



Monday Morning Quarterback Summary

Week of Sep 11, 2016

Single-family existing homes

- Sales of single-family homes increased to 480 during the week of Sep 11, from 341 the week prior
- The median price of single family homes increased to \$230,000, a change of 7.0%
- The number of single-family home foreclosure transactions increased to 38 last week, from 21 the week of Sep 4
- The number of single-family home short-sale transactions increased to 16 from 5 the week prior
- Single-family inventory increased by 131, and now sits at 9,965

Condos, townhomes, and villas

- Sales of condos, townhomes, and villas increased to 148 during the week of Sep 11 from 102 the week prior
- The median price of condos, townhomes, and villas increased to \$131,500, a change of 0.19%
- The number of condo, townhome, and villa foreclosure transactions increased to 8 last week, from 3 the week of Sep 4
- The number of condo, townhome and villa short-sale transactions increased to 3 from 2 the week prior
- Condo inventory increased by 47, and now sits at 2,734

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

Monday Morning Quarterback
09/11/2016 - 09/17/2016
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	480	280	77	65	16	34	8
Bank Owned	38	30	6	0	2	0	0
Short Sales	16	10	1	4	0	1	0
Other	426	240	70	61	14	33	8
Active Listings	9,965	3,555	1,401	1,929	1,004	1,407	669
Bank Owned	413	262	51	56	22	18	4
Short Sales	369	239	39	54	16	17	4
Other	9,183	3,054	1,311	1,819	966	1,372	661
Months of Inventory	5	3	4	7	14	10	19

List Price

Average Original List Price	\$317,437	\$183,625	\$285,981	\$364,898	\$481,050	\$686,335	\$3,022,960
Average Final List Price	\$306,600	\$180,159	\$278,835	\$350,403	\$459,181	\$657,951	\$2,844,986

Sale Price

Average Price	\$295,952	\$175,896	\$272,273	\$342,986	\$452,581	\$637,497	\$2,578,827
Median Price	\$230,000	\$180,300	\$271,000	\$342,500	\$449,500	\$597,500	\$2,263,309

Price Differences

Original to Final List Price	-\$10,837	-\$3,466	-\$7,146	-\$14,495	-\$21,869	-\$28,384	-\$177,974
Original List to Sale Price - \$	-\$21,485	-\$7,729	-\$13,708	-\$21,912	-\$28,469	-\$48,838	-\$444,133
Final List to Sale Price - \$	-\$10,648	-\$4,263	-\$6,562	-\$7,417	-\$6,600	-\$20,454	-\$266,159
Original List to Sale Price - %	93.23%	95.79%	95.21%	94.00%	94.08%	92.88%	85.31%
Final List to Sale Price - %	96.53%	97.63%	97.65%	97.88%	98.56%	96.89%	90.64%

Days on the Market

Avg Days Listing to Contract	60	53	50	78	83	83	120
Combined Avg Days to Contract	64	51	57	81	104	115	116
Avg Days Listing to Closing	108	101	98	120	135	130	183
Avg Days Contract to Close	46	46	47	41	50	47	61

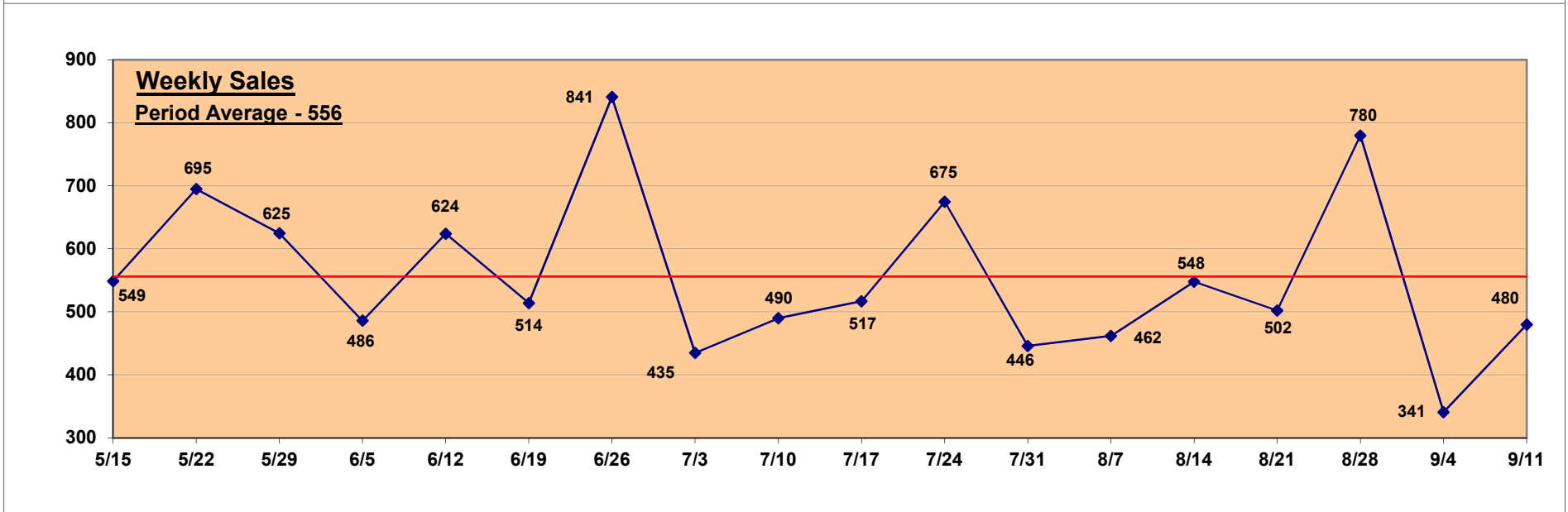
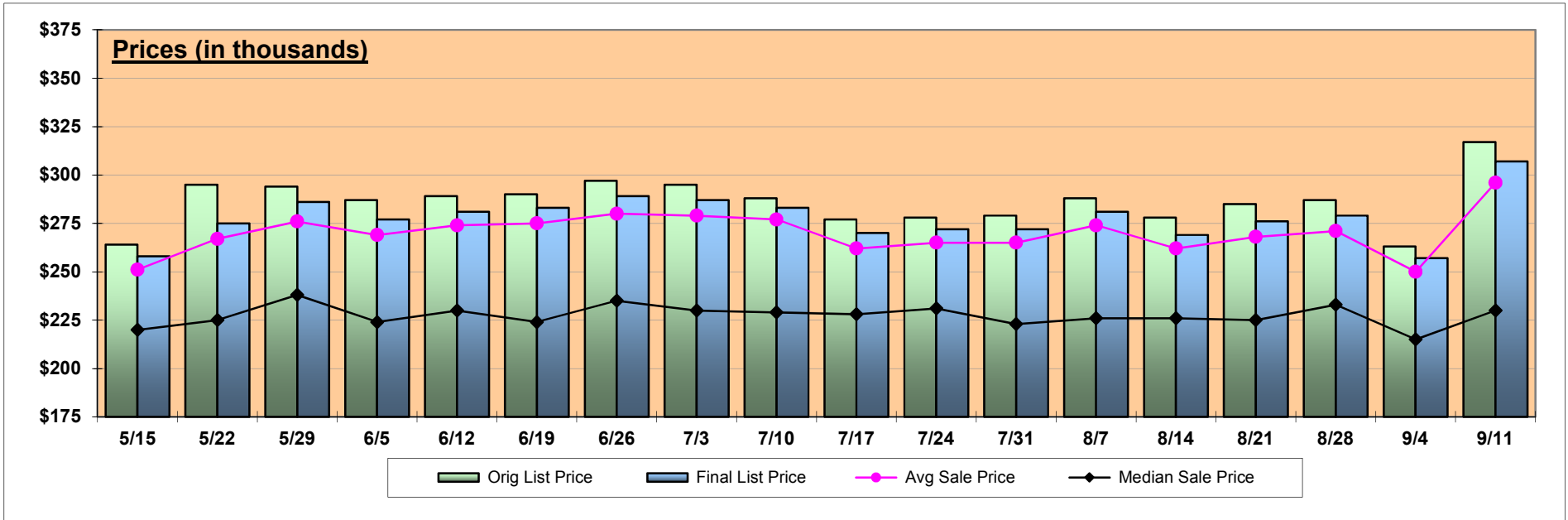
Beds / Baths

