



Monday Morning Quarterback Summary

Week of Apr 10, 2016

Single-family existing homes

- Sales of single-family homes increased to 510 during the week of Apr 10, from 424 the week prior
- The median price of single family homes increased to \$210,875, a change of 3.6%
- The number of single-family home foreclosure transactions increased to 59 last week, from 51 the week of Apr 3
- The number of single-family home short-sale transactions decreased to 13 from 17 the week prior
- Single-family inventory decreased by 100, and now sits at 9,821

Condos, townhomes, and villas

- Sales of condos, townhomes, and villas increased to 140 during the week of Apr 10 from 115 the week prior
- The median price of condos, townhomes, and villas increased to \$125,000, a change of 4.17%
- The number of condo, townhome, and villa foreclosure transactions increased to 18 last week, from 10 the week of Apr 3
- The number of condo, townhome and villa short-sale transactions decreased to 1 from 2 the week prior
- Condo inventory increased by 30, and now sits at 3,002

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

Monday Morning Quarterback
04/10/2016 - 04/16/2016
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	510	333	63	57	29	18	10
Bank Owned	59	49	3	4	2	1	0
Short Sales	13	9	0	3	1	0	0
Other	438	275	60	50	26	17	10
Active Listings	9,821	3,643	1,343	1,832	989	1,381	633
Bank Owned	454	309	55	51	13	22	4
Short Sales	473	320	55	59	12	20	7
Other	8,894	3,014	1,233	1,722	964	1,339	622
Months of Inventory	4	3	5	7	8	18	15

List Price

Average Original List Price	\$280,441	\$177,787	\$288,330	\$367,455	\$470,900	\$732,776	\$1,786,595
Average Final List Price	\$271,896	\$174,305	\$278,966	\$352,732	\$454,965	\$695,704	\$1,722,595

Sale Price

Average Price	\$263,272	\$169,949	\$272,513	\$341,772	\$435,235	\$668,247	\$1,637,595
Median Price	\$210,875	\$179,000	\$273,000	\$338,000	\$439,000	\$585,160	\$1,709,500

Price Differences

Original to Final List Price	-\$8,545	-\$3,482	-\$9,364	-\$14,723	-\$15,935	-\$37,072	-\$64,000
Original List to Sale Price - \$	-\$17,169	-\$7,838	-\$15,817	-\$25,683	-\$35,665	-\$64,529	-\$149,000
Final List to Sale Price - \$	-\$8,624	-\$4,356	-\$6,453	-\$10,960	-\$19,730	-\$27,457	-\$85,000
Original List to Sale Price - %	93.88%	95.59%	94.51%	93.01%	92.43%	91.19%	91.66%
Final List to Sale Price - %	96.83%	97.50%	97.69%	96.89%	95.66%	96.05%	95.07%

Days on the Market

Avg Days Listing to Contract	66	52	60	74	103	163	241
Combined Avg Days to Contract	75	56	75	85	117	195	286
Avg Days Listing to Closing	112	99	100	115	149	231	288
Avg Days Contract to Close	46	47	39	41	46	67	50

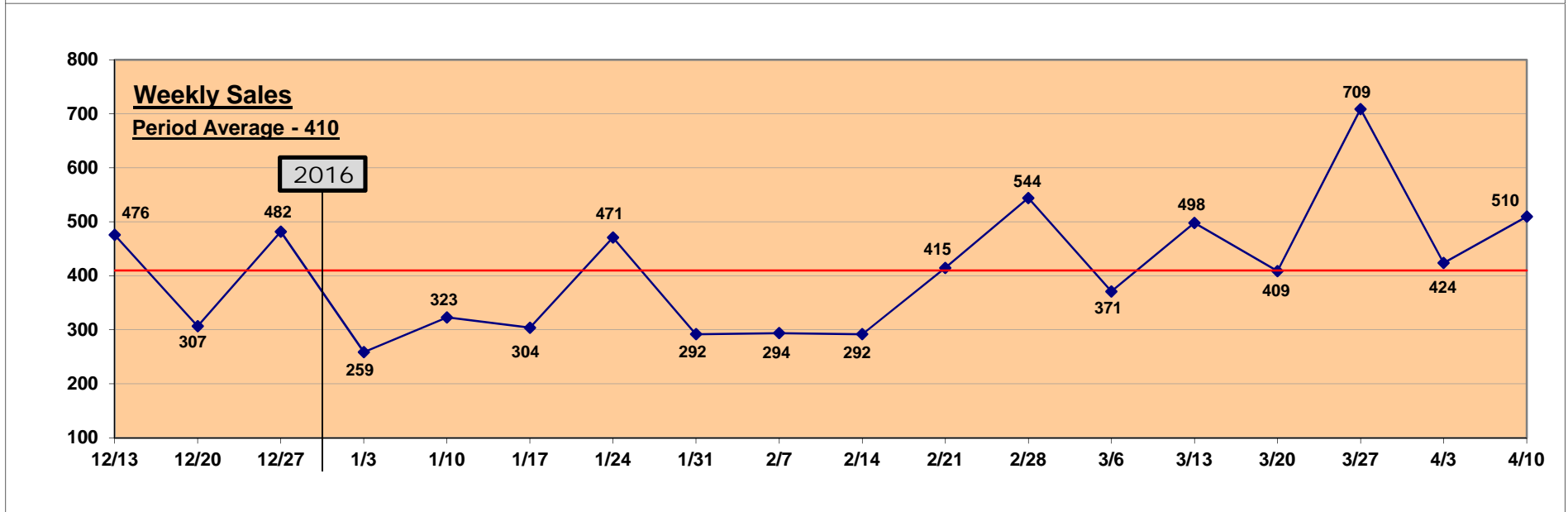
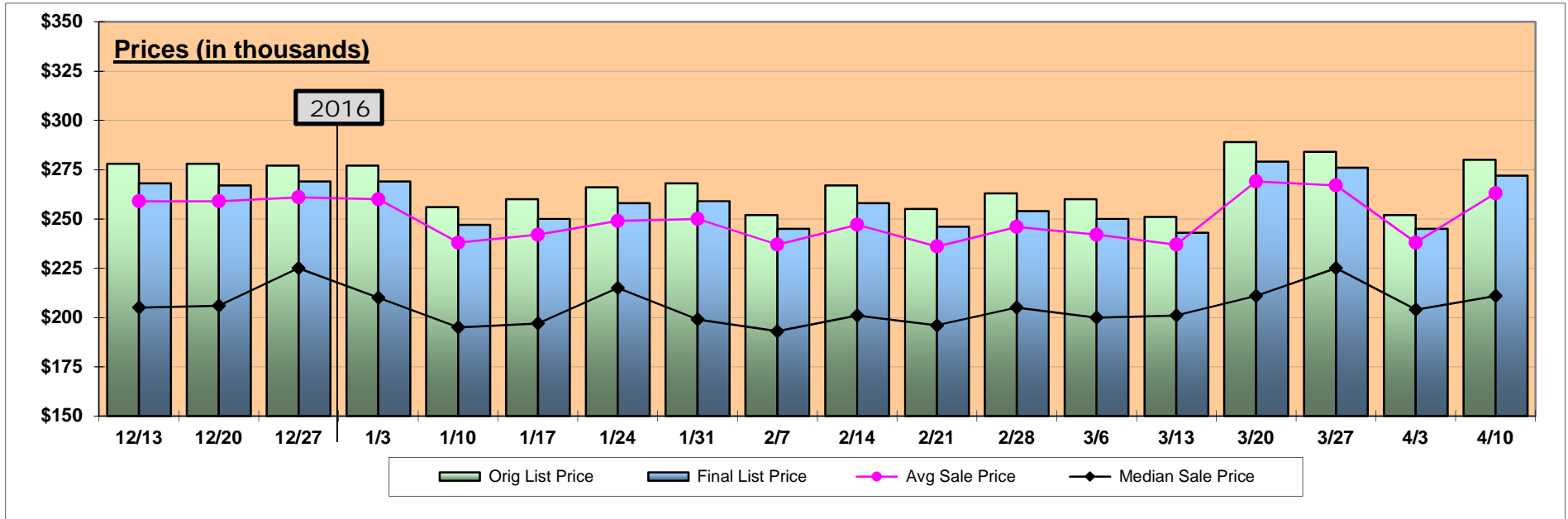
Beds / Baths

