



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

***Week of Mar 13, 2016***

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

- Sales of single-family homes increased to 498 during the week of Mar 13, from 371 the week prior
- The median price of single family homes increased to \$200,500, a change of 0.2%
- The number of single-family home foreclosure transactions increased to 57 last week, from 55 the week of Mar 6
- The number of single-family home short-sale transactions increased to 13 from 9 the week prior
- Single-family inventory increased by 110, and now sits at 9,915

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

- Sales of condos, townhomes, and villas increased to 107 during the week of Mar 13 from 93 the week prior
- The median price of condos, townhomes, and villas decreased to \$116,650, a change of -2.71%
- The number of condo, townhome, and villa foreclosure transactions increased to 12 last week, from 11 the week of Mar 6
- The number of condo, townhome and villa short-sale transactions increased to 3 from 2 the week prior
- Condo inventory decreased by 21, and now sits at 3,021

*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
<b>Sales</b>	<b>498</b>	336	57	60	22	20	3
Bank Owned	57	46	4	5	2	0	0
Short Sales	13	12	0	1	0	0	0
Other	428	278	53	54	20	20	3
<b>Active Listings</b>	<b>9,915</b>	3,826	1,382	1,822	915	1,365	605
Bank Owned	540	378	60	51	17	30	4
Short Sales	525	353	68	63	14	20	7
Other	8,850	3,095	1,254	1,708	884	1,315	594
<b>Months of Inventory</b>	<b>5</b>	3	6	7	10	16	47

#### List Price

Average Original List Price	\$251,181	\$168,428	\$285,394	\$365,621	\$469,789	\$740,867	\$1,713,000
Average Final List Price	\$243,232	\$163,515	\$275,052	\$356,559	\$455,218	\$703,961	\$1,674,333

#### Sale Price

Average Price	\$236,947	\$159,360	\$269,904	\$348,960	\$445,833	\$677,717	\$1,590,000
Median Price	\$200,500	\$166,750	\$268,000	\$346,450	\$435,000	\$692,500	\$1,180,000

#### Price Differences

<b>Original to Final List Price</b>	<b>-\$7,949</b>	-\$4,913	-\$10,342	-\$9,062	-\$14,571	-\$36,906	-\$38,667
<b>Original List to Sale Price - \$</b>	<b>-\$14,234</b>	-\$9,068	-\$15,490	-\$16,661	-\$23,956	-\$63,150	-\$123,000
<b>Final List to Sale Price - \$</b>	<b>-\$6,285</b>	-\$4,155	-\$5,148	-\$7,599	-\$9,385	-\$26,244	-\$84,333
<b>Original List to Sale Price - %</b>	<b>94.33%</b>	94.62%	94.57%	95.44%	94.90%	91.48%	92.82%
<b>Final List to Sale Price - %</b>	<b>97.42%</b>	97.46%	98.13%	97.87%	97.94%	96.27%	94.96%

#### Days on the Market

Avg Days Listing to Contract	74	71	73	63	104	101	215
Combined Avg Days to Contract	82	80	77	70	99	127	312
Avg Days Listing to Closing	115	113	115	101	136	154	243
Avg Days Contract to Close	42	42	43	38	33	53	29

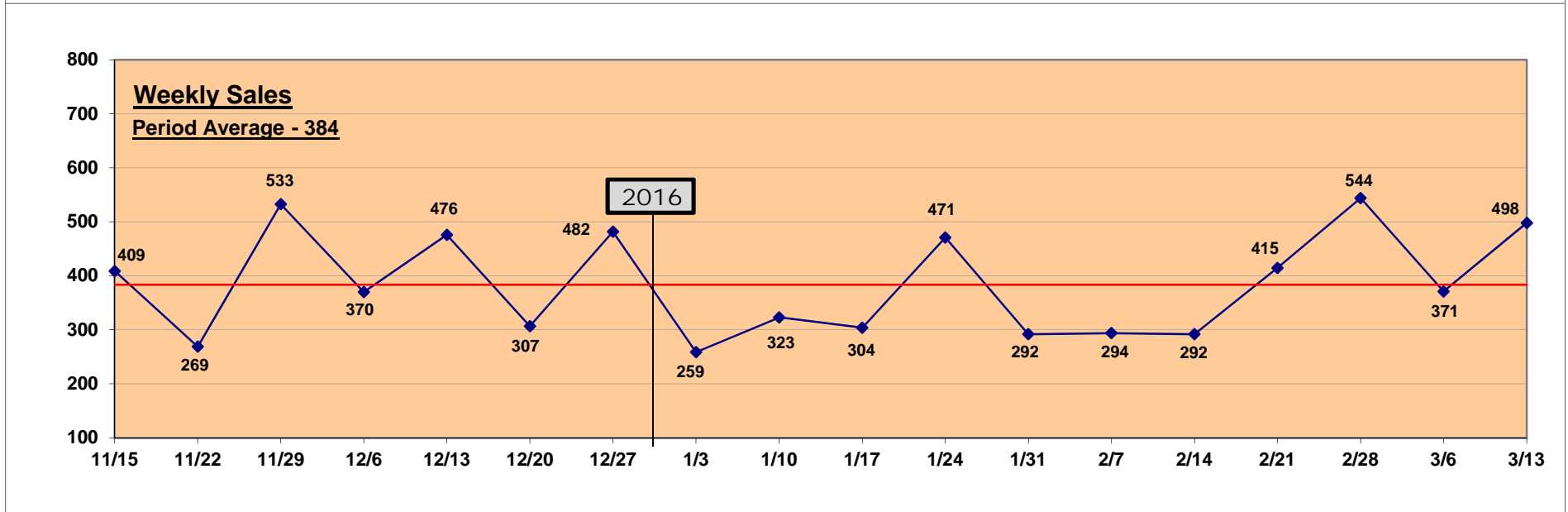
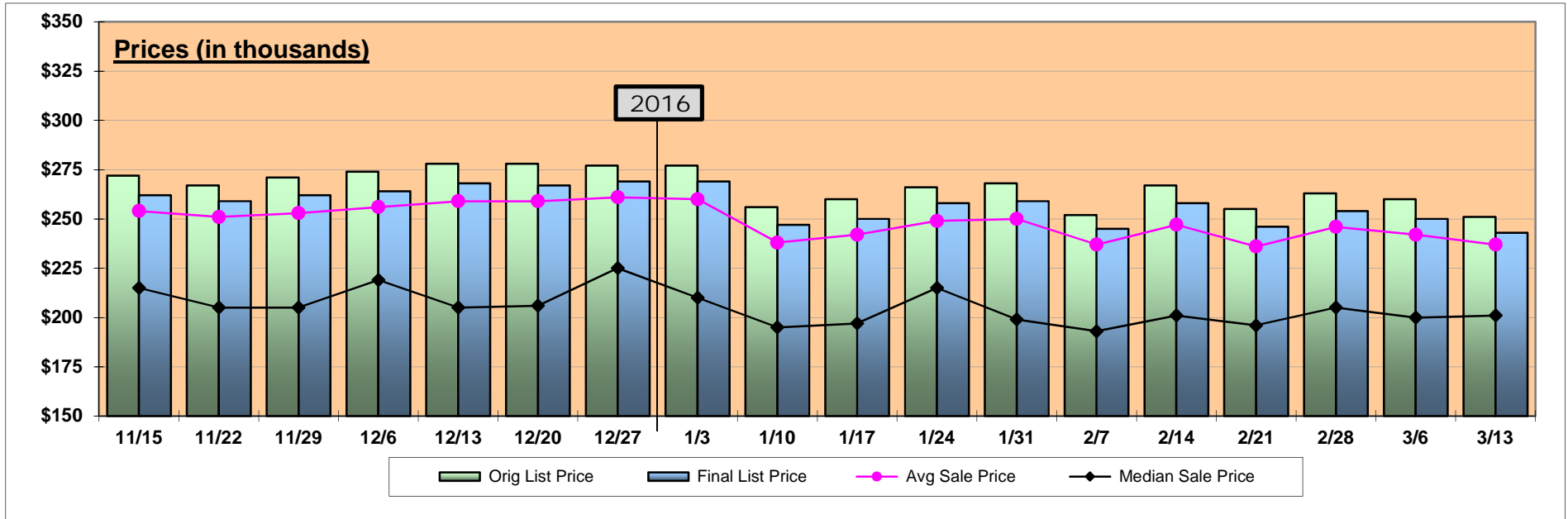
#### Beds / Baths

Average Bedrooms	3	3	4	4	5	4	6
Average Full Baths	2	2	2	3	4	3	5
Average Half Baths	0	0	0	0	0	1	1

