



## ***Monday Morning Quarterback Summary***

***Week of May 15, 2016***

### ***Single-family existing homes***

- Sales of single-family homes increased to 549 during the week of May 15, from 490 the week prior
- The median price of single family homes increased to \$220,000, a change of 5.9%
- The number of single-family home foreclosure transactions increased to 63 last week, from 41 the week of May 8
- The number of single-family home short-sale transactions decreased to 15 from 16 the week prior
- Single-family inventory increased by 63, and now sits at 9,778

### ***Condos, townhomes, and villas***

- Sales of condos, townhomes, and villas increased to 158 during the week of May 15 from 112 the week prior
- The median price of condos, townhomes, and villas decreased to \$123,500, a change of -4.96%
- The number of condo, townhome, and villa foreclosure transactions increased to 15 last week, from 10 the week of May 8
- The number of condo, townhome and villa short-sale transactions increased to 5 from 2 the week prior
- Condo inventory decreased by 27, and now sits at 2,960

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

**Monday Morning Quarterback**  
05/15/2016 - 05/21/2016  
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
<b>Sales</b>	<b>549</b>	336	79	74	28	30	2
Bank Owned	63	50	3	7	0	3	0
Short Sales	15	12	1	1	0	1	0
Other	471	274	75	66	28	26	2
<b>Active Listings</b>	<b>9,778</b>	3,439	1,335	1,892	978	1,488	646
Bank Owned	412	273	43	58	14	18	6
Short Sales	422	273	56	53	16	18	6
Other	8,944	2,893	1,236	1,781	948	1,452	634
<b>Months of Inventory</b>	<b>4</b>	2	4	6	8	11	75

**List Price**

Average Original List Price	\$263,929	\$172,884	\$280,826	\$362,163	\$465,564	\$692,404	\$2,007,500
Average Final List Price	\$258,006	\$169,257	\$278,830	\$352,973	\$450,711	\$671,277	\$1,934,500

**Sale Price**

Average Price	\$250,892	\$165,828	\$271,626	\$343,656	\$436,734	\$649,303	\$1,712,500
Median Price	\$220,000	\$172,000	\$273,000	\$347,500	\$436,245	\$586,375	\$1,712,500

**Price Differences**

<b>Original to Final</b> List Price	<b>-\$5,923</b>	-\$3,627	-\$1,996	-\$9,190	-\$14,853	-\$21,127	-\$73,000
<b>Original</b> List to <b>Sale</b> Price - \$	<b>-\$13,037</b>	-\$7,056	-\$9,200	-\$18,507	-\$28,830	-\$43,101	-\$295,000
<b>Final</b> List to <b>Sale</b> Price - \$	<b>-\$7,114</b>	-\$3,429	-\$7,204	-\$9,317	-\$13,977	-\$21,974	-\$222,000
<b>Original</b> List to <b>Sale</b> Price - %	<b>95.06%</b>	95.92%	96.72%	94.89%	93.81%	93.78%	85.31%
<b>Final</b> List to <b>Sale</b> Price - %	<b>97.24%</b>	97.97%	97.42%	97.36%	96.90%	96.73%	88.52%

**Days on the Market**

Avg Days Listing to Contract	61	56	63	68	81	73	30
Combined Avg Days to Contract	63	53	74	66	92	107	30
Avg Days Listing to Closing	106	102	112	107	121	123	97
Avg Days Contract to Close	45	46	49	39	39	50	66

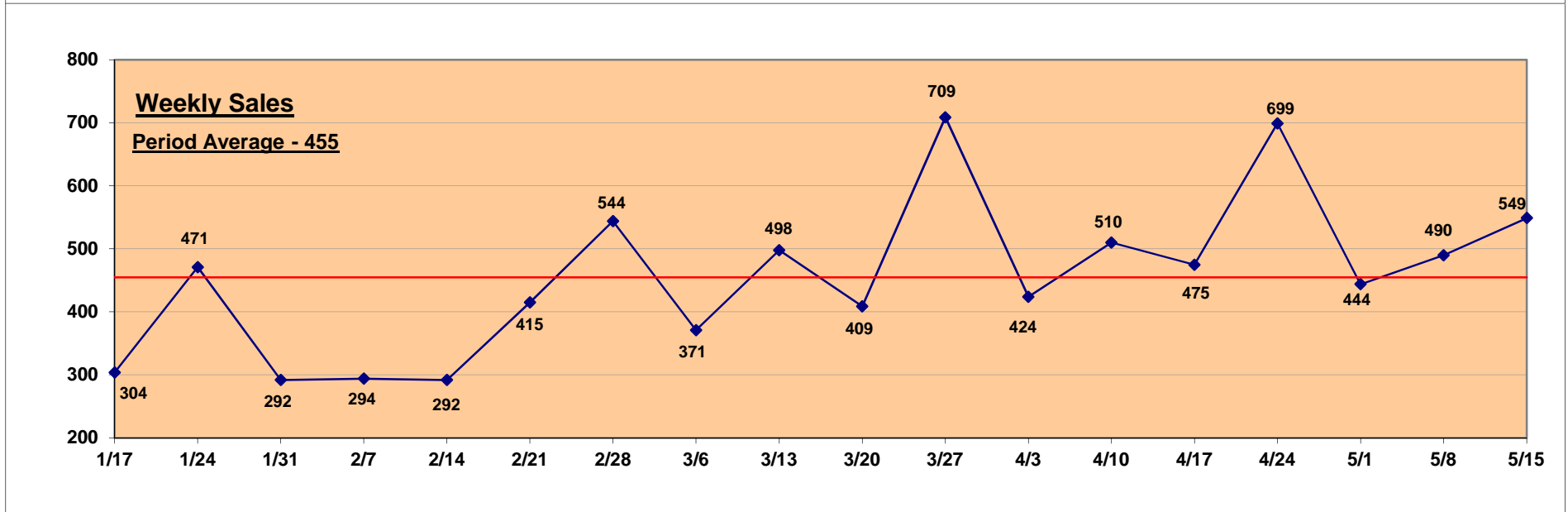
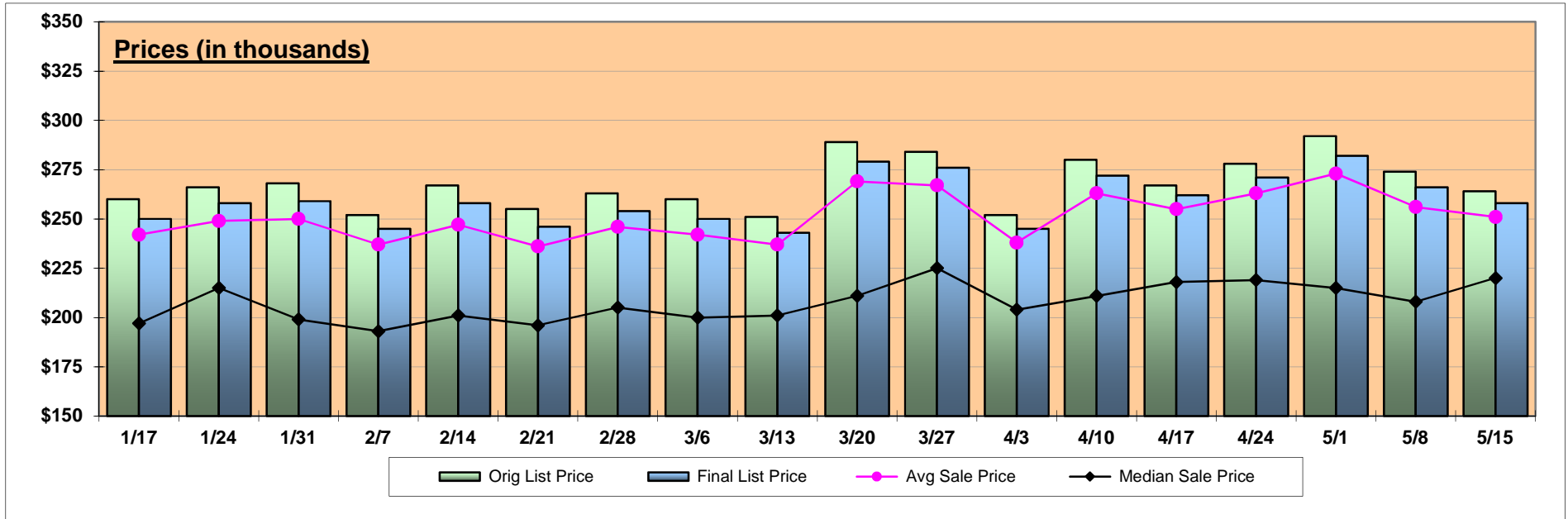
**Beds / Baths**