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

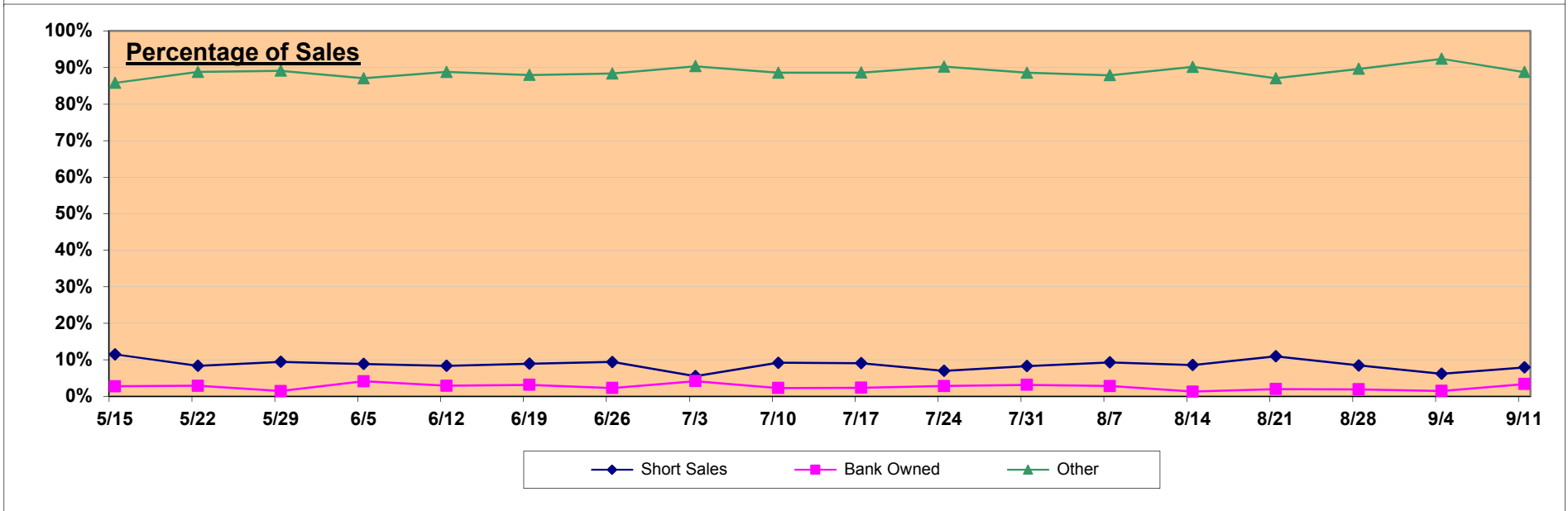
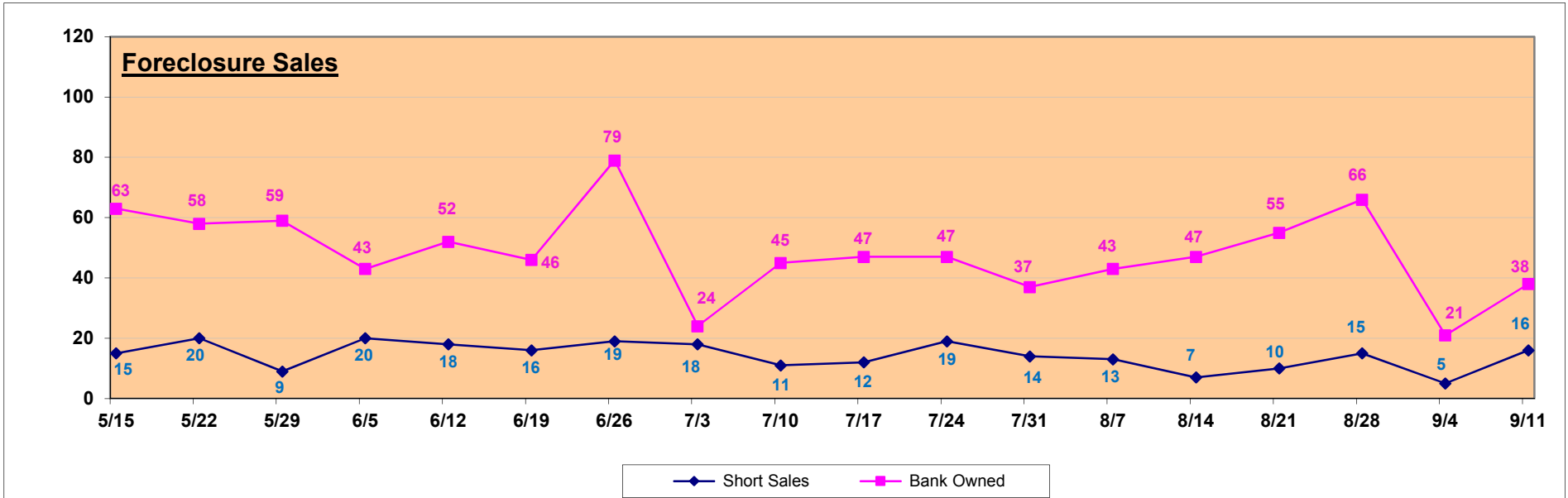
Square Footage

Average Square Feet	2,129	1,647	2,170	2,656	2,918	3,571	6,608
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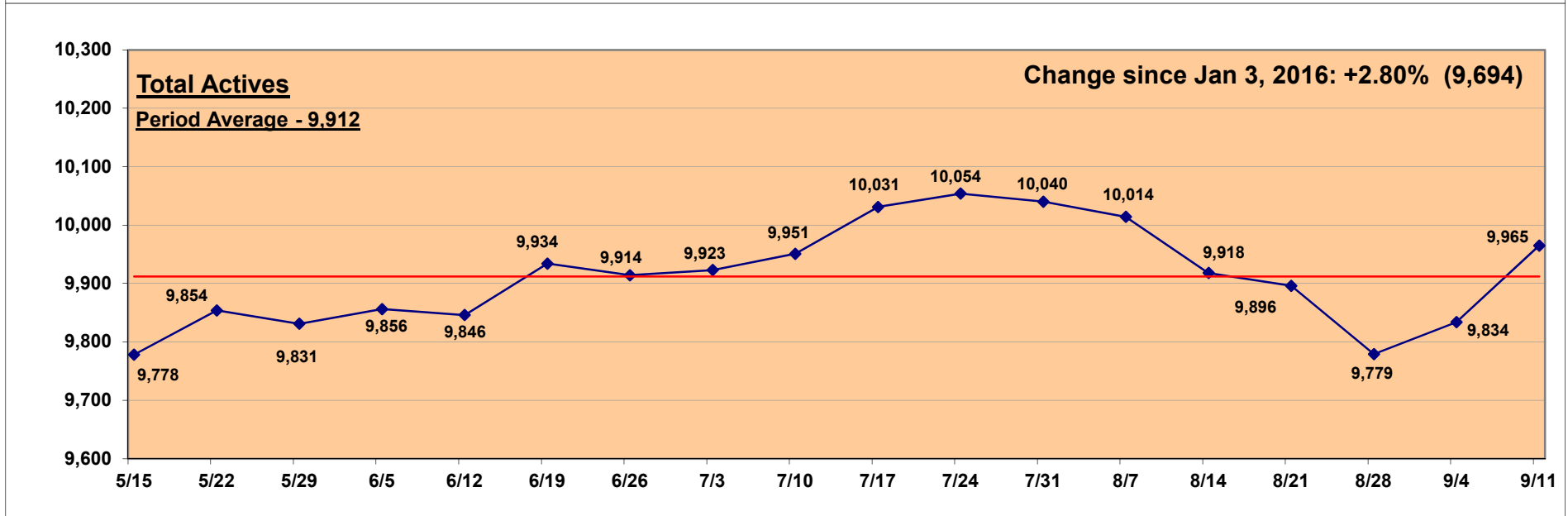
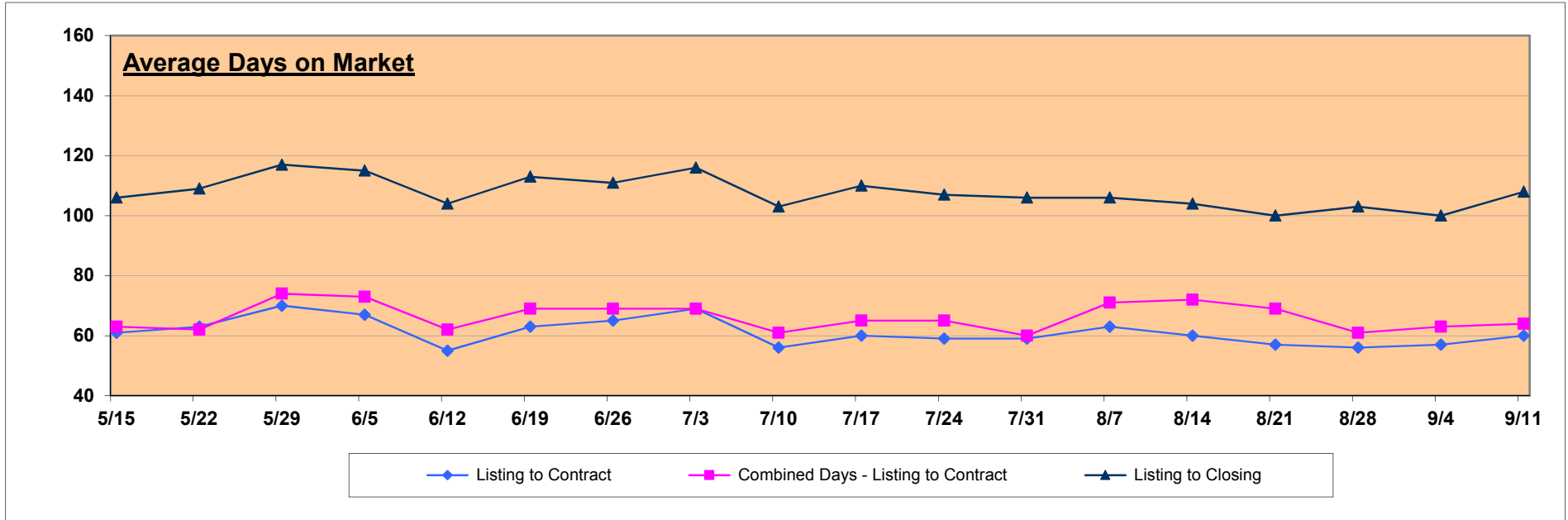
Single Family Homes



