



Monday Morning Quarterback Summary

Week of Apr 16, 2017

Single-family existing homes

- Sales of single-family homes increased to 523 during the week of Apr 16, from 509 the week prior
- The median price of single family homes decreased to \$225,000, a change of -5.1%
- The number of single-family home foreclosure transactions remained constant at 28
- The number of single-family home short-sale transactions decreased to 7 from 15 the week prior
- Single-family inventory increased by 72, and now sits at 8,011

Condos, townhomes, and villas

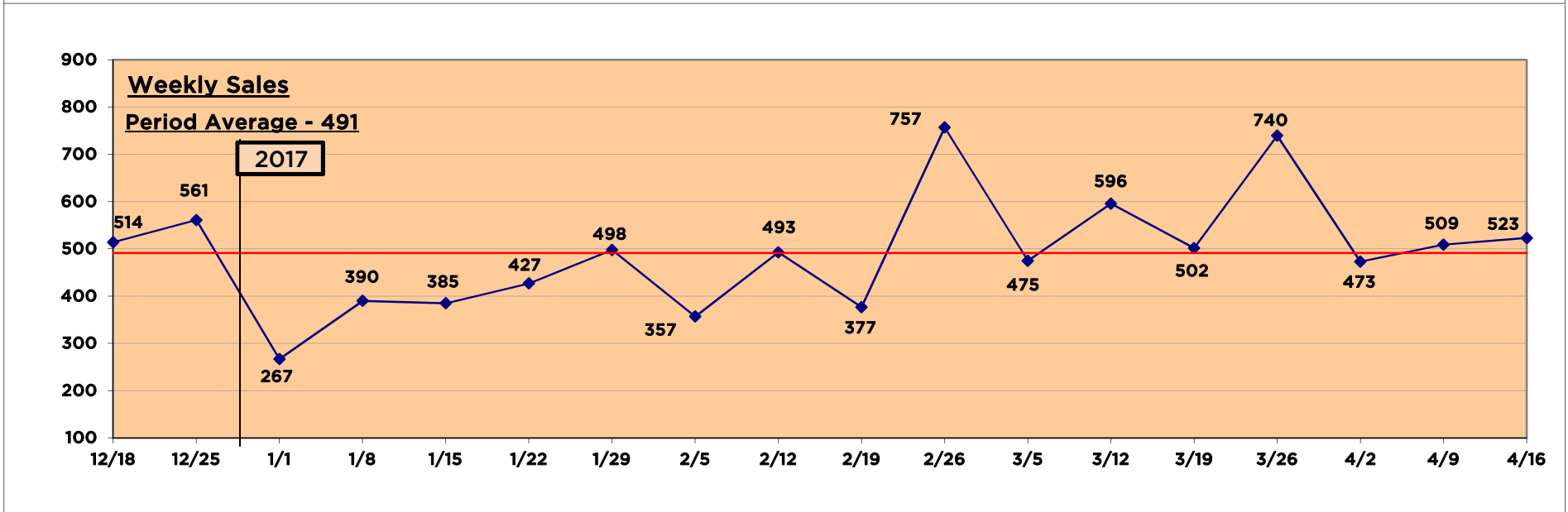
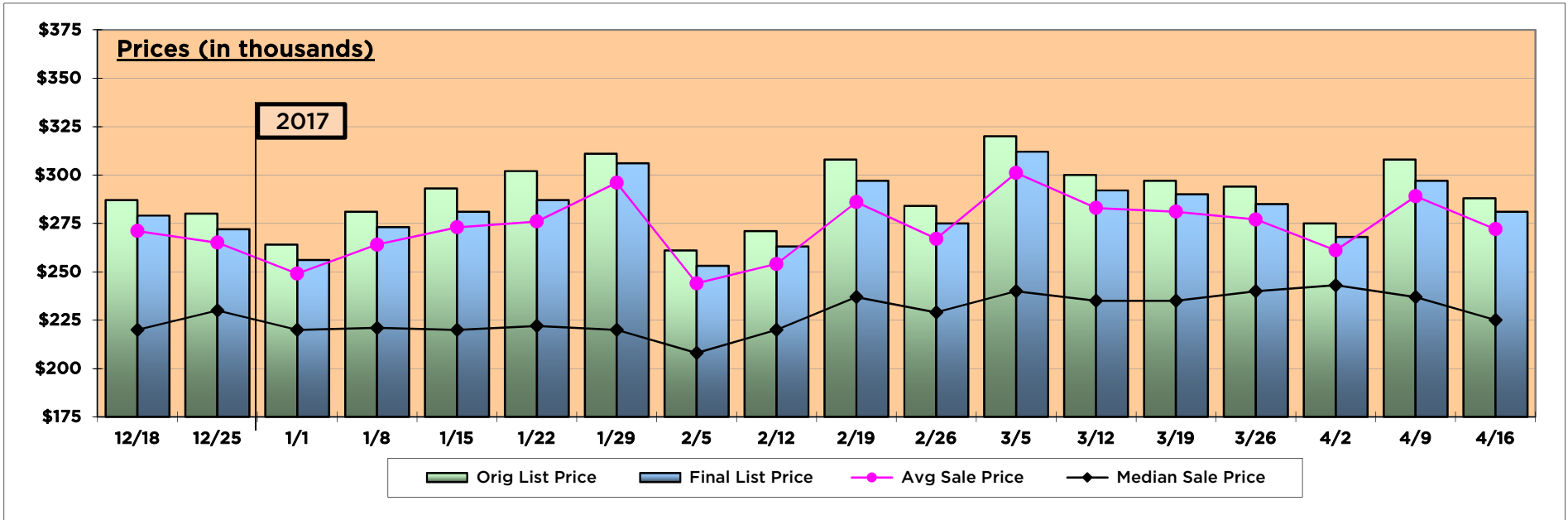
- Sales of condos, townhomes, and villas increased to 148 during the week of Apr 16, from 143 the week prior
- The median price of condos, townhomes, and villas increased to \$146,000, a change of 7.4%
- The number of condo, townhome, and villa foreclosure transactions increased to 8 last week, from 6 the week of Apr 9
- The number of condo, townhome and villa short-sale transactions increased to 2 from 0 the week prior
- Condo inventory increased by 22, and now sits at 2,331