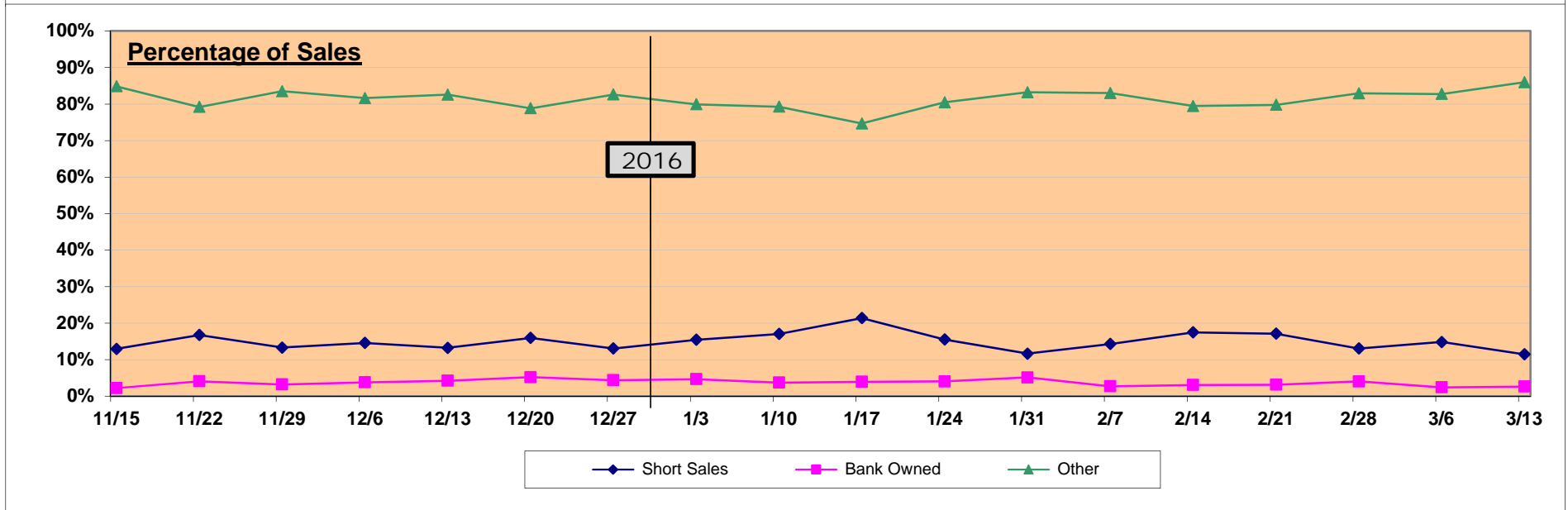
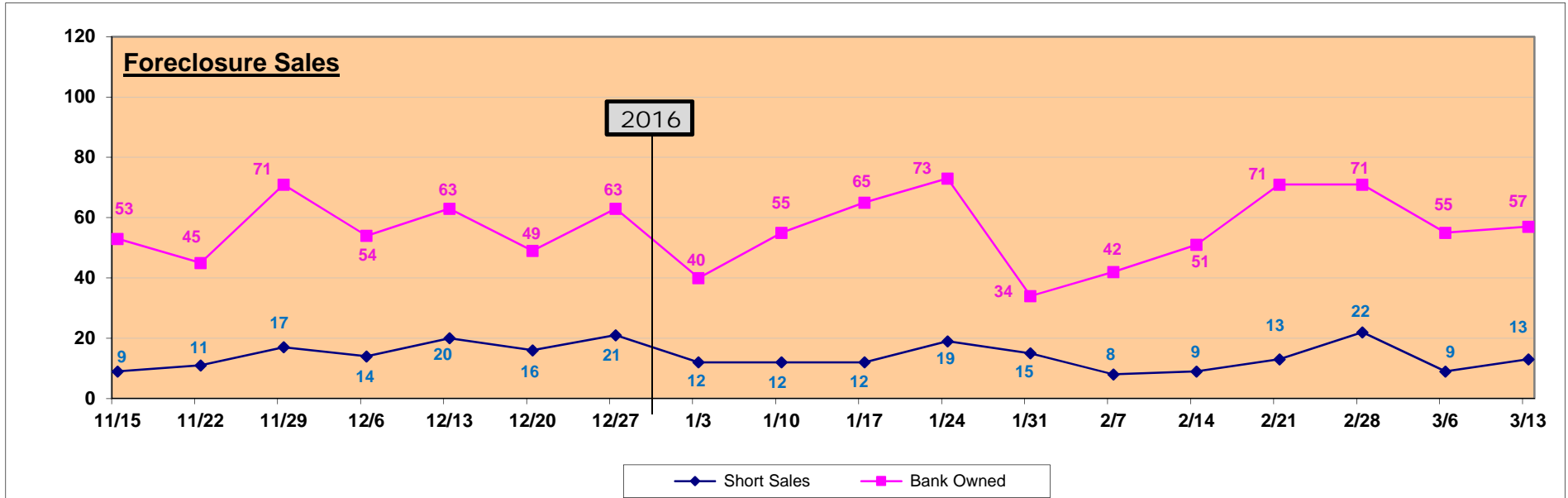
#### Square Footage

Average Square Feet	2,002	1,610	2,276	2,749	3,224	3,669	5,685
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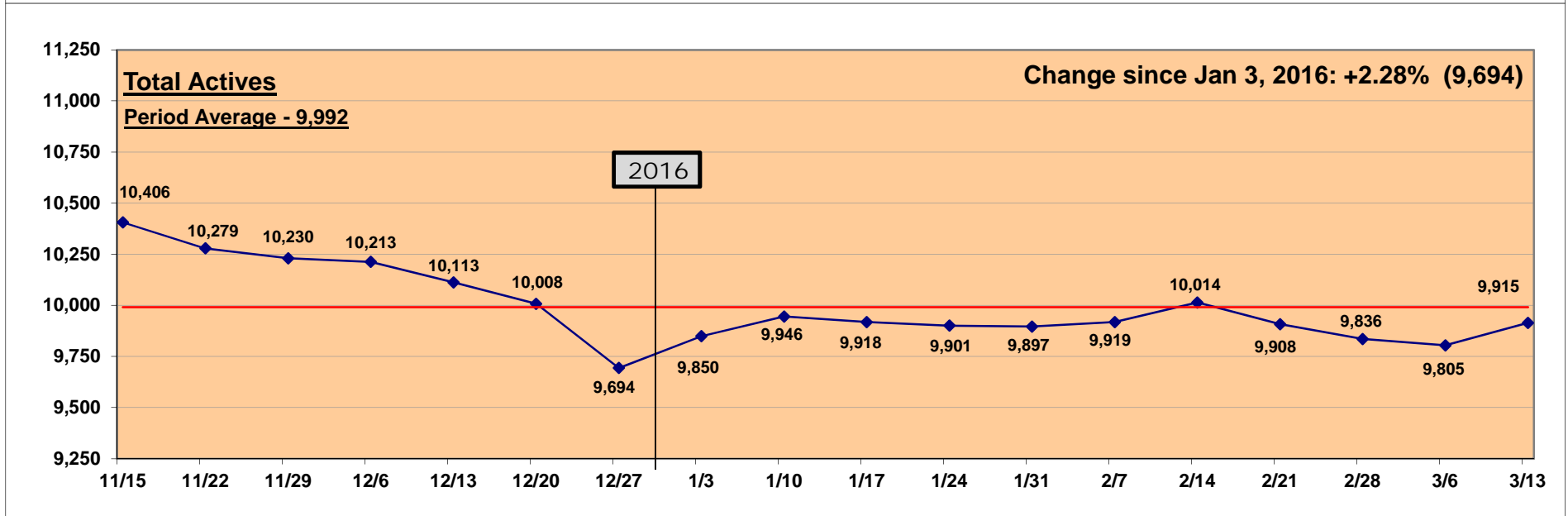
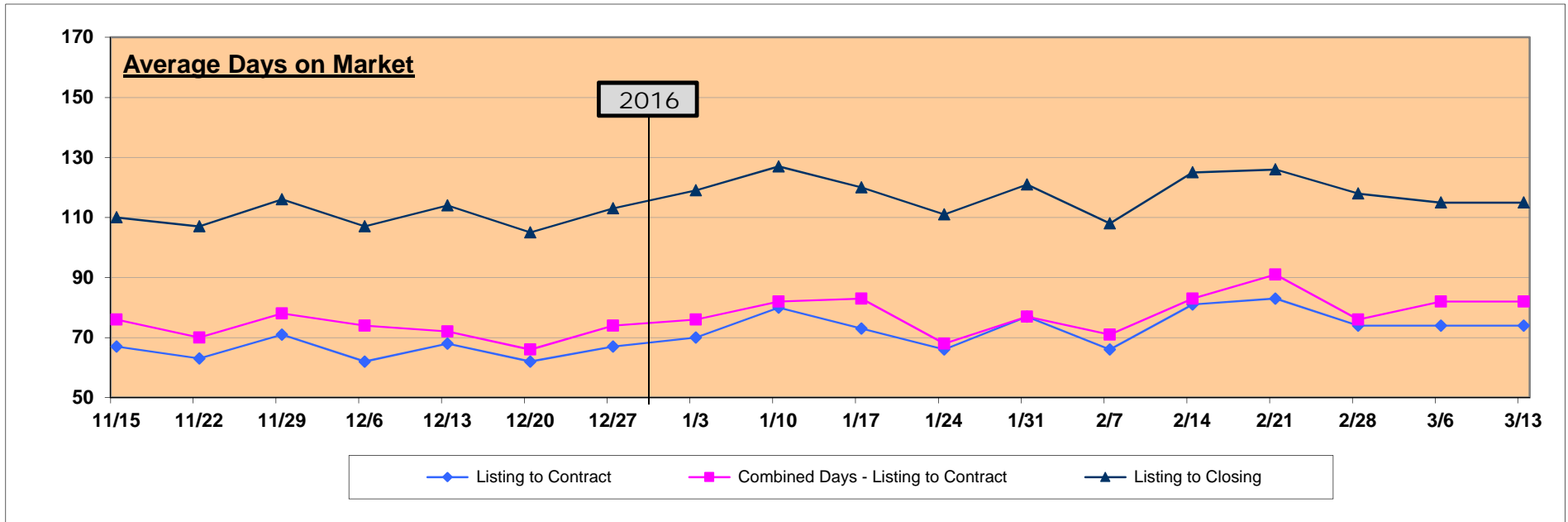
**Single Family Homes**