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	0	1	1

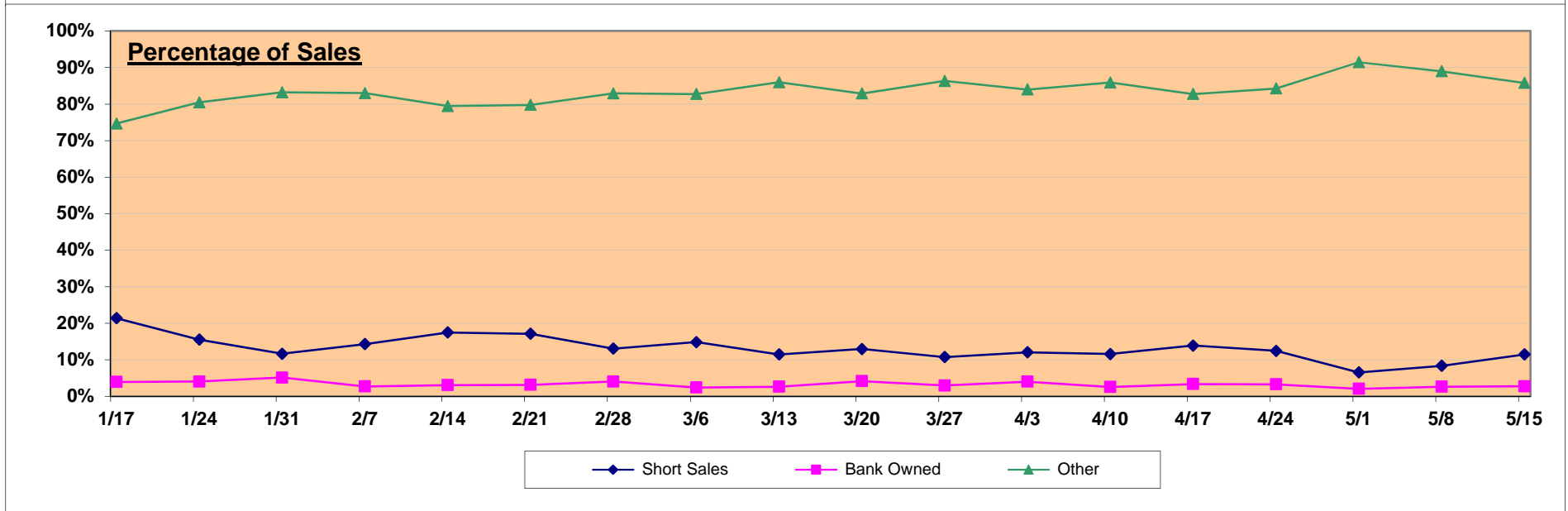
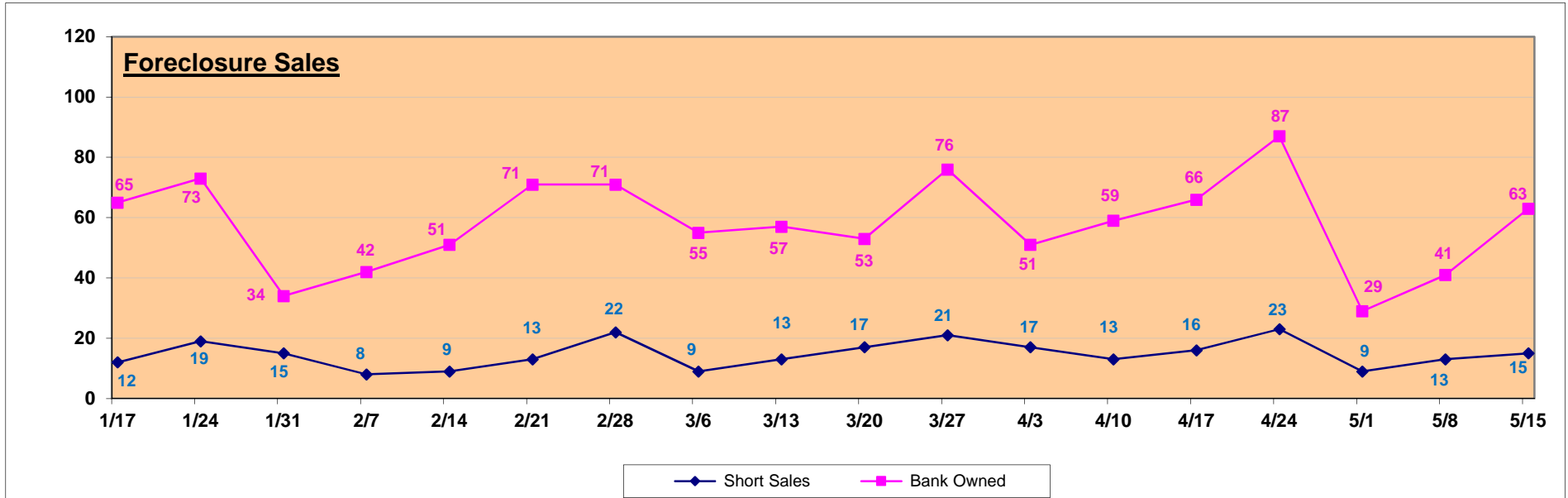
**Square Footage**

Average Square Feet	2,054	1,633	2,221	2,620	3,119	3,706	5,502
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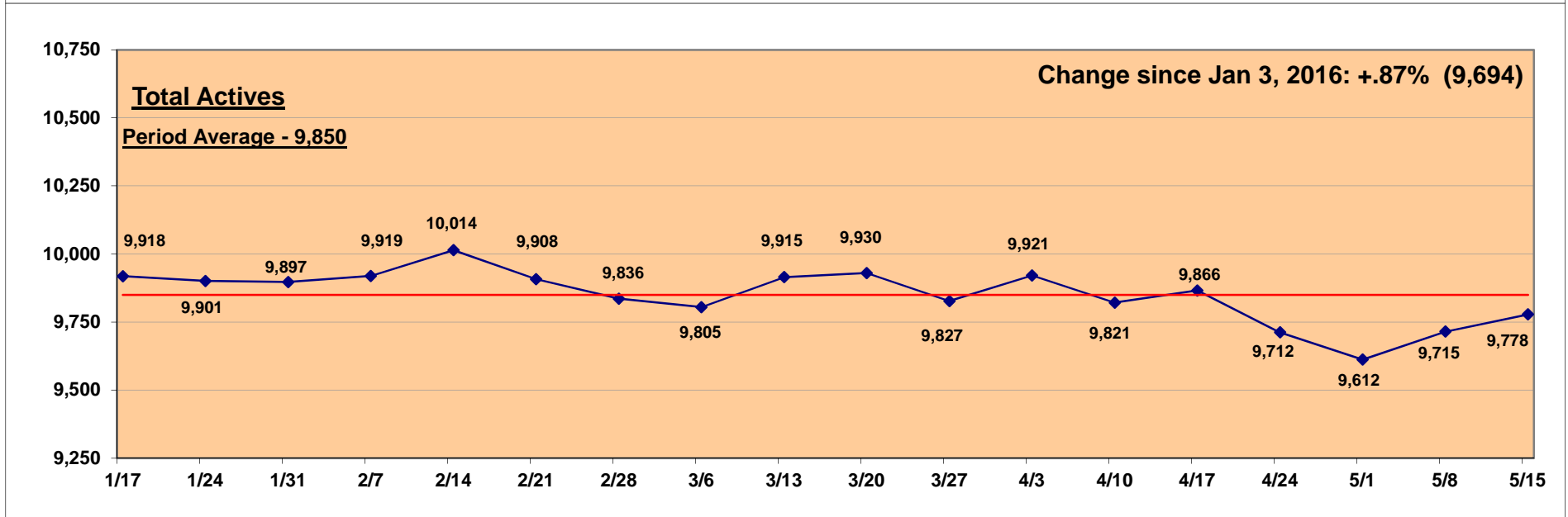
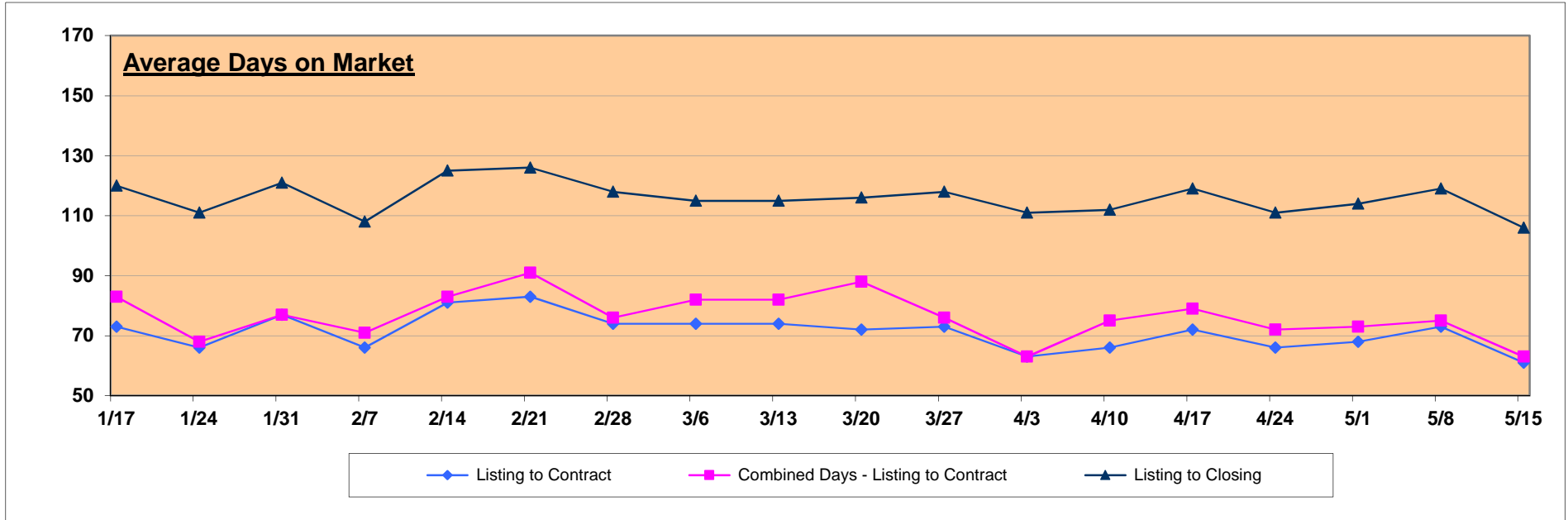
**Single Family Homes**