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	1	1	1

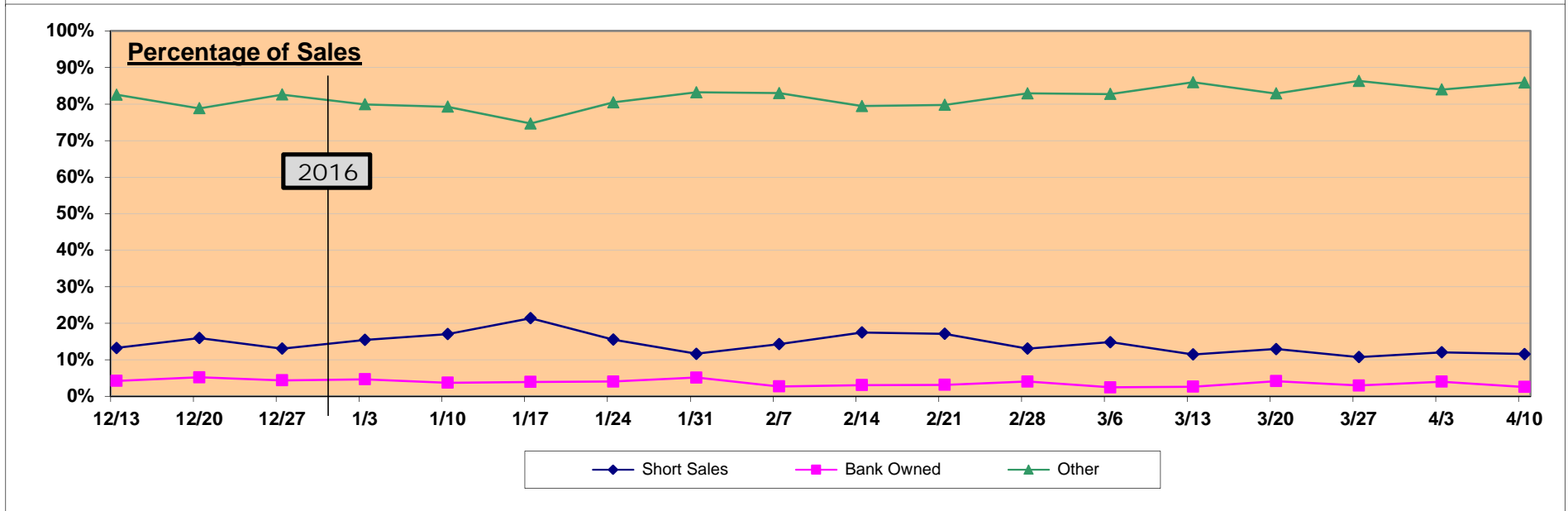
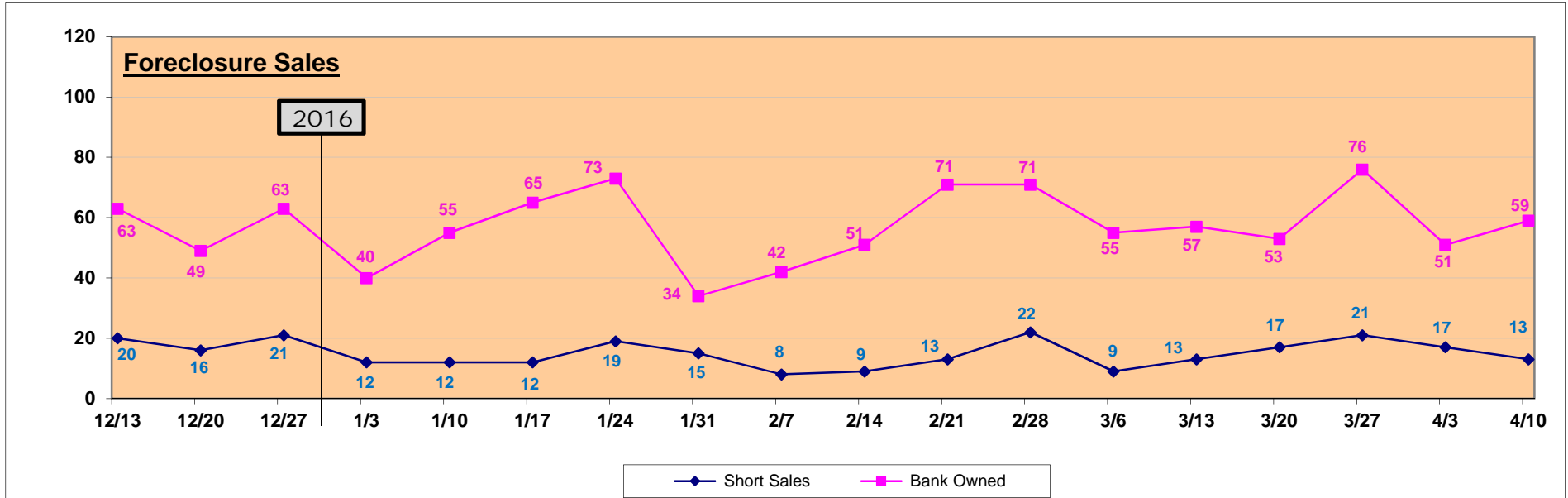
Square Footage

Average Square Feet	2,099	1,638	2,330	2,773	2,984	4,114	5,932
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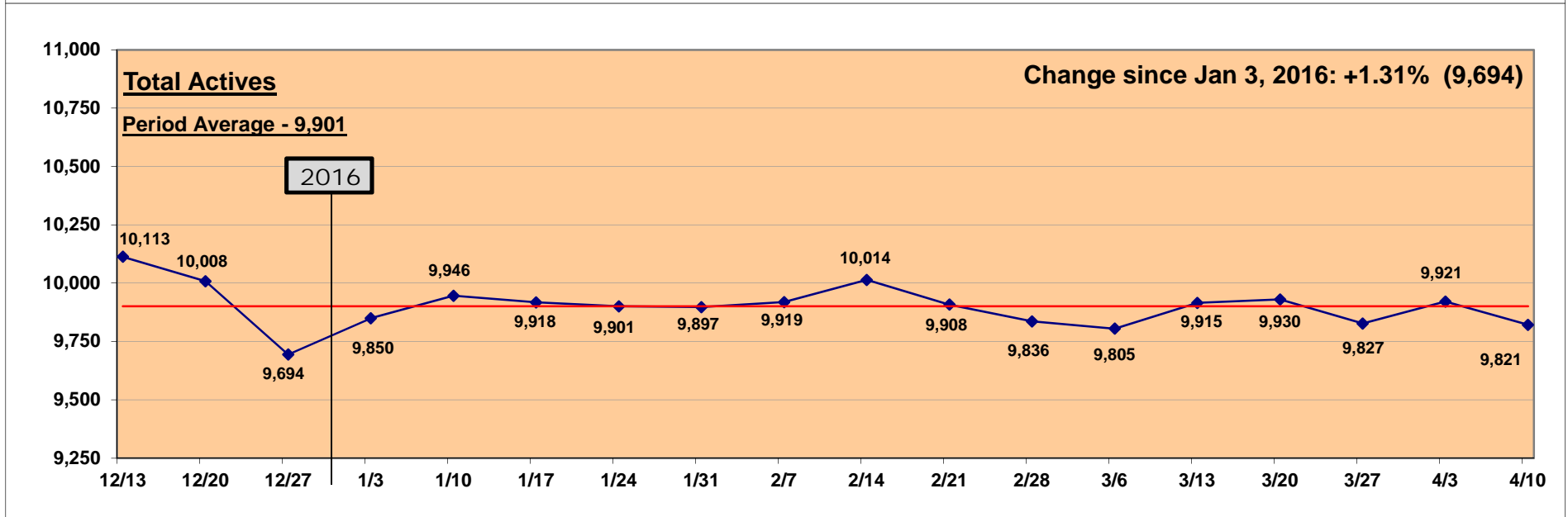
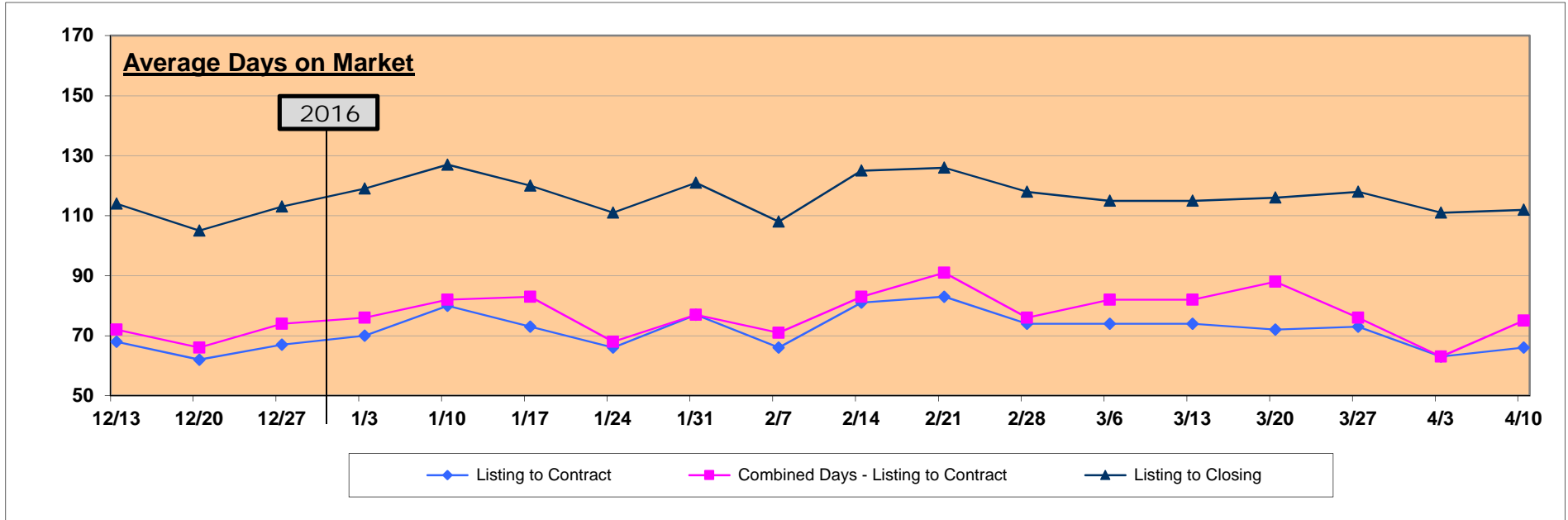
Single Family Homes