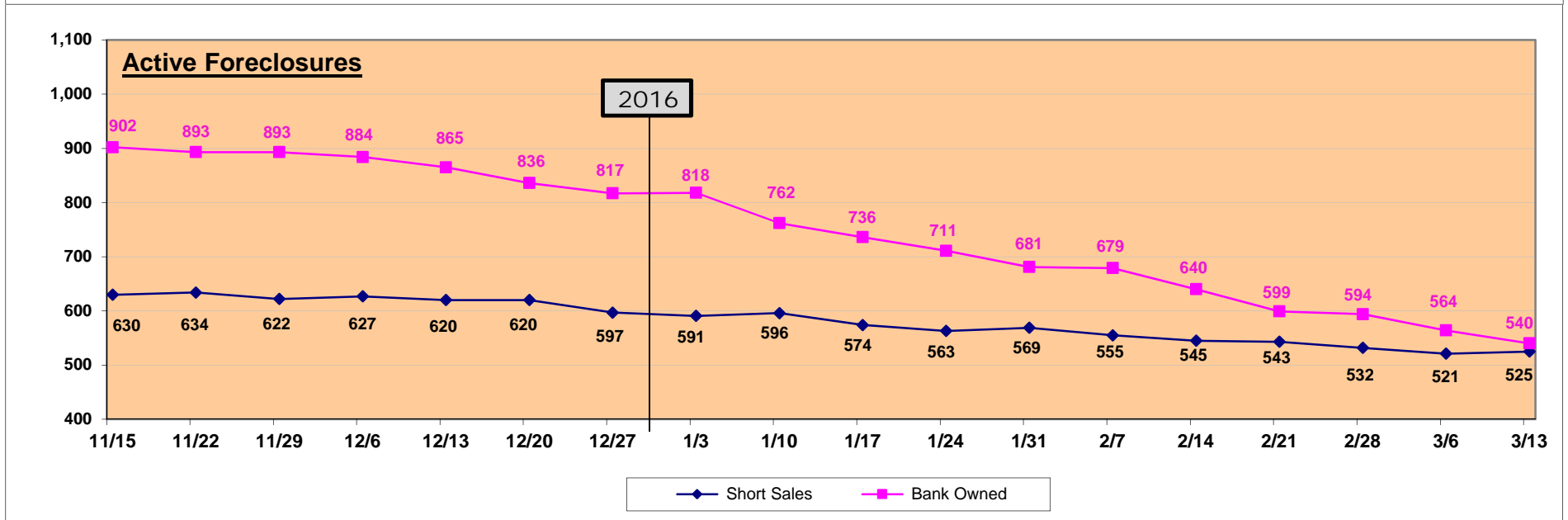
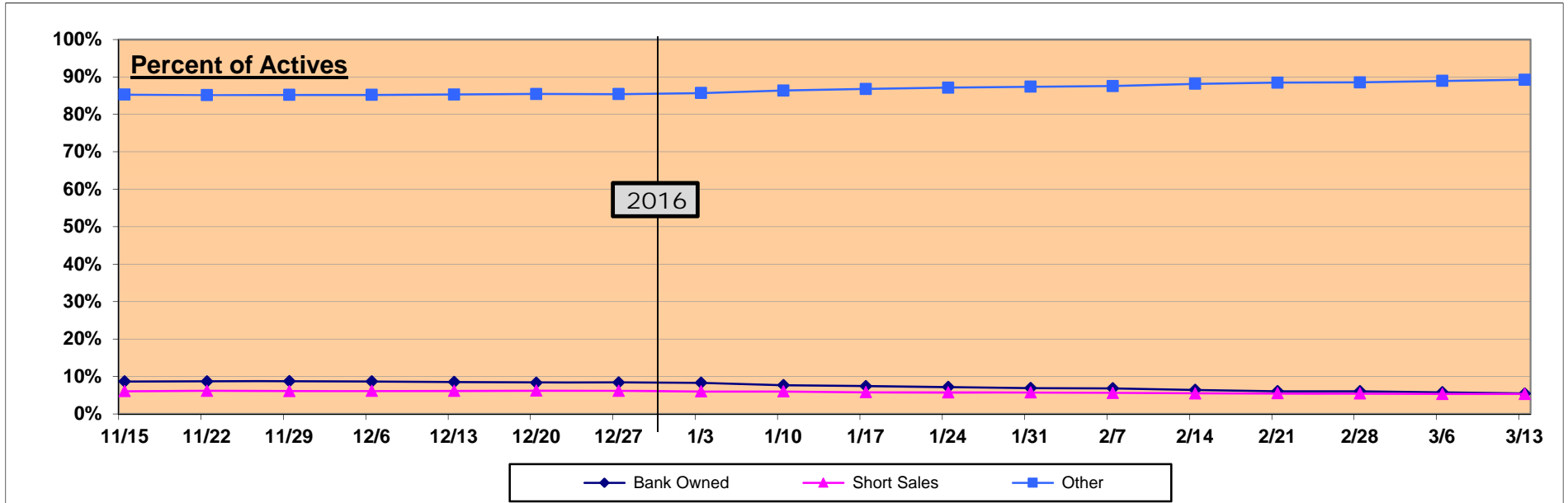
**Single Family Homes**