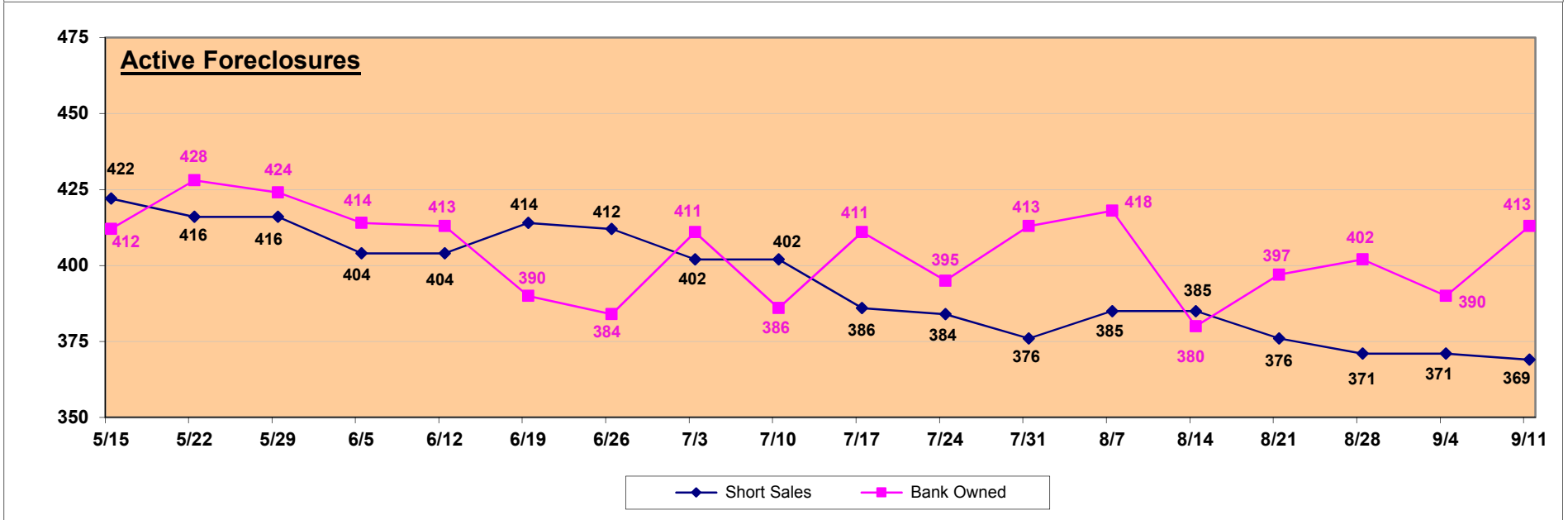
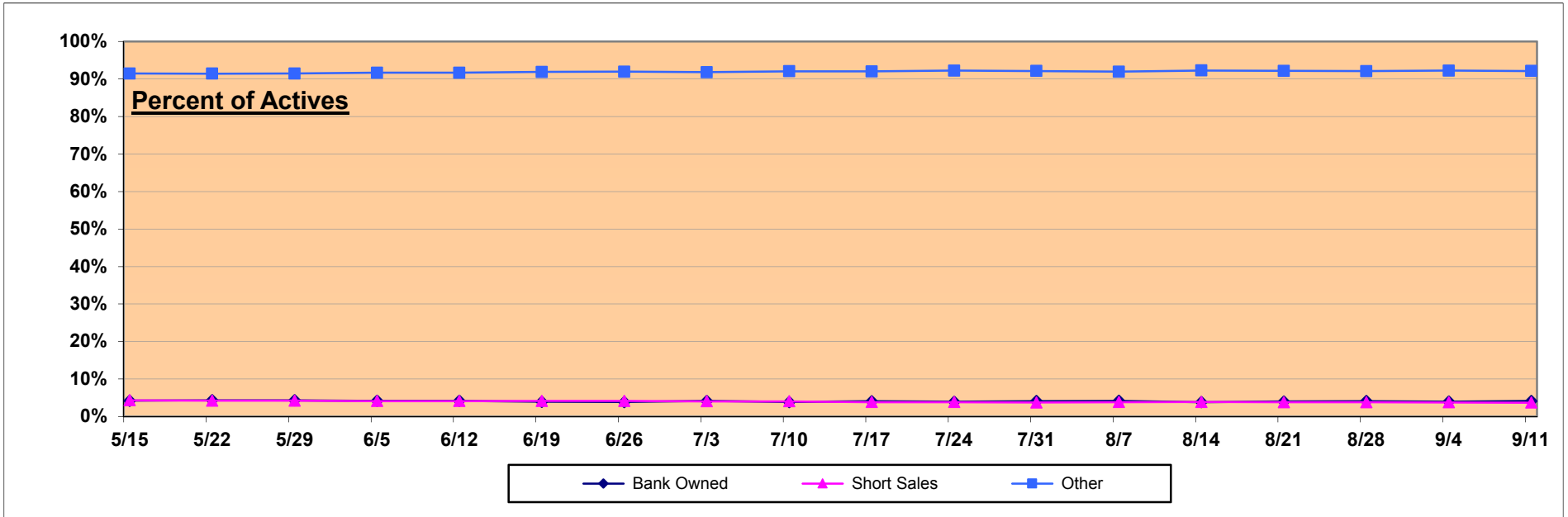
Single Family Homes



