

Single-family existing homes

- Sales of single-family homes decreased to 267 during the week of Jan 1, from 561 the week prior
- The median price of single family homes decreased to \$220,000, a change of -4.3%
- The number of single-family home foreclosure transactions decreased to 21 last week, from 44 the week of Dec 25
- The number of single-family home short-sale transactions decreased to 6 from 15 the week prior
- Single-family inventory increased by 75, and now sits at 8,034

Condos, townhomes, and villas

- Sales of condos, townhomes, and villas decreased to 80 during the week of Jan 1, from 130 the week prior
- The median price of condos, townhomes, and villas decreased to \$127,500, a change of -10.53%
- The number of condo, townhome, and villa foreclosure transactions decreased to 6 last week, from 8 the week of Dec 25
- The number of condo, townhome and villa short-sale transactions decreased to 1 from 2 the week prior
- Condo inventory increased by 29, and now sits at 2,375

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

Monday Morning Quarterback
01/01/2017 - 01/07/2017
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 | 267 | 166 | 43 | 30 | 15 | 12 | 1 |
| Bank Owned | 21 | 17 | 1 | 1 | 2 | 0 | 0 |
| Short Sales | 6 | 5 | 0 | 0 | 1 | 0 | 0 |
| Other | 240 | 144 | 42 | 29 | 12 | 12 | 1 |
| Active Listings | 8,034 | 2,800 | 1,130 | 1,549 | 810 | 1,187 | 558 |
| Bank Owned | 320 | 200 | 34 | 40 | 17 | 24 | 5 |
| Short Sales | 177 | 118 | 14 | 28 | 5 | 9 | 3 |
| Other | 7,537 | 2,482 | 1,082 | 1,481 | 788 | 1,154 | 550 |
| Months of Inventory | 7 | 4 | 6 | 12 | 12 | 23 | 129 |

List Price

| | | | | | | | |
|-----------------------------|------------------|-----------|-----------|-----------|-----------|-----------|-------------|
| Average Original List Price | \$264,025 | \$178,202 | \$289,332 | \$367,866 | \$477,293 | \$756,380 | \$1,200,000 |
| Average Final List Price | \$256,458 | \$175,553 | \$280,462 | \$356,264 | \$456,247 | \$720,171 | \$1,099,000 |

Sale Price

| | | | | | | | |
|---------------|------------------|-----------|-----------|-----------|-----------|-----------|-------------|
| Average Price | \$248,883 | \$170,175 | \$275,322 | \$347,155 | \$434,374 | \$696,539 | \$1,075,000 |
| Median Price | \$220,000 | \$180,000 | \$278,000 | \$344,250 | \$436,110 | \$652,500 | \$1,075,000 |

Price Differences

| | | | | | | | |
|--|------------------|----------|-----------|-----------|-----------|-----------|------------|
| Original to Final List Price | -\$7,567 | -\$2,649 | -\$8,870 | -\$11,602 | -\$21,046 | -\$36,209 | -\$101,000 |
| Original List to Sale Price - \$ | -\$15,142 | -\$8,027 | -\$14,010 | -\$20,711 | -\$42,919 | -\$59,841 | -\$125,000 |
| Final List to Sale Price - \$ | -\$7,575 | -\$5,378 | -\$5,140 | -\$9,109 | -\$21,873 | -\$23,632 | -\$24,000 |
| Original List to Sale Price - % | 94.26% | 95.50% | 95.16% | 94.37% | 91.01% | 92.09% | 89.58% |
| Final List to Sale Price - % | 97.05% | 96.94% | 98.17% | 97.44% | 95.21% | 96.72% | 97.82% |

Days on the Market

| | | | | | | | |
|-------------------------------|------------|----|----|------|-----|-----|-----|
| Avg Days Listing to Contract | 61 | 42 | 59 | 121 | 67 | 173 | 137 |
| Combined Avg Days to Contract | 72 | 40 | 69 | 18*9 | 85 | 214 | 137 |
| Avg Days Listing to Closing | 109 | 90 | 99 | 170 | 121 | 223 | 197 |
| Avg Days Contract to Close | 46 | 48 | 39 | 48 | 53 | 49 | 59 |

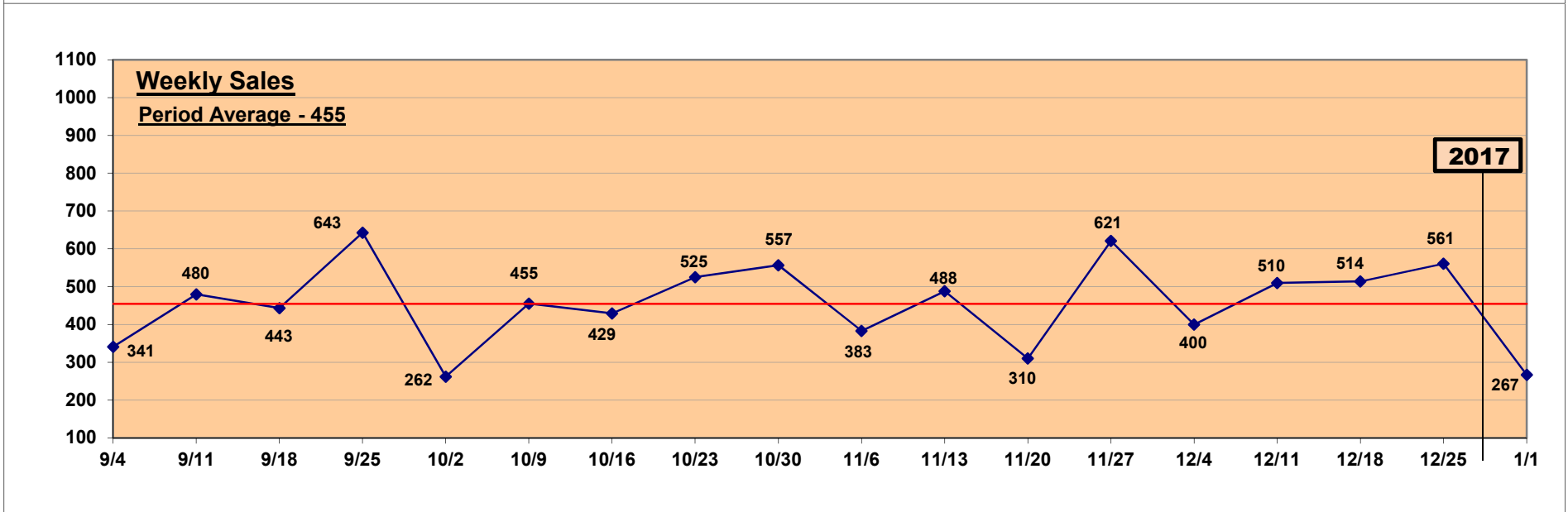
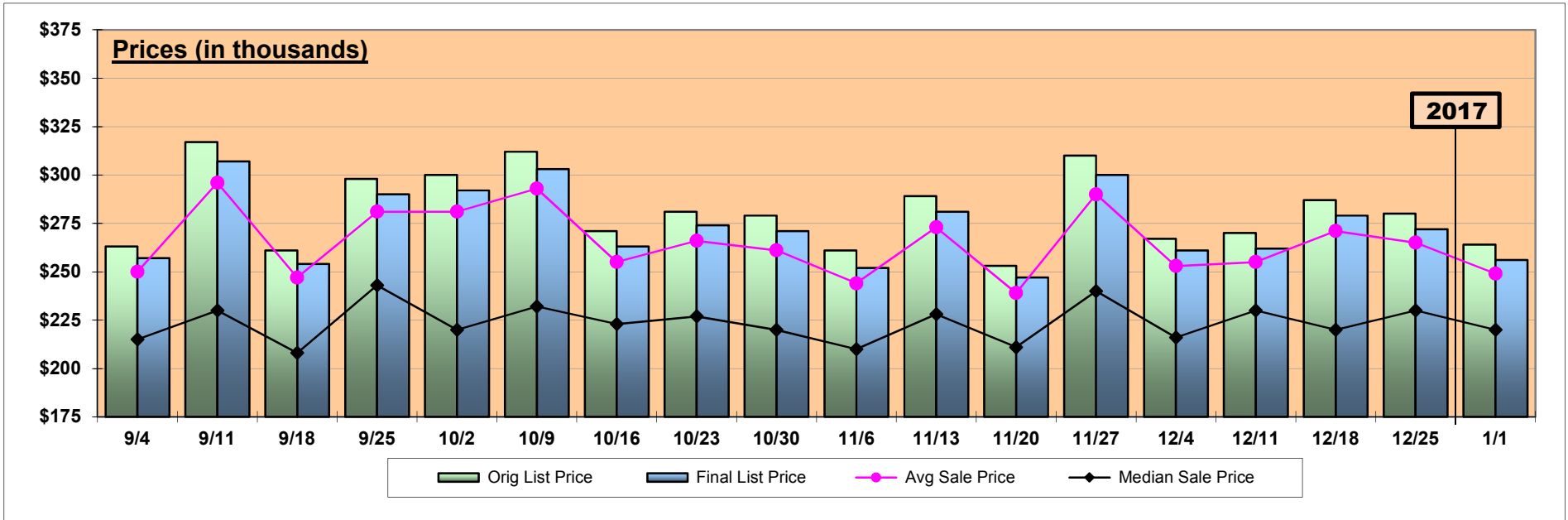
Beds / Baths

| | | | | | | | |
|--------------------|----------|---|---|---|---|---|---|
| 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 | 1 | 1 |