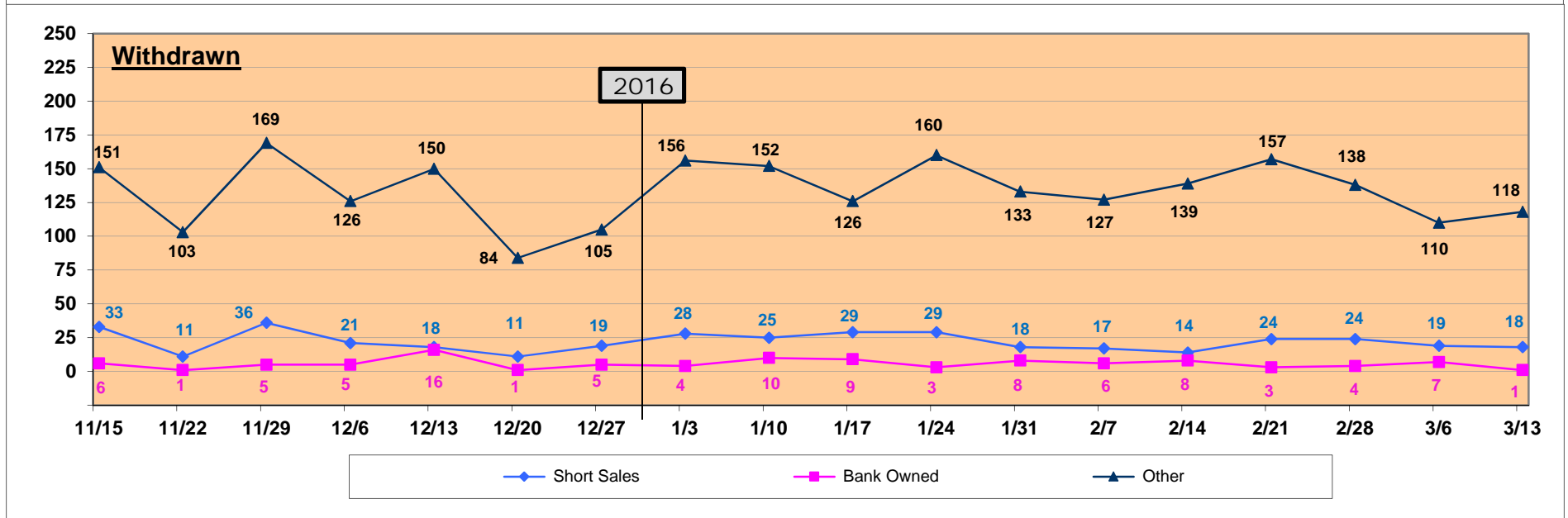
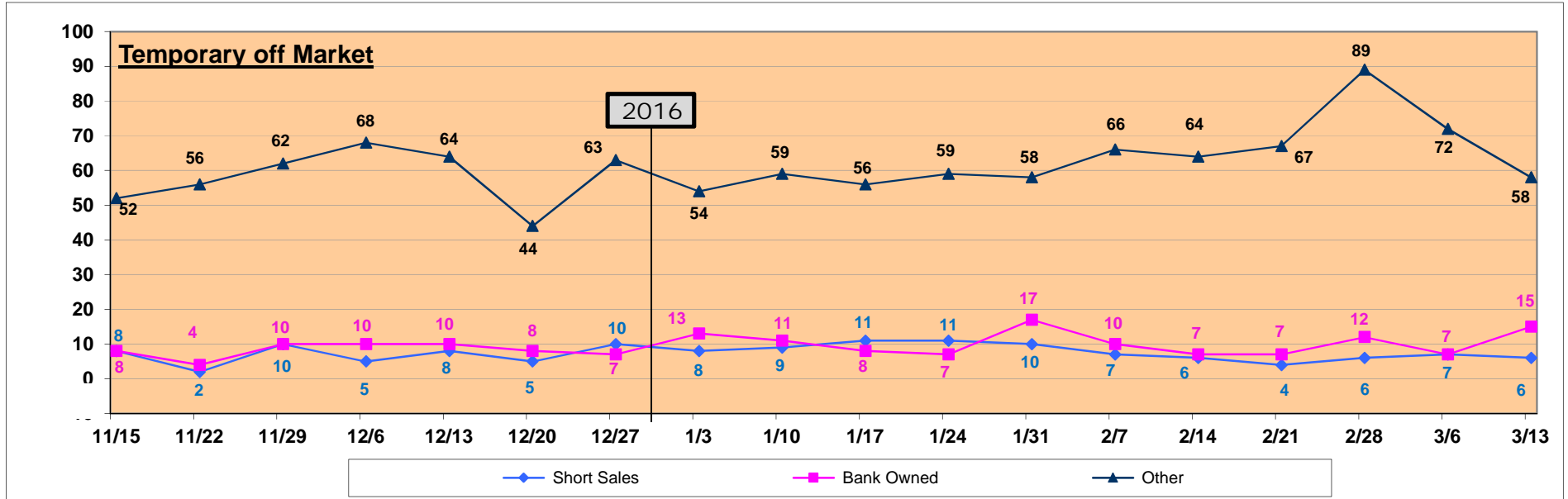
**Single Family Homes**



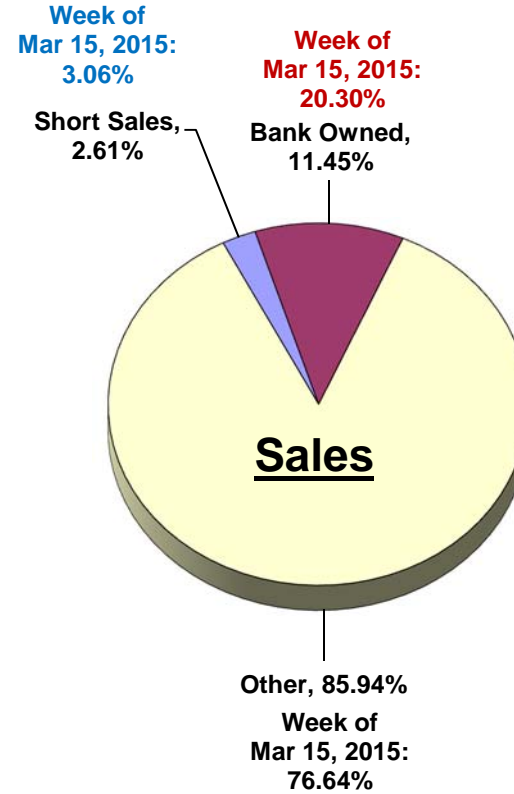
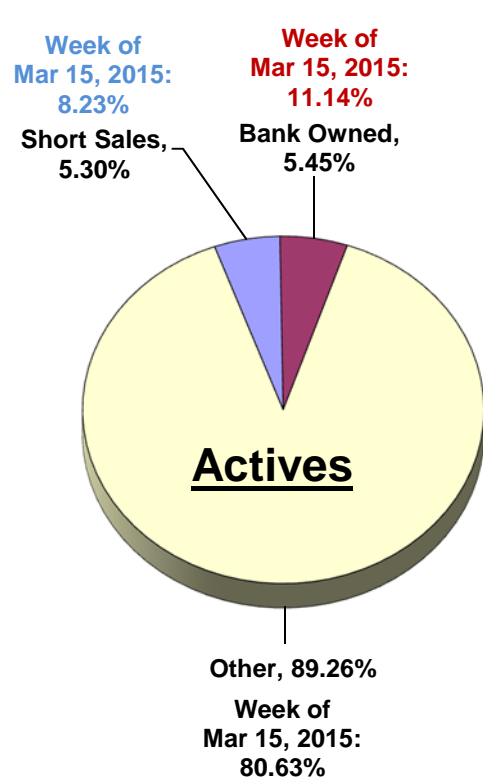
**Single Family Homes**