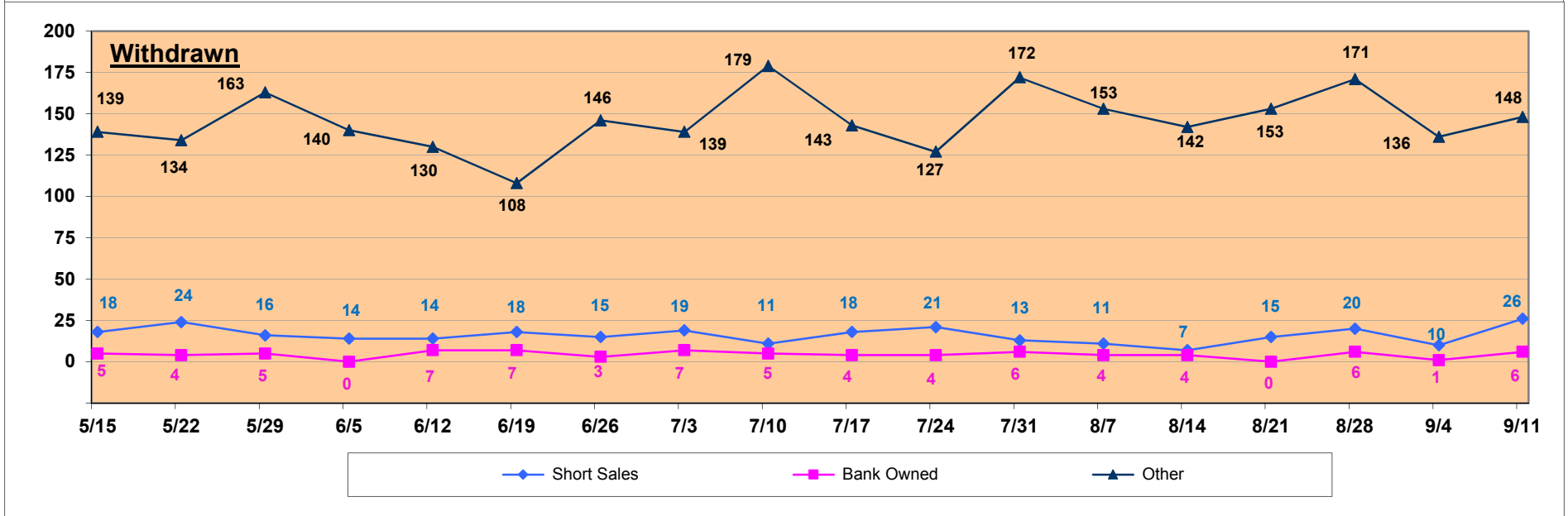
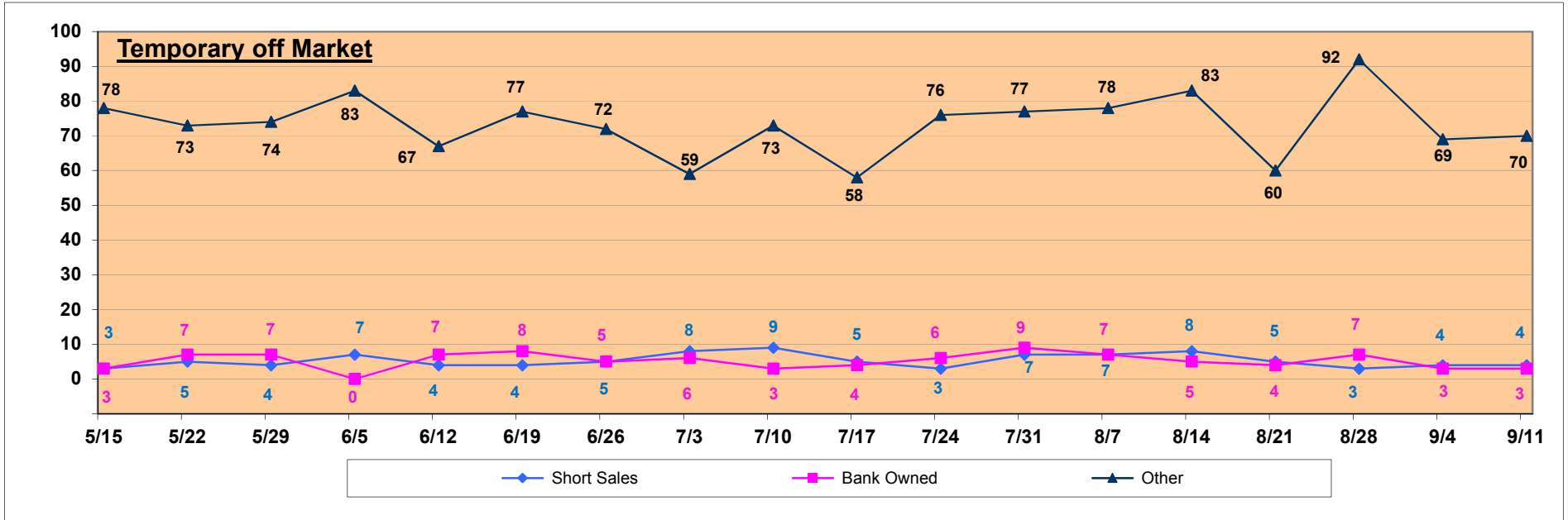
Single Family Homes



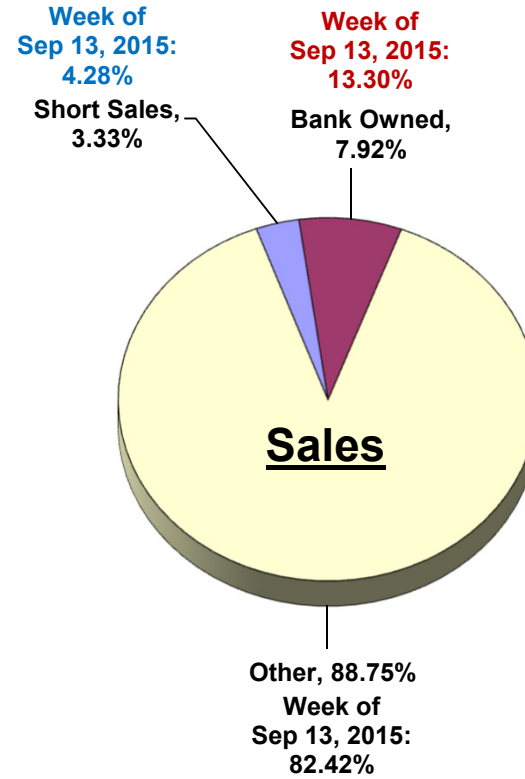
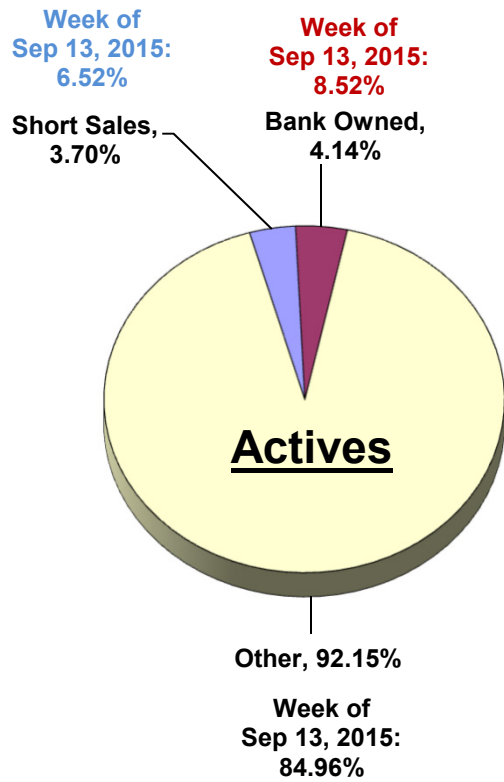
Single Family Homes



Single Family Homes



Single Family Homes



Monday Morning Quarterback
09/11/2016 - 09/17/2016
Lake, Orange, Osceola & Seminole Counties