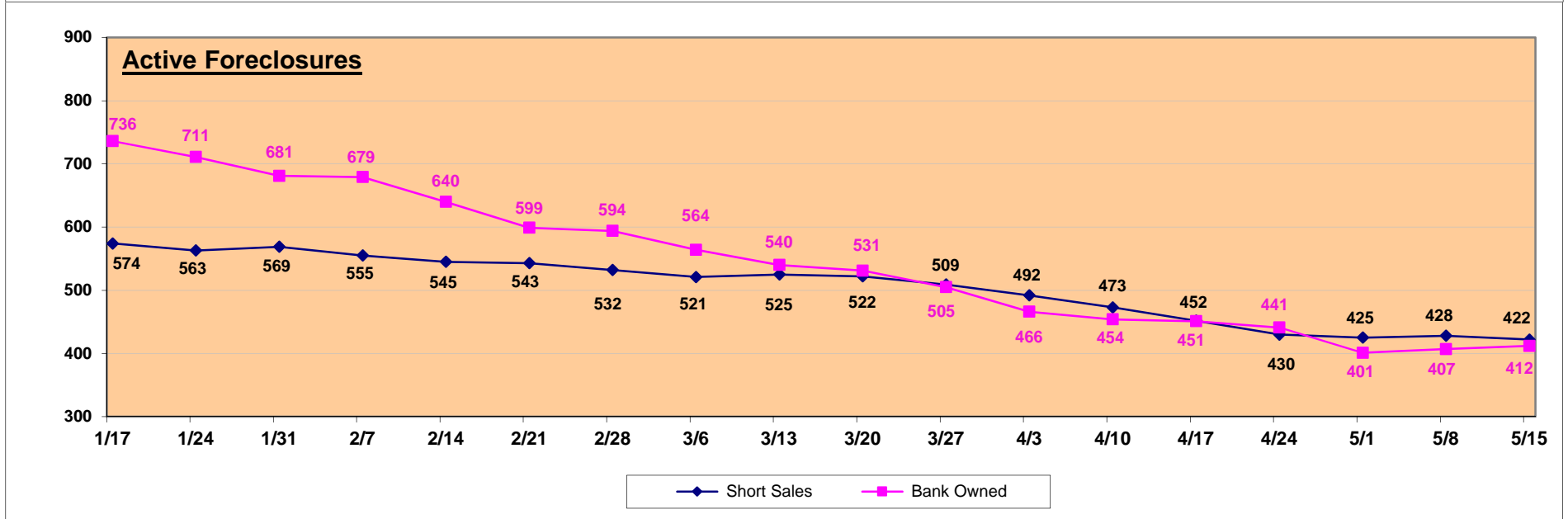
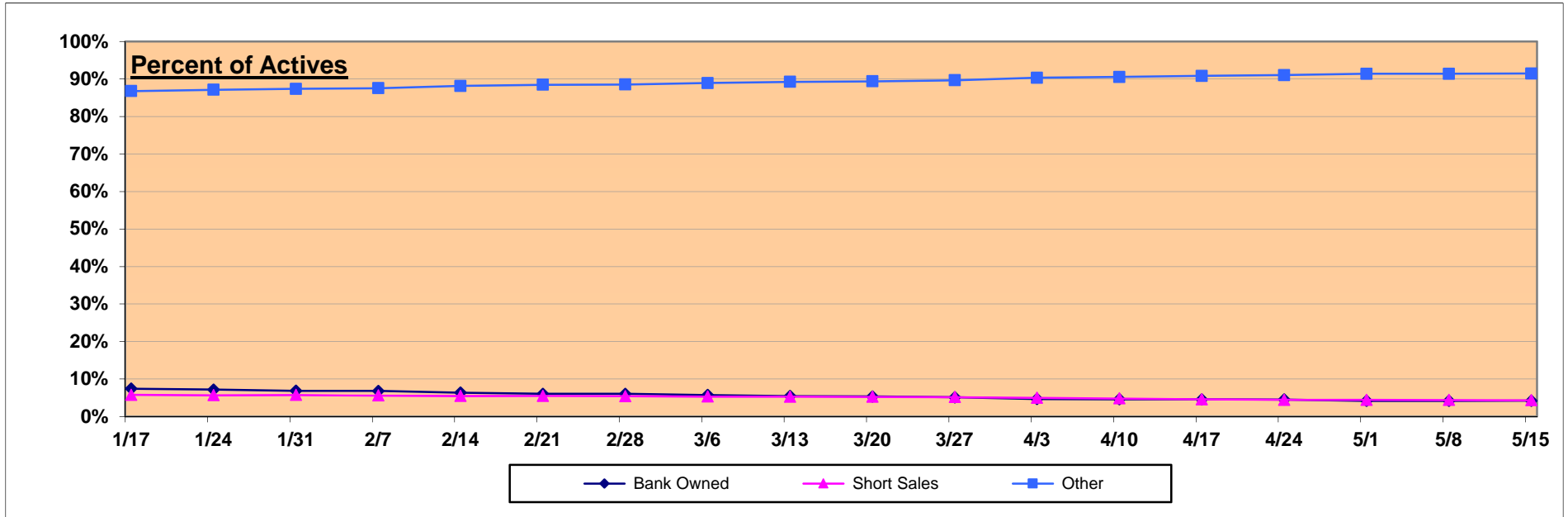
**Single Family Homes**