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

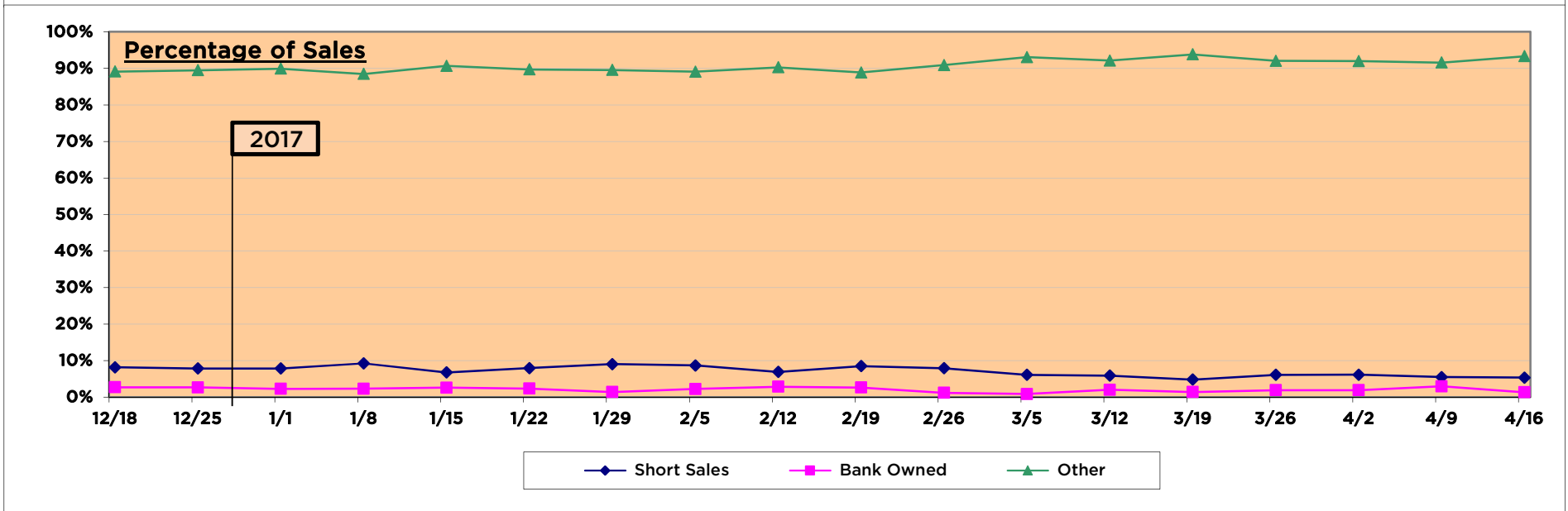
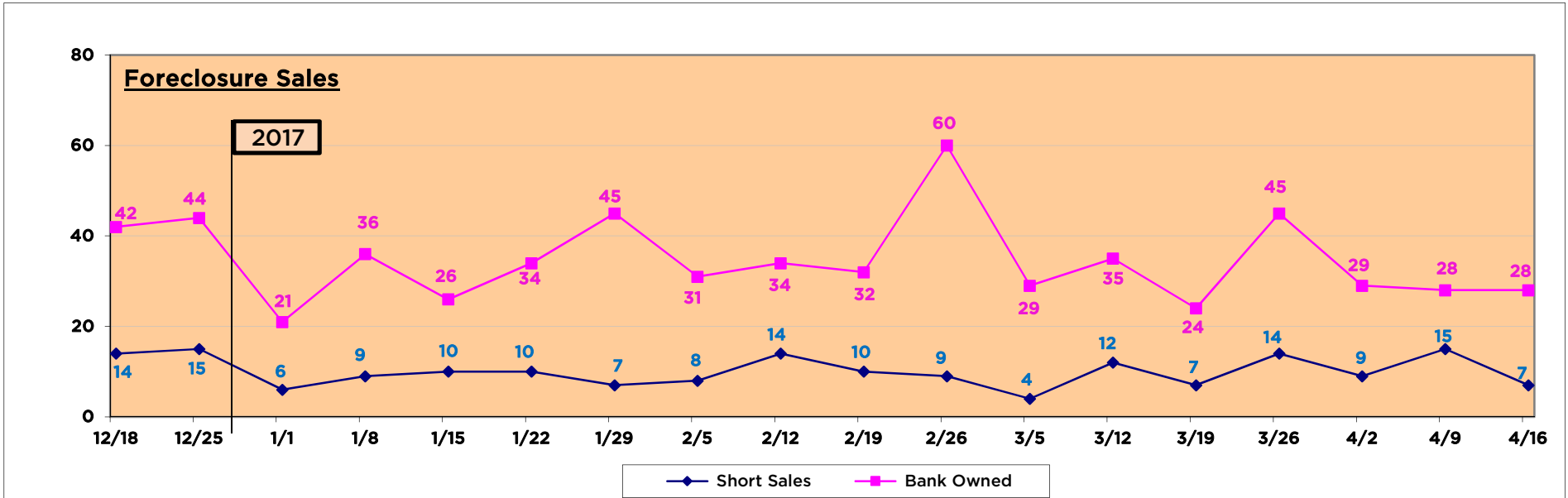
Single Family Homes

	Total	Under \$250k	\$250K to \$300K	\$300K to \$400K	\$400K to \$500K	\$500K to \$1M	Over \$1M
Sales	523	325	77	60	33	18	10
Bank Owned	28	23	2	1	1	1	0
Short Sales	7	5	0	0	2	0	0
Other	488	297	75	59	30	17	10
Active Listings	8,011	2,239	1,159	1,715	910	1,365	623
Bank Owned	238	139	25	37	11	21	5
Short Sales	129	63	20	29	5	10	2
Other	7,644	2,037	1,114	1,649	894	1,334	616
Months of Inventory	4	2	3	7	6	18	14
<i>List Price</i>							
Average Original List Price	\$287,686	\$178,429	\$285,028	\$355,252	\$477,853	\$766,696	\$1,963,800
Average Final List Price	\$280,689	\$174,584	\$279,518	\$348,561	\$456,262	\$754,074	\$1,899,400
<i>Sale Price</i>							
Average Price	\$271,870	\$170,245	\$273,239	\$340,358	\$442,378	\$710,557	\$1,800,900
Median Price	\$225,000	\$183,000	\$275,000	\$333,501	\$442,000	\$660,000	\$1,547,500
<i>Price Differences</i>							
Original to Final List Price	-\$6,997	-\$3,845	-\$5,510	-\$6,691	-\$21,591	-\$12,622	-\$64,400
Original List to Sale Price - \$	-\$15,816	-\$8,184	-\$11,789	-\$14,894	-\$35,475	-\$56,139	-\$162,900
Final List to Sale Price - \$	-\$8,819	-\$4,339	-\$6,279	-\$8,203	-\$13,884	-\$43,517	-\$98,500
Original List to Sale Price - %	94.50%	95.41%	95.86%	95.81%	92.58%	92.68%	91.70%
Final List to Sale Price - %	96.86%	97.51%	97.75%	97.65%	96.96%	94.23%	94.81%
<i>Days on the Market</i>							
Avg Days Listing to Contract	66	58	64	62	110	86	170
Combined Avg Days to Contract	66	54	61	56	137	92	255
Avg Days Listing to Closing	107	99	106	102	157	124	231
Avg Days Contract to Close	41	40	42	40	47	38	62
<i>Beds / Baths</i>							
Average Bedrooms	3	3	4	4	4	4	5
Average Full Baths	2	2	2	3	3	4	5
Average Half Baths	0	0	0	0	1	0	1
<i>Square Footage</i>							
Average Square Feet	1,983	1,558	2,251	2,456	2,933	3,472	5,069

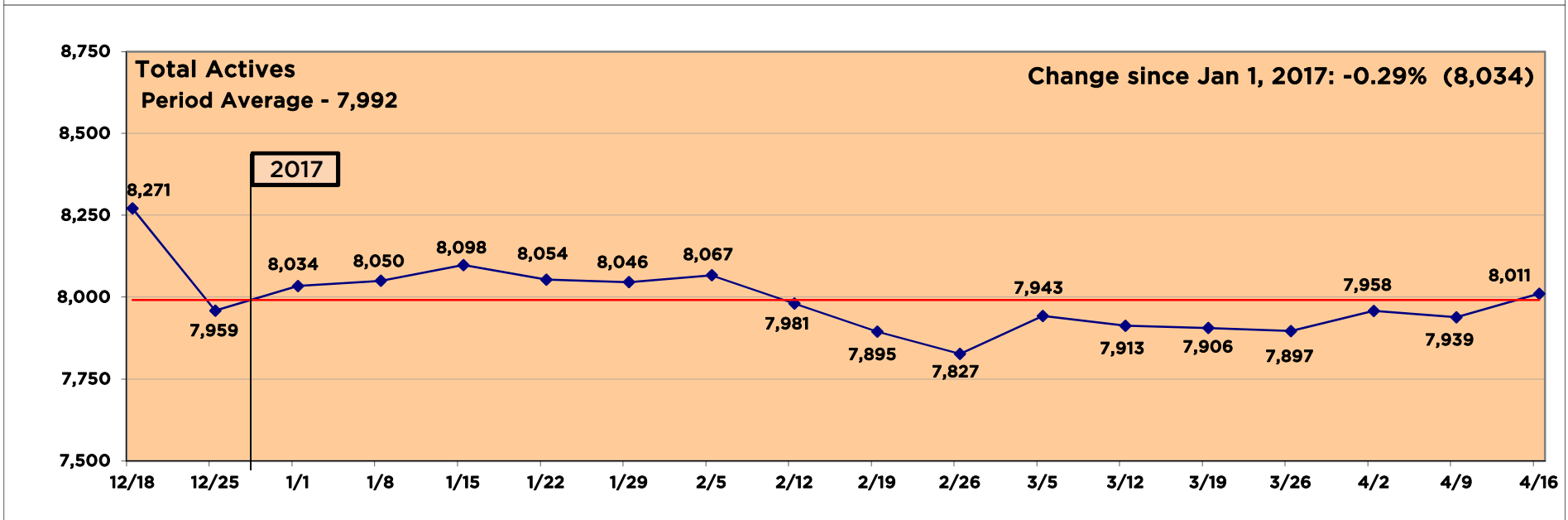
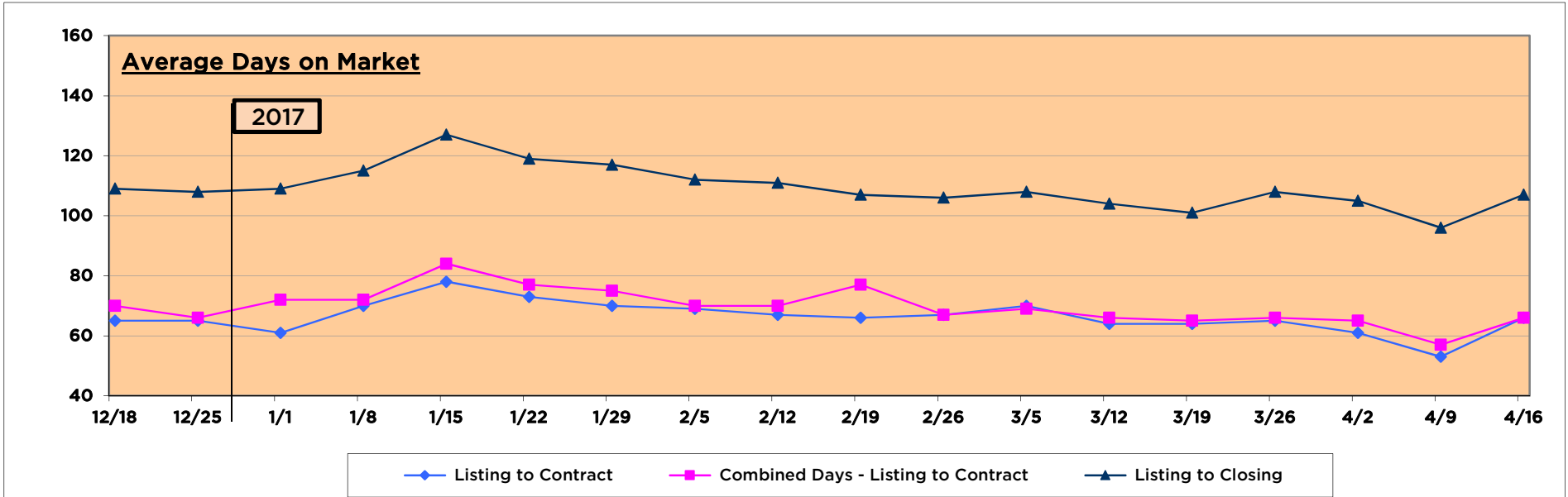
Single Family Homes



