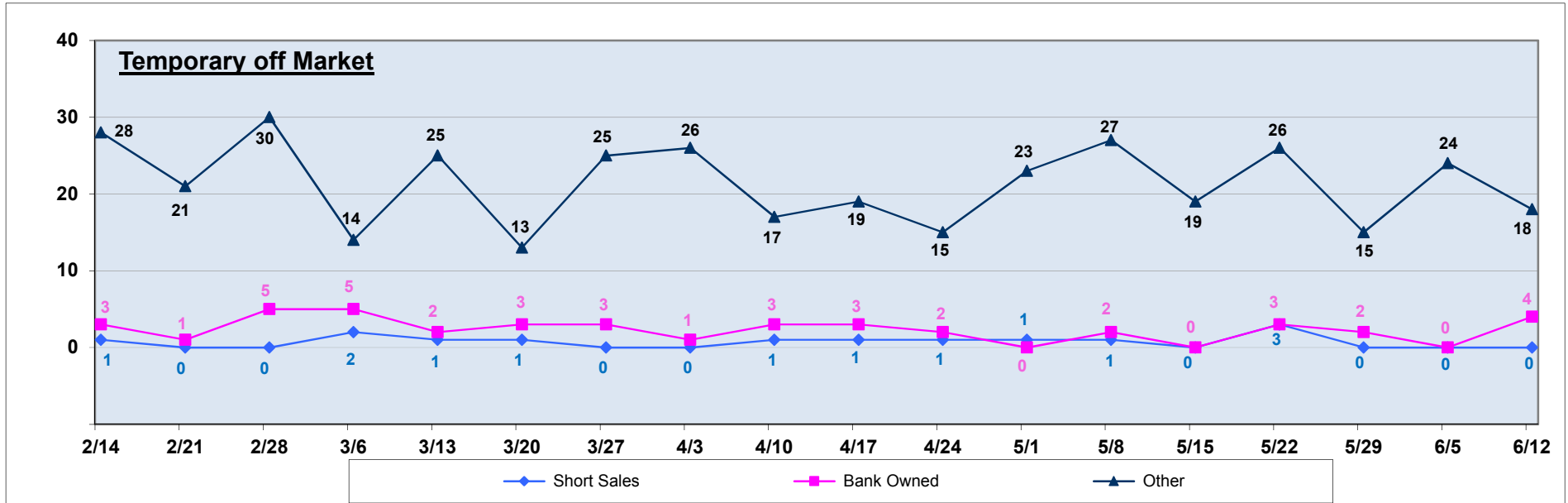
Condos, Townhomes, Villas



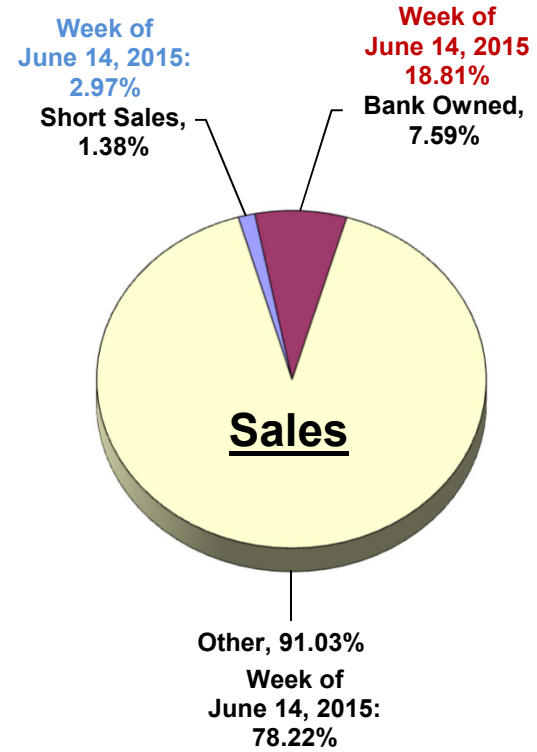
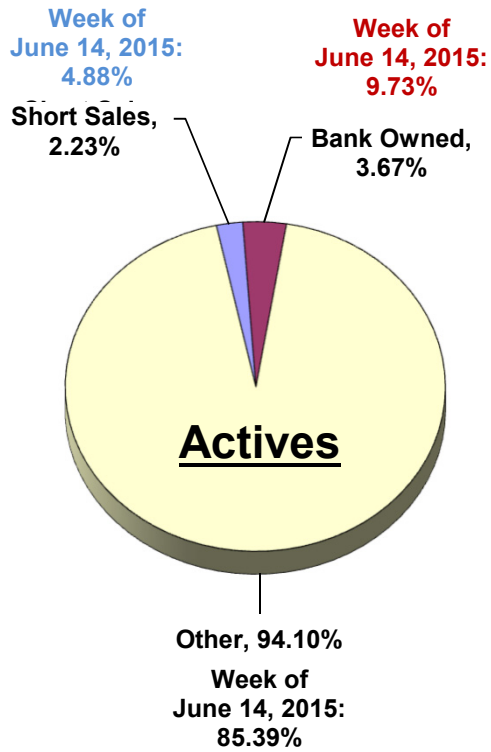
Condos, Townhomes, Villas