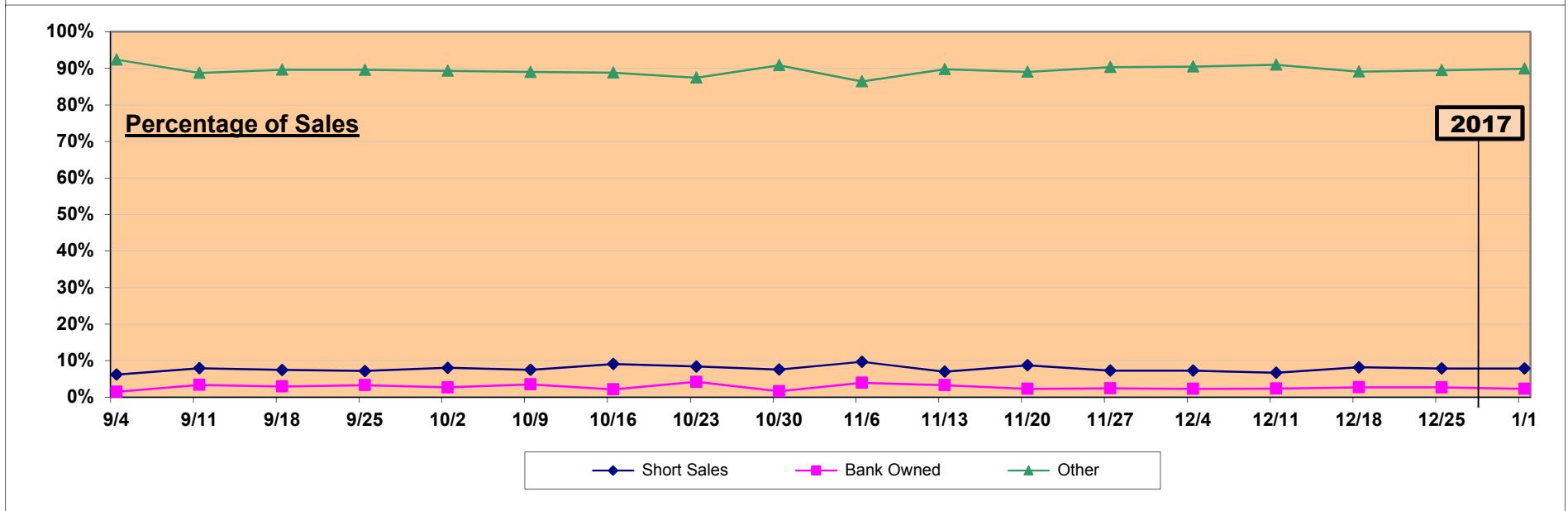
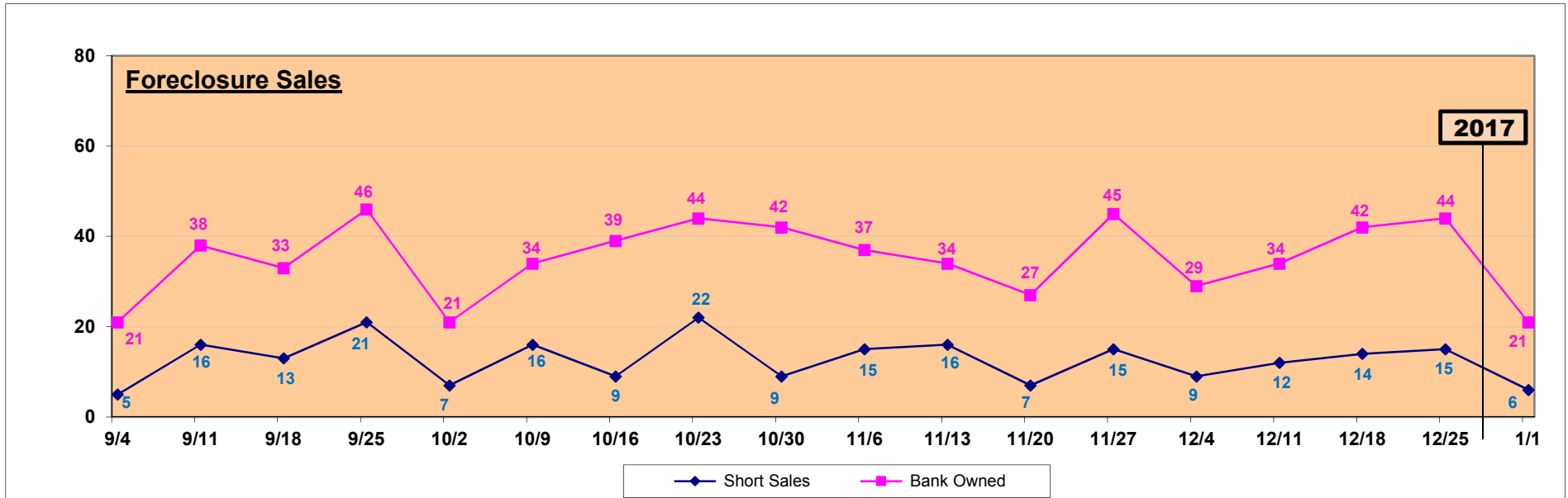
Square Footage

| | | | | | | | |
|---------------------|--------------|-------|-------|-------|-------|-------|-------|
| Average Square Feet | 2,050 | 1,590 | 2,348 | 2,890 | 3,208 | 3,696 | 3,199 |
|---------------------|--------------|-------|-------|-------|-------|-------|-------|

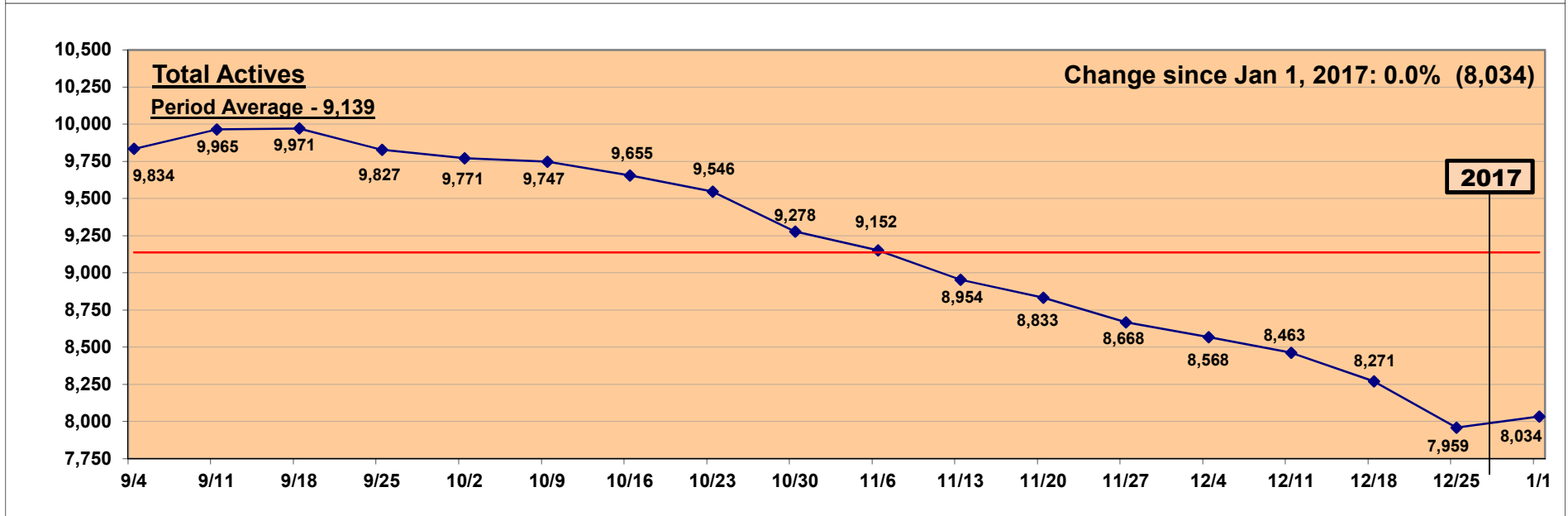
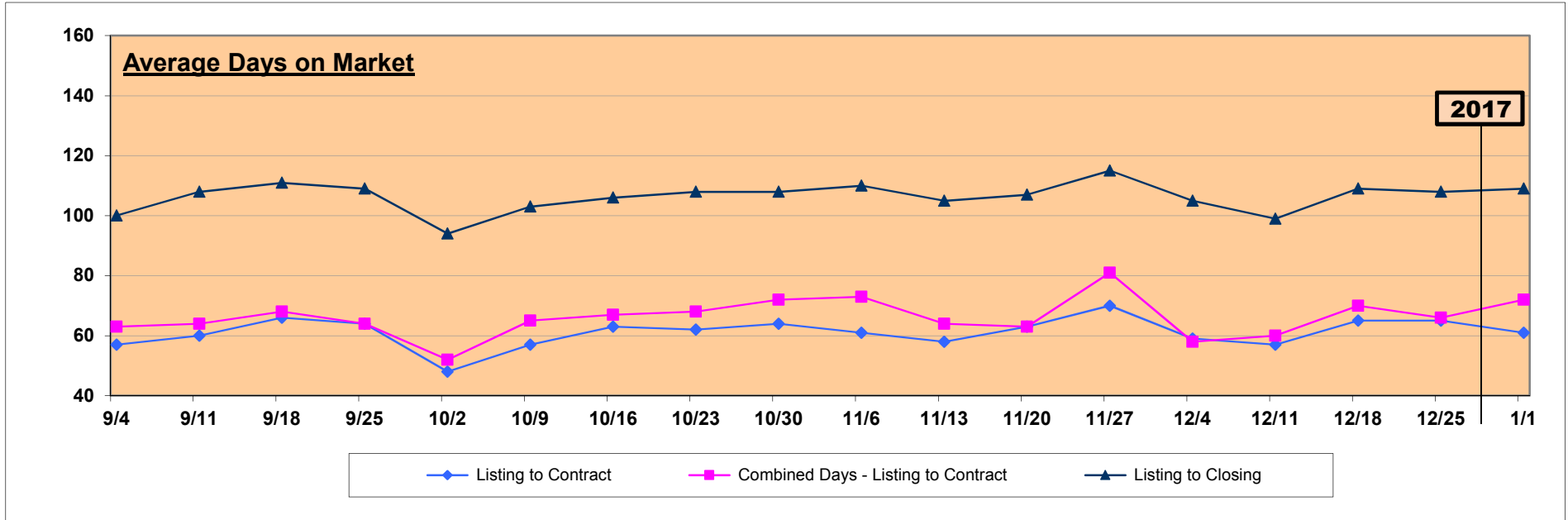
Single Family Homes