**Single Family Homes**



**Single Family Homes**





**Monday Morning Quarterback**  
03/13/2016 - 03/19/2016  
Lake, Orange, Osceola & Seminole Counties

**Where are the 39 Single Family Homes available for the Median Price of \$200,500?**

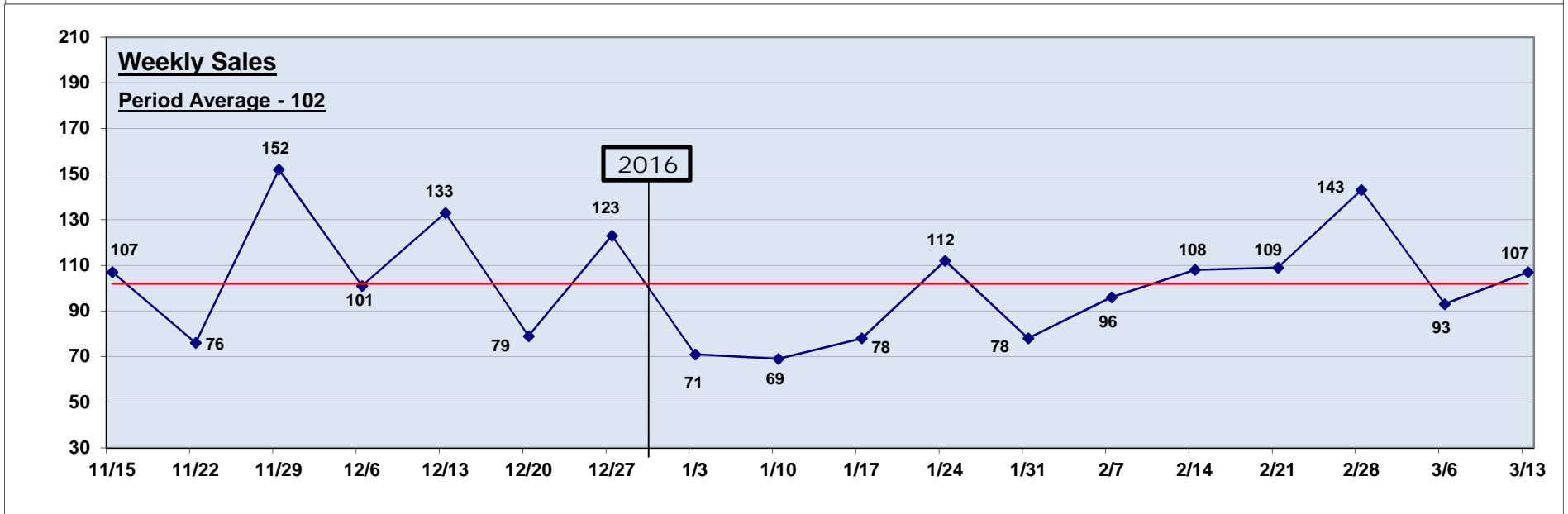
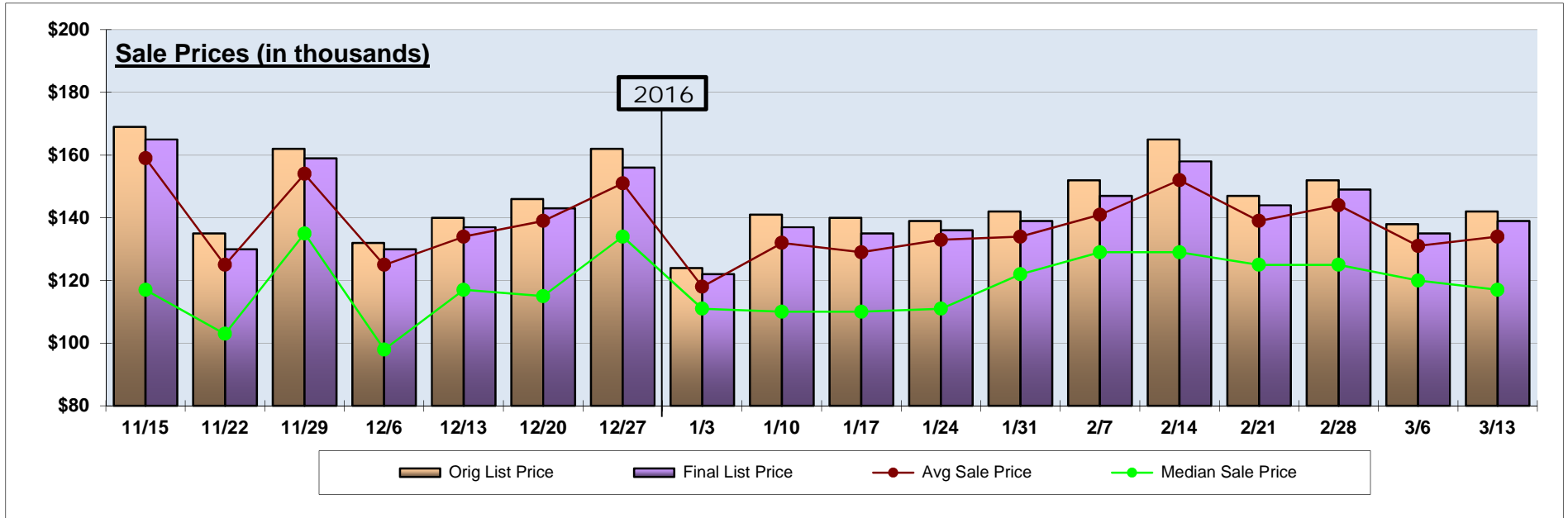
<u>County / City</u>	<u>Zip Code</u>	<u>Available</u>	<u>Average List Price</u>	<u>Average Beds</u>	<u>Average Baths</u>	<u>Average SqFt</u>	<u>List \$ per SqFt</u>
<b>Seminole County</b>		<b>7</b>	<b>\$200,000</b>	<b>3.3</b>	<b>2.3</b>	<b>1,832</b>	<b>\$109.16</b>
Casselberry	32707	2	\$200,000	3.0	2.0	1,710	\$116.96
Winter Springs / Tuskawilla	32708	1	\$200,000	4.0	3.0	2,701	\$74.05
Altamonte Springs / Forest City	32714	1	\$200,000	4.0	3.0	2,405	\$83.16
Longwood (East)	32750	1	\$200,000	3.0	2.0	1,645	\$121.58
Oviedo	32765	2	\$200,000	3.0	2.0	1,327	\$150.72
<b>Orange County</b>		<b>15</b>	<b>\$200,000</b>	<b>3.5</b>	<b>1.9</b>	<b>1,771</b>	<b>\$112.96</b>
Apopka (North)	32712	4	\$200,000	4.0	2.0	2,004	\$99.80
Mount Dora	32757	1	\$200,000	3.0	2.0	1,893	\$105.65
ColoniaItown	32803	1	\$200,000	2.0	1.0	855	\$233.92
College Park	32804	1	\$200,000	2.0	1.0	912	\$219.30
Lockhart	32810	1	\$200,000	4.0	2.0	2,169	\$92.21
Conway	32812	1	\$200,000	4.0	2.0	1,658	\$120.63
Taft	32824	1	\$200,000	3.0	2.0	2,018	\$99.11
Rio Pinar / Union Park	32825	2	\$200,000	4.0	2.0	1,784	\$112.11
Research Park	32826	1	\$200,000	3.0	2.0	1,636	\$122.25
Hunters Creek	32837	2	\$200,000	4.0	2.0	1,917	\$104.33
<b>Osceola County</b>		<b>9</b>	<b>\$200,004</b>	<b>3.8</b>	<b>2.0</b>	<b>1,930</b>	<b>\$103.62</b>
Davenport	33896	1	\$200,000	3.0	1.0	1,102	\$181.49
Kissimmee (East)	34744	1	\$200,000	4.0	3.0	1,960	\$102.04
Kissimmee (West) / Pleasant Hill	34746	2	\$200,000	4.0	2.0	2,423	\$82.54
Kissimmee / Celebration	34747	1	\$200,000	3.0	2.0	2,096	\$95.42
St Cloud	34769	4	\$200,010	4.0	2.0	1,842	\$108.58
<b>Lake County</b>		<b>8</b>	<b>\$200,125</b>	<b>3.4</b>	<b>2.0</b>	<b>2,028</b>	<b>\$98.69</b>
Eustis (West)	32726	1	\$200,000	4.0	2.0	2,802	\$71.38
Mount Dora	32757	1	\$200,000	4.0	2.0	1,987	\$100.65
Tavares / Mt Plymouth	32778	1	\$200,000	3.0	2.0	1,754	\$114.03
Clermont (Central)	34711	2	\$200,000	3.0	2.0	1,443	\$138.60
Clermont (South)	34714	1	\$201,000	3.0	2.0	2,316	\$86.79
Minneola	34715	1	\$200,000	3.0	2.0	1,517	\$131.84
Mascotte	34753	1	\$200,000	4.0	2.0	2,960	\$67.57