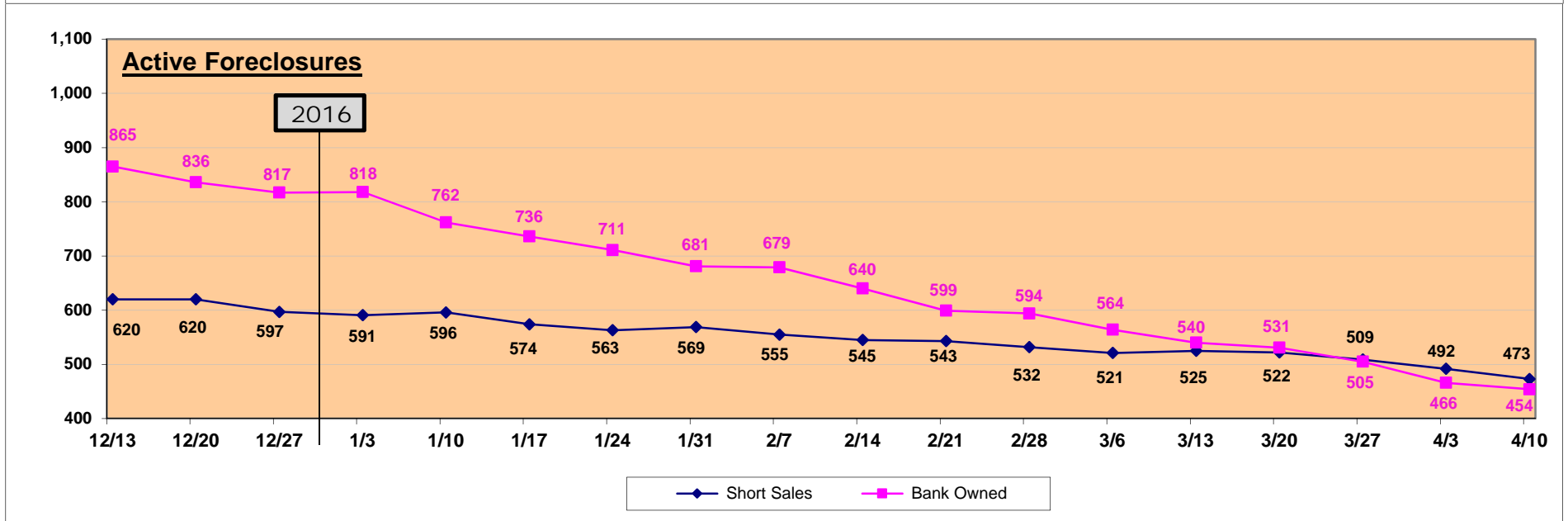
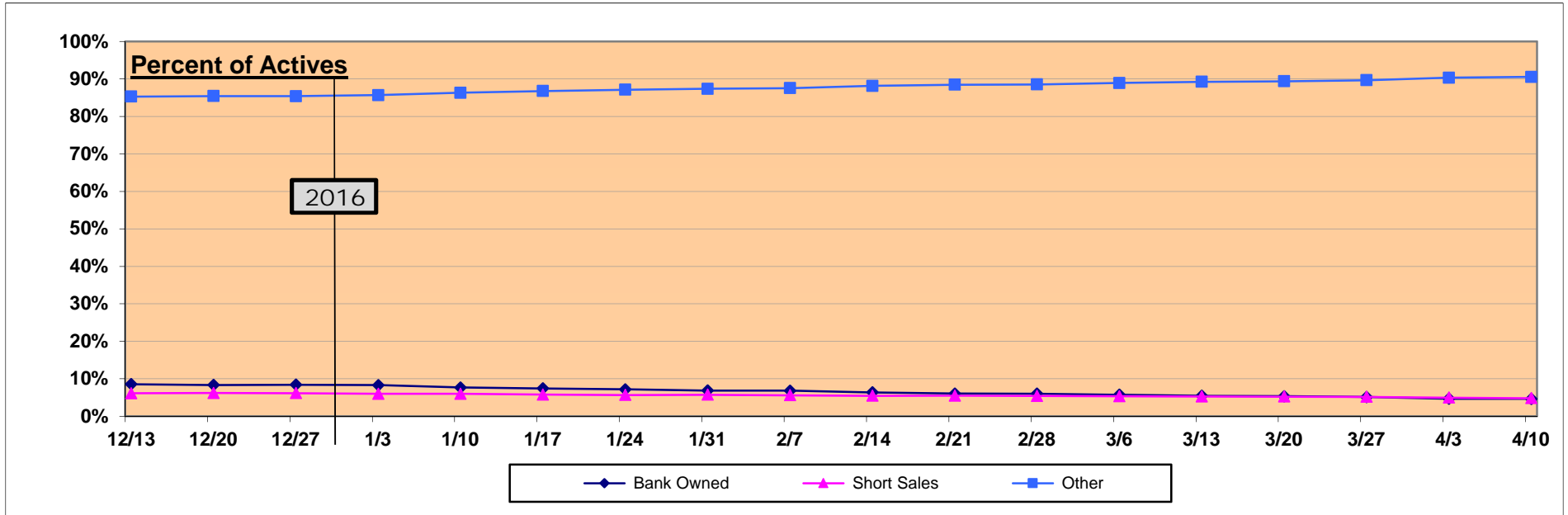
Single Family Homes