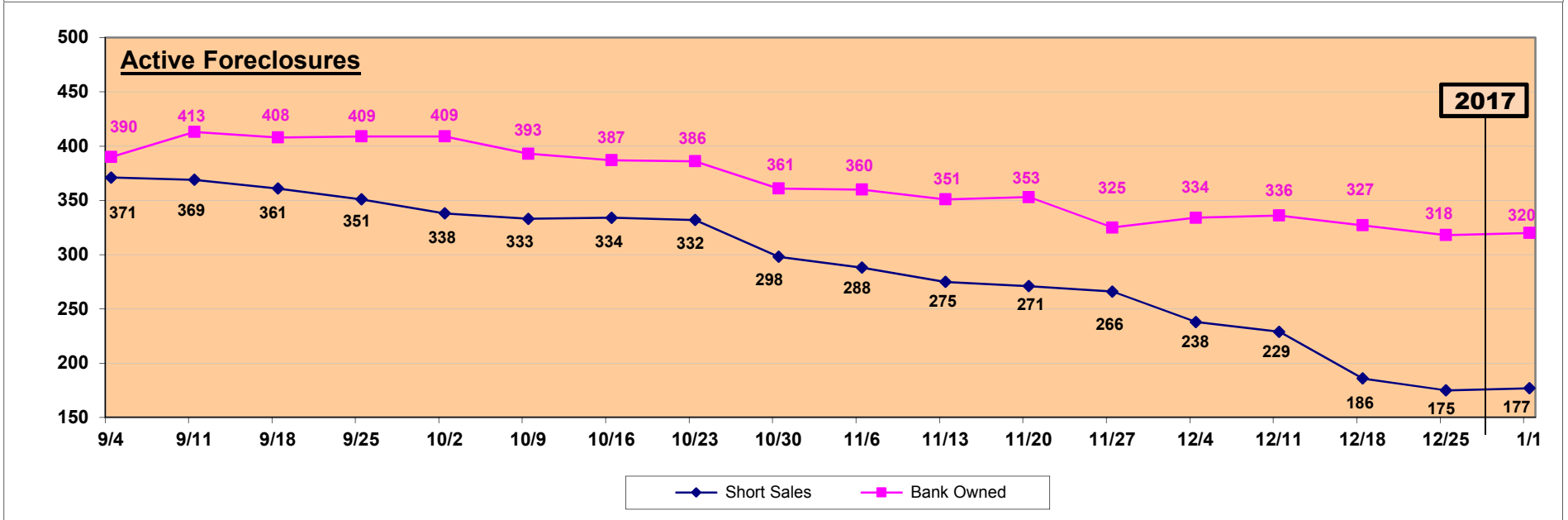
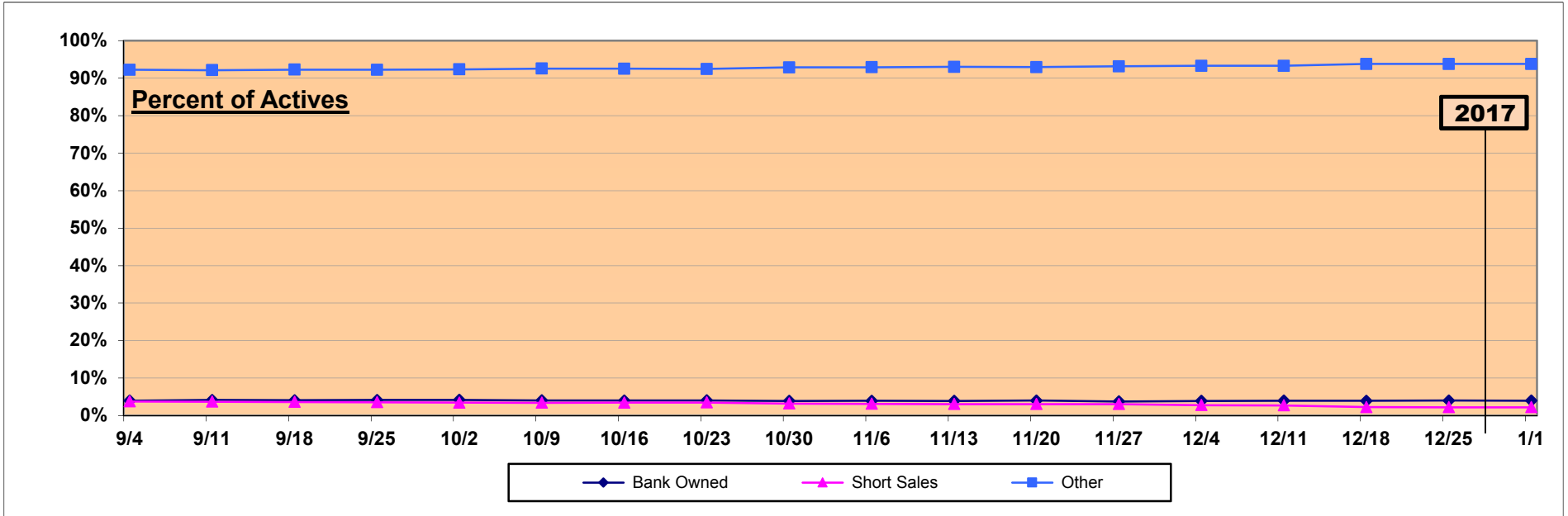
Single Family Homes