Where are the 142 Single Family Homes available for the Median Price of \$230,000? (± \$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		20	\$229,919	3.3	2.3	1,799	\$127.83
Casselberry	32707	2	\$229,950	3.0	2.0	1,562	\$147.22
Winter Springs / Tuskawilla	32708	2	\$229,950	4.0	3.0	1,985	\$115.84
Altamonte Springs / Forest City	32714	3	\$229,963	4.0	3.0	2,313	\$99.42
Lake Mary / Heathrow	32746	1	\$229,800	3.0	2.0	1,478	\$155.48
Longwood (East)	32750	1	\$229,800	3.0	2.0	1,725	\$133.22
Maitland / Eatonville	32751	2	\$230,000	3.0	2.0	1,570	\$146.50
Oviedo	32765	4	\$229,900	3.0	2.0	1,842	\$124.81
Longwood / Wekiva Springs	32779	1	\$229,900	3.0	2.0	1,842	\$124.81
Winter Park	32792	4	\$229,900	3.0	2.0	1,597	\$143.96
Orange County		52	\$236,280	3.4	2.0	1,768	\$133.63
Apopka / Hunt Club	32703	3	\$230,000	3.0	2.0	1,994	\$115.35
Apopka (North)	32712	1	\$229,900	4.0	2.0	2,105	\$109.22
Colonialtown	32803	1	\$229,900	2.0	1.0	889	\$258.61
College Park	32804	1	\$229,900	2.0	1.0	893	\$257.45
Delaney / Crystal Lake	32806	2	\$229,900	3.0	2.0	1,199	\$191.74
Conway	32812	3	\$229,933	3.0	2.0	1,615	\$142.37
Union Park	32817	2	\$229,850	4.0	2.0	1,600	\$143.66
Hiawassee	32818	8	\$230,038	4.0	2.0	2,142	\$107.39
Williamsburg / Lake Bryan	32821	1	\$229,900	3.0	2.0	1,519	\$151.35
Ventura	32822	2	\$229,891	3.0	2.0	1,814	\$126.73
Taft	32824	4	\$229,925	4.0	3.0	1,971	\$116.65
Rio Pinar / Union Park	32825	1	\$229,900	4.0	2.0	1,852	\$124.14
Research Park	32826	3	\$229,932	3.0	2.0	1,935	\$118.83
Waterford Lakes	32828	6	\$229,867	4.0	2.0	1,935	\$118.79
Union Park / Chickasaw	32829	3	\$339,967	3.0	2.0	1,847	\$184.06
Wedgfield	32833	1	\$230,000	3.0	2.0	1,966	\$116.99
Metro West / Orlo Vista	32835	1	\$229,500	3.0	2.0	1,310	\$175.19
Hunters Creek	32837	3	\$229,967	3.0	2.0	1,310	\$175.55
Pine Castle / Edgewood	32839	1	\$229,900	4.0	2.0	1,856	\$123.87
Ocoee	34761	1	\$229,900	4.0	2.0	1,729	\$132.97
Winter Garden / Oakland	34787	4	\$229,975	3.0	2.0	1,466	\$156.87

Where are the 142 Single Family Homes available for the Median Price of \$230,000? (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>
Osceola County		34	\$229,939	3.9	2.2	2,090	\$110.02
Kissimmee (Central)	34741	2	\$230,000	4.0	2.0	2,007	\$114.60
Kissimmee / Buena Ventura Lakes	34743	4	\$229,995	4.0	2.0	1,932	\$119.05
Kissimmee (East)	34744	6	\$230,008	4.0	2.0	2,065	\$111.38
Kissimmee (West) / Pleasant Hill	34746	12	\$229,943	4.0	2.0	2,164	\$106.26
Kissimmee / Celebration	34747	5	\$229,859	4.0	3.0	1,873	\$122.72
Kissimmee / Poinciana	34758	2	\$229,995	4.0	3.0	2,155	\$106.73
St Cloud	34769	1	\$229,900	3.0	2.0	2,241	\$102.59
St Cloud / Canoe Creek	34772	1	\$229,500	3.0	2.0	3,257	\$70.46
St Cloud / Harmony	34773	1	\$229,900	3.0	2.0	1,788	\$128.58
Lake County		36	\$229,930	3.1	2.2	1,957	\$117.50
Astor	32102	1	\$230,000	3.0	2.0	1,512	\$152.12
Lady Lake / The Villages	32159	5	\$229,922	3.0	2.0	1,771	\$129.83
Eustis (West)	32726	2	\$229,950	3.0	2.0	1,697	\$135.50
Eustis (East)	32736	1	\$229,900	2.0	1.0	900	\$255.44
Mount Dora	32757	1	\$229,900	4.0	2.0	2,590	\$88.76
Tavares / Mt Plymouth	32778	1	\$229,990	3.0	2.0	2,104	\$109.31
Clermont (Central)	34711	9	\$229,911	3.0	2.0	1,967	\$116.88
Clermont (South)	34714	2	\$230,000	4.0	3.0	1,870	\$122.99
Minneola	34715	3	\$229,933	3.0	2.0	2,007	\$114.57
Groveland	34736	2	\$229,940	3.0	2.0	1,988	\$115.66
Howey in the Hills	34737	1	\$229,900	3.0	2.0	2,183	\$105.31
Leesburg (West)	34748	7	\$229,914	3.0	3.0	2,269	\$101.33
Leesburg (East) / Haines Creek	34788	1	\$230,000	3.0	2.0	1,584	\$145.20

Monday Morning Quarterback
09/11/2016 - 09/17/2016
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	148	127	8	8	1	4	0
Bank Owned	8	7	1	0	0	0	0
Short Sales	3	3	0	0	0	0	0
Other	137	117	7	8	1	4	0
Active Listings	2,734	2,070	286	211	67	70	30
Bank Owned	72	65	4	0	1	1	1
Short Sales	71	64	6	1	0	0	0
Other	2,591	1,941	276	210	66	69	29
Months of Inventory	4	4	8	6	15	4	0

List Price

Average Original List Price	\$164,293	\$126,958	\$283,726	\$365,325	\$499,900	\$624,875	\$0
Average Final List Price	\$162,001	\$125,118	\$277,637	\$361,325	\$474,900	\$624,875	\$0

Sale Price

Average Price	\$156,850	\$120,400	\$262,875	\$351,175	\$455,000	\$638,888	\$0
Median Price	\$131,500	\$116,200	\$264,000	\$356,200	\$455,000	\$677,775	\$0

Price Differences

Original to Final List Price	-\$2,292	-\$1,840	-\$6,089	-\$4,000	-\$25,000	\$0	\$0
Original List to Sale Price - \$	-\$7,443	-\$6,558	-\$20,851	-\$14,150	-\$44,900	\$14,013	\$0
Final List to Sale Price - \$	-\$5,151	-\$4,718	-\$14,762	-\$10,150	-\$19,900	\$14,013	\$0
Original List to Sale Price - %	95.47%	94.83%	92.65%	96.13%	91.02%	102.24%	0.00%
Final List to Sale Price - %	96.82%	96.23%	94.68%	97.19%	95.81%	102.24%	0.00%

Days on the Market

Avg Days Listing to Contract	64	59	114	66	458	42	0
Combined Avg Days to Contract	69	58	147	78	480	133	0
Avg Days Listing to Closing	109	97	171	137	511	189	0
Avg Days Contract to Close	43	37	56	69	51	144	0