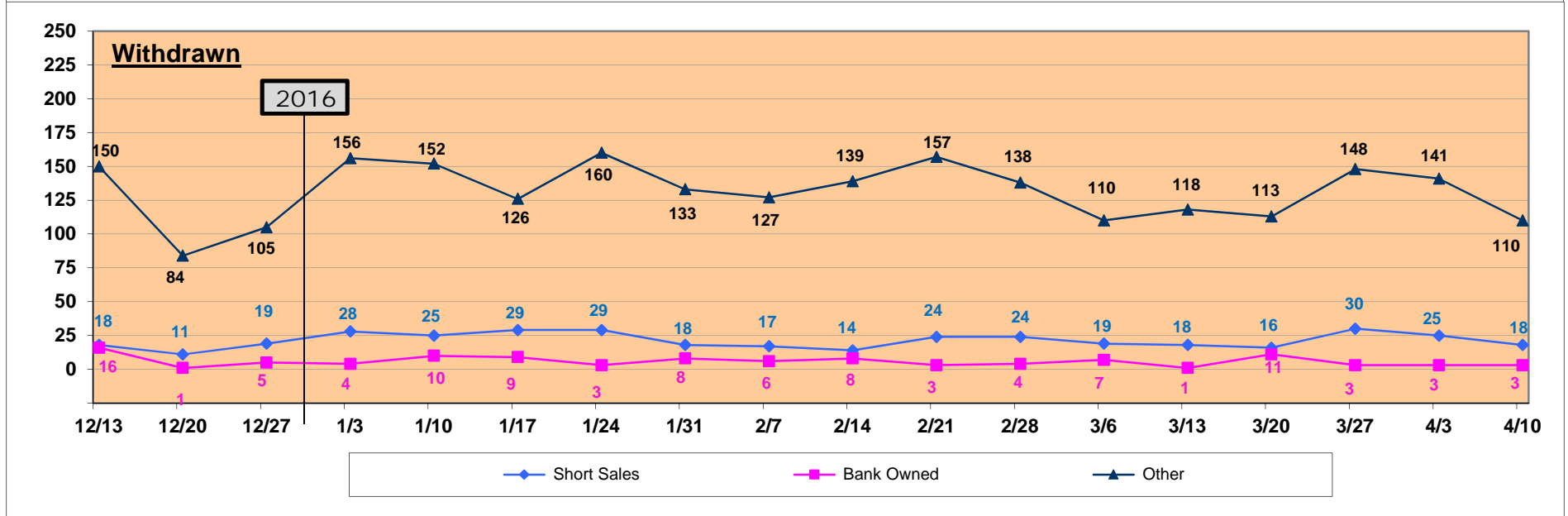
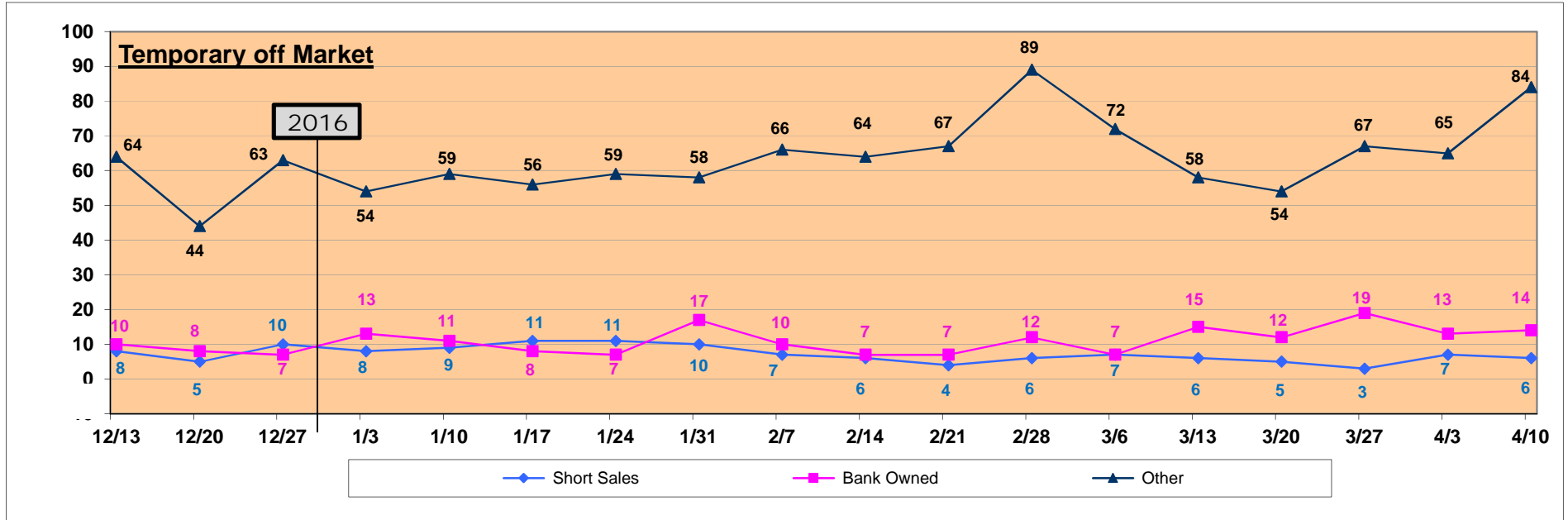
Single Family Homes



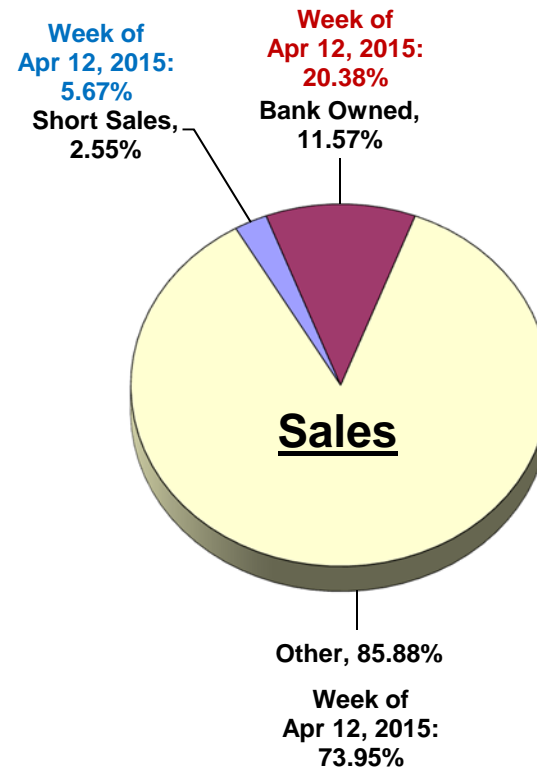
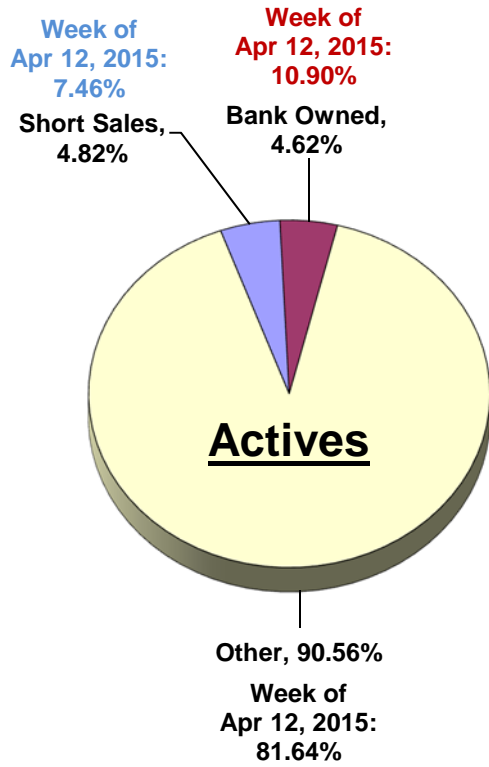
Single Family Homes



Single Family Homes



Single Family Homes



Where are the 3 Single Family Homes available for the Median Price of \$210,875?