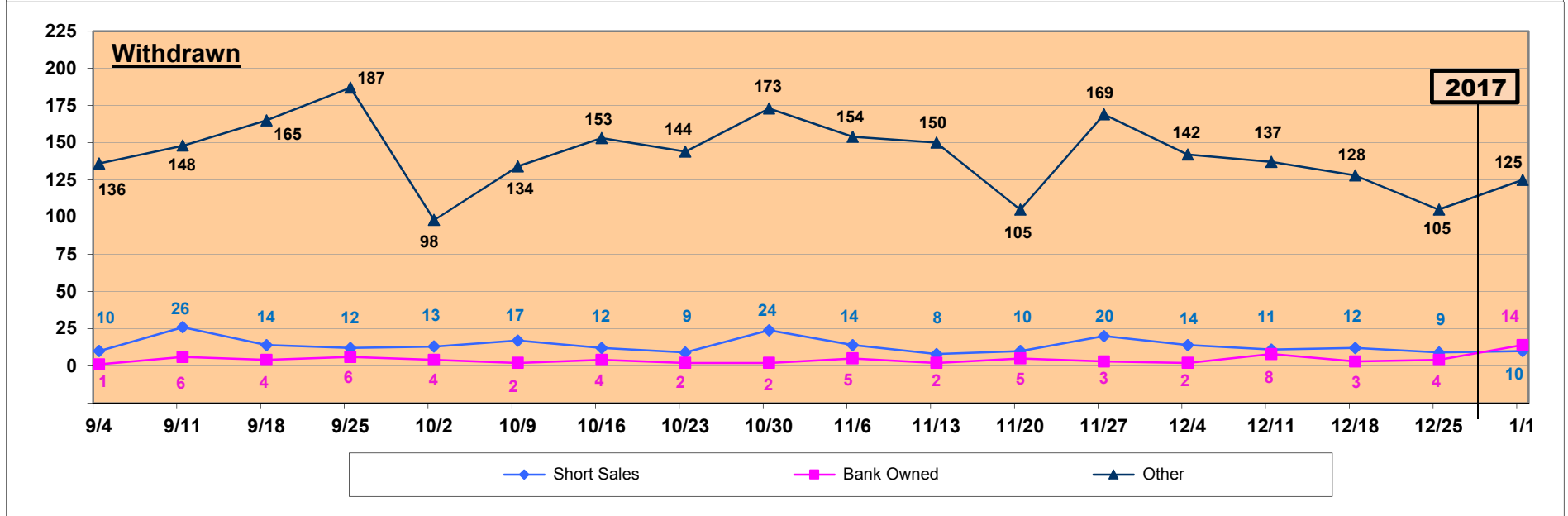
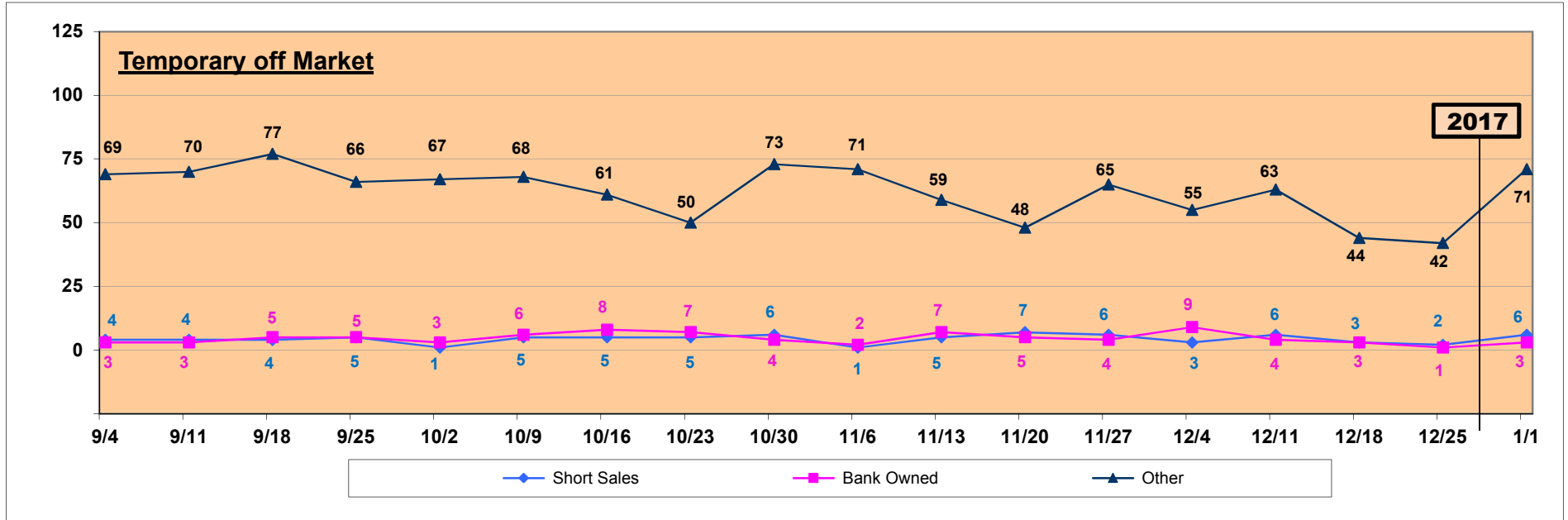
Single Family Homes



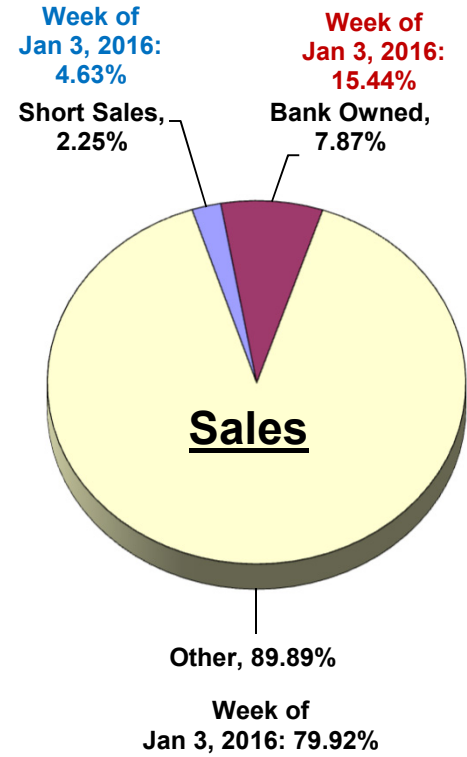
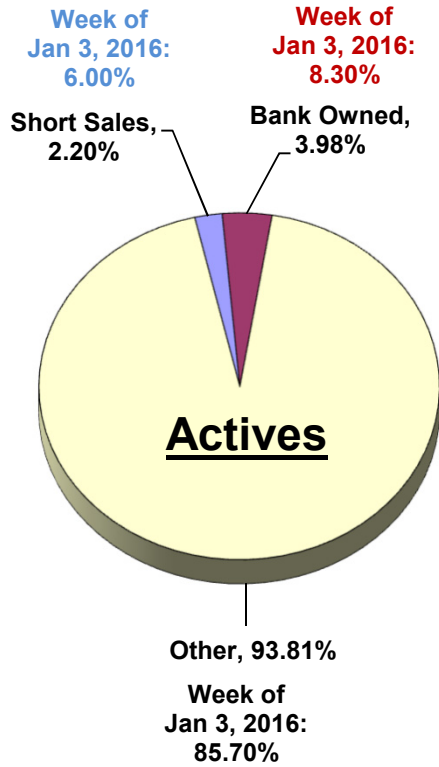
Single Family Homes



Single Family Homes



Single Family Homes



Monday Morning Quarterback
01/01/2017 - 01/07/2017
Lake, Orange, Osceola & Seminole Counties

Where are the 92 Single Family Homes available for the Median Price of \$220,000? (± \$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 | | 19 | \$219,941 | 3.4 | 2.1 | 1,688 | \$130.30 |
| Altamonte Springs (East) | 32701 | 3 | \$219,933 | 3.0 | 2.0 | 1,511 | \$145.55 |
| Casselberry | 32707 | 3 | \$219,830 | 3.0 | 2.0 | 1,628 | \$135.03 |
| Winter Springs / Tuskawilla | 32708 | 1 | \$219,900 | 3.0 | 2.0 | 1,293 | \$170.07 |
| Altamonte Springs / Forest City | 32714 | 1 | \$220,000 | 3.0 | 2.0 | 1,681 | \$130.87 |
| Longwood (East) | 32750 | 4 | \$220,050 | 3.0 | 2.0 | 1,775 | \$123.97 |
| Sanford / Lake Forest | 32771 | 2 | \$219,950 | 4.0 | 3.0 | 1,900 | \$115.76 |
| Sanford (South) | 32773 | 1 | \$219,990 | 4.0 | 2.0 | 1,955 | \$112.53 |
| Winter Park | 32792 | 4 | \$219,900 | 4.0 | 2.0 | 1,706 | \$128.90 |
| Orange County | | 21 | \$219,895 | 3.2 | 2.0 | 1,701 | \$129.30 |
| Apopka (North) | 32712 | 4 | \$219,953 | 4.0 | 2.0 | 1,929 | \$114.02 |
| Mount Dora | 32757 | 1 | \$219,750 | 3.0 | 2.0 | 1,794 | \$122.49 |
| Colonialtown | 32803 | 1 | \$219,900 | 2.0 | 1.0 | 1,162 | \$189.24 |
| Delaney / Crystal Lake | 32806 | 3 | \$219,933 | 3.0 | 2.0 | 1,487 | \$147.90 |
| Pinecastle / Belle Isle | 32809 | 1 | \$219,800 | 4.0 | 3.0 | 2,346 | \$93.69 |
| Conway | 32812 | 2 | \$219,750 | 3.0 | 2.0 | 1,372 | \$160.17 |
| Ventura | 32822 | 1 | \$220,000 | 3.0 | 2.0 | 2,074 | \$106.08 |
| Taft | 32824 | 4 | \$219,863 | 3.0 | 2.0 | 1,786 | \$123.10 |
| Rio Pinar / Union Park | 32825 | 1 | \$219,900 | 3.0 | 2.0 | 1,471 | \$149.49 |
| Hunters Creek | 32837 | 2 | \$219,995 | 3.0 | 2.0 | 1,460 | \$150.68 |
| Winter Garden / Oakland | 34787 | 1 | \$219,900 | 4.0 | 3.0 | 1,882 | \$116.84 |
| Osceola County | | 30 | \$219,971 | 3.9 | 2.0 | 1,926 | \$114.24 |
| Kissimmee / Buena Ventura Lakes | 34743 | 1 | \$220,000 | 3.0 | 2.0 | 1,873 | \$117.46 |
| Kissimmee (East) | 34744 | 4 | \$219,925 | 4.0 | 2.0 | 2,016 | \$109.09 |
| Kissimmee (West) / Pleasant Hill | 34746 | 8 | \$219,963 | 4.0 | 2.0 | 1,842 | \$119.42 |
| Kissimmee / Celebration | 34747 | 6 | \$220,057 | 4.0 | 2.0 | 1,617 | \$136.09 |
| Kissimmee / Poinciana | 34758 | 4 | \$219,971 | 4.0 | 2.0 | 2,429 | \$90.56 |
| St Cloud | 34769 | 2 | \$219,900 | 3.0 | 2.0 | 1,945 | \$113.06 |
| St Cloud / Narcoossee | 34771 | 2 | \$219,950 | 4.0 | 2.0 | 2,110 | \$104.24 |
| St Cloud / Canoe Creek | 34772 | 2 | \$219,950 | 4.0 | 2.0 | 1,797 | \$122.40 |
| St Cloud / Harmony | 34773 | 1 | \$219,900 | 3.0 | 2.0 | 1,971 | \$111.57 |