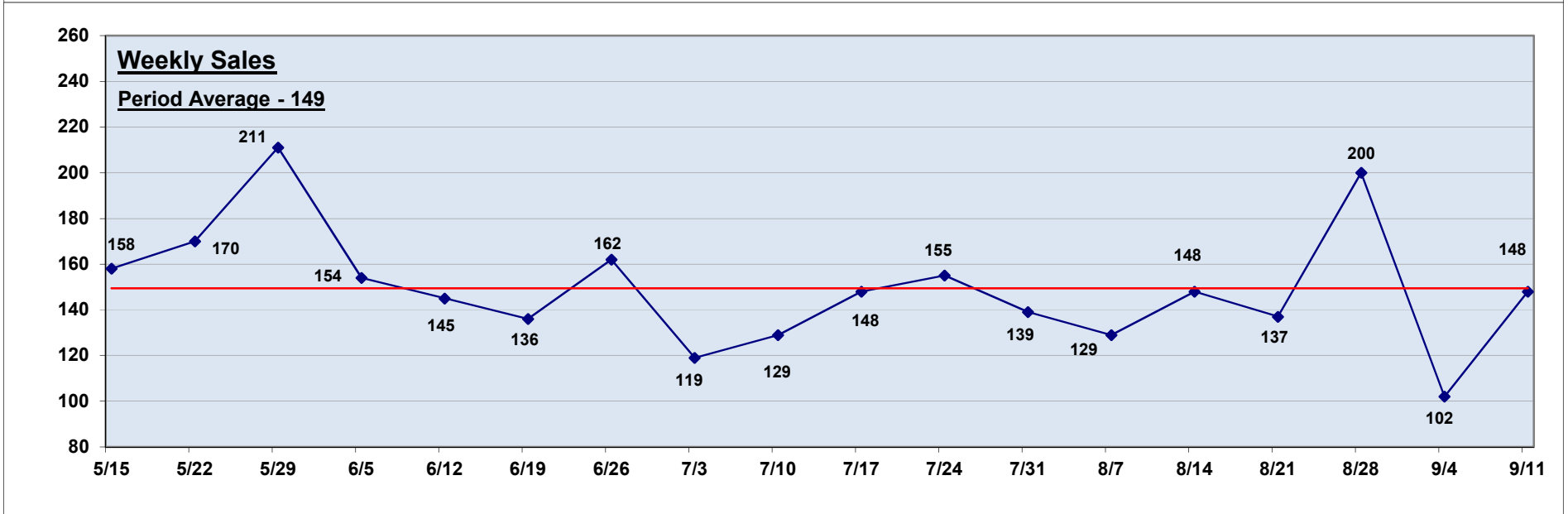
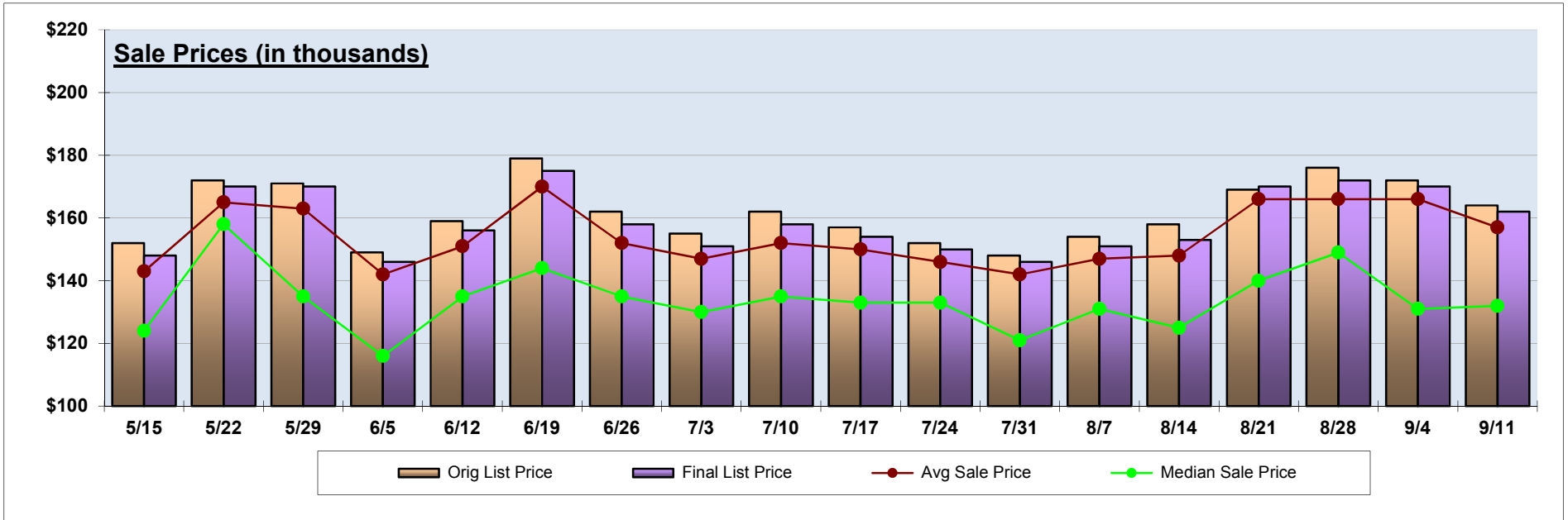
Beds / Baths

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

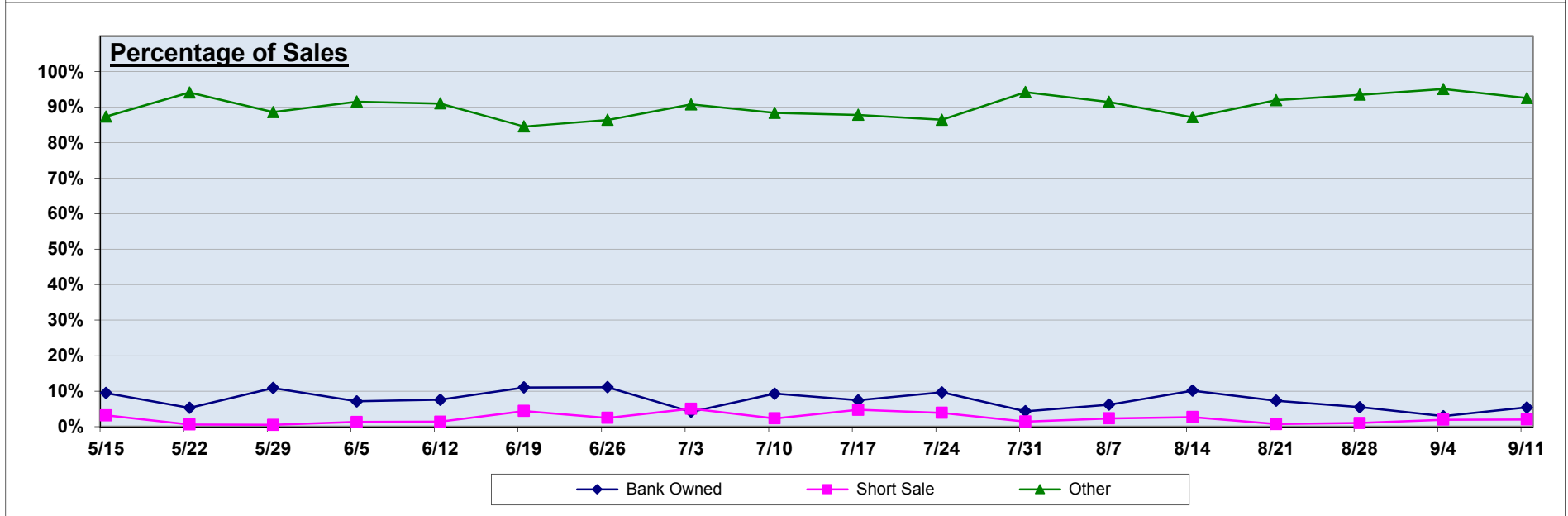
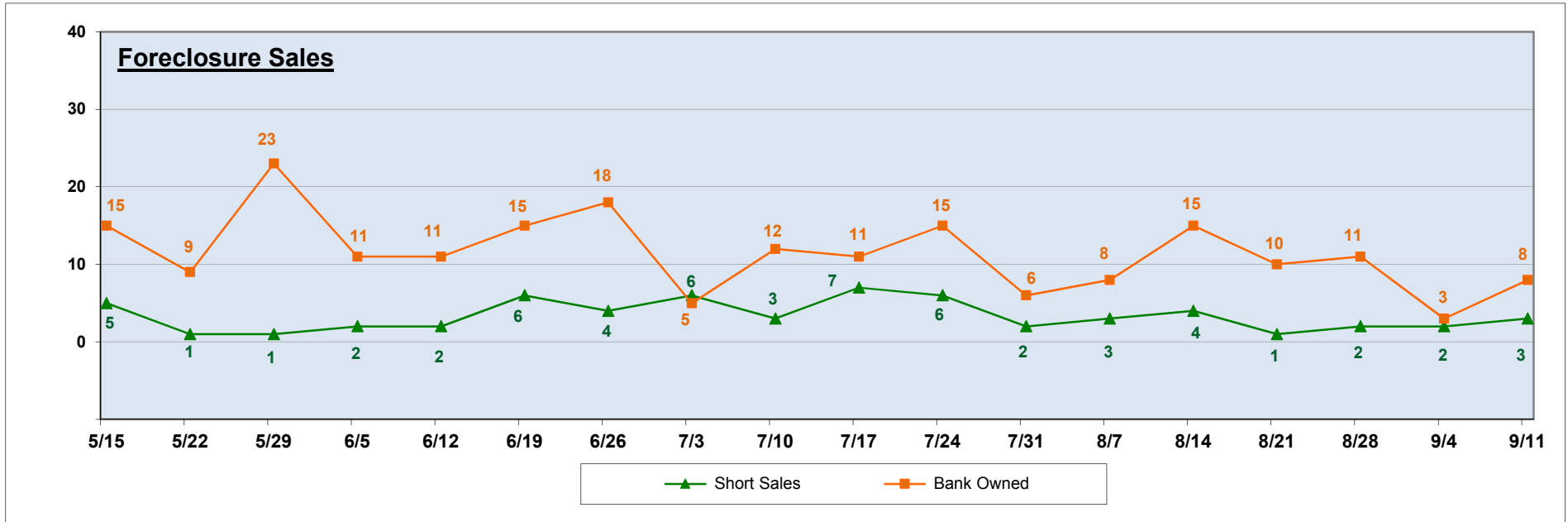
Square Footage