**Monday Morning Quarterback**  
03/13/2016 - 03/19/2016  
Lake, Orange, Osceola & Seminole Counties

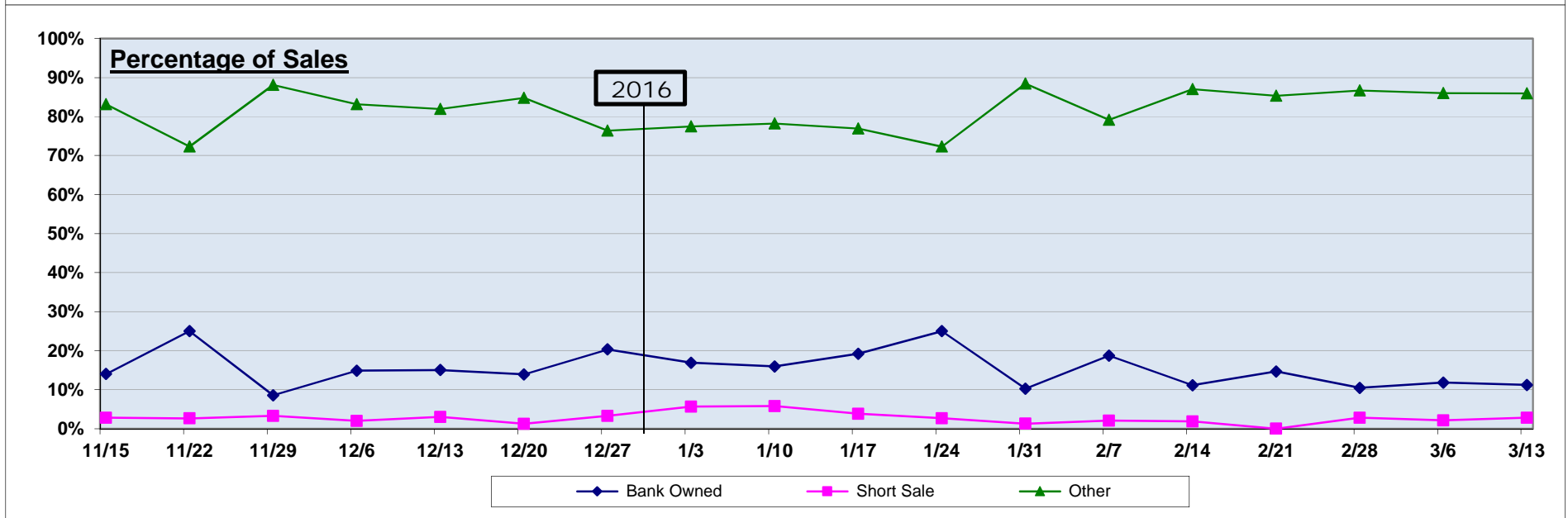
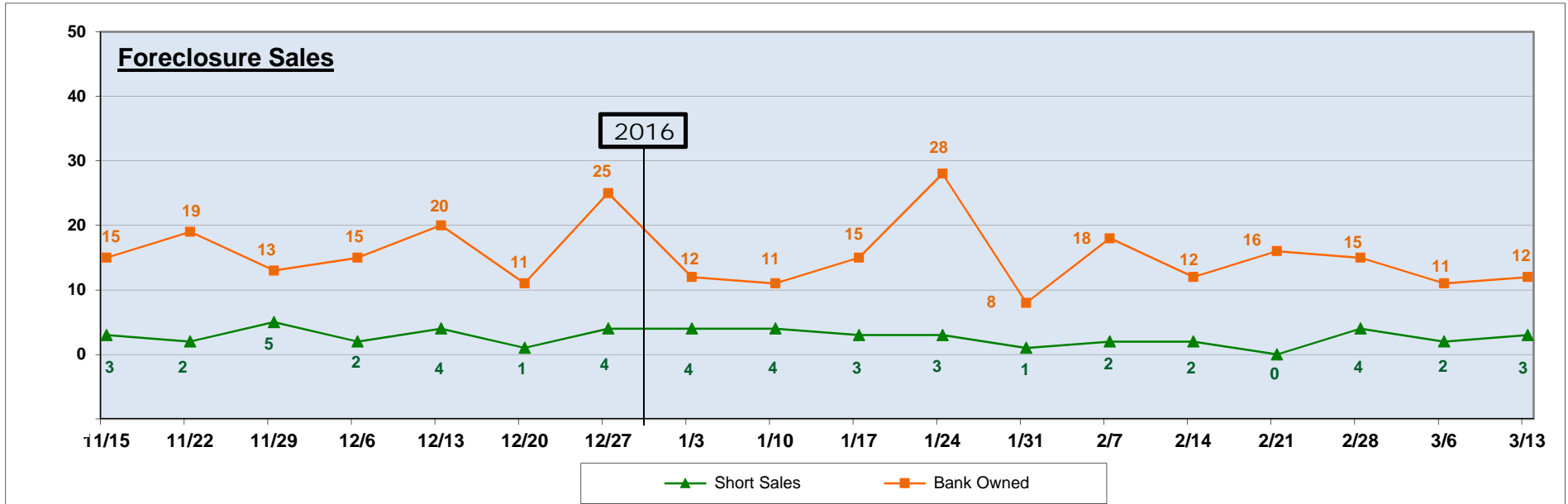
**Condos, Townhomes, Villas**

	Total	Under \$250k	\$250K to \$300K	\$300K to \$400K	\$400K to \$500K	\$500K to \$1M	Over \$1M
<b>Sales</b>	<b>107</b>	98	3	5	1	0	0
Bank Owned	12	12	0	0	0	0	0
Short Sales	3	3	0	0	0	0	0
Other	92	83	3	5	1	0	0
<b>Active Listings</b>	<b>3,021</b>	2,355	288	219	69	64	26
Bank Owned	129	117	9	3	0	0	0
Short Sales	84	75	5	3	1	0	0
Other	2,808	2,163	274	213	68	64	26
<b>Months of Inventory</b>	<b>7</b>	6	22	10	16	0	0
<b><u>List Price</u></b>							
Average Original List Price	\$142,300	\$124,884	\$272,172	\$349,199	\$425,000	\$0	\$0
Average Final List Price	\$138,740	\$121,360	\$267,705	\$344,740	\$425,000	\$0	\$0
<b><u>Sale Price</u></b>							
Average Price	\$134,273	\$117,146	\$263,138	\$334,500	\$425,000	\$0	\$0
Median Price	\$116,650	\$107,000	\$265,000	\$333,000	\$425,000	\$0	\$0
<b><u>Price Differences</u></b>							
Original to Final List Price	-\$3,560	-\$3,524	-\$4,467	-\$4,459	\$0	\$0	\$0
Original List to Sale Price - \$	-\$8,027	-\$7,738	-\$9,034	-\$14,699	\$0	\$0	\$0
Final List to Sale Price - \$	-\$4,467	-\$4,214	-\$4,567	-\$10,240	\$0	\$0	\$0
Original List to Sale Price - %	94.36%	93.80%	96.68%	95.79%	100.00%	0.00%	0.00%
Final List to Sale Price - %	96.78%	96.53%	98.29%	97.03%	100.00%	0.00%	0.00%
<b><u>Days on the Market</u></b>							
Avg Days Listing to Contract	68	65	89	97	150	0	0
Combined Avg Days to Contract	66	63	89	95	150	0	0
Avg Days Listing to Closing	99	96	116	129	192	0	0
Avg Days Contract to Close	32	31	28	33	43	0	0
<b><u>Beds / Baths</u></b>							
Average Bedrooms	2	2	3	3	2	0	0
Average Full Baths	2	2	2	2	2	0	0
Average Half Baths	0	0	1	1	0	0	0
<b><u>Square Footage</u></b>							
Average Square Feet	1,301	1,269	1,541	1,797	1,268	0	0