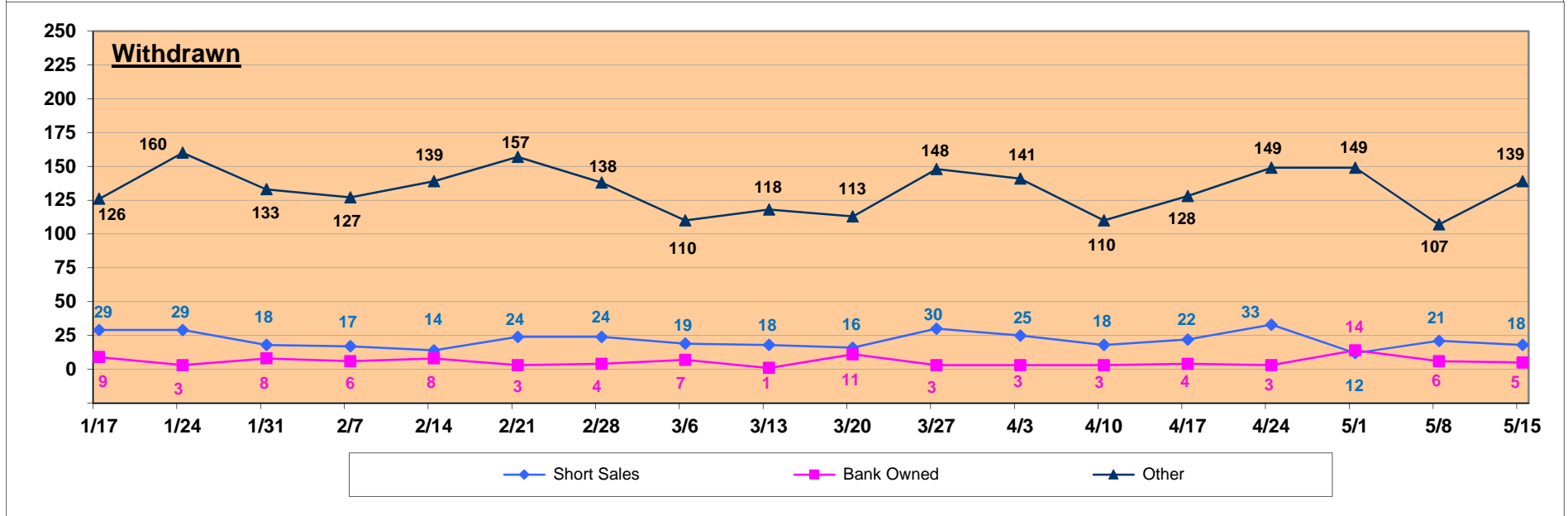
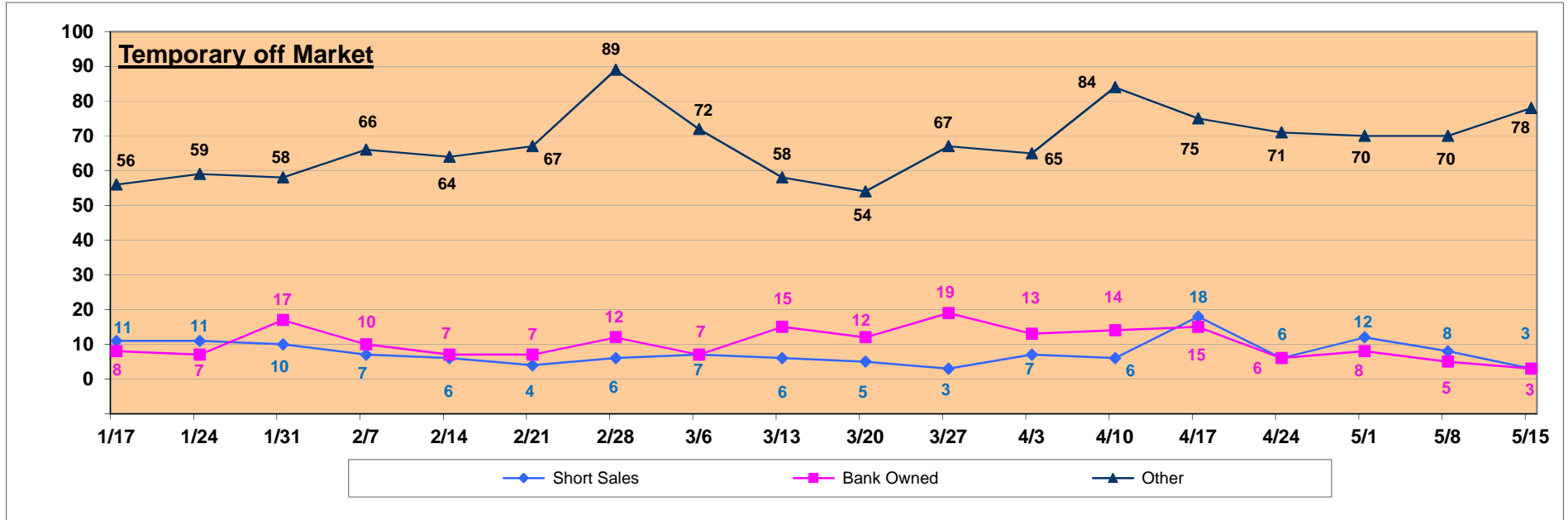
**Single Family Homes**



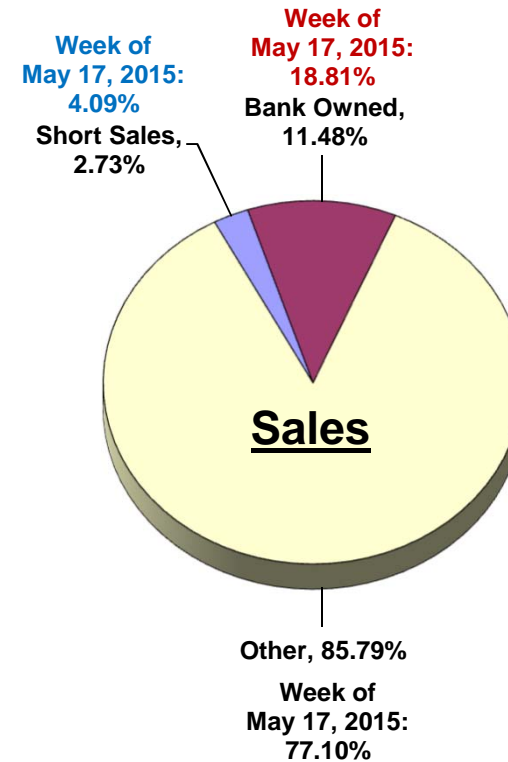
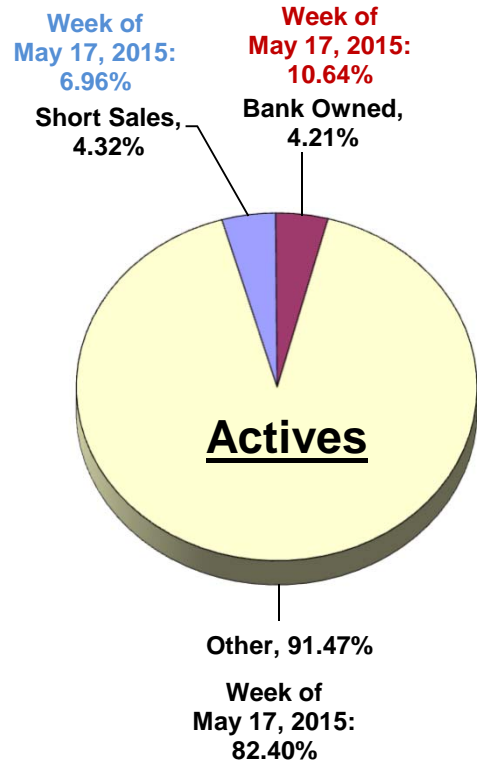
**Single Family Homes**



**Single Family Homes**



**Single Family Homes**





**Where are the 97 Single Family Homes available for the Median Price of \$220,000?**

<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>
<b>Seminole County</b>		<b>13</b>	<b>\$219,969</b>	<b>4.1</b>	<b>2.3</b>	<b>2,005</b>	<b>\$109.74</b>
Altamonte Springs (East)	32701	1	\$220,000	3.0	2.0	1,739	\$126.51
Apopka / Hunt Club	32703	1	\$219,999	3.0	2.0	1,988	\$110.66
Winter Springs / Tuskawilla	32708	1	\$220,000	4.0	3.0	1,924	\$114.35
Lake Mary / Heathrow	32746	1	\$220,000	4.0	2.0	1,843	\$119.37
Longwood (East)	32750	1	\$220,000	4.0	2.0	1,694	\$129.87
Oviedo	32765	2	\$219,700	4.0	2.0	1,590	\$138.18
Chuluota/Oviedo	32766	1	\$220,500	4.0	2.0	2,820	\$78.19
Sanford / Lake Forest	32771	3	\$219,933	5.0	3.0	2,629	\$83.66
Winter Park	32792	2	\$219,950	4.0	2.0	1,492	\$147.42
<b>Orange County</b>		<b>30</b>	<b>\$219,919</b>	<b>3.2</b>	<b>2.1</b>	<b>1,738</b>	<b>\$126.54</b>
Apopka (North)	32712	1	\$219,900	3.0	2.0	1,861	\$118.16
Maitland / Eatonville	32751	1	\$219,999	4.0	2.0	1,807	\$121.75
Winter Park (West)	32789	1	\$219,900	2.0	2.0	1,436	\$153.13
Colonialtown	32803	1	\$219,500	2.0	2.0	900	\$243.89
College Park	32804	1	\$220,000	4.0	2.0	1,372	\$160.35
Delaney / Crystal Lake	32806	2	\$219,838	4.0	2.0	1,481	\$148.44
Pine Hills / Rosemont	32808	1	\$219,900	3.0	2.0	2,385	\$92.20
Lockhart	32810	2	\$219,950	3.0	2.0	1,898	\$115.89
Conway	32812	1	\$219,900	3.0	2.0	1,913	\$114.95
Union Park	32817	1	\$220,000	3.0	2.0	1,550	\$141.94
Hiawassee	32818	2	\$219,950	4.0	2.0	1,873	\$117.43
Williamsburg / Lake Bryan	32821	1	\$219,900	3.0	2.0	1,835	\$119.84
Taft	32824	2	\$219,950	4.0	3.0	2,307	\$95.34
Rio Pinar / Union Park	32825	2	\$219,950	3.0	2.0	1,829	\$120.26
Waterford Lakes	32828	3	\$219,967	3.0	2.0	1,699	\$129.47
Metro West / Orlo Vista	32835	4	\$219,900	3.0	2.0	1,525	\$144.20
Hunters Creek	32837	3	\$219,933	3.0	2.0	1,769	\$124.33
Ocoee	34761	1	\$220,000	3.0	2.0	1,801	\$122.15
<b>Osceola County</b>		<b>30</b>	<b>\$219,928</b>	<b>3.9</b>	<b>2.0</b>	<b>2,110</b>	<b>\$104.23</b>
Kenansville	34739	1	\$219,900	2.0	2.0	1,144	\$192.22
Kissimmee / Buena Ventura Lakes	34743	3	\$219,963	4.0	2.0	2,265	\$97.11
Kissimmee (East)	34744	3	\$219,800	4.0	2.0	1,748	\$125.74
Kissimmee (West) / Pleasant Hill	34746	9	\$219,956	4.0	2.0	2,132	\$103.17
Kissimmee / Celebration	34747	4	\$219,863	4.0	2.0	1,883	\$116.76