Average Square Feet	1,341	1,221	1,787	2,222	2,854	2,092	0
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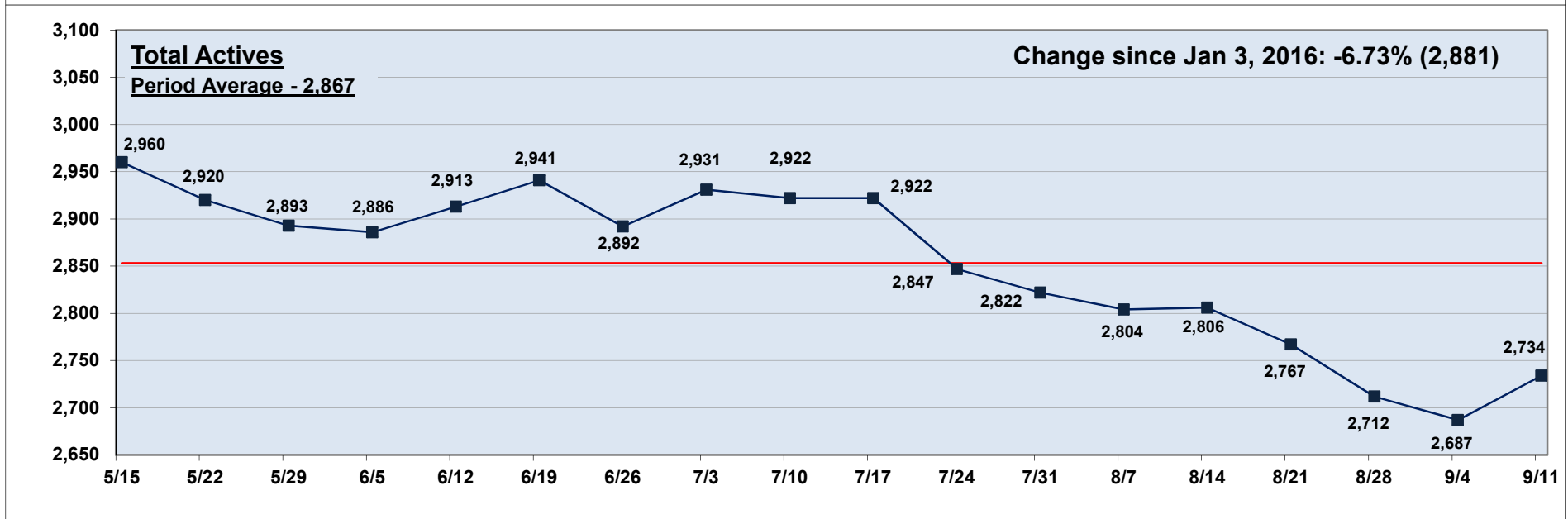
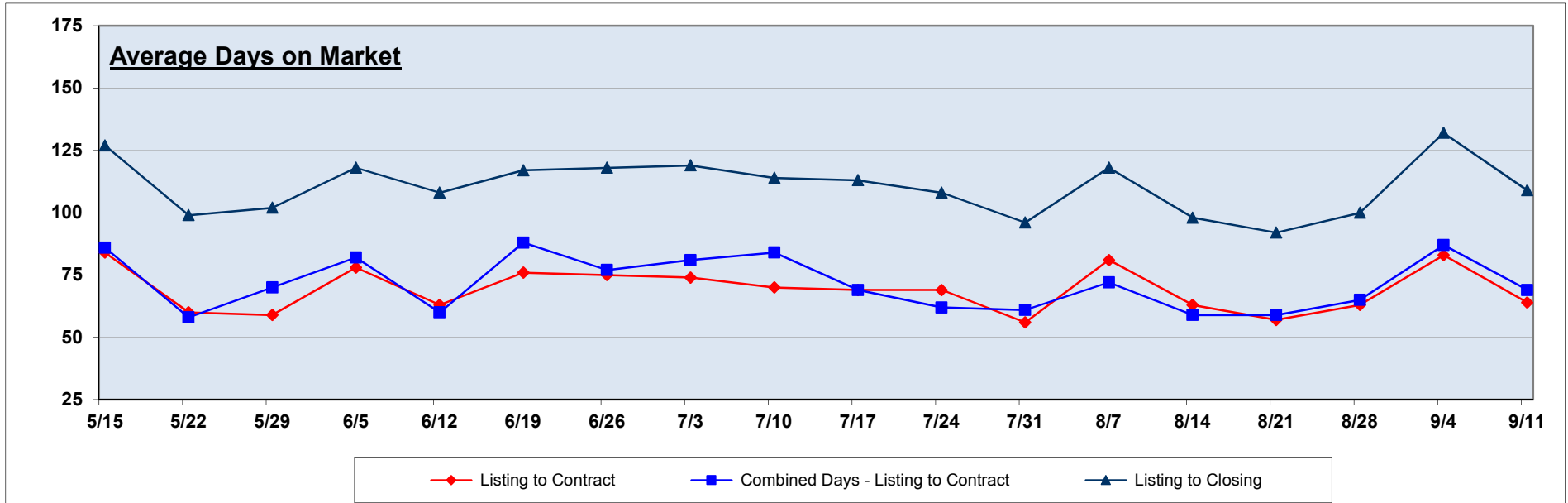
Condos, Townhomes, Villas