Where are the 92 Single Family Homes available for the Median Price of \$220,000? (cont'd) (± \$500)

| County / City | Zip Code | Available | Average List Price | Average Beds | Average Baths | Average SqFt | List \$ per SqFt |
|--------------------------------|-----------------|------------------|---------------------------|---------------------|----------------------|---------------------|-------------------------|
| Lake County | | 22 | \$219,966 | 3.2 | 2.0 | 1,996 | \$110.21 |
| Lady Lake / The Villages | 32159 | 2 | \$219,856 | 3.0 | 2.0 | 1,891 | \$116.26 |
| Eustis (West) | 32726 | 1 | \$220,000 | 3.0 | 2.0 | 1,427 | \$154.17 |
| Grand Island | 32735 | 2 | \$219,900 | 3.0 | 2.0 | 2,064 | \$106.54 |
| Tavares / Mt Plymouth | 32778 | 3 | \$219,930 | 4.0 | 2.0 | 2,154 | \$102.10 |
| Clermont (Central) | 34711 | 3 | \$219,933 | 3.0 | 2.0 | 1,859 | \$118.31 |
| Clermont (South) | 34714 | 2 | \$220,000 | 3.0 | 2.0 | 1,827 | \$120.42 |
| Groveland | 34736 | 2 | \$219,975 | 4.0 | 2.0 | 2,322 | \$94.74 |
| Leesburg (West) | 34748 | 6 | \$220,050 | 3.0 | 2.0 | 2,017 | \$109.10 |
| Leesburg (East) / Haines Creek | 34788 | 1 | \$219,900 | 3.0 | 2.0 | 2,135 | \$103.00 |

Monday Morning Quarterback
01/01/2017 - 01/07/2017
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 | 80 | 68 | 5 | 4 | 2 | 1 | 0 |
| Bank Owned | 6 | 6 | 0 | 0 | 0 | 0 | 0 |
| Short Sales | 1 | 1 | 0 | 0 | 0 | 0 | 0 |
| Other | 73 | 61 | 5 | 4 | 2 | 1 | 0 |
| Active Listings | 2,375 | 1,790 | 229 | 207 | 63 | 60 | 26 |
| Bank Owned | 66 | 59 | 4 | 1 | 0 | 0 | 2 |
| Short Sales | 40 | 36 | 2 | 2 | 0 | 0 | 0 |
| Other | 2,269 | 1,695 | 223 | 204 | 63 | 60 | 24 |
| Months of Inventory | 7 | 6 | 11 | 12 | 7 | 14 | 0 |

List Price

| | | | | | | | |
|-----------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----|
| Average Original List Price | \$162,714 | \$126,330 | \$275,136 | \$362,740 | \$452,495 | \$695,000 | \$0 |
| Average Final List Price | \$158,716 | \$123,774 | \$274,536 | \$334,490 | \$437,495 | \$695,000 | \$0 |

Sale Price

| | | | | | | | |
|---------------|-----------|-----------|-----------|-----------|-----------|-----------|-----|
| Average Price | \$151,992 | \$118,236 | \$266,532 | \$324,165 | \$405,000 | \$680,000 | \$0 |
| Median Price | \$127,500 | \$116,500 | \$265,000 | \$328,580 | \$405,000 | \$680,000 | \$0 |

Price Differences

| | | | | | | | |
|---|------------------|----------|----------|-----------|-----------|-----------|-------|
| Original to Final List Price | -\$3,998 | -\$2,556 | -\$600 | -\$28,250 | -\$15,000 | \$0 | \$0 |
| Original List to Sale Price - \$ | -\$10,722 | -\$8,094 | -\$8,604 | -\$38,575 | -\$47,495 | -\$15,000 | \$0 |
| Final List to Sale Price - \$ | -\$6,724 | -\$5,538 | -\$8,004 | -\$10,325 | -\$32,495 | -\$15,000 | \$0 |
| Original List to Sale Price - % | 93.41% | 93.59% | 96.87% | 89.37% | 89.50% | 97.84% | 0.00% |
| Final List to Sale Price - % | 95.76% | 95.53% | 97.08% | 96.91% | 92.57% | 97.84% | 0.00% |

Days on the Market

| | | | | | | | |
|-------------------------------|-----|-----|-----|-----|-----|----|---|
| Avg Days Listing to Contract | 75 | 67 | 77 | 199 | 129 | 10 | 0 |
| Combined Avg Days to Contract | 65 | 56 | 70 | 197 | 129 | 10 | 0 |
| Avg Days Listing to Closing | 112 | 102 | 142 | 224 | 168 | 45 | 0 |
| Avg Days Contract to Close | 36 | 34 | 65 | 25 | 38 | 34 | 0 |

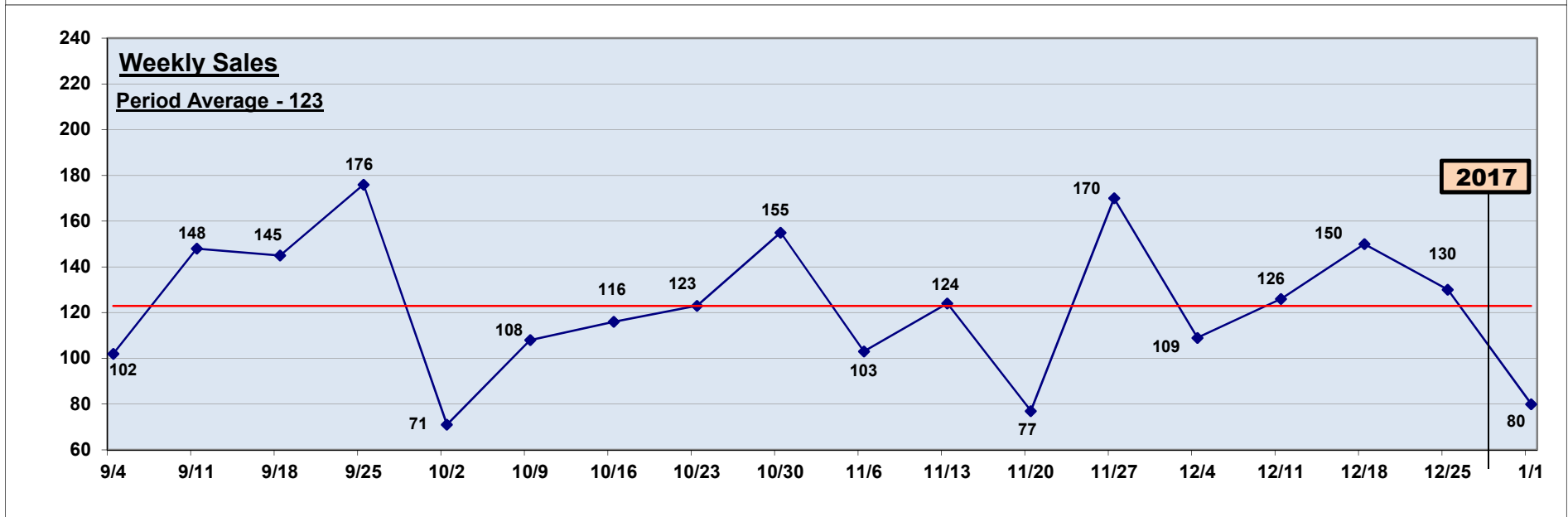
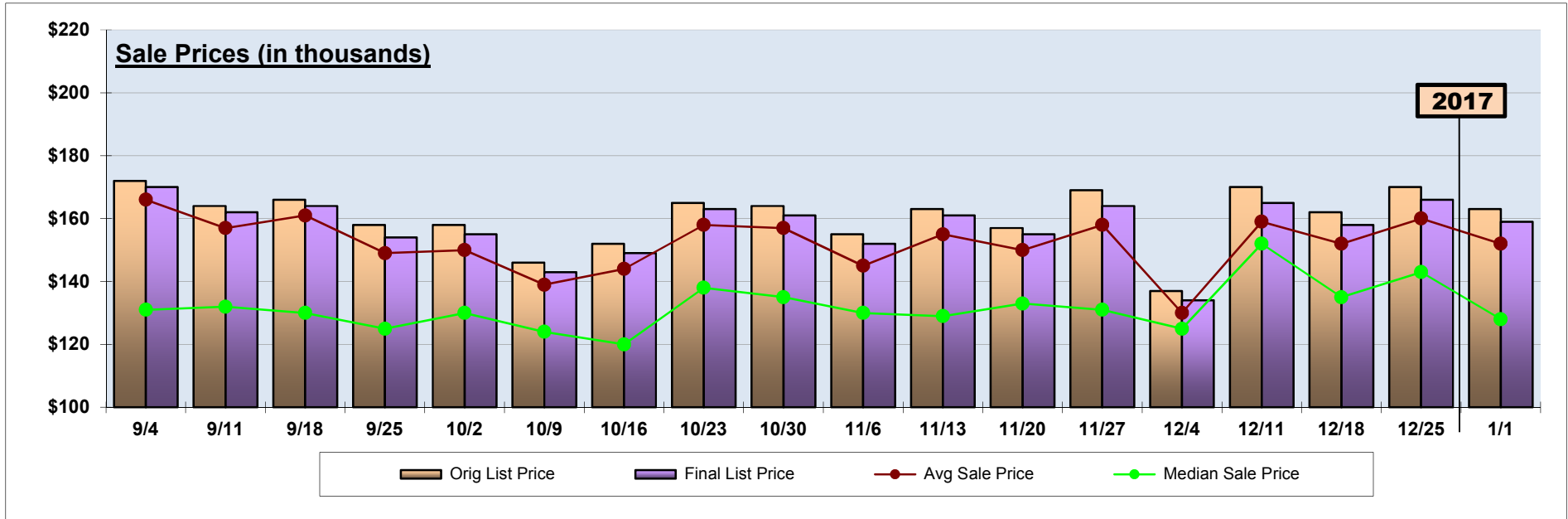
Beds / Baths