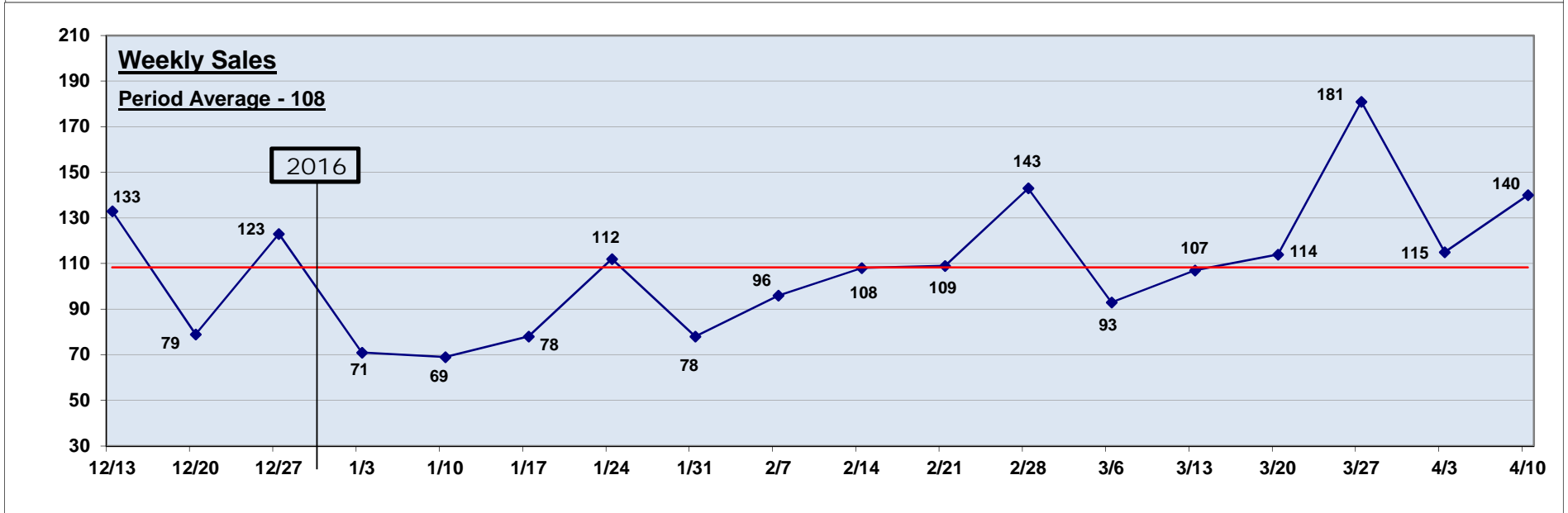
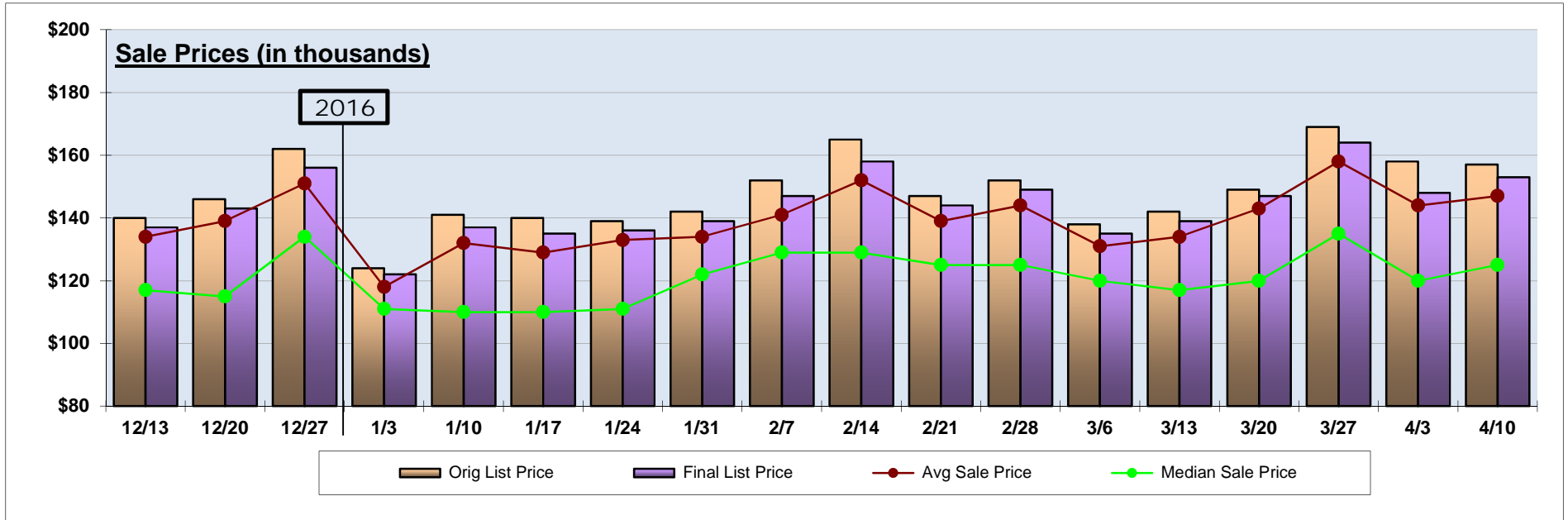
<u>County / City</u>	<u>Zip Code</u>	<u>Available</u>	<u>Average List Price</u>	<u>Average Beds</u>	<u>Average Baths</u>	<u>Average SqFt</u>	<u>List \$ per SqFt</u>
Seminole County		1	\$210,600	5.0	3.0	2,376	\$88.64
Maitland / Eatonville	32751	1	\$210,600	5.0	3.0	2,376	\$88.64
Lake County		2	\$210,750	3.5	2.5	1,813	\$116.24
Clermont (South)	34714	1	\$210,500	4.0	3.0	1,638	\$128.51
Groveland	34736	1	\$211,000	3.0	2.0	1,988	\$106.14

Monday Morning Quarterback
04/10/2016 - 04/16/2016
Lake, Orange, Osceola & Seminole Counties

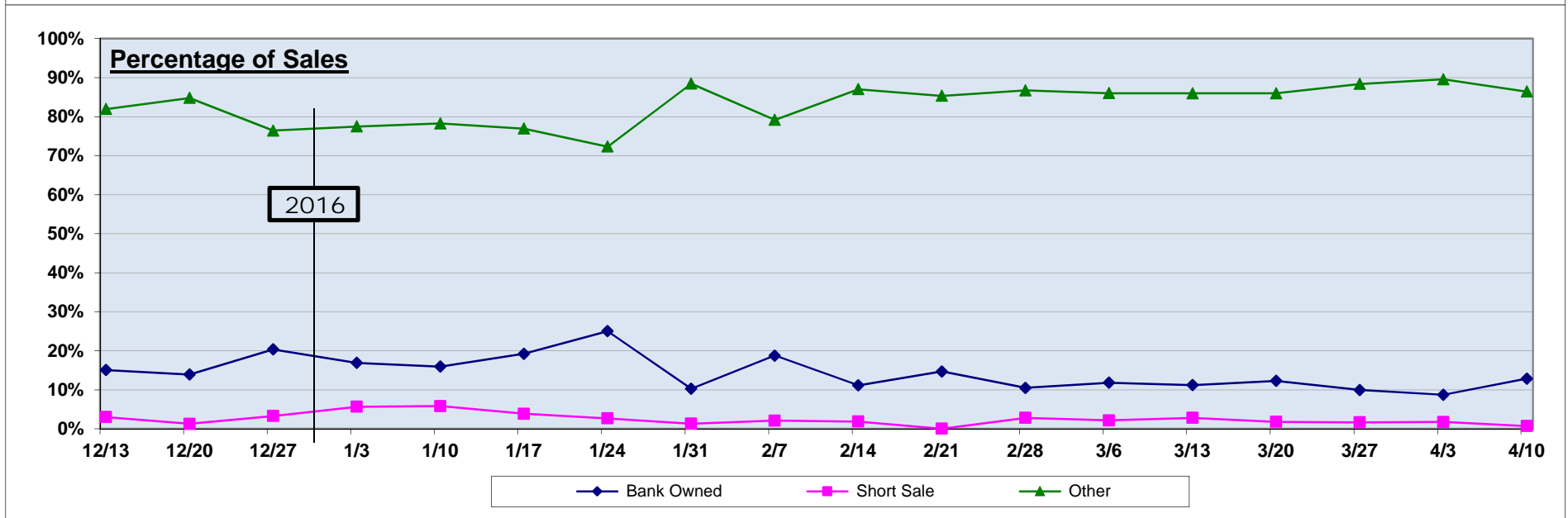
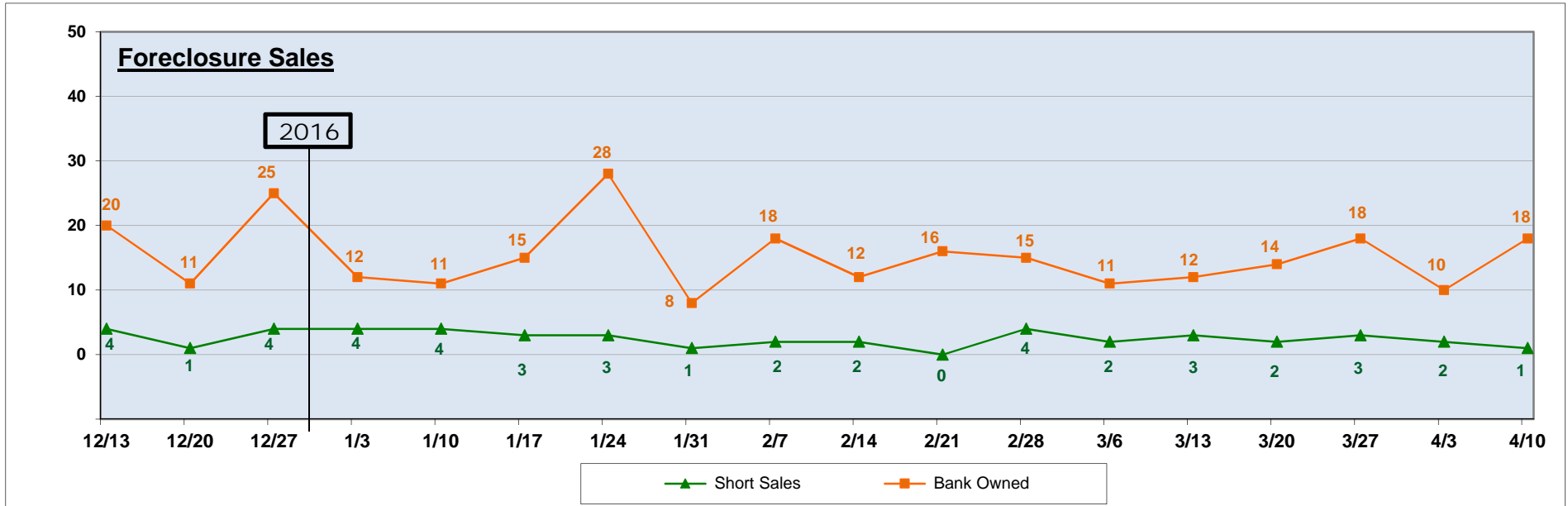
Condos, Townhomes, Villas