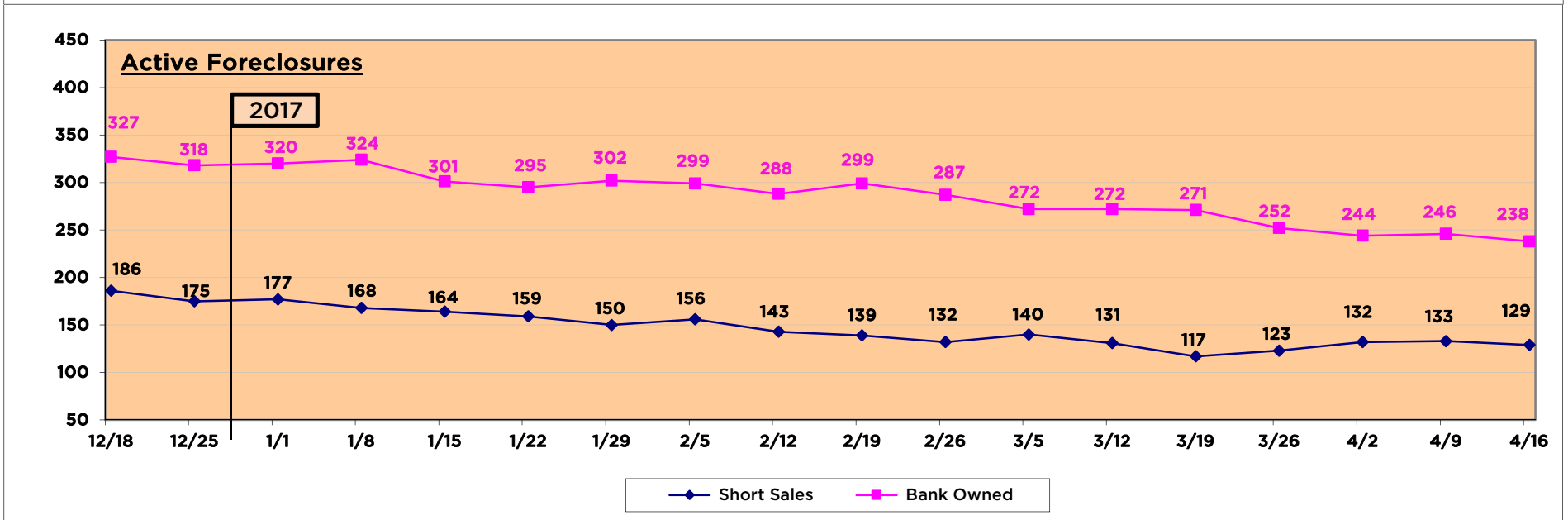
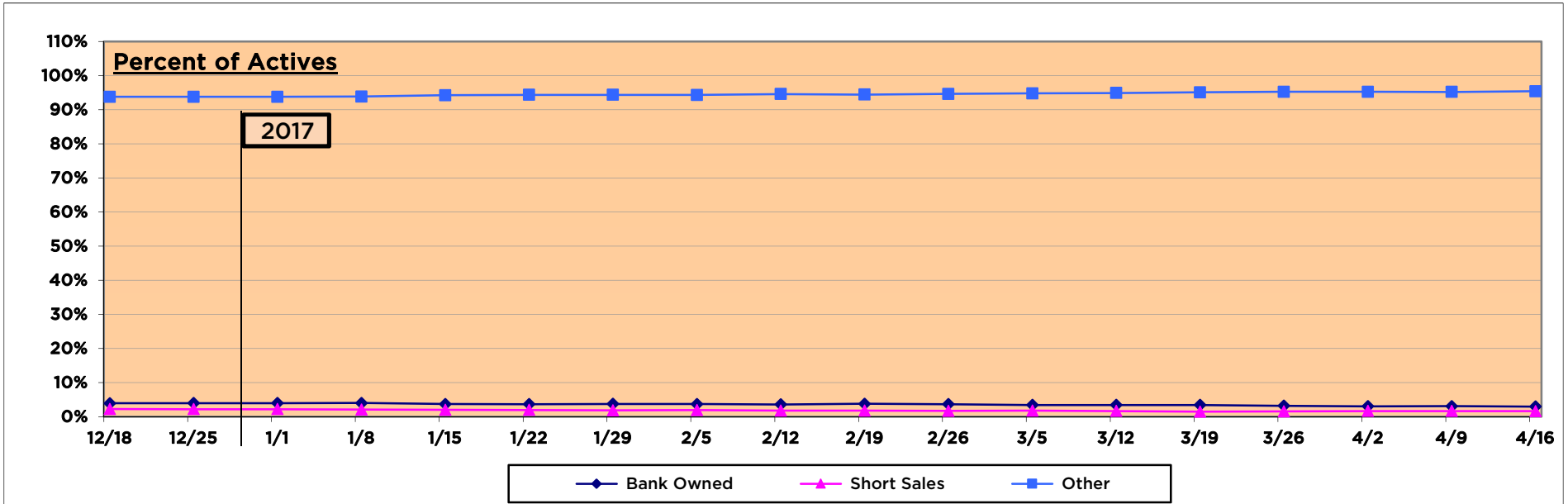
Single Family Homes