**Where are the 97 Single Family Homes available for the Median Price of \$220,000? (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>
<b>Osceola County (cont'd)</b>							
Kissimmee / Poinciana	34758	3	\$219,967	4.0	2.0	2,641	\$83.29
Kissimmee	34759	1	\$220,000	4.0	2.0	2,807	\$78.38
St Cloud / Narcoossee	34771	1	\$220,000	3.0	2.0	1,986	\$110.78
St Cloud / Canoe Creek	34772	5	\$219,940	4.0	2.0	2,136	\$102.97
<b>Lake County</b>		<b>24</b>	<b>\$219,910</b>	<b>3.1</b>	<b>2.1</b>	<b>1,885</b>	<b>\$116.68</b>
Astor	32102	2	\$219,824	3.0	2.0	1,636	\$134.37
Lady Lake / The Villages	32159	2	\$219,900	3.0	2.0	1,859	\$118.29
Eustis (West)	32726	1	\$219,990	3.0	3.0	1,831	\$120.15
Eustis (East)	32736	1	\$219,999	4.0	2.0	1,927	\$114.17
Paisley	32767	1	\$219,900	2.0	2.0	1,216	\$180.84
Umatilla / Dona Vista	32784	3	\$219,900	3.0	2.0	1,608	\$136.75
Clermont (Central)	34711	3	\$219,900	3.0	2.0	1,890	\$116.35
Clermont (South)	34714	1	\$219,900	5.0	3.0	1,768	\$124.38
Minneola	34715	3	\$219,833	3.0	2.0	1,922	\$114.38
Groveland	34736	1	\$219,900	5.0	2.0	2,410	\$91.24
Howey in the Hills	34737	1	\$220,000	3.0	2.0	1,680	\$130.95
Leesburg (West)	34748	4	\$219,950	3.0	2.0	2,388	\$92.11
Leesburg (East) / Haines Creek	34788	1	\$220,000	2.0	2.0	1,600	\$137.50

**Monday Morning Quarterback**  
05/15/2016 - 05/21/2016  
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
<b>Sales</b>	<b>158</b>	145	6	5	1	1	0
Bank Owned	15	15	0	0	0	0	0
Short Sales	5	4	0	1	0	0	0
Other	138	126	6	4	1	1	0
<b>Active Listings</b>	<b>2,960</b>	2,284	297	212	81	67	19
Bank Owned	101	95	5	1	0	0	0
Short Sales	68	63	4	1	0	0	0
Other	2,791	2,126	288	210	81	67	19
<b>Months of Inventory</b>	<b>4</b>	4	11	10	19	15	0

**List Price**

Average Original List Price	\$152,249	\$133,501	\$290,715	\$358,905	\$459,900	\$699,000	\$0
Average Final List Price	\$148,395	\$130,221	\$288,115	\$335,372	\$459,900	\$699,000	\$0

**Sale Price**

Average Price	\$143,111	\$125,874	\$276,817	\$321,800	\$450,000	\$640,000	\$0
Median Price	\$123,500	\$119,000	\$275,000	\$310,000	\$450,000	\$640,000	\$0

**Price Differences**

<b>Original to Final</b> List Price	<b>-\$3,854</b>	-\$3,280	-\$2,600	-\$23,533	\$0	\$0	\$0
<b>Original</b> List to <b>Sale</b> Price - \$	<b>-\$9,138</b>	-\$7,627	-\$13,898	-\$37,105	-\$9,900	-\$59,000	\$0
<b>Final</b> List to <b>Sale</b> Price - \$	<b>-\$5,284</b>	-\$4,347	-\$11,298	-\$13,572	-\$9,900	-\$59,000	\$0
<b>Original</b> List to <b>Sale</b> Price - %	<b>94.00%</b>	94.29%	95.22%	89.66%	97.85%	91.56%	0.00%
<b>Final</b> List to <b>Sale</b> Price - %	<b>96.44%</b>	96.66%	96.08%	95.95%	97.85%	91.56%	0.00%

**Days on the Market**

Avg Days Listing to Contract	84	80	27	269	86	9	0
Combined Avg Days to Contract	86	83	27	238	86	45	0
Avg Days Listing to Closing	127	123	62	316	128	66	0
Avg Days Contract to Close	42	43	34	47	42	56	0

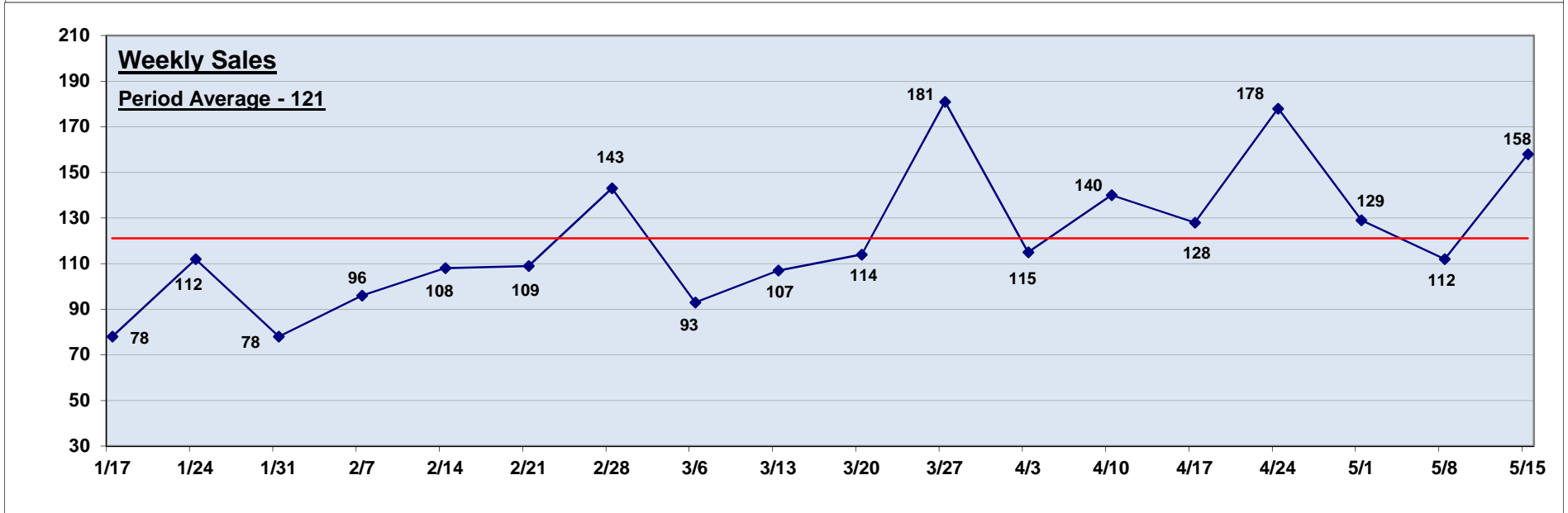
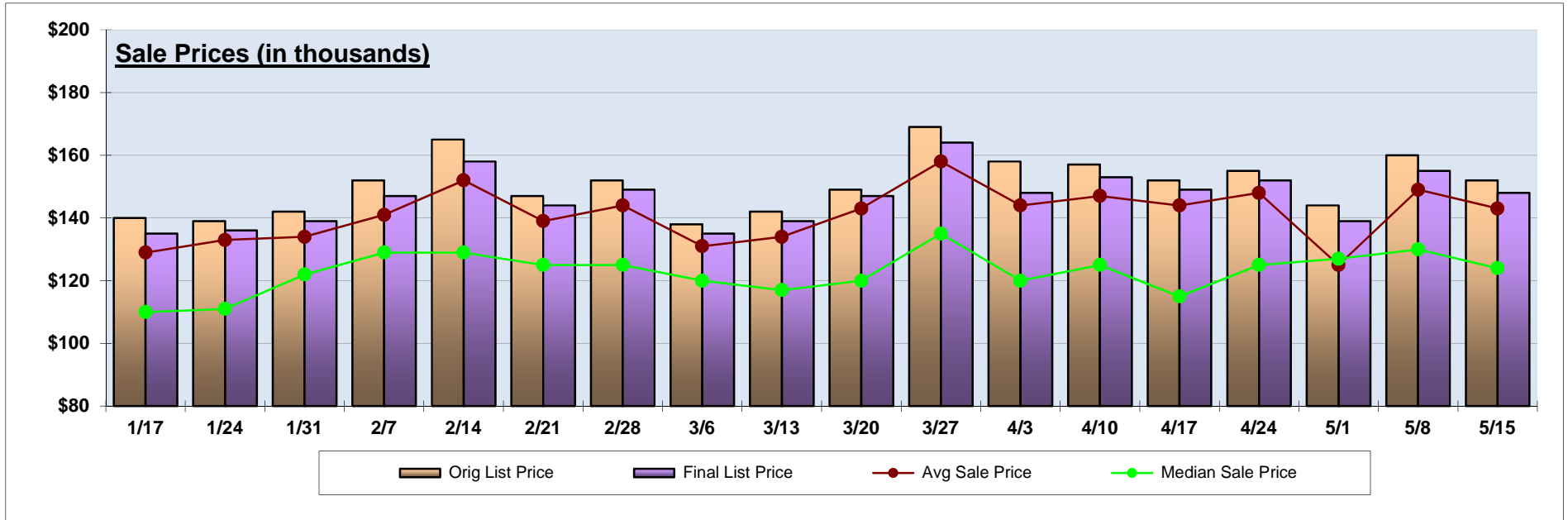
**Beds / Baths**