	Total	Under \$250k	\$250K to \$300K	\$300K to \$400K	\$400K to \$500K	\$500K to \$1M	Over \$1M
Sales	140	128	3	6	3	0	0
Bank Owned	18	17	0	1	0	0	0
Short Sales	1	1	0	0	0	0	0
Other	121	110	3	5	3	0	0
Active Listings	3,002	2,317	293	227	73	66	26
Bank Owned	118	112	3	3	0	0	0
Short Sales	79	69	7	3	0	0	0
Other	2,805	2,136	283	221	73	66	26
Months of Inventory	5	4	23	9	6	0	0
<u>List Price</u>							
Average Original List Price	\$157,412	\$136,980	\$314,830	\$365,967	\$454,633	\$0	\$0
Average Final List Price	\$152,555	\$133,181	\$299,447	\$346,383	\$444,633	\$0	\$0
<u>Sale Price</u>							
Average Price	\$146,572	\$127,850	\$283,300	\$335,463	\$430,833	\$0	\$0
Median Price	\$125,000	\$120,000	\$280,000	\$344,389	\$427,500	\$0	\$0
<u>Price Differences</u>							
Original to Final List Price	-\$4,857	-\$3,799	-\$15,383	-\$19,584	-\$10,000	\$0	\$0
Original List to Sale Price - \$	-\$10,840	-\$9,130	-\$31,530	-\$30,504	-\$23,800	\$0	\$0
Final List to Sale Price - \$	-\$5,983	-\$5,331	-\$16,147	-\$10,920	-\$13,800	\$0	\$0
Original List to Sale Price - %	93.11%	93.33%	89.99%	91.66%	94.77%	0.00%	0.00%
Final List to Sale Price - %	96.08%	96.00%	94.61%	96.85%	96.90%	0.00%	0.00%
<u>Days on the Market</u>							
Avg Days Listing to Contract	70	69	75	105	21	0	0
Combined Avg Days to Contract	78	73	83	149	116	0	0
Avg Days Listing to Closing	107	106	102	144	74	0	0
Avg Days Contract to Close	36	36	26	39	52	0	0
<u>Beds / Baths</u>							
Average Bedrooms	2	2	3	3	3	0	0
Average Full Baths	2	2	2	2	2	0	0
Average Half Baths	0	0	1	1	1	0	0
<u>Square Footage</u>							
Average Square Feet	1,327	1,263	1,982	1,870	2,337	0	0

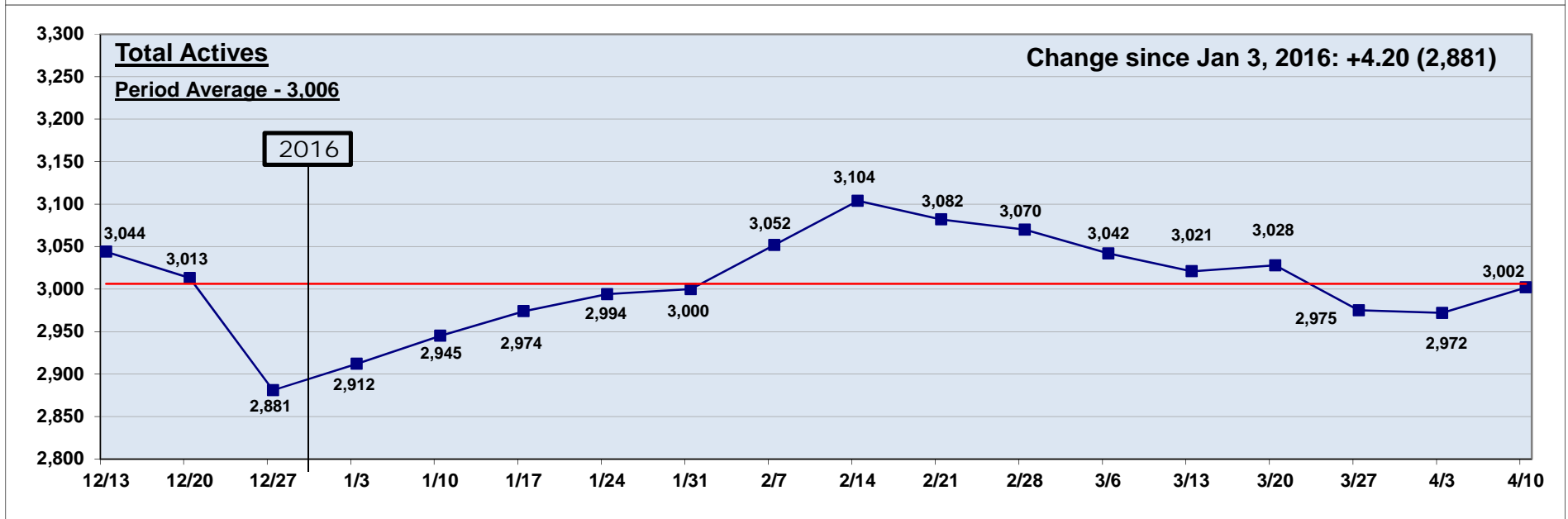
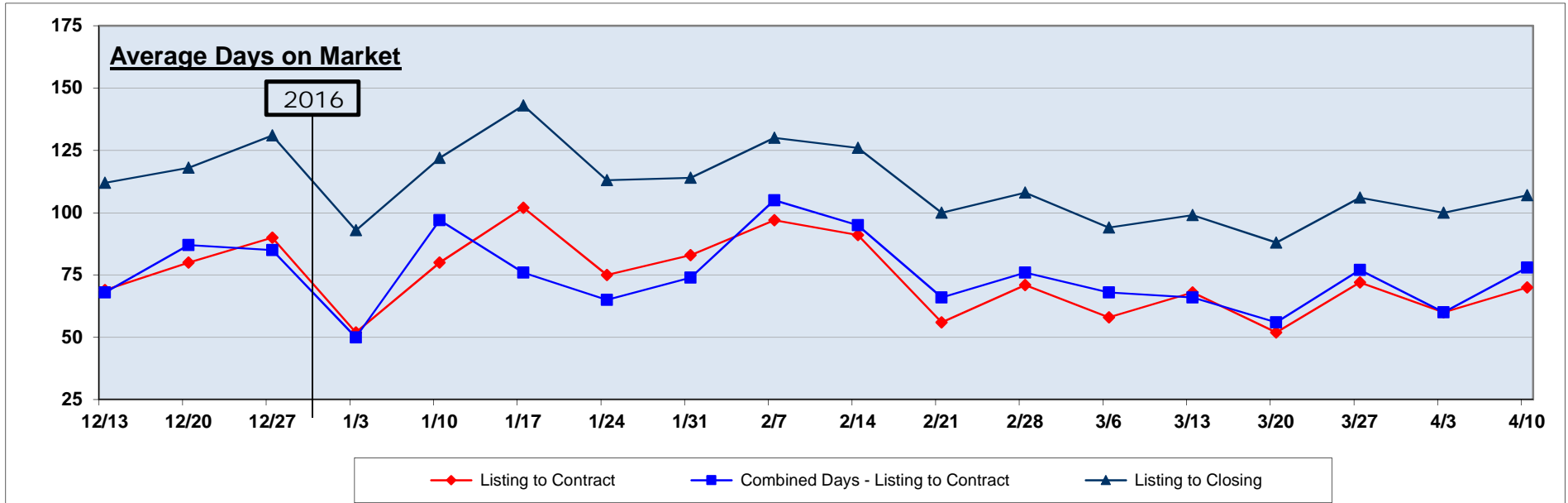
Condos, Townhomes, Villas