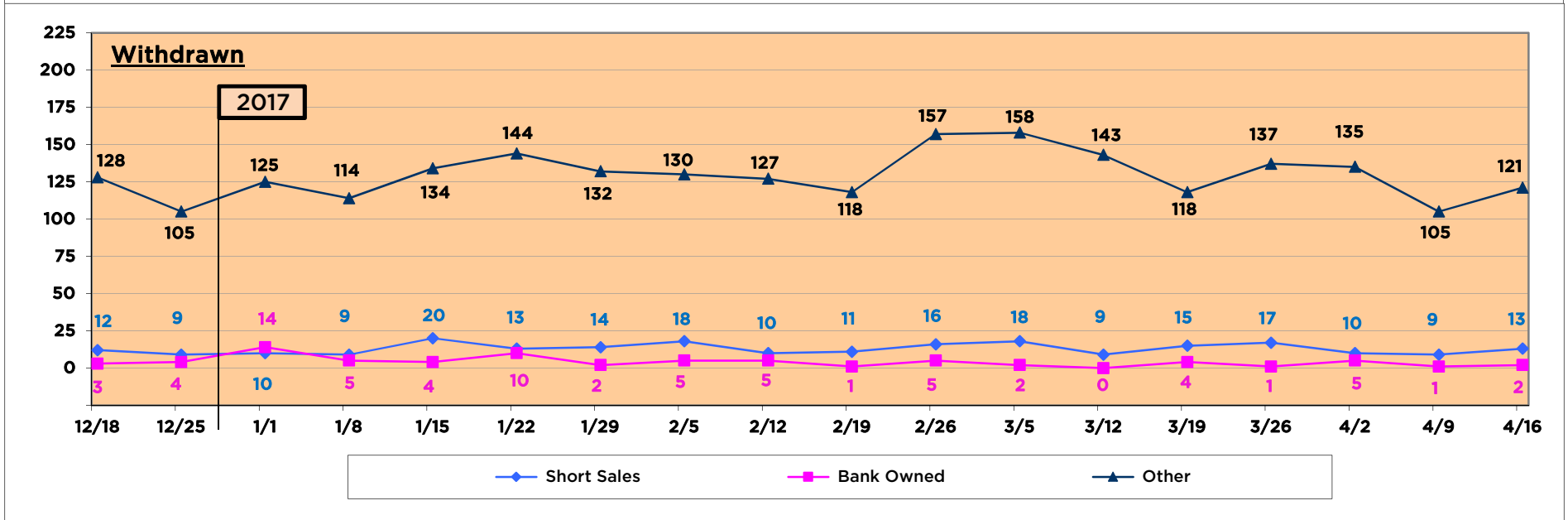
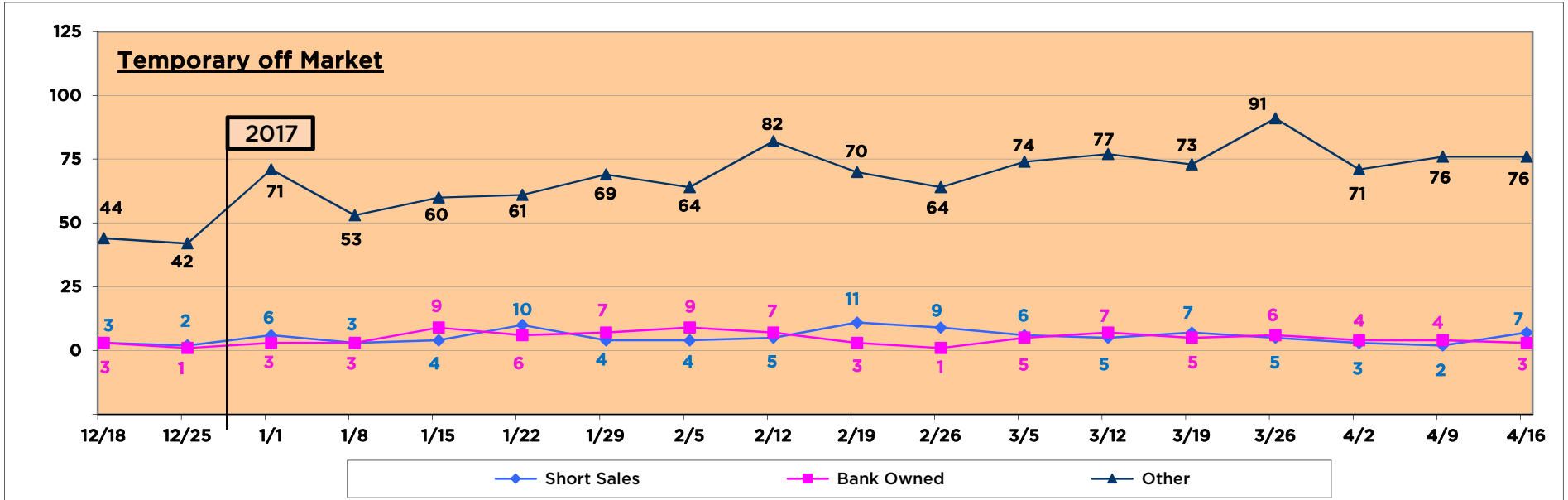
Single Family Homes



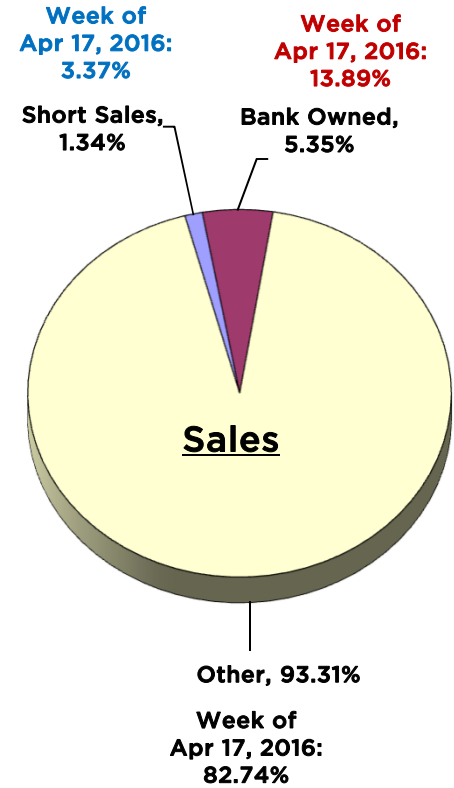
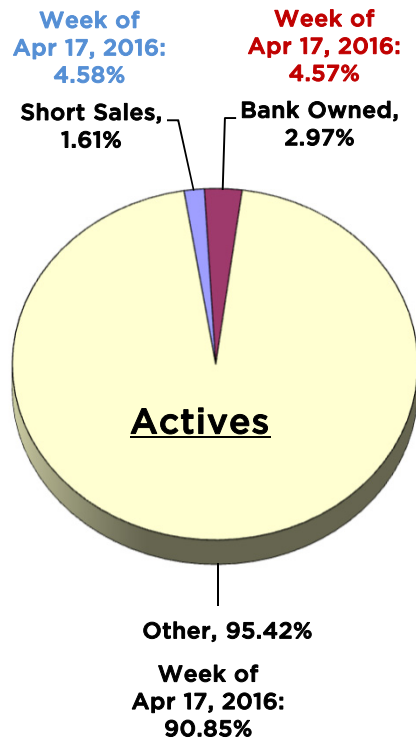
Single Family Homes



Single Family Homes



Single Family Homes



Where are the 80 Single Family Homes available for the Median Price of \$225,000? (± \$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		7	\$224,986	3.6	2.3	1,833	\$122.77
Winter Springs / Tuskawilla	32708	1	\$224,900	3.0	2.0	2,077	\$108.28
Longwood (East)	32750	2	\$225,000	4.0	2.0	1,870	\$120.32
Sanford / Lake Forest	32771	2	\$225,000	4.0	3.0	1,866	\$120.58
Longwood / Wekiva Springs	32779	1	\$225,000	3.0	2.0	1,470	\$153.06
Winter Park	32792	1	\$225,000	3.0	2.0	1,809	\$124.38
Orange County		22	\$224,990	3.2	2.0	1,731	\$130.00
Apopka / Hunt Club	32703	2	\$225,245	3.0	2.0	1,834	\$122.82
Apopka (North)	32712	1	\$225,000	4.0	2.0	2,192	\$102.65
Delaney / Crystal Lake	32806	1	\$224,900	3.0	1.0	1,166	\$192.88
Pine Hills / Rosemont	32808	1	\$224,900	3.0	2.0	1,820	\$123.57
Pinecastle / Belle Isle	32809	1	\$225,000	3.0	1.0	1,176	\$191.33
Conway	32812	1	\$225,000	3.0	2.0	1,511	\$148.91
Union Park	32817	2	\$224,950	4.0	3.0	1,801	\$124.90
Hiawassee	32818	1	\$225,000	4.0	2.0	2,553	\$88.13
Williamsburg / Lake Bryan	32821	3	\$224,933	3.0	2.0	1,816	\$123.86
Taft	32824	1	\$225,000	4.0	2.0	1,837	\$122.48
Rio Pinar / Union Park	32825	3	\$224,967	3.0	2.0	1,806	\$124.57
Waterford Lakes	32828	1	\$225,000	3.0	3.0	1,566	\$143.68
Union Park / Chickasaw	32829	1	\$225,000	3.0	2.0	1,920	\$117.19
Metro West / Orlo Vista	32835	1	\$224,900	3.0	2.0	1,472	\$152.79
Hunters Creek	32837	1	\$225,000	3.0	2.0	1,240	\$181.45
Pine Castle / Edgewood	32839	1	\$225,000	3.0	2.0	1,485	\$151.52
Osceola County		29	\$224,964	3.1	2.3	1,595	\$141.01
Davenport	33896	1	\$225,000	2.0	1.0	877	\$256.56
Kissimmee / Buena Ventura Lakes	34743	1	\$224,900	3.0	2.0	1,728	\$130.15
Kissimmee (East)	34744	5	\$224,980	0.0	0.0	0	\$0.00
Kissimmee (West) / Pleasant Hill	34746	11	\$224,982	4.0	3.0	1,980	\$113.63
Kissimmee / Celebration	34747	4	\$224,963	4.0	3.0	1,752	\$128.40
Kissimmee / Poinciana	34758	4	\$224,950	4.0	3.0	2,382	\$94.44
St Cloud	34769	1	\$224,900	3.0	2.0	1,986	\$113.24
St Cloud / Canoe Creek	34772	2	\$224,900	3.0	2.0	1,680	\$133.87