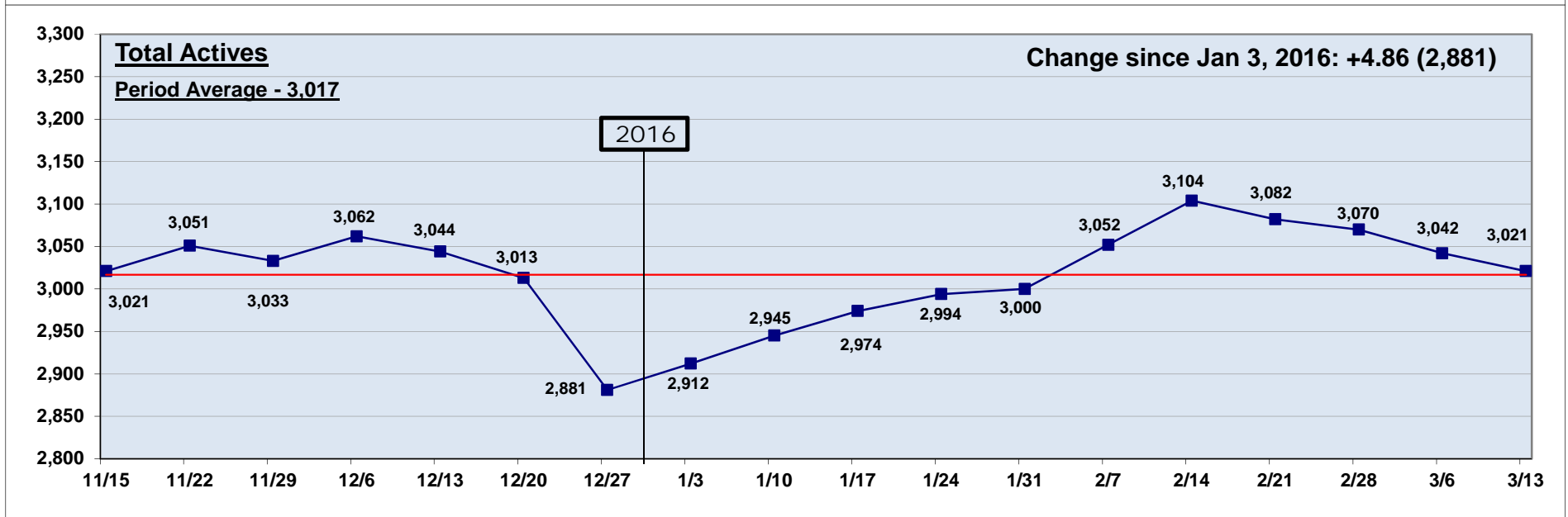
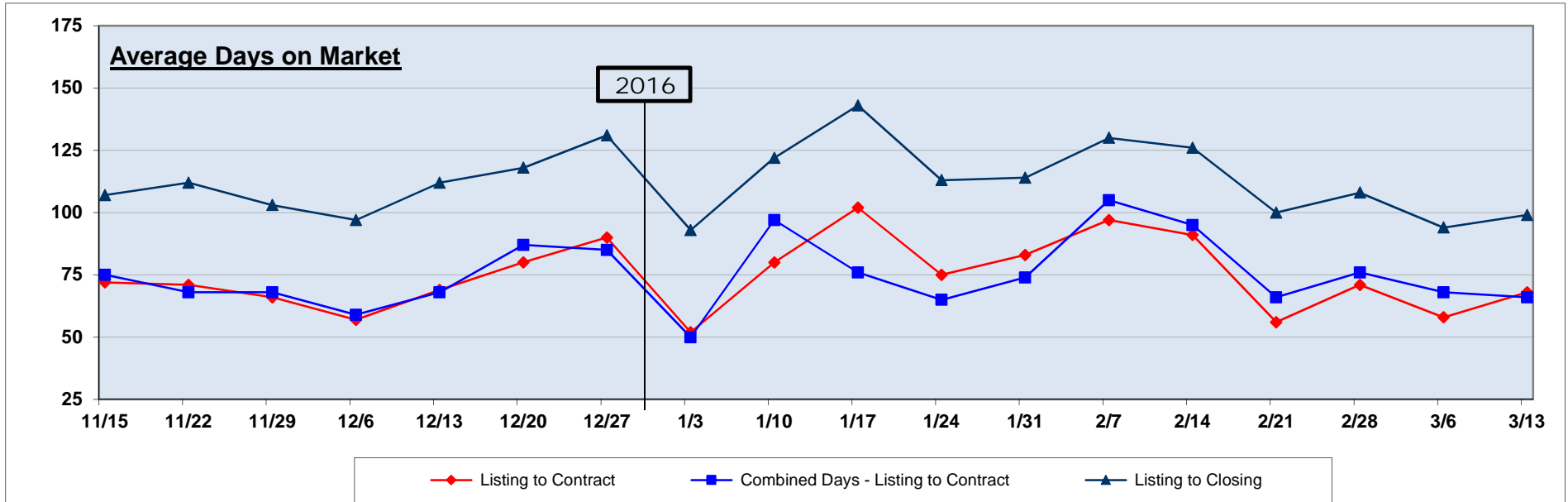
**Condos, Townhomes, Villas**



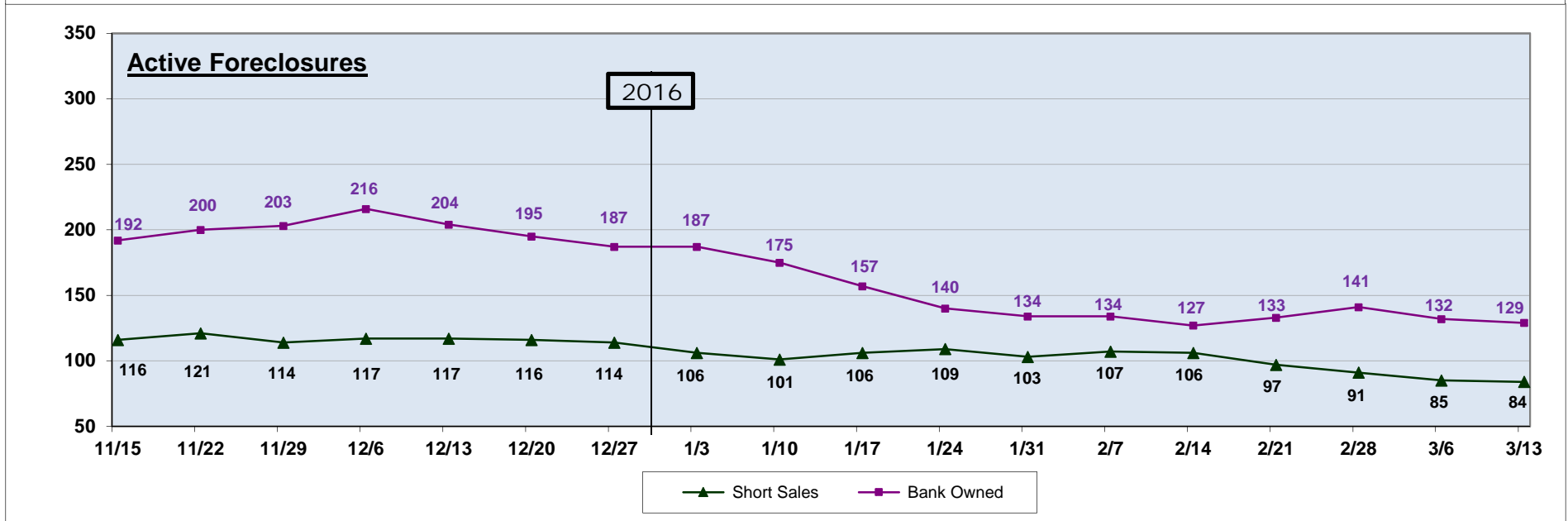
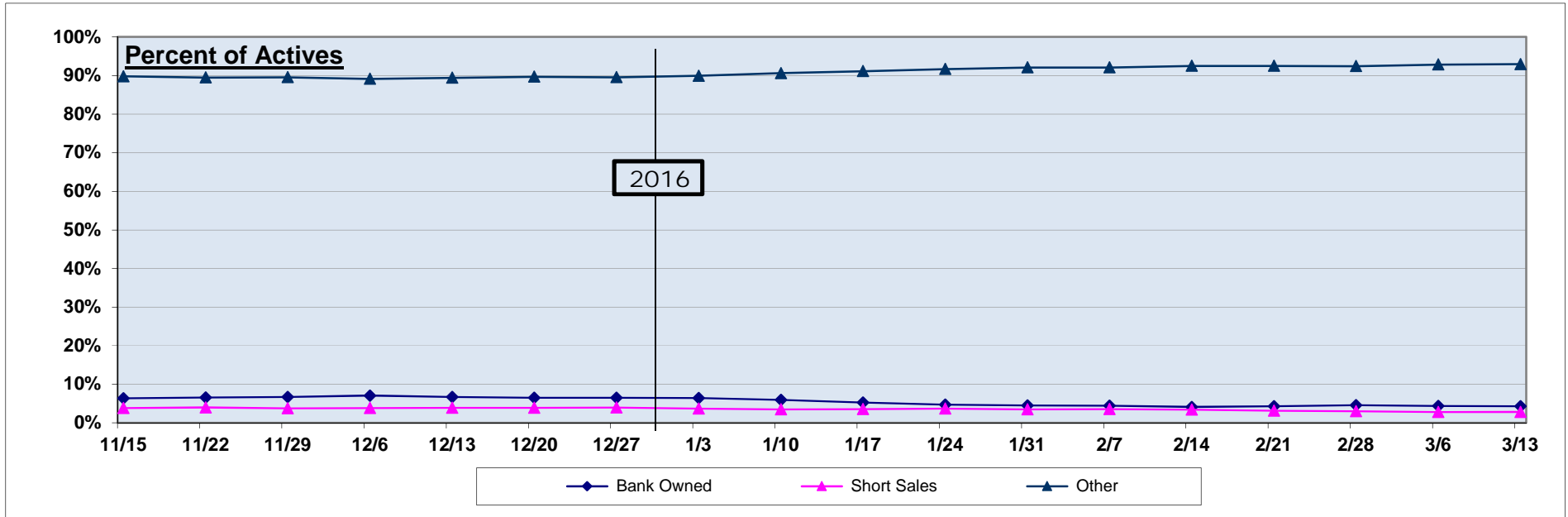
**Condos, Townhomes, Villas**