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

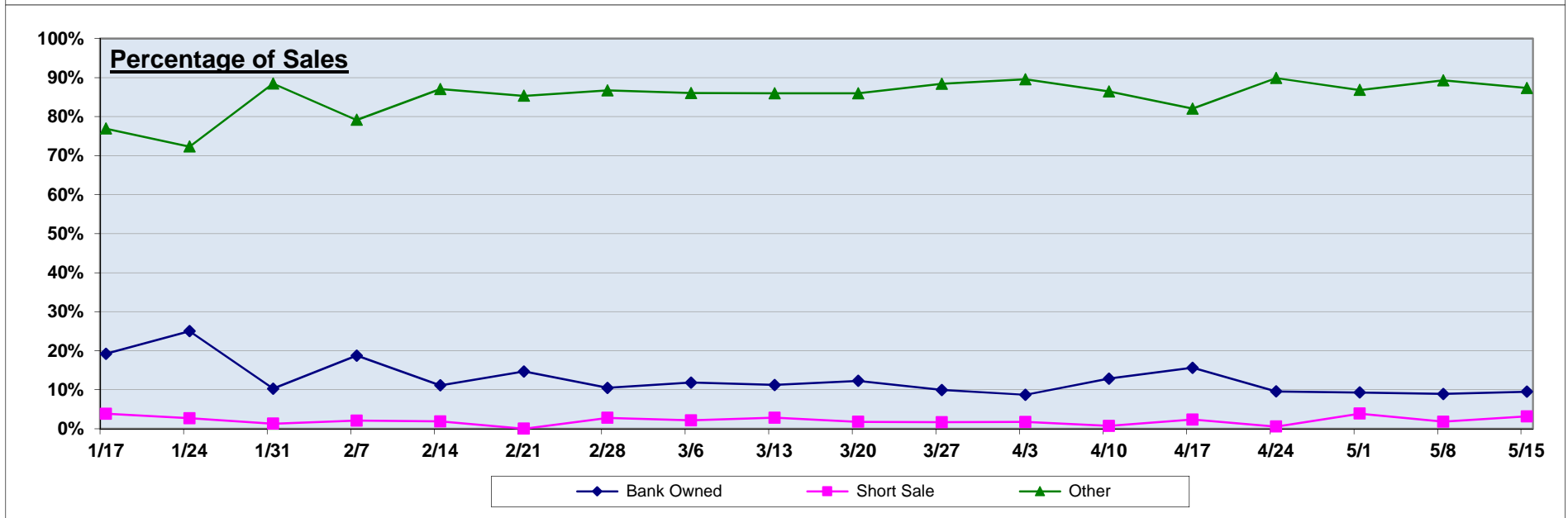
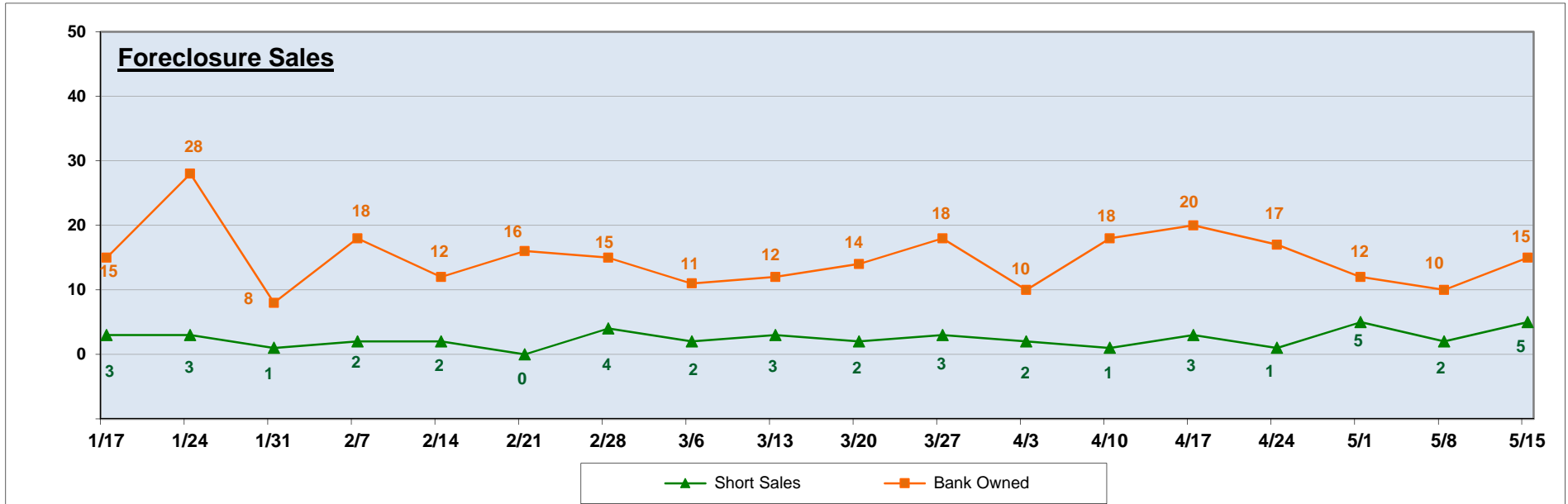
**Square Footage**