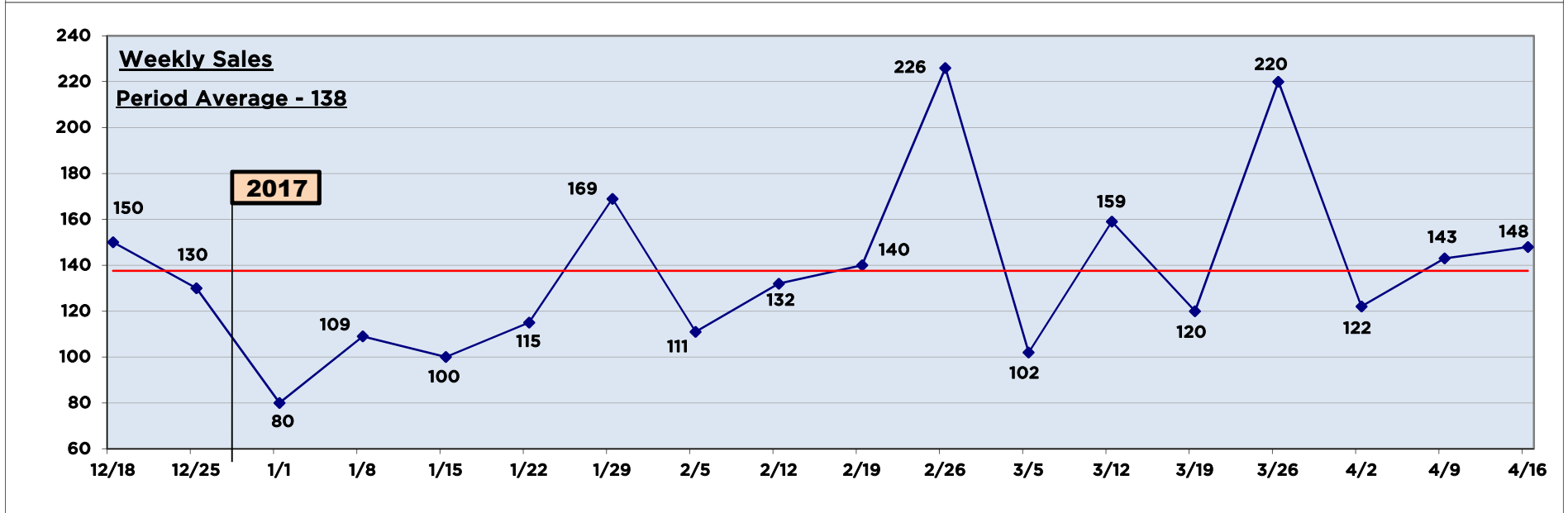
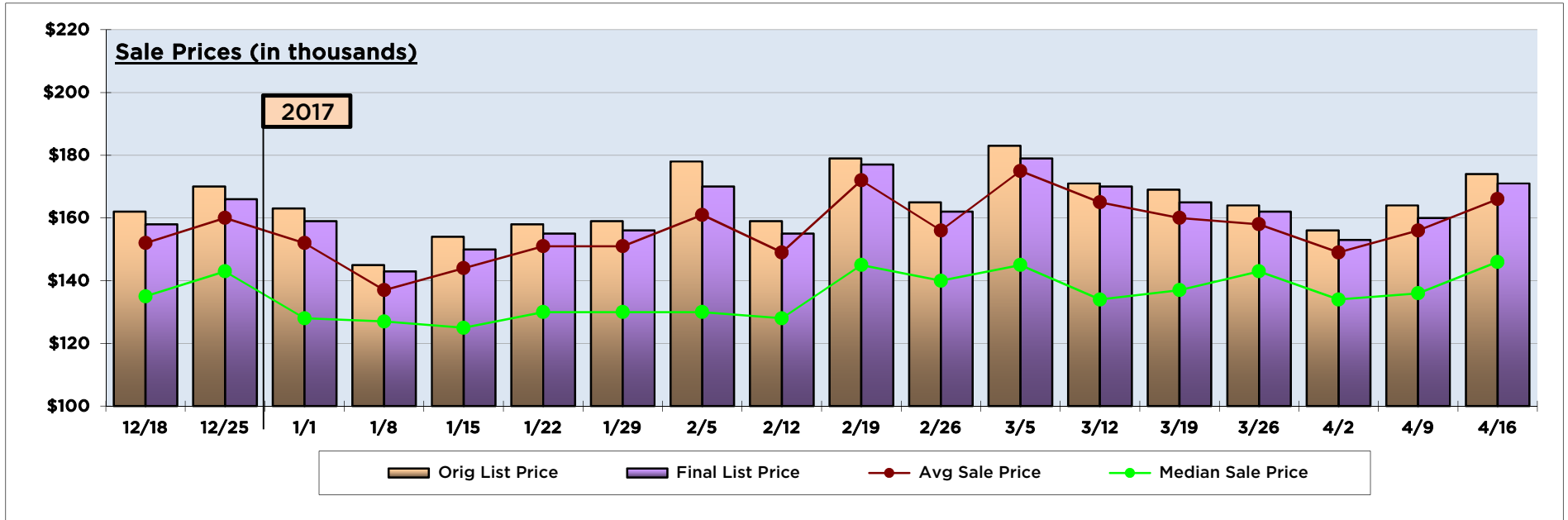
Where are the 80 Single Family Homes available for the Median Price of \$225,000? (cont'd) (± \$500)

<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>
Lake County		22	\$224,958	3.1	2.0	1,915	\$117.49
Astor	32102	2	\$225,000	3.0	2.0	1,530	\$147.06
Eustis (East)	32736	2	\$225,000	3.0	2.0	2,113	\$106.48
Mount Dora	32757	1	\$224,900	3.0	2.0	2,223	\$101.17
Tavares / Mt Plymouth	32778	1	\$224,990	5.0	2.0	2,807	\$80.15
Umatilla / Dona Vista	32784	1	\$225,000	3.0	2.0	1,596	\$140.98
Clermont (Central)	34711	5	\$224,958	3.0	2.0	1,731	\$129.96
Clermont (South)	34714	1	\$225,000	4.0	3.0	1,673	\$134.49
Minneola	34715	1	\$225,000	3.0	2.0	1,782	\$126.26
Leesburg (West)	34748	5	\$224,880	3.0	2.0	2,379	\$94.53
Leesburg (East) / Haines Creek	34788	3	\$225,000	3.0	2.0	1,402	\$160.49