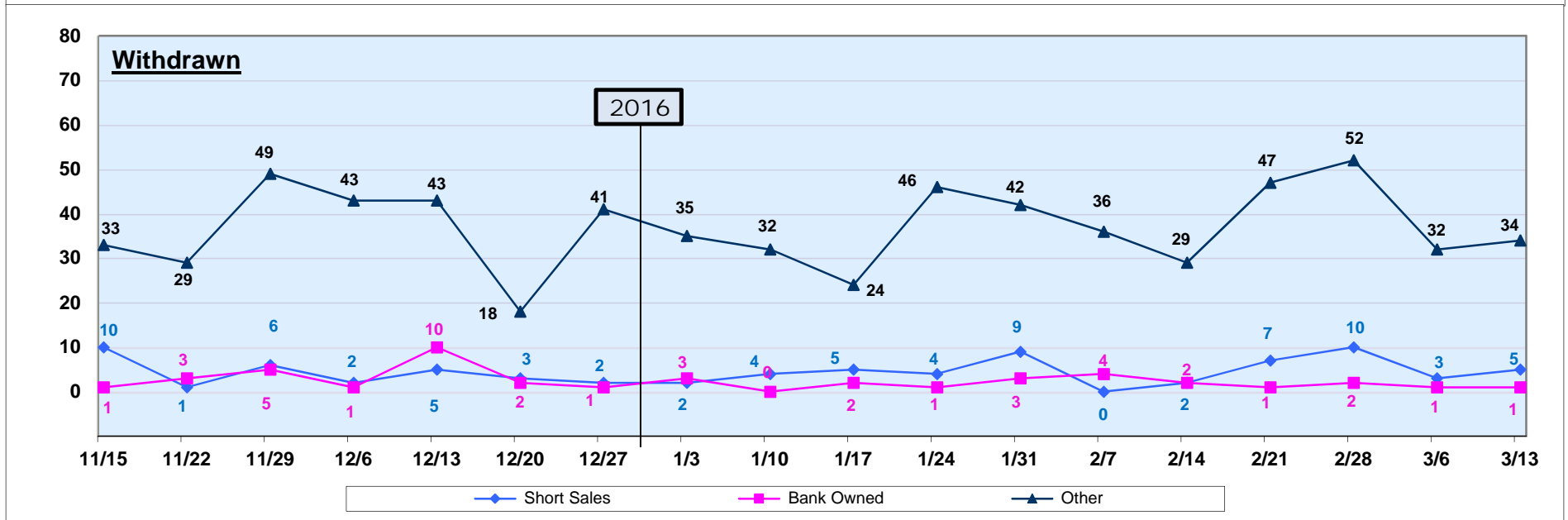
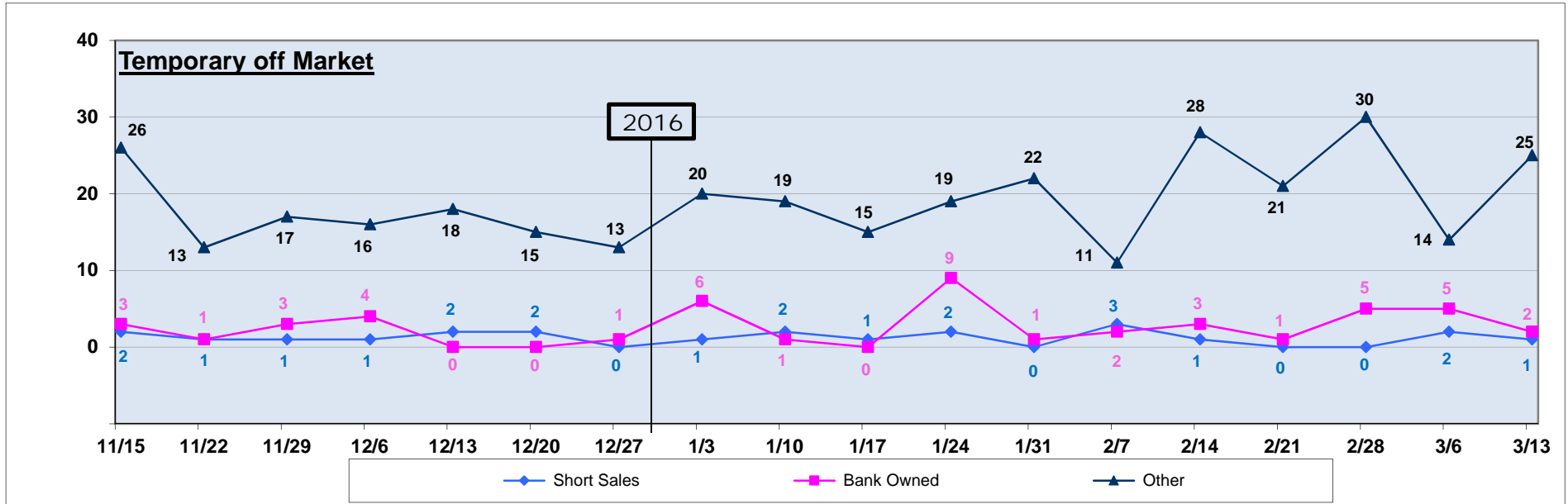
**Condos, Townhomes, Villas**



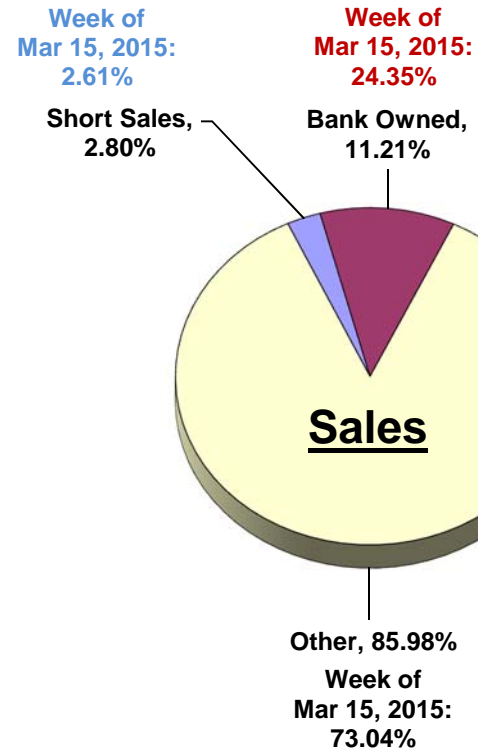
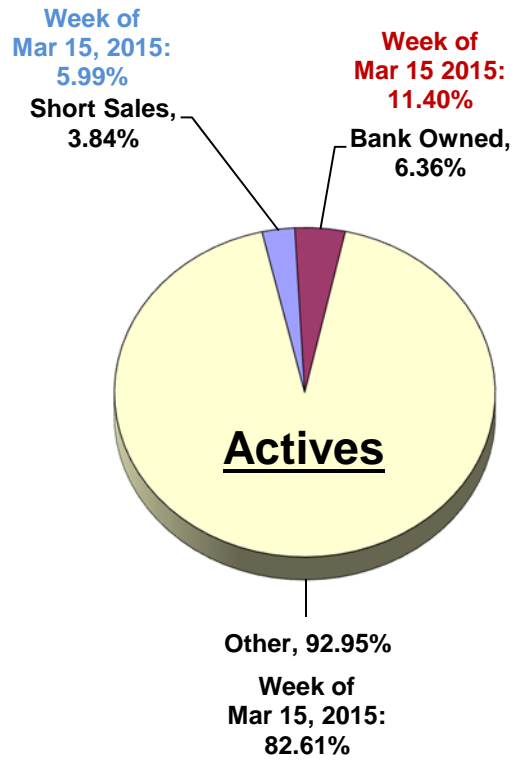
**Condos, Townhomes, Villas**



**Condos, Townhomes, Villas**



**Condos, Townhomes, Villas**





**Where are the 5 Condos, Townhomes, or Villas available for the Median Price of \$116,650?**

<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>Orange County</b>		<b>3</b>	<b>\$116,833</b>	<b>1.7</b>	<b>1.3</b>	<b>1,025</b>	<b>\$113.98</b>
Orlo Vista	32811	1	\$117,000	2.0	2.0	1,042	\$112.28
Conway	32812	1	\$116,500	1.0	1.0	825	\$141.21
Ventura	32822	1	\$117,000	2.0	1.0	1,208	\$96.85
<b>Osceola County</b>		<b>2</b>	<b>\$117,000</b>	<b>2.5</b>	<b>2.0</b>	<b>1,417</b>	<b>\$82.57</b>
Davenport	33896	1	\$117,000	2.0	2.0	1,134	\$103.17
Kissimmee / Celebration	34747	1	\$117,000	3.0	2.0	1,700	\$68.82