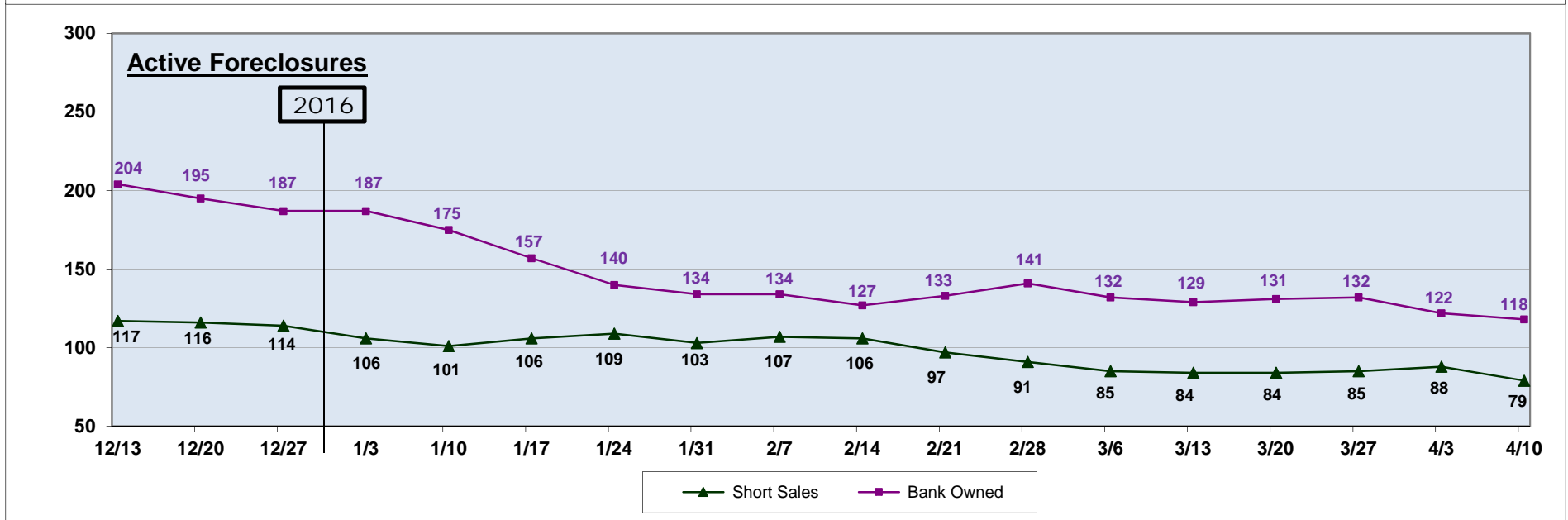
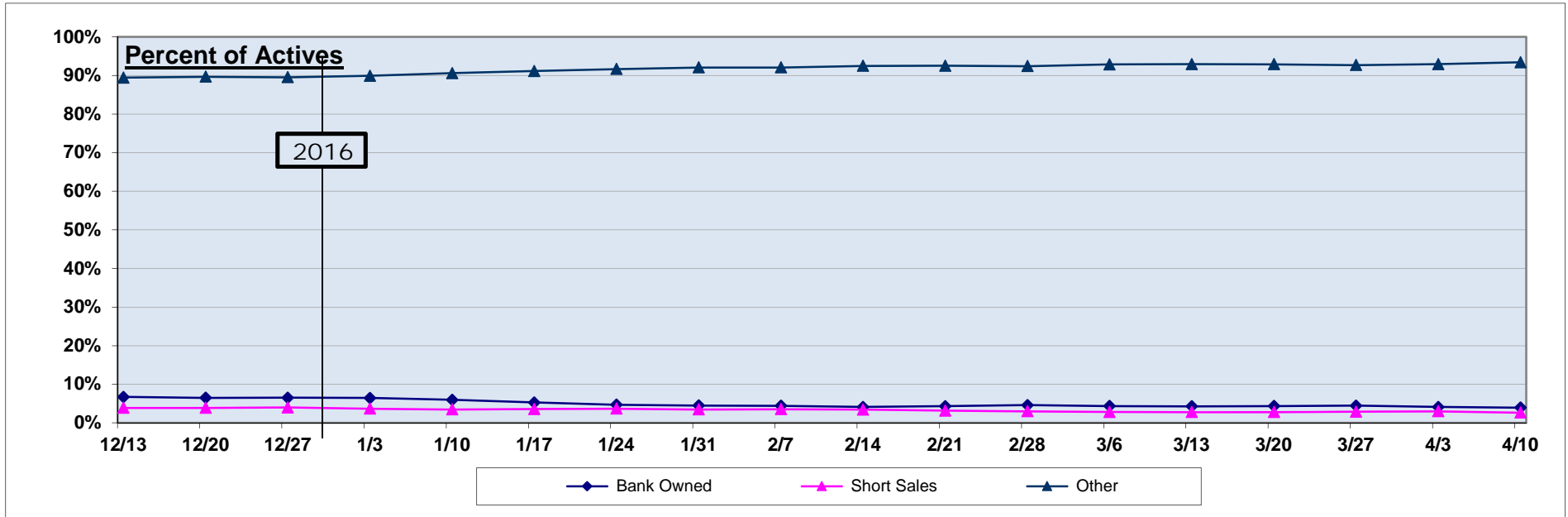
Condos, Townhomes, Villas