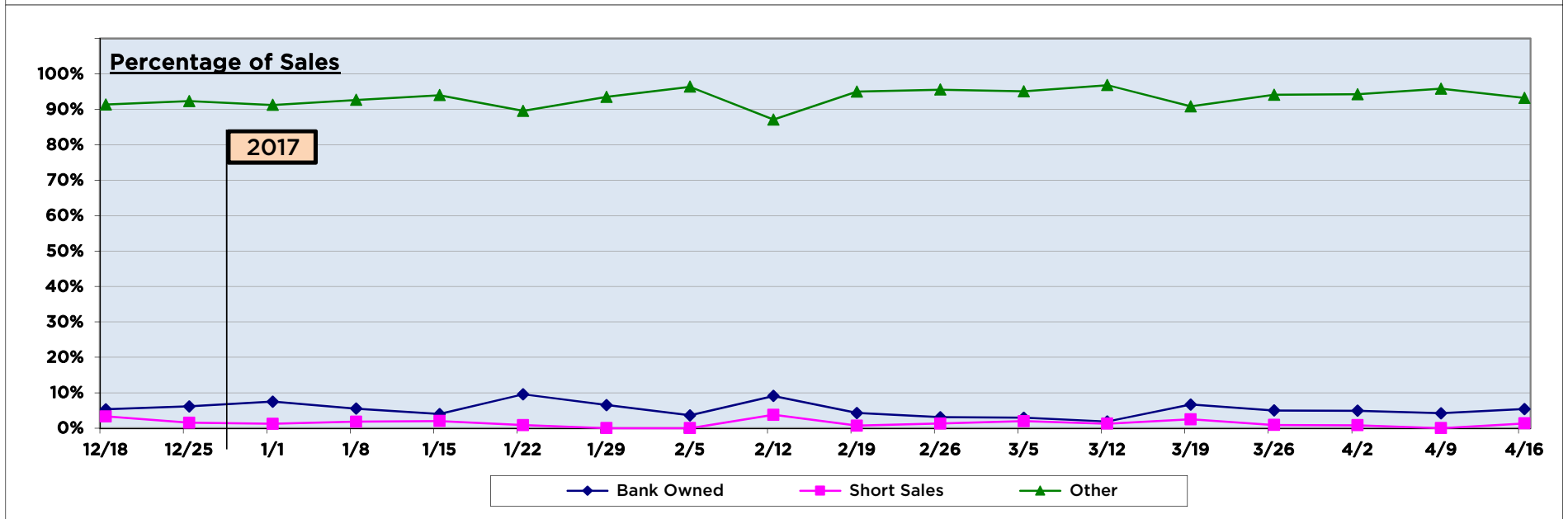
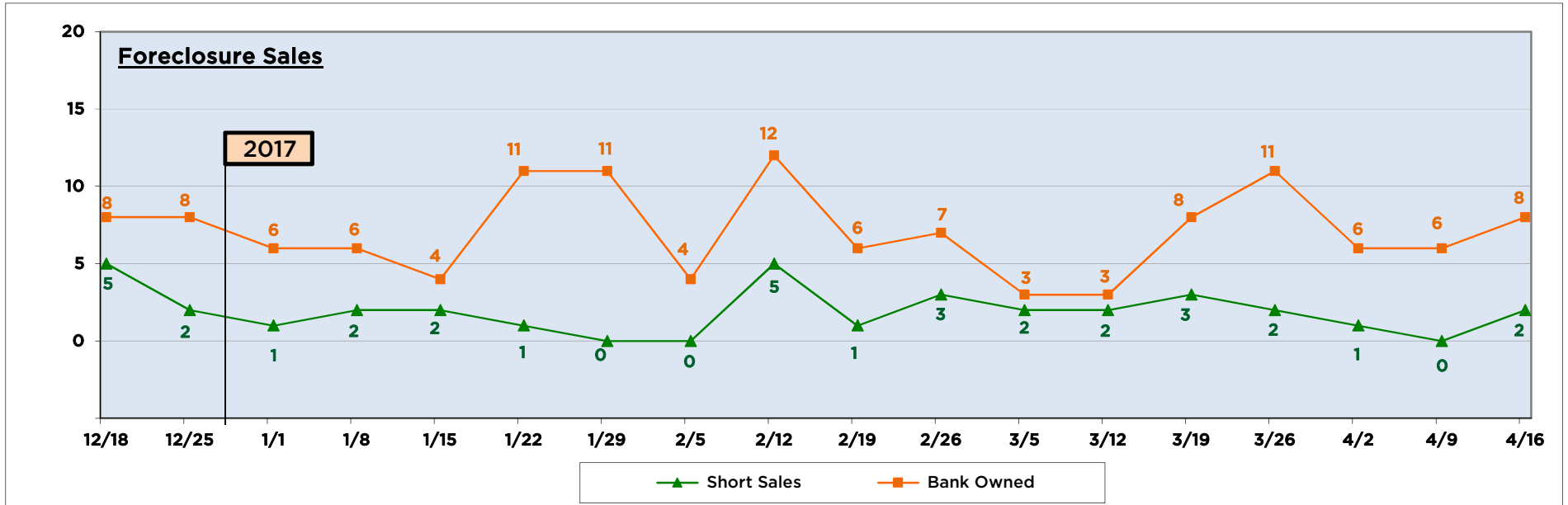
Condos, Townhomes, Villas

	Total	Under \$250k	\$250K to \$300K	\$300K to \$400K	\$400K to \$500K	\$500K to \$1M	Over \$1M
Sales	148	124	12	10	2	0	0
Bank Owned	8	7	1	0	0	0	0
Short Sales	2	2	0	0	0	0	0
Other	138	115	11	10	2	0	0
Active Listings	2,331	1,682	266	224	52	75	32
Bank Owned	57	51	2	1	1	0	2
Short Sales	33	28	2	3	0	0	0
Other	2,241	1,603	262	220	51	75	30
Months of Inventory	4	3	5	5	6	0	0
<i>List Price</i>							
Average Original List Price	\$173,514	\$145,582	\$276,357	\$340,183	\$454,900	\$0	\$0
Average Final List Price	\$171,003	\$142,925	\$275,266	\$337,281	\$454,900	\$0	\$0
<i>Sale Price</i>							
Average Price	\$166,067	\$138,045	\$272,241	\$329,349	\$449,950	\$0	\$0
Median Price	\$146,000	\$138,325	\$271,250	\$329,495	\$449,950	\$0	\$0
<i>Price Differences</i>							
<i>Original to Final</i> List Price	-\$2,511	-\$2,657	-\$1,091	-\$2,902	\$0	\$0	\$0
<i>Original</i> List to <i>Sale</i> Price - \$	-\$7,447	-\$7,537	-\$4,116	-\$10,834	-\$4,950	\$0	\$0
<i>Final</i> List to <i>Sale</i> Price - \$	-\$4,936	-\$4,880	-\$3,025	-\$7,932	-\$4,950	\$0	\$0
<i>Original</i> List to <i>Sale</i> Price - %	95.71%	94.82%	98.51%	96.82%	98.91%	0.00%	0.00%
<i>Final</i> List to <i>Sale</i> Price - %	97.11%	96.59%	98.90%	97.65%	98.91%	0.00%	0.00%
<i>Days on the Market</i>							
Avg Days Listing to Contract	64	68	38	41	81	0	0
Combined Avg Days to Contract	66	69	37	63	81	0	0
Avg Days Listing to Closing	101	103	92	83	123	0	0
Avg Days Contract to Close	36	34	54	42	43	0	0
<i>Beds / Baths</i>							
Average Bedrooms	3	3	3	3	4	0	0
Average Full Baths	2	2	2	2	3	0	0
Average Half Baths	0	0	1	1	1	0	0
<i>Square Footage</i>							
Average Square Feet	1,374	1,281	1,770	1,797	2,686	0	0

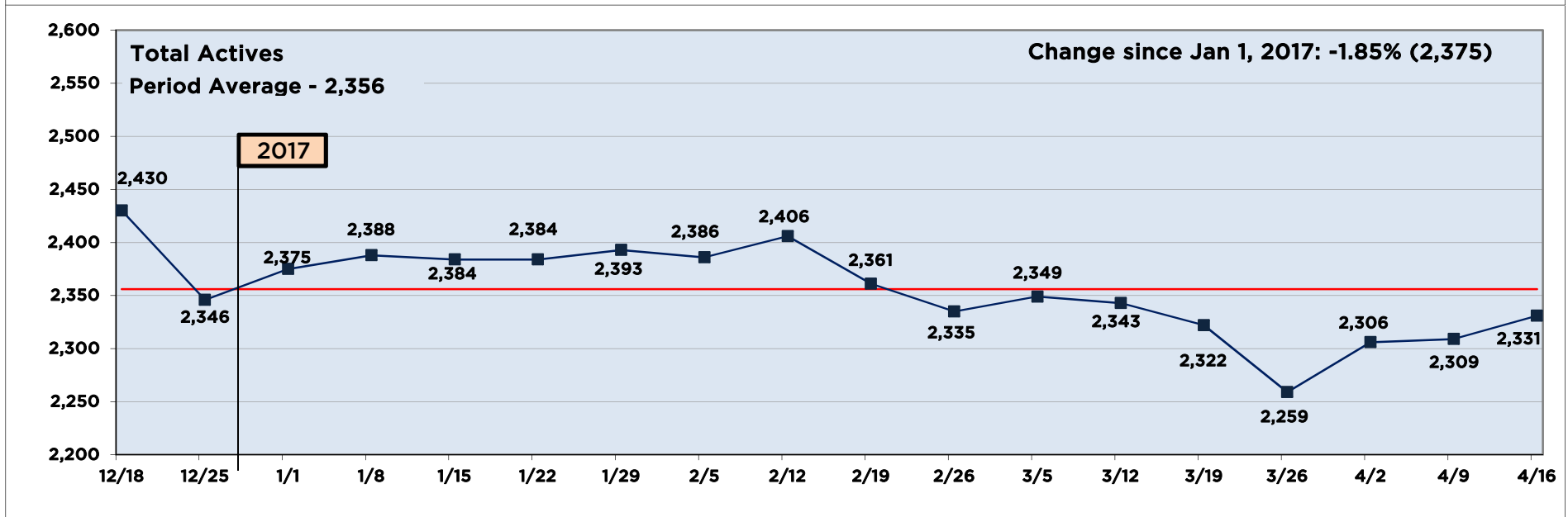
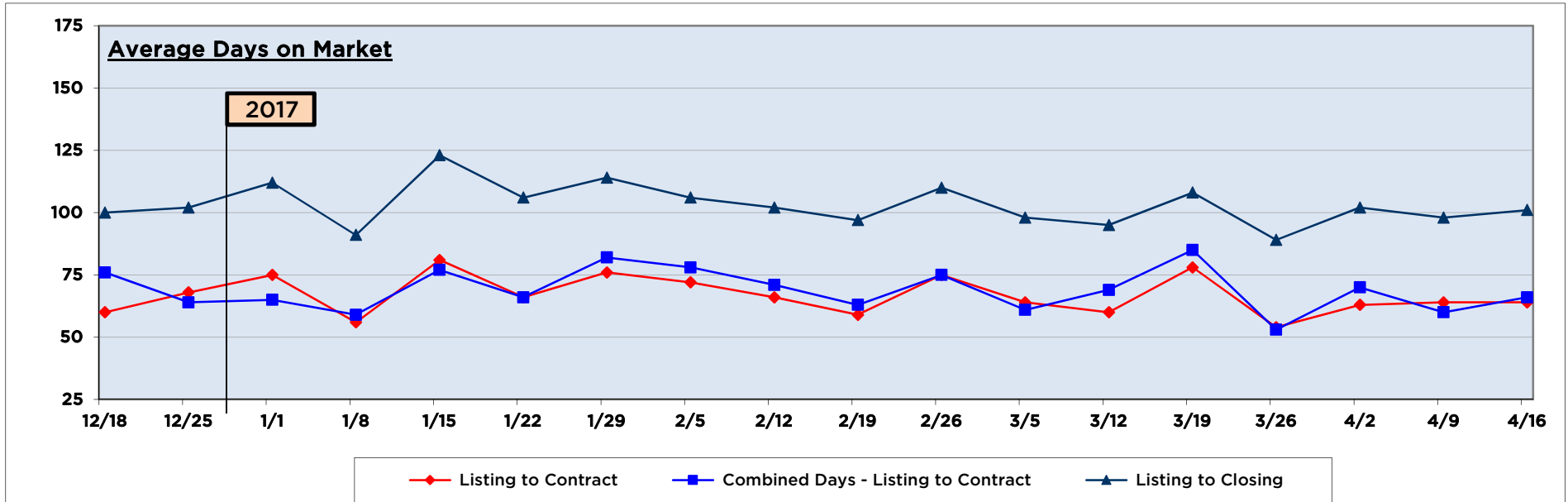
Condos, Townhomes, Villas