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

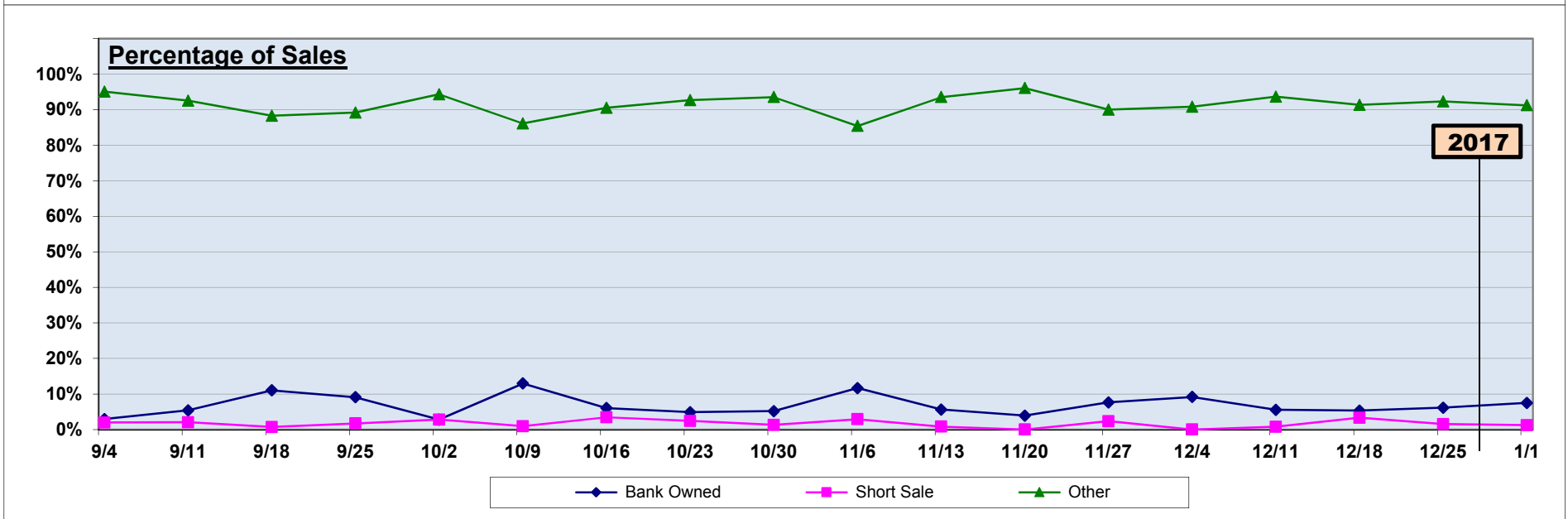
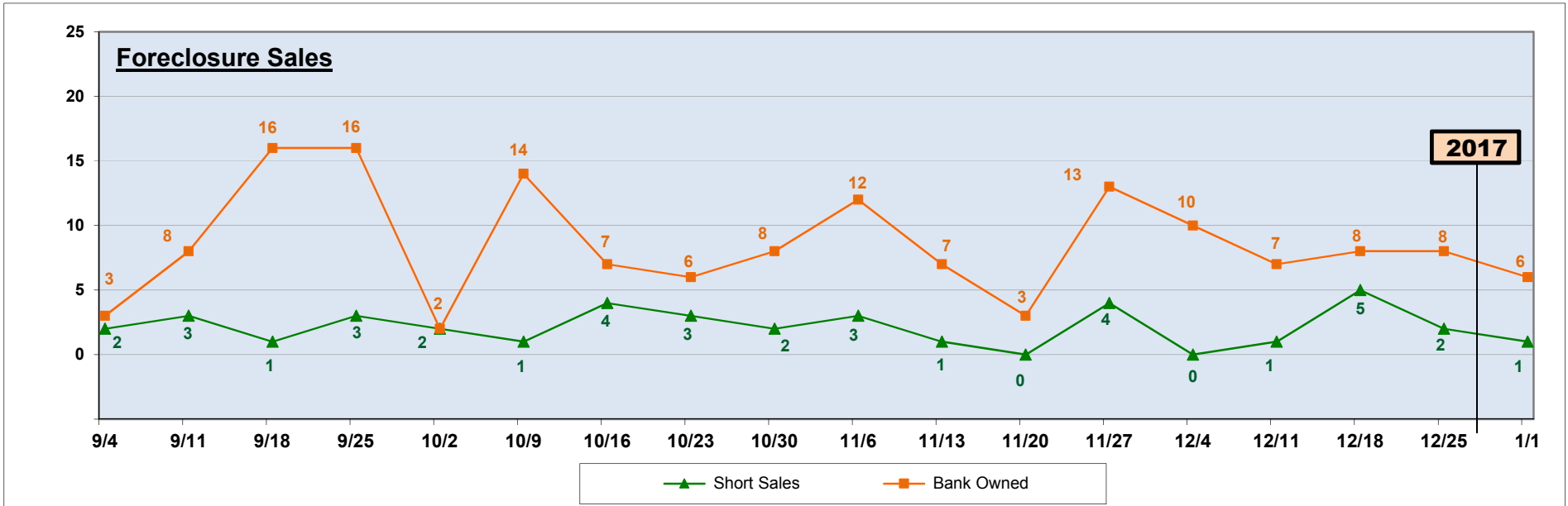
Square Footage

| | | | | | | | |
|---------------------|-------|-------|-------|-------|-------|-------|---|
| Average Square Feet | 1,333 | 1,221 | 1,837 | 1,943 | 2,446 | 1,802 | 0 |
|---------------------|-------|-------|-------|-------|-------|-------|---|