Average Square Feet	1,316	1,256	1,963	1,841	2,630	2,100	0
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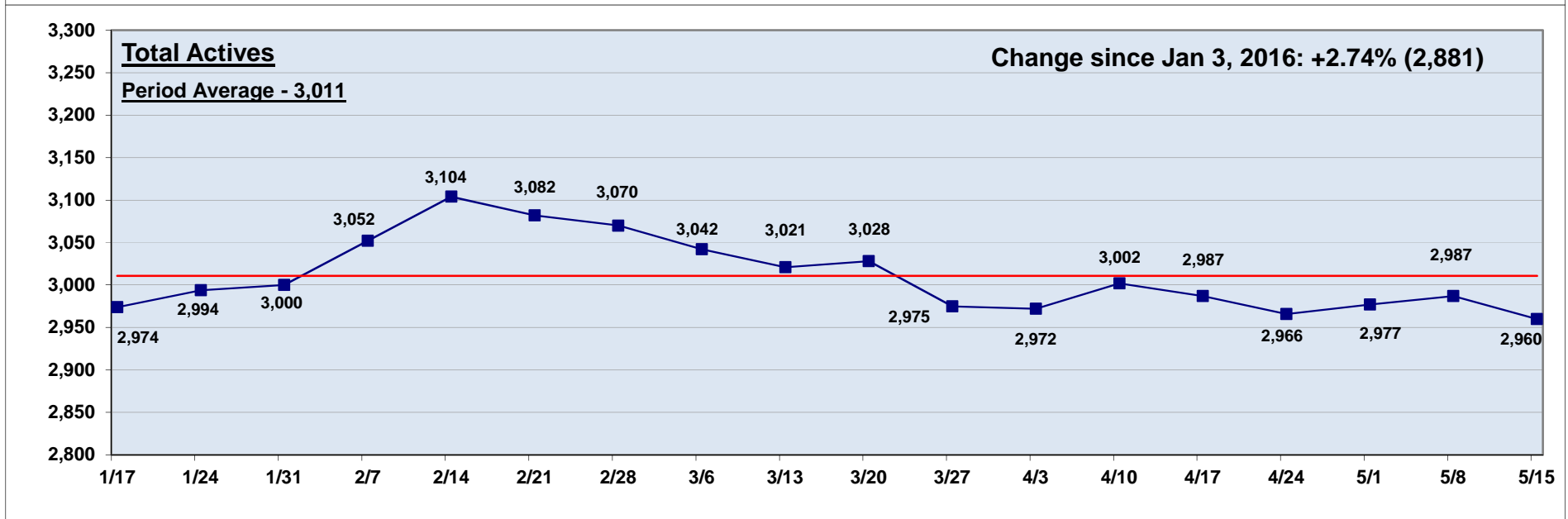
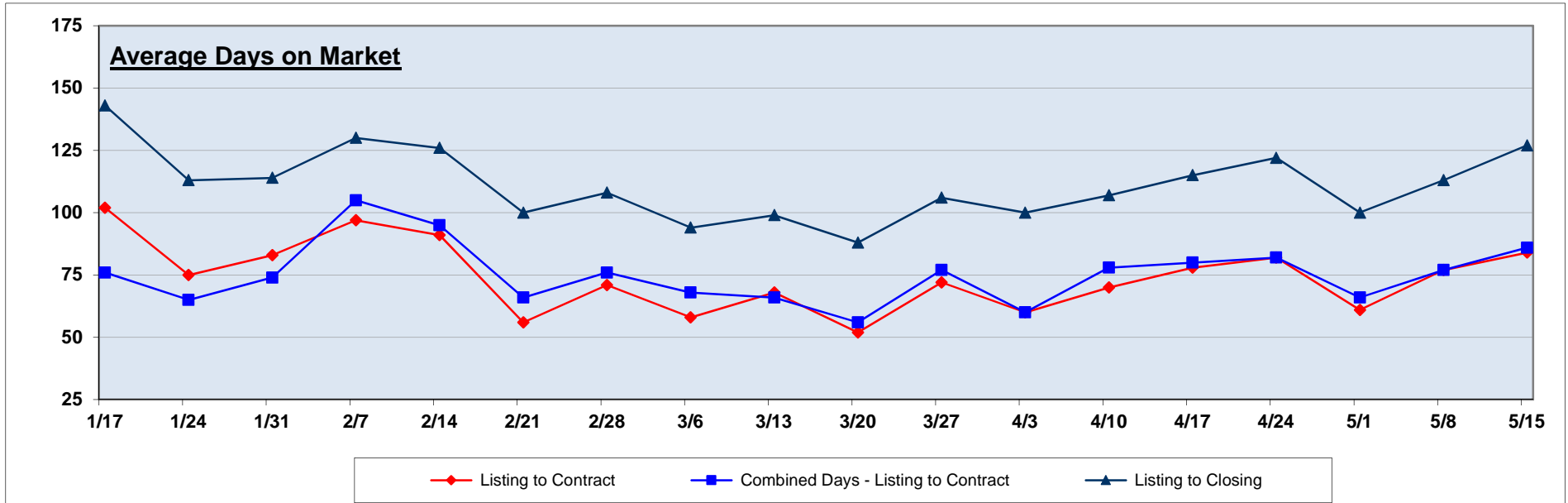
**Condos, Townhomes, Villas**



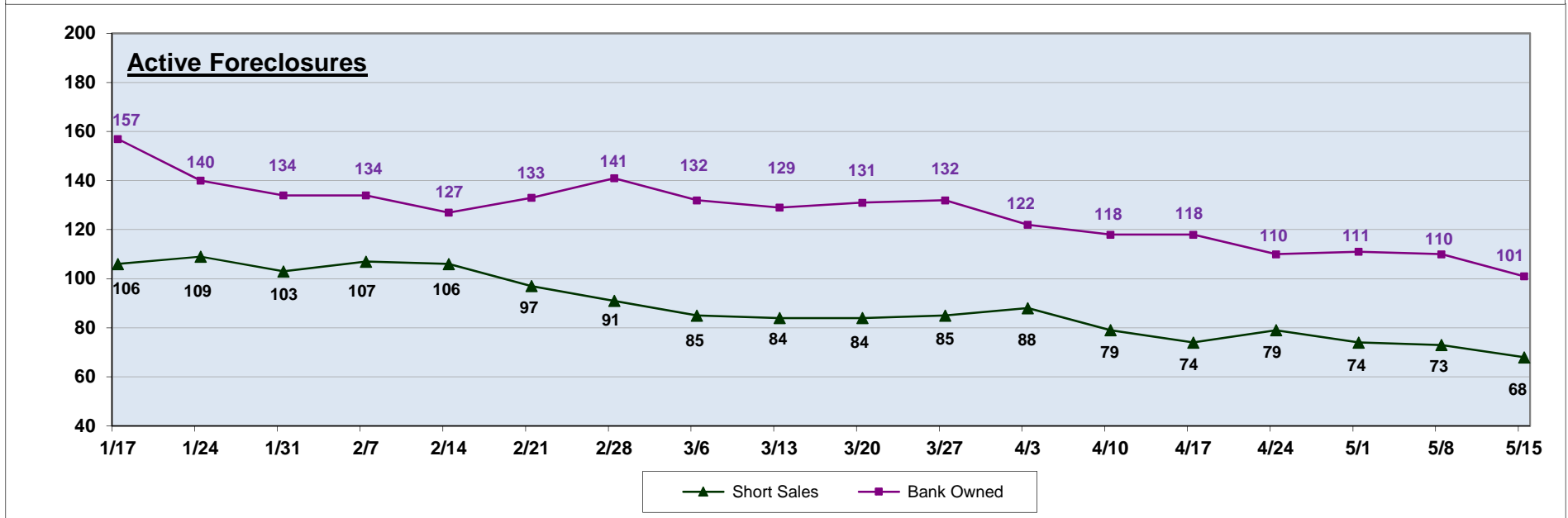
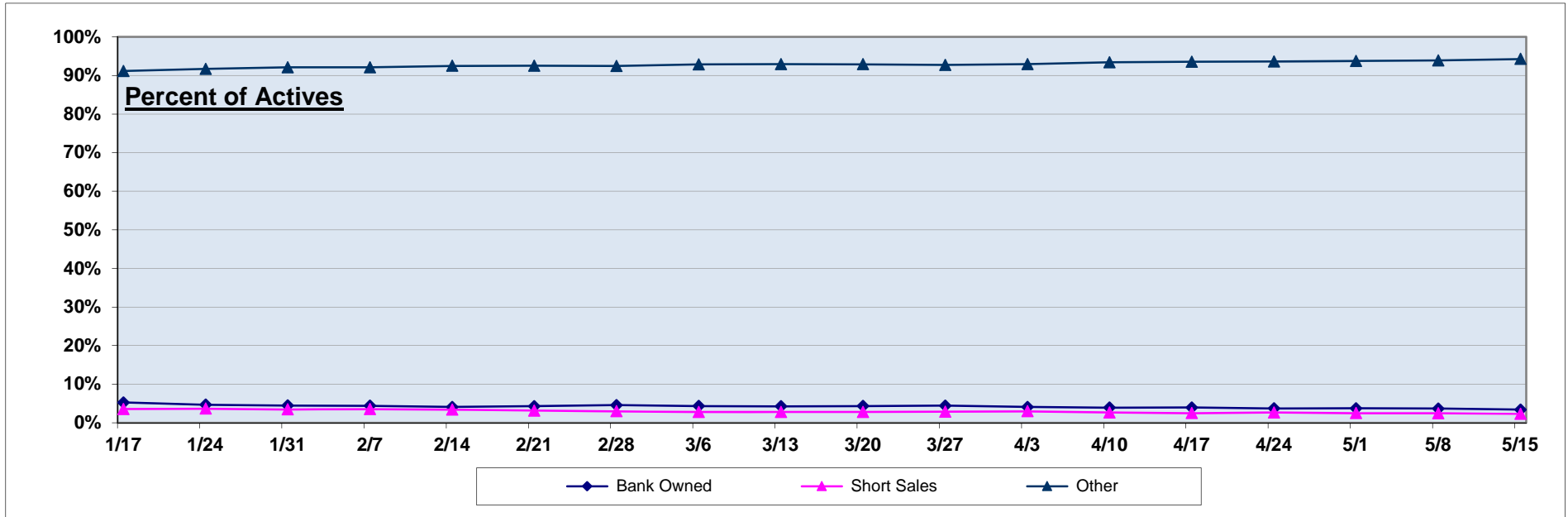
**Condos, Townhomes, Villas**