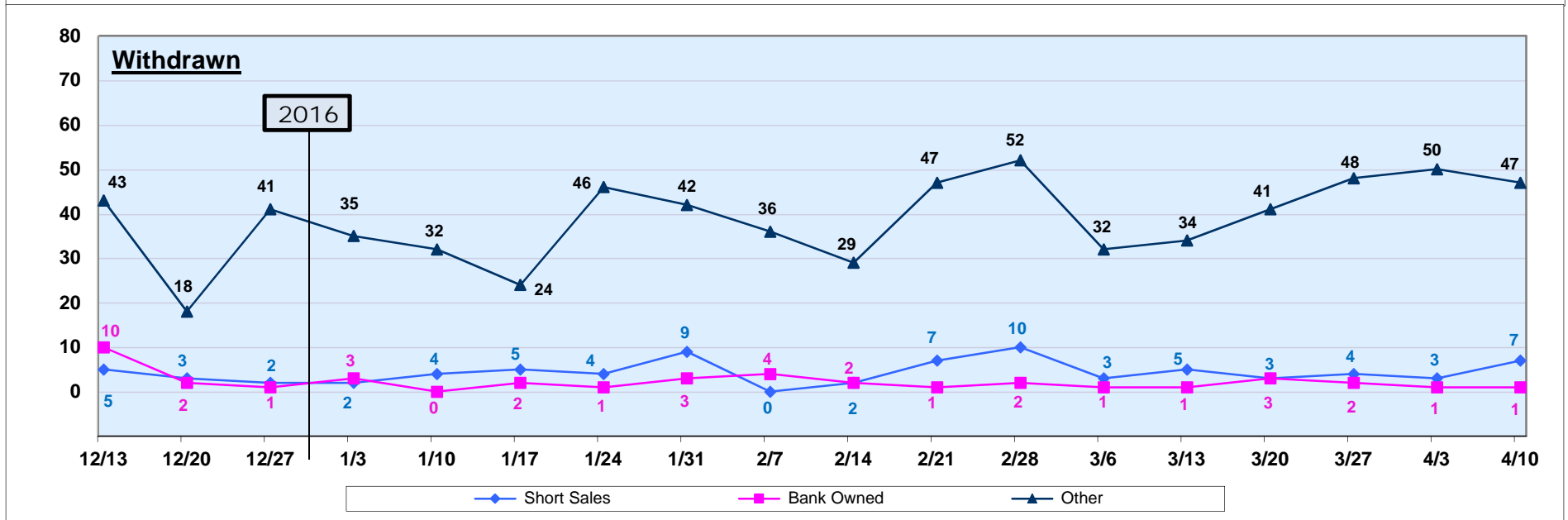
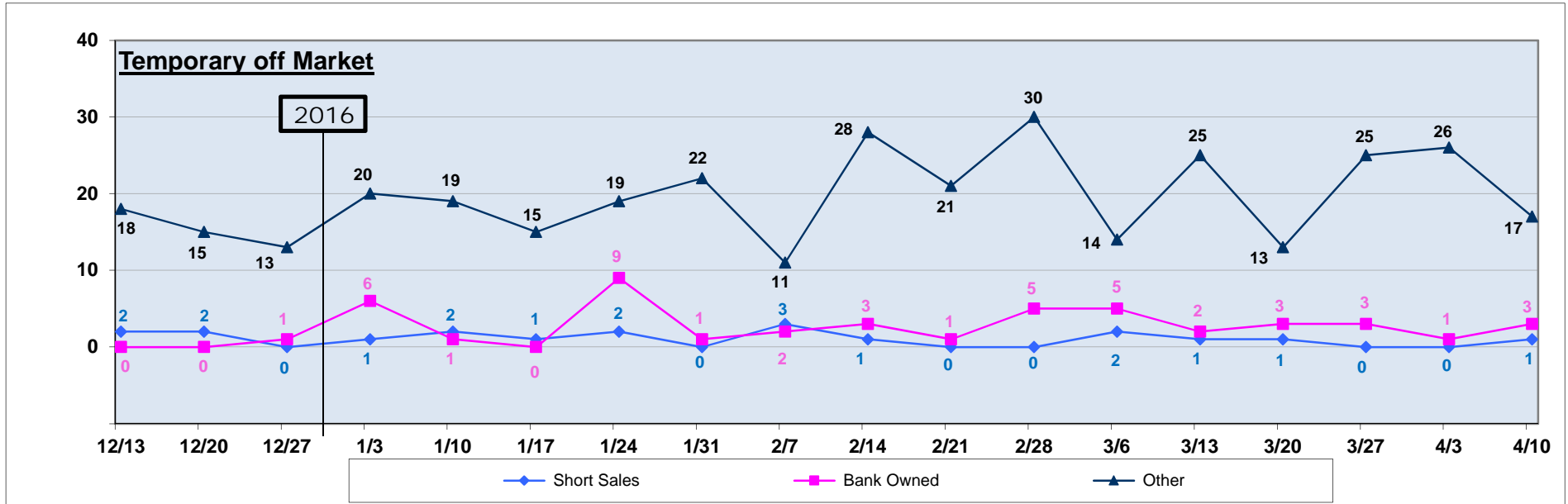
Condos, Townhomes, Villas



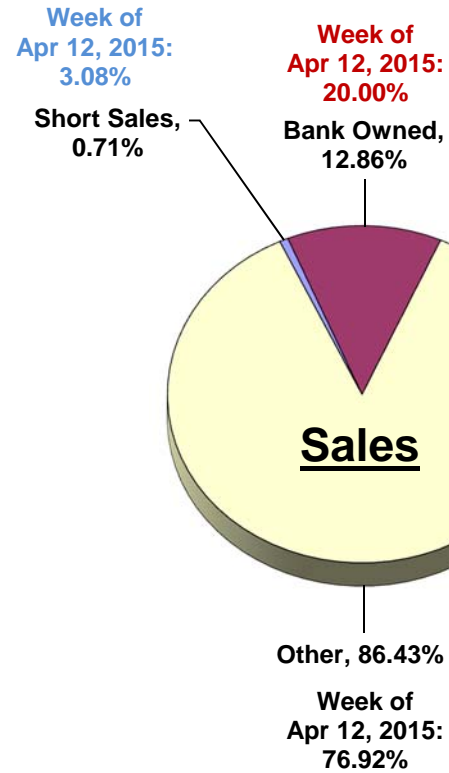
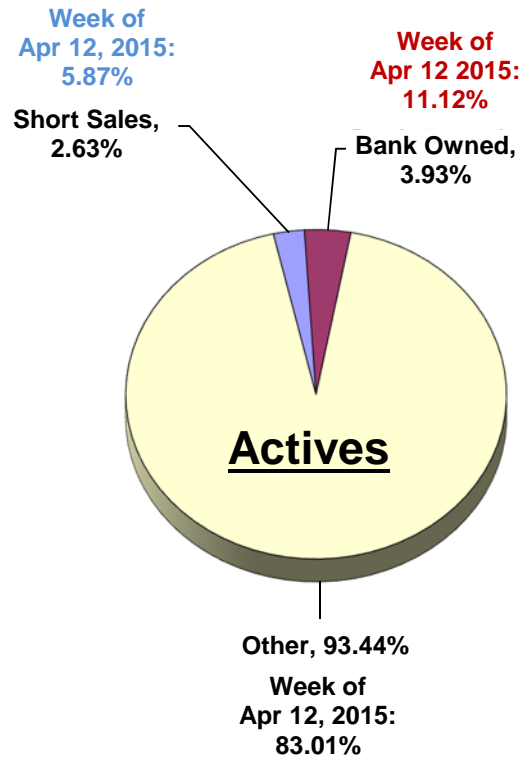
Condos, Townhomes, Villas



Condos, Townhomes, Villas



Condos, Townhomes, Villas



Where are the 54 Condos, Townhomes, or Villas available for the Median Price of \$125,000?

<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		8	\$124,900	2.4	2.0	1,301	\$96.01
Apopka / Hunt Club	32703	1	\$125,000	2.0	2.0	1,125	\$111.11
Casselberry	32707	1	\$124,900	3.0	2.0	1,697	\$73.60
Winter Springs / Tuskawilla	32708	1	\$125,000	2.0	2.0	1,434	\$87.17
Altamonte Springs / Forest City	32714	1	\$125,000	4.0	2.0	1,440	\$86.81
Sanford / Lake Forest	32771	1	\$124,900	2.0	2.0	1,074	\$116.29
Sanford (South)	32773	2	\$124,950	2.0	2.0	1,323	\$94.44
Longwood / Wekiva Springs	32779	1	\$124,500	2.0	2.0	991	\$125.63
Orange County		27	\$124,981	2.4	1.9	1,186	\$105.39
Apopka (North)	32712	1	\$124,900	3.0	2.0	1,828	\$68.33
Maitland / Eatonville	32751	1	\$125,000	2.0	1.0	1,353	\$92.39
Colonialtown	32803	2	\$125,000	1.0	1.0	663	\$188.54
Pine Hills / Rosemont	32808	1	\$125,000	3.0	2.0	1,872	\$66.77
Orlo Vista	32811	4	\$124,975	3.0	2.0	1,230	\$101.61
Hiawassee	32818	1	\$125,000	2.0	2.0	1,253	\$99.76
Sand Lake / Bay Hill	32819	3	\$124,967	3.0	2.0	1,110	\$112.58
Williamsburg / Lake Bryan	32821	3	\$124,997	2.0	2.0	930	\$134.41
Ventura	32822	3	\$124,967	3.0	2.0	1,477	\$84.61
Union Park / Chickasaw	32829	2	\$125,000	2.0	2.0	1,024	\$122.07
Moss Park	32832	1	\$125,000	2.0	2.0	1,071	\$116.71
Metro West / Orlo Vista	32835	2	\$124,950	2.0	2.0	1,234	\$101.26
Hunters Creek	32837	2	\$125,000	3.0	2.0	1,077	\$116.06
Pine Castle / Edgewood	32839	1	\$125,000	2.0	2.0	1,174	\$106.47
Osceola County		19	\$124,984	2.9	2.0	1,290	\$96.87
Davenport	33896	4	\$124,925	3.0	2.0	1,217	\$102.65
Kissimmee (Central)	34741	4	\$124,985	3.0	2.0	1,318	\$94.83
Kissimmee / Buena Ventura Lakes	34743	1	\$125,000	3.0	2.0	1,070	\$116.82
Kissimmee (West) / Pleasant Hill	34746	3	\$124,967	3.0	2.0	1,240	\$100.78
Kissimmee / Celebration	34747	6	\$124,942	3.0	2.0	1,386	\$90.15
St Cloud	34769	1	\$125,500	2.0	2.0	1,268	\$98.97