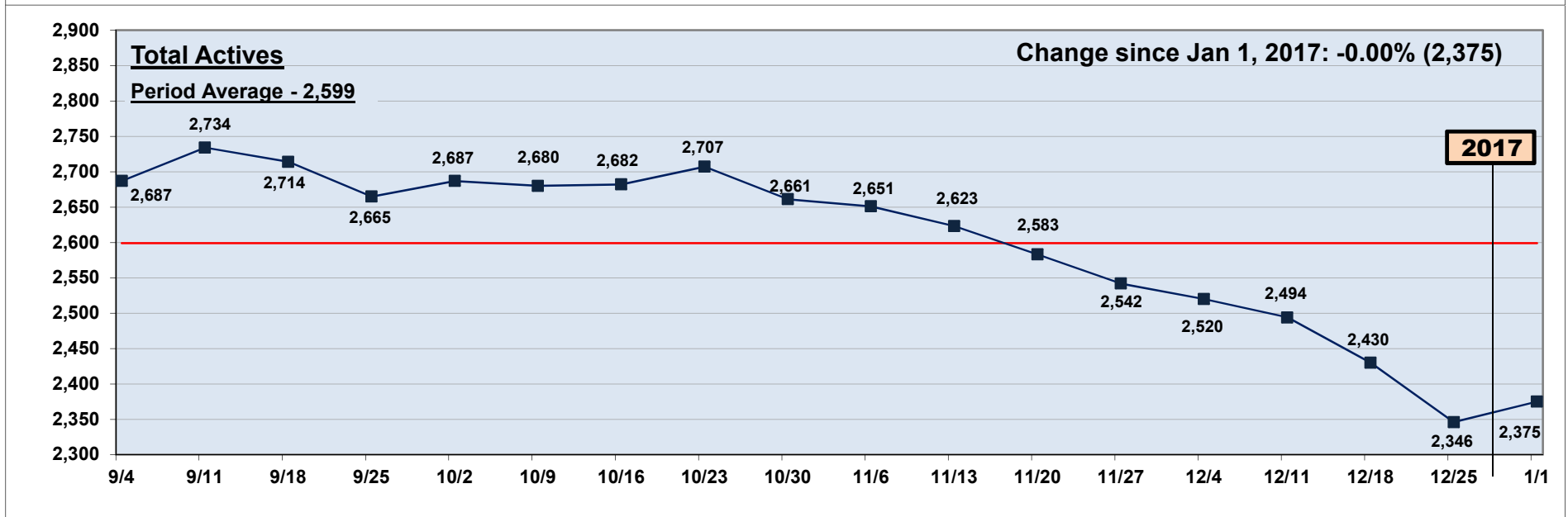
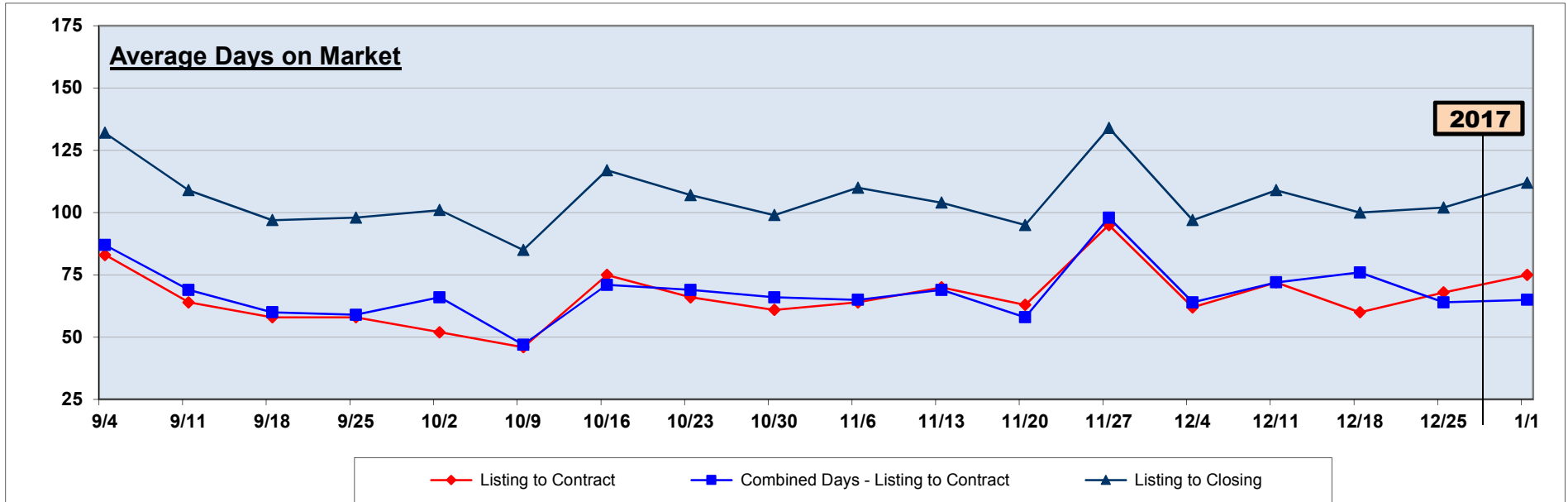
Condos, Townhomes, Villas



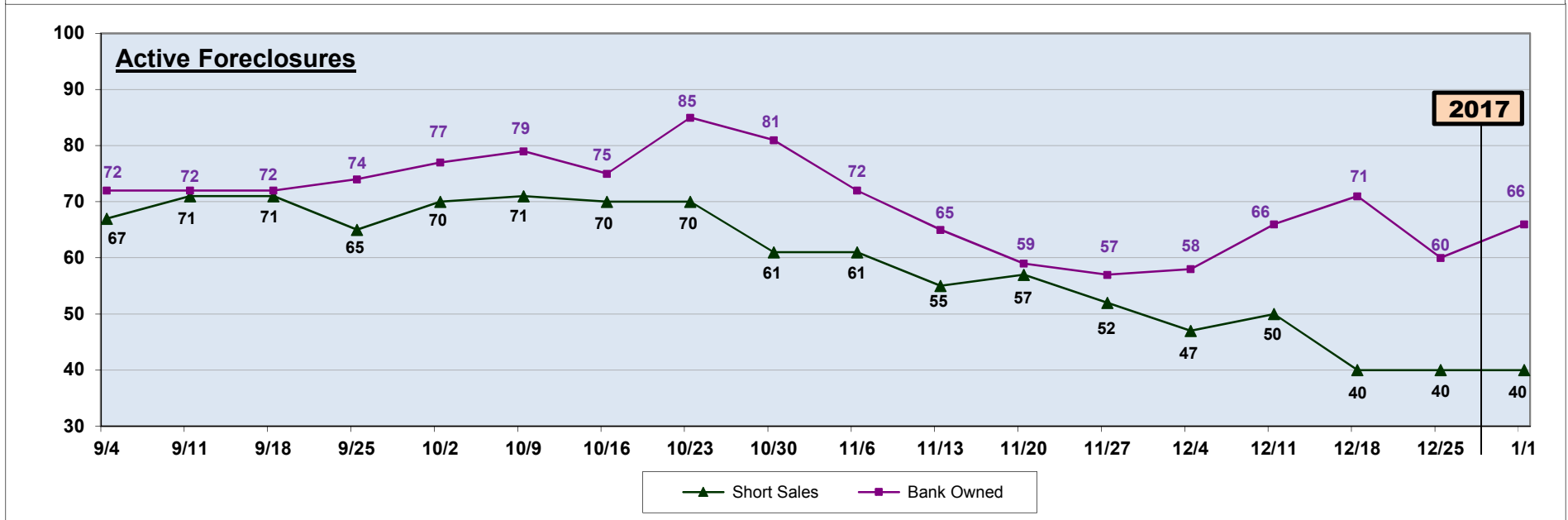
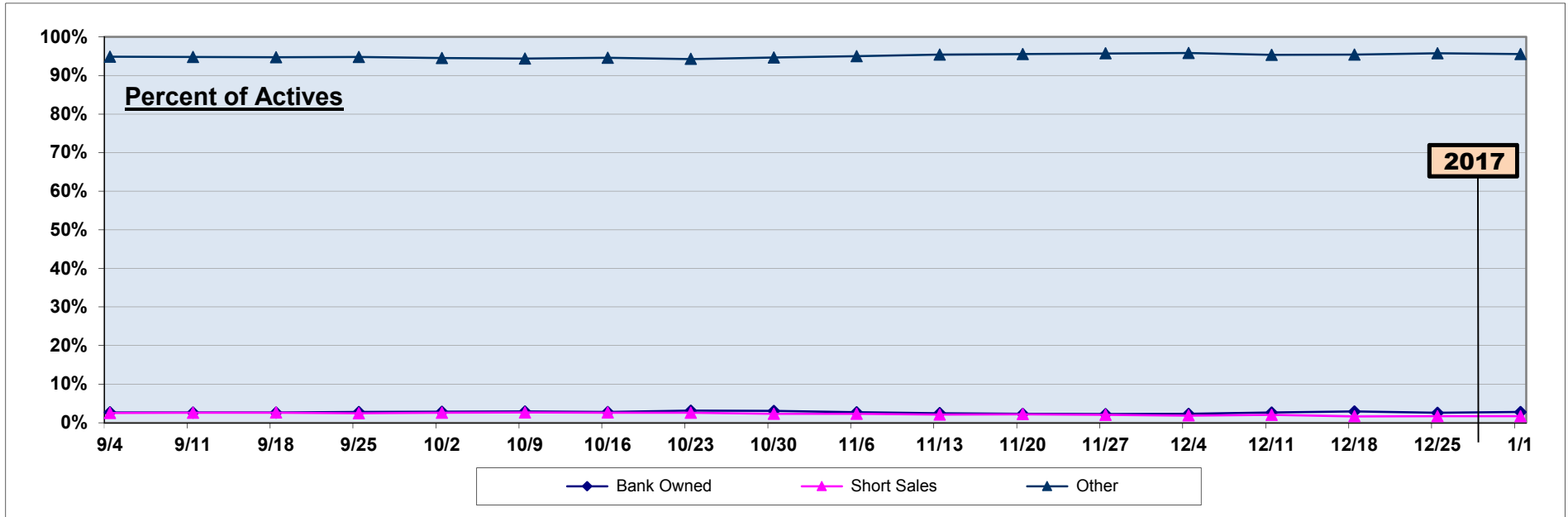
Condos, Townhomes, Villas