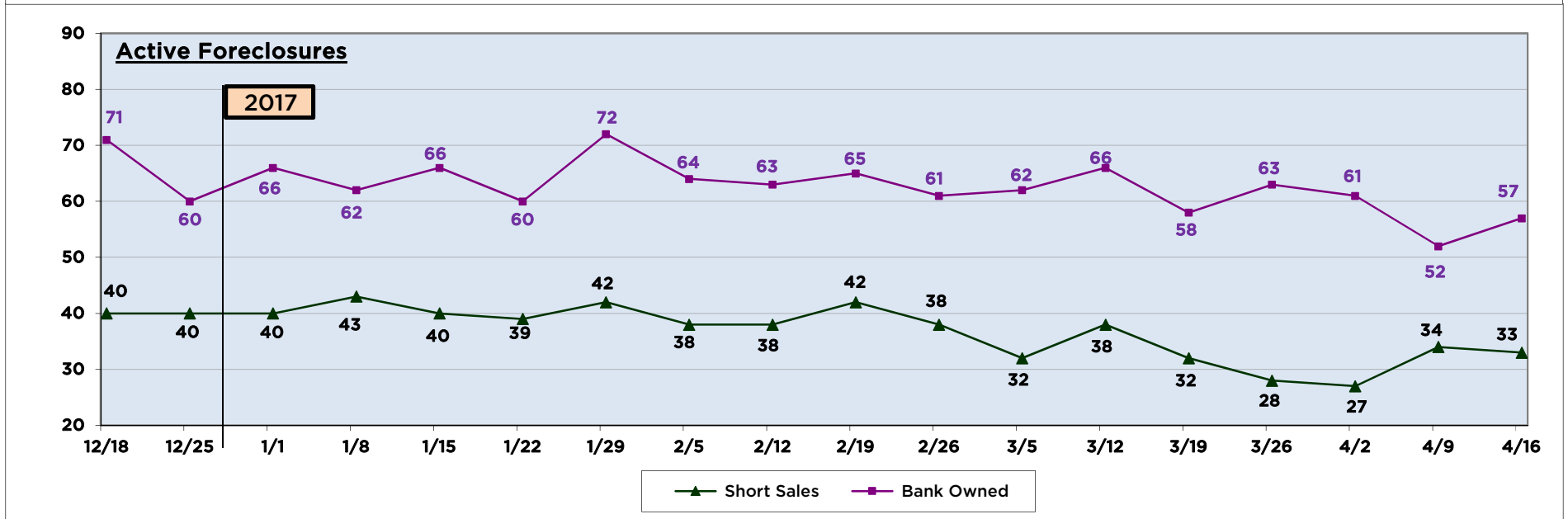
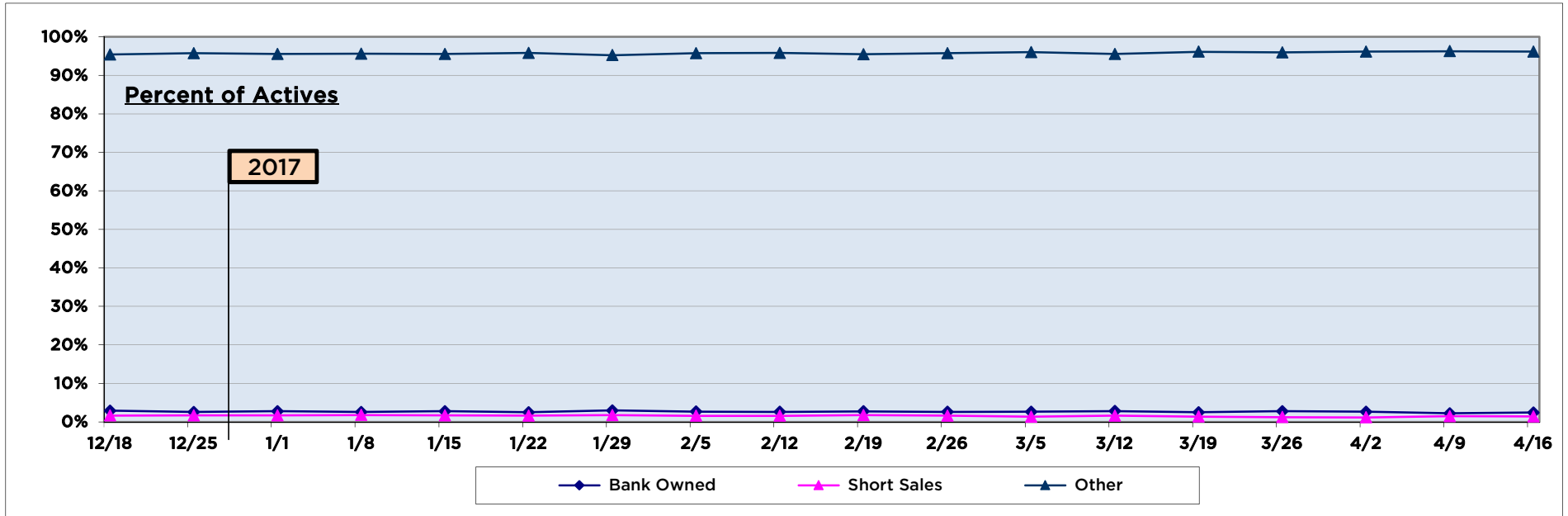
Condos, Townhomes, Villas