Condos, Townhomes, Villas



Condos, Townhomes, Villas



Where are the 44 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		3	\$134,967	2.3	1.3	1,260	\$107.14
Winter Springs / Tuskawilla	32708	1	\$135,000	3.0	1.0	1,124	\$120.11
Lake Mary / Heathrow	32746	1	\$134,900	1.0	1.0	832	\$162.14
Sanford / Lake Forest	32771	1	\$135,000	3.0	2.0	1,823	\$74.05
Orange County		21	\$134,967	2.0	1.8	1,107	\$121.87
Winter Park (East) / Aloma	32792	1	\$135,000	3.0	2.0	1,350	\$100.00
Orlando (Downtown)	32801	4	\$134,925	1.0	1.0	728	\$185.34
Pine Hills / Rosemont	32808	1	\$135,000	3.0	1.0	1,178	\$114.60
Orlo Vista	32811	1	\$135,000	2.0	2.0	1,186	\$113.83
Williamsburg / Lake Bryan	32821	3	\$135,000	1.0	2.0	891	\$151.52
Ventura	32822	1	\$135,000	3.0	2.0	1,423	\$94.87
Taft	32824	3	\$134,933	2.0	2.0	1,196	\$112.82
Waterford Lakes	32828	1	\$135,000	3.0	2.0	1,187	\$113.73
Union Park / Chickasaw	32829	1	\$135,000	3.0	2.0	1,202	\$112.31
Metro West / Orlo Vista	32835	2	\$135,000	3.0	2.0	1,303	\$103.61
Hunters Creek	32837	3	\$134,933	2.0	2.0	1,317	\$102.45
Osceola County		18	\$134,930	3.0	2.1	1,320	\$102.21
Davenport	33896	4	\$134,950	3.0	2.0	1,219	\$110.71
Kissimmee (Central)	34741	3	\$134,917	3.0	2.0	1,440	\$93.69
Kissimmee (West) / Pleasant Hill	34746	4	\$134,973	3.0	2.0	1,331	\$101.41
Kissimmee / Celebration	34747	5	\$134,860	3.0	2.0	1,251	\$107.80
Kissimmee / Poinciana	34758	1	\$135,000	3.0	3.0	1,504	\$89.76
St Cloud	34769	1	\$135,000	3.0	2.0	1,483	\$91.03
Lake County		2	\$134,950	2.0	2.0	1,126	\$119.85
Tavares / Mt Plymouth	32778	1	\$134,900	2.0	2.0	1,179	\$114.42
Leesburg (East)/Haines Creek	34788	1	\$135,000	2.0	2.0	1,073	\$125.82