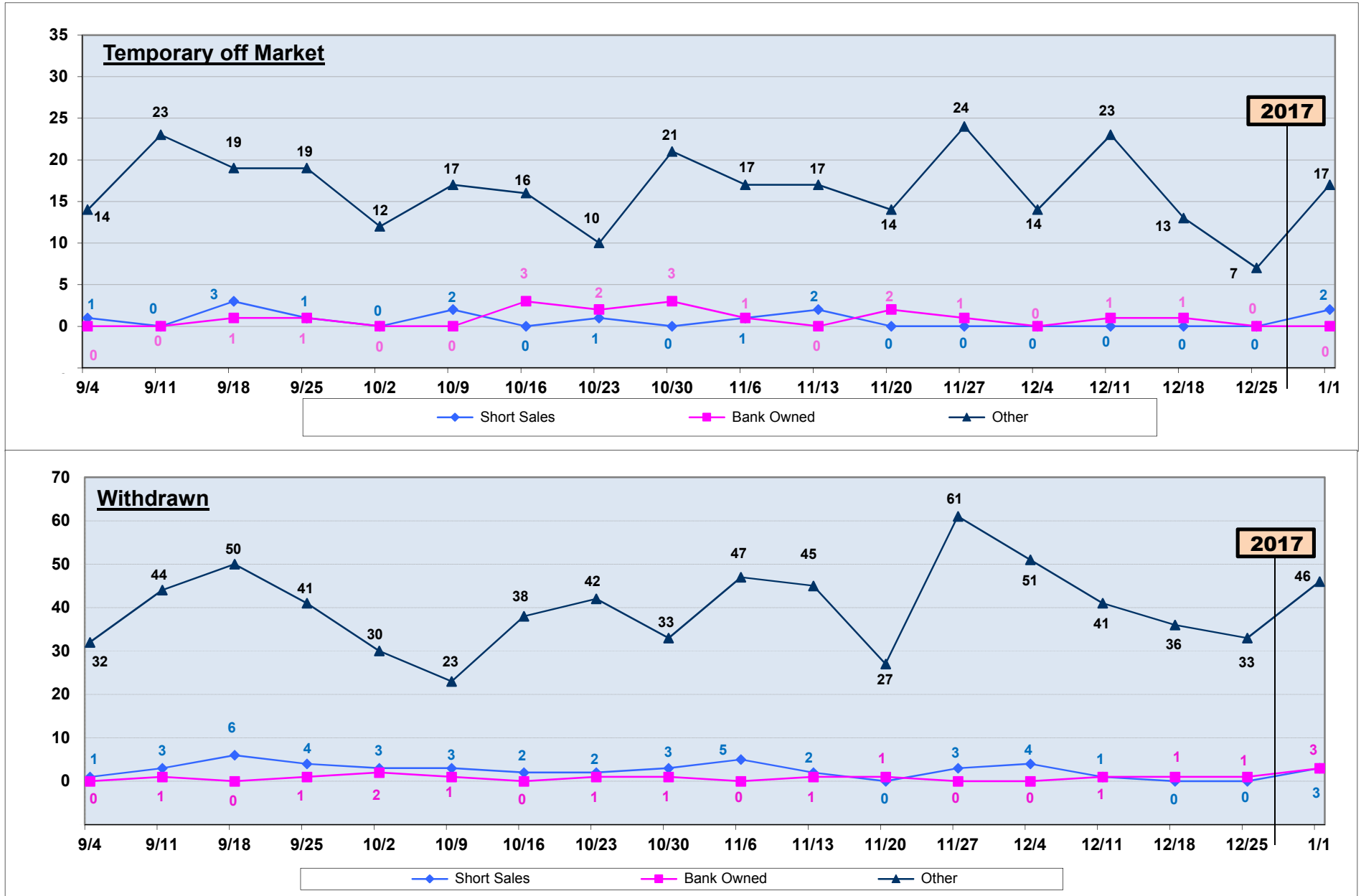
Condos, Townhomes, Villas



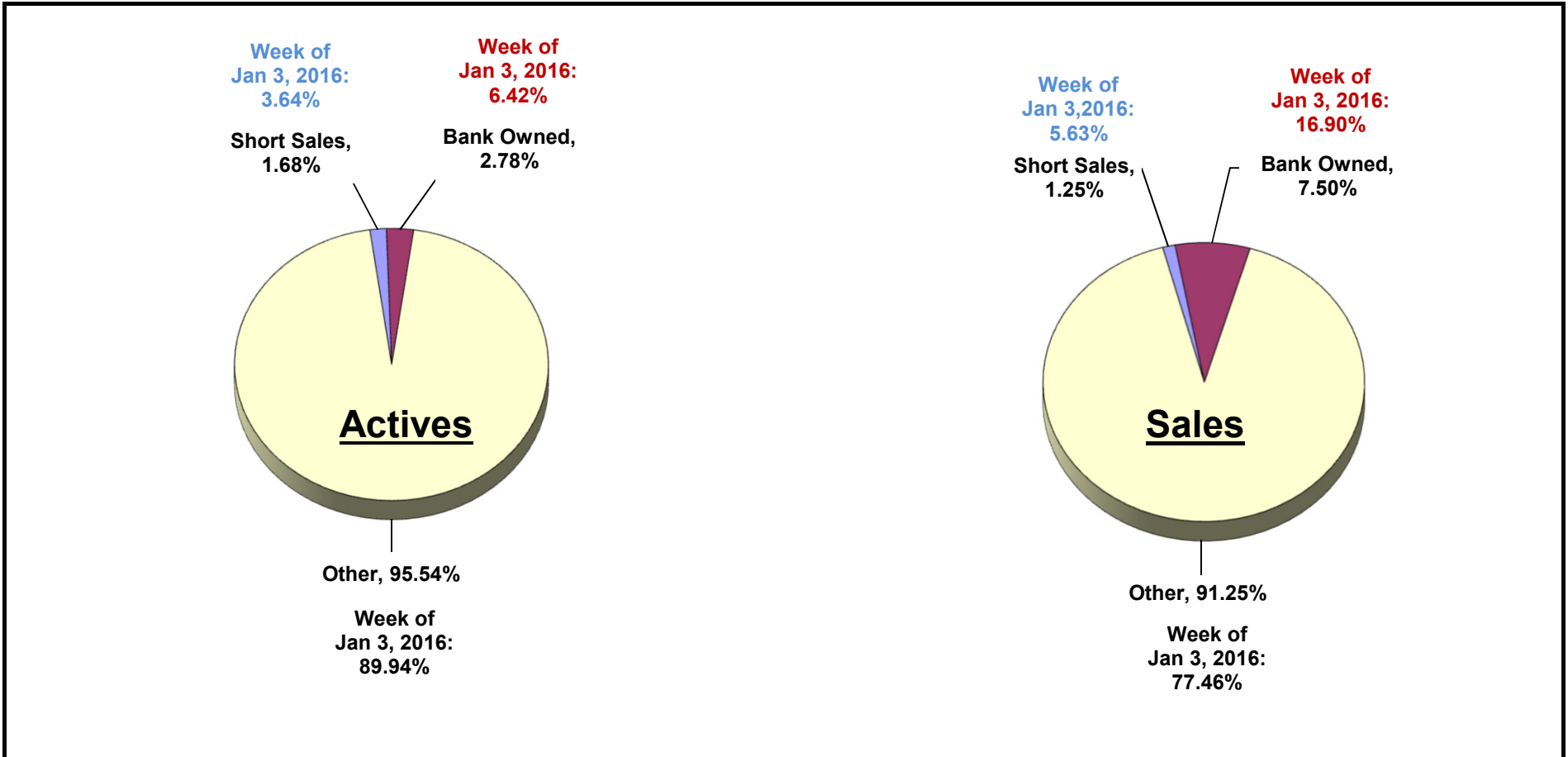
Condos, Townhomes, Villas



Condos, Townhomes, Villas



Condos, Townhomes, Villas



Where are the 5 Condos, Townhomes, or Villas available for the Median Price of \$127,500? ^(± \$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 | | | | | | | |
| Sanford (South) | 32773 | 1 | \$127,000 | 2.0 | 2.0 | 1,289 | \$98.53 |
| Orange County | | 3 | \$127,640 | 2.3 | 2.0 | 1,194 | \$106.90 |
| Orlo Vista | 32811 | 1 | \$127,000 | 2.0 | 2.0 | 1,073 | \$118.36 |
| Taft | 32824 | 1 | \$127,920 | 2.0 | 2.0 | 1,303 | \$98.17 |
| Metro West / Orlo Vista | 32835 | 1 | \$128,000 | 3.0 | 2.0 | 1,206 | \$106.14 |
| Osceola County | | 1 | \$128,000 | 3.0 | 2.0 | 1,700 | \$75.29 |
| Kissimmee / Celebration | 34747 | 1 | \$128,000 | 3.0 | 2.0 | 1,700 | \$75.29 |