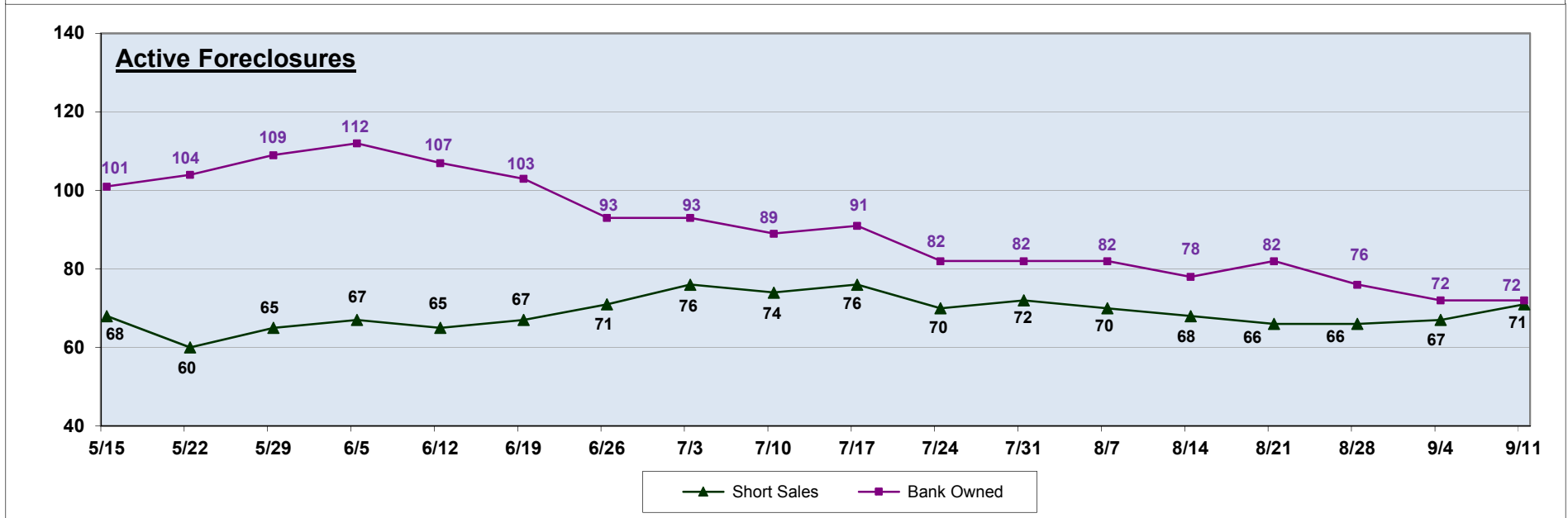
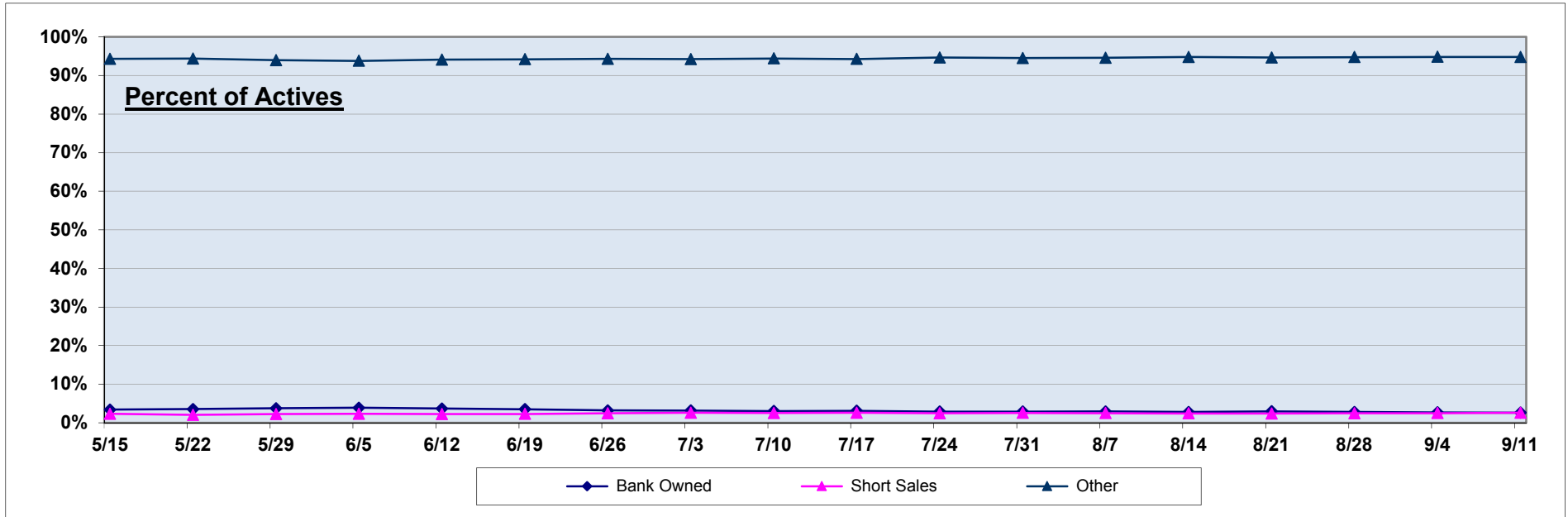
Condos, Townhomes, Villas



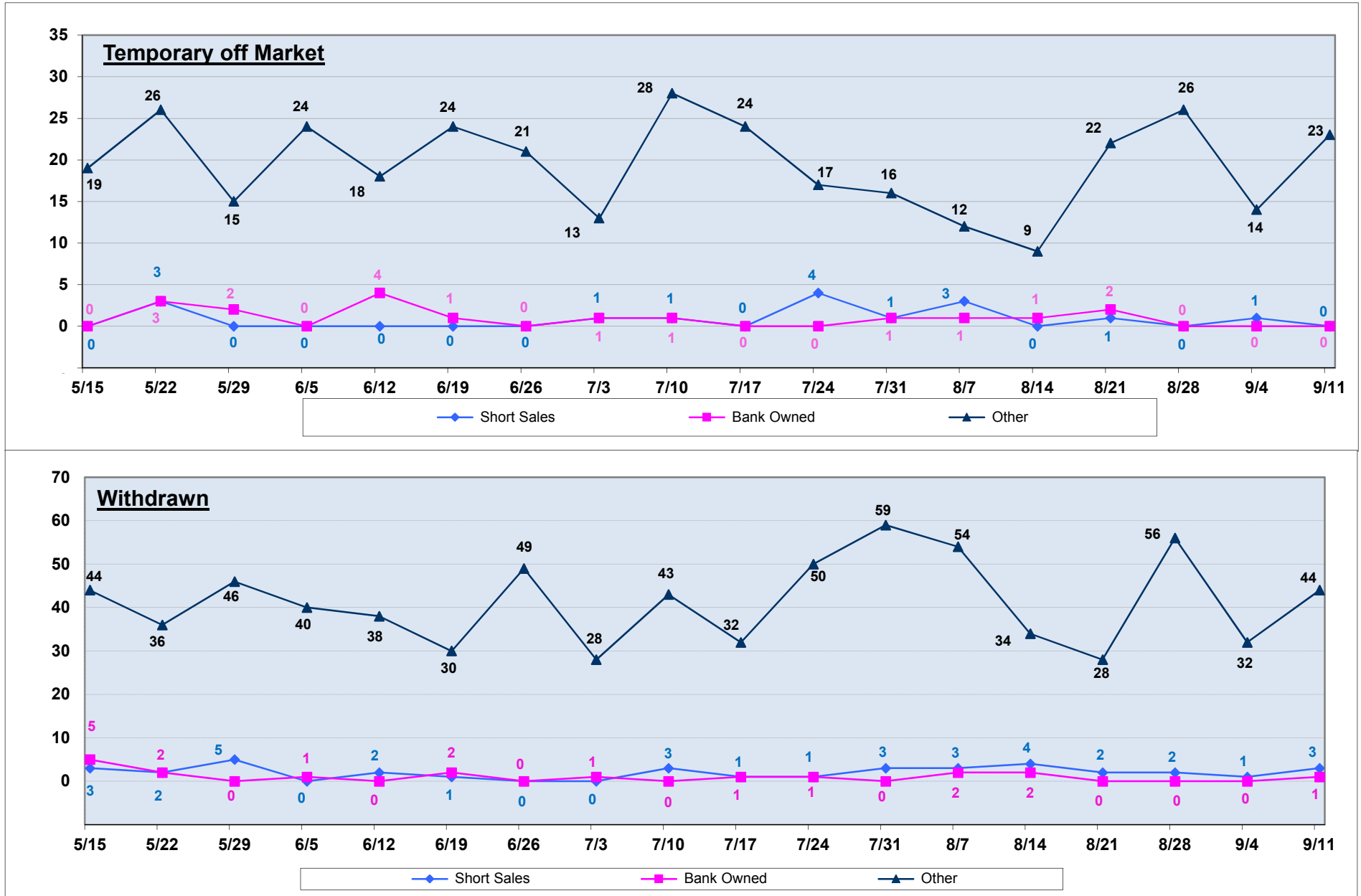
Condos, Townhomes, Villas



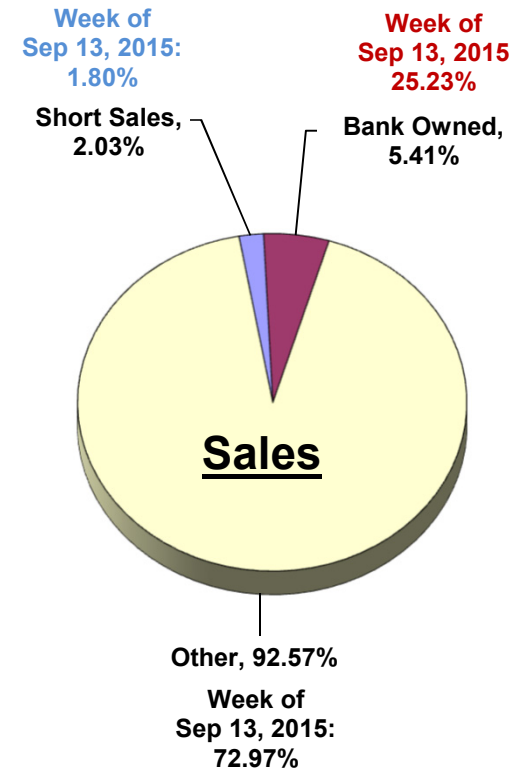