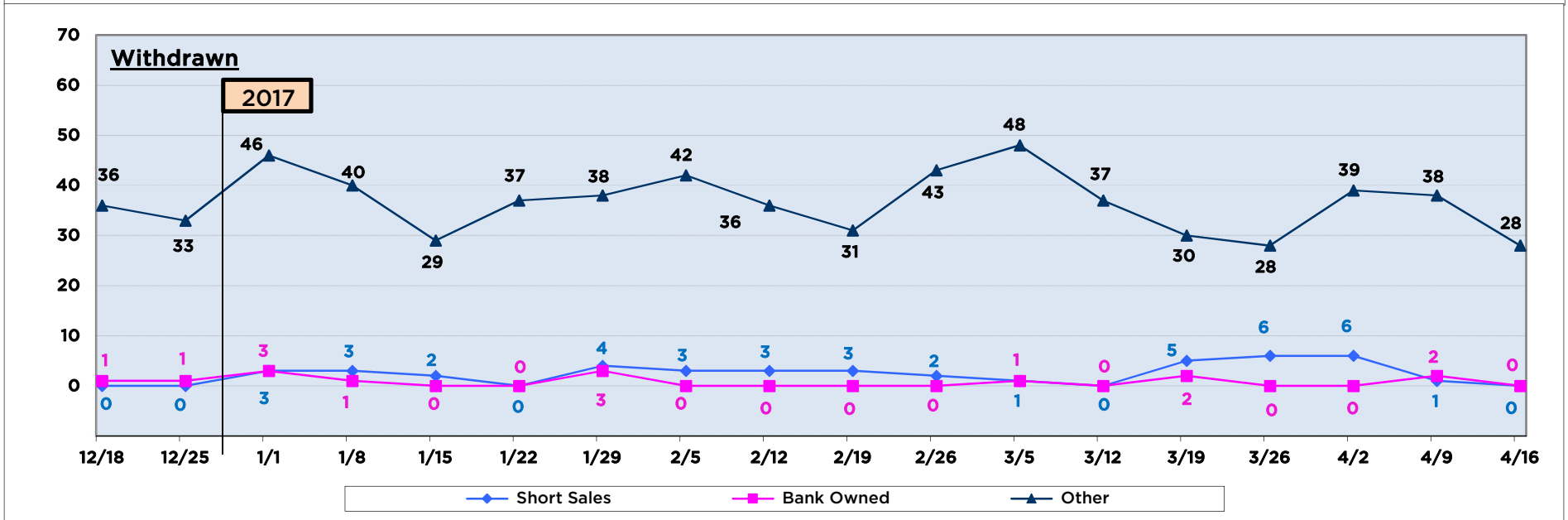
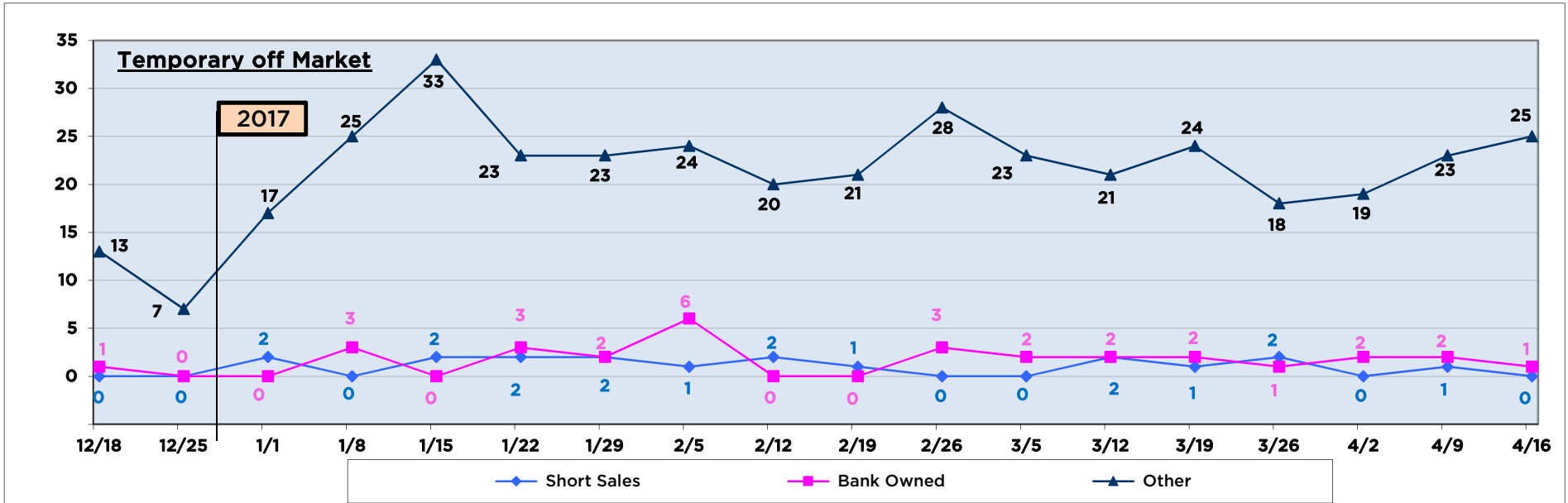
Condos, Townhomes, Villas



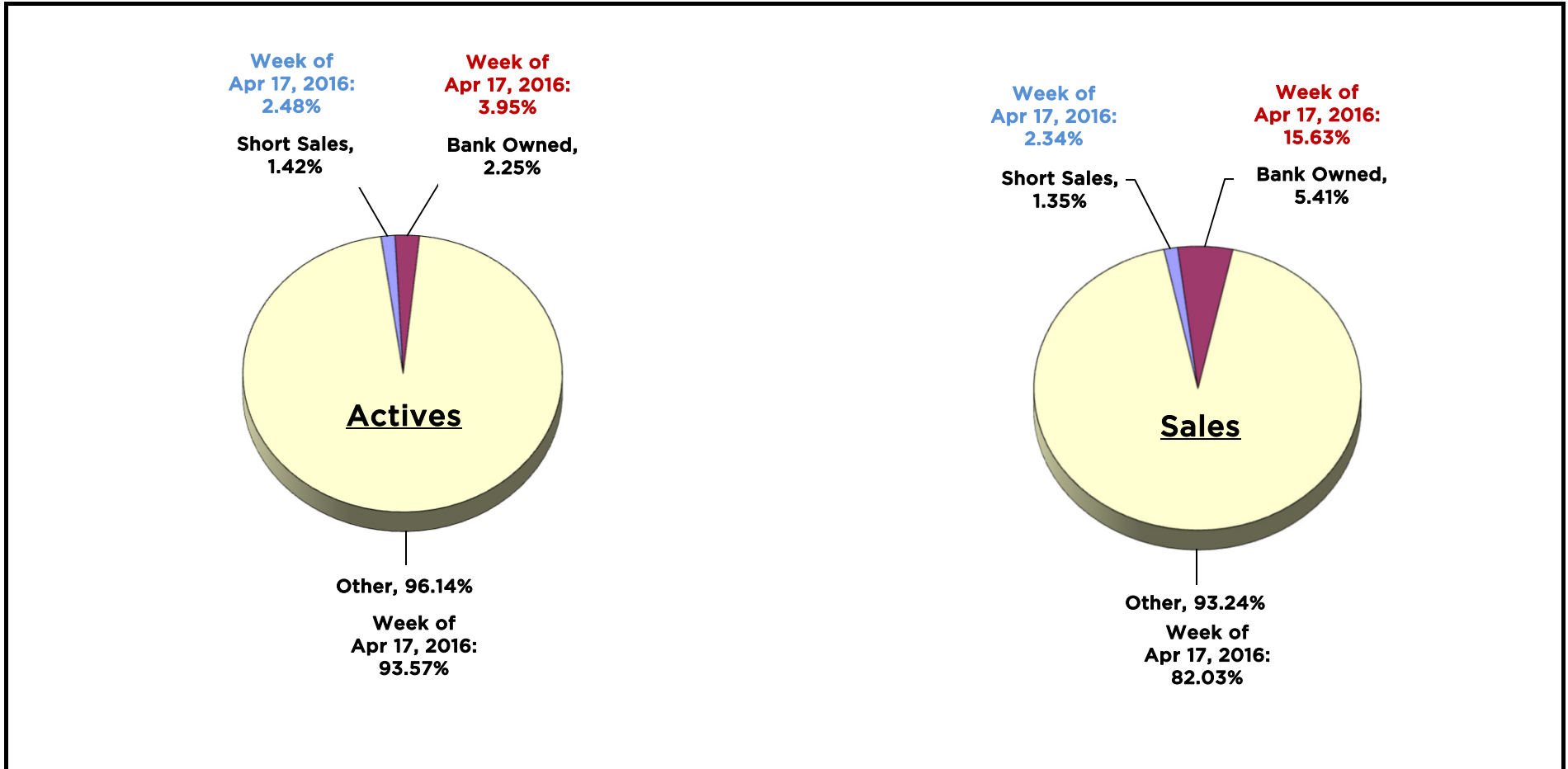
Condos, Townhomes, Villas



Condos, Townhomes, Villas



Condos, Townhomes, Villas



Where are the 3 Condos, Townhomes, or Villas available for the Median Price of \$146,000? (± \$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>
Orange County		3	\$145,933	2.3	2.0	1,180	\$123.67
Williamsburg / Lake Bryan	32821	1	\$146,000	3.0	2.0	1,437	\$101.60
Moss Park	32832	1	\$145,900	2.0	2.0	987	\$147.82
Hunters Creek	32837	1	\$145,900	2.0	2.0	1,116	\$130.73