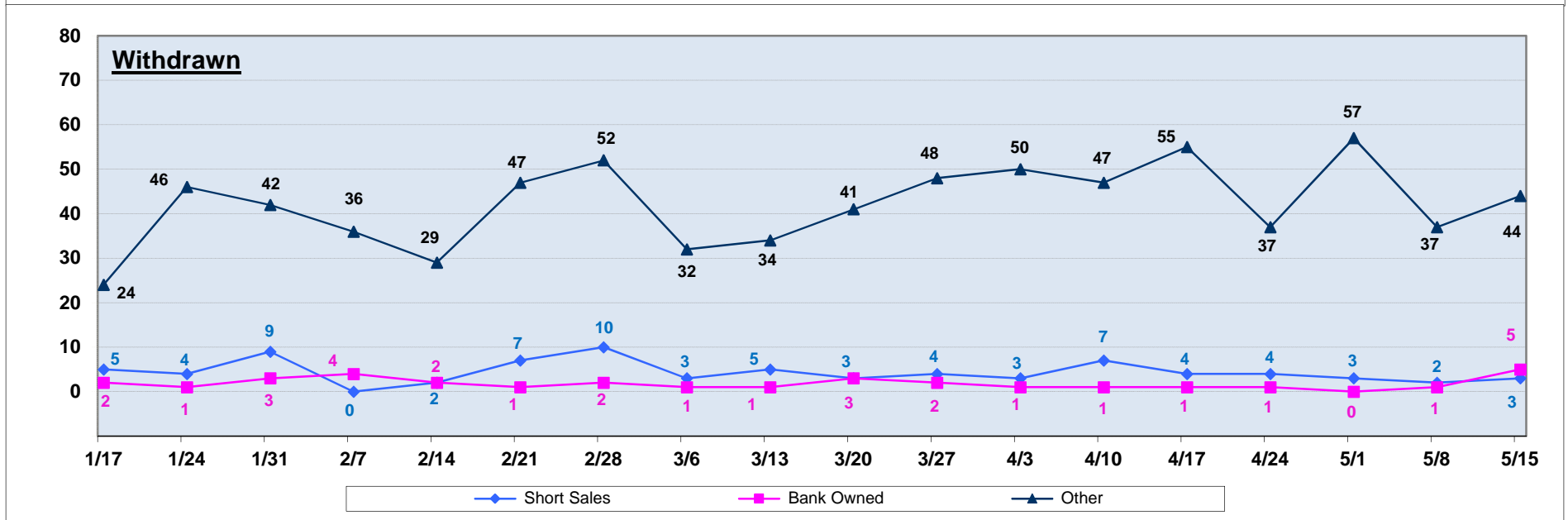
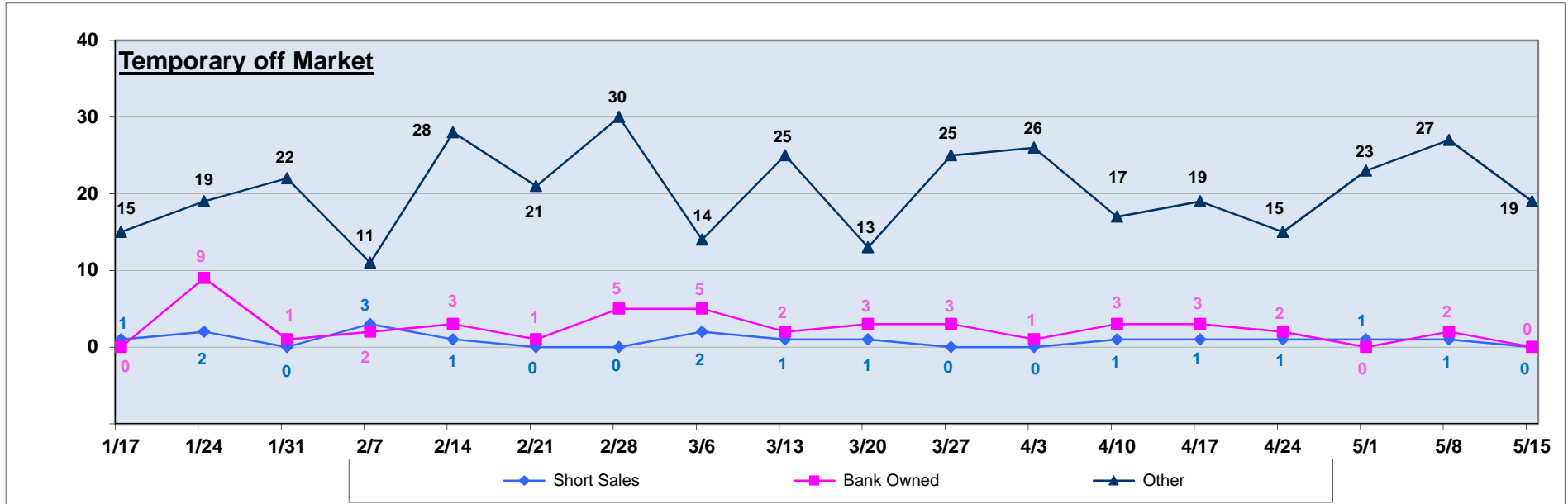
**Condos, Townhomes, Villas**



**Condos, Townhomes, Villas**

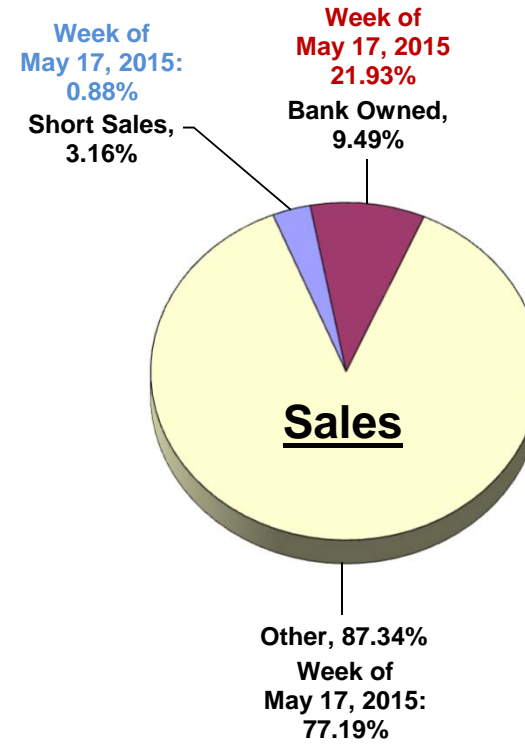
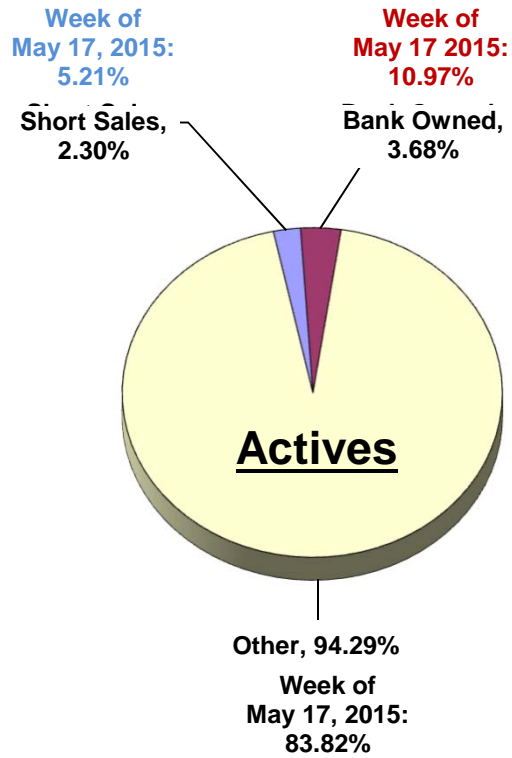


**Condos, Townhomes, Villas**





**Condos, Townhomes, Villas**



**Where are the 11 Condos, Townhomes, or Villas available for the Median Price of \$123,500?**

<b>County / City</b>	<b>Zip Code</b>	<b>Available</b>	<b>Average List Price</b>	<b>Average Beds</b>	<b>Average Baths</b>	<b>Average SqFt</b>	<b>List \$ per SqFt</b>
<b>Seminole County</b>							
Lake Mary / Heathrow	32746	1	\$123,900	2.0	2.0	1,020	\$121.47
<b>Orange County</b>		<b>4</b>	<b>\$123,900</b>	<b>2.0</b>	<b>2.0</b>	<b>1,087</b>	<b>\$114.04</b>
Williamsburg / Lake Bryan	32821	1	\$123,800	1.0	2.0	798	\$155.14
Ventura	32822	1	\$124,000	2.0	2.0	1,125	\$110.22
Research Park	32826	1	\$123,900	2.0	2.0	1,163	\$106.53
Metro West / Orlo Vista	32835	1	\$123,900	3.0	2.0	1,260	\$98.33
<b>Osceola County</b>		<b>6</b>	<b>\$123,642</b>	<b>2.3</b>	<b>2.0</b>	<b>1,227</b>	<b>\$100.79</b>
Davenport	33896	2	\$123,975	3.0	2.0	1,244	\$99.66
Kissimmee / Celebration	34747	4	\$123,475	2.0	2.0	1,218	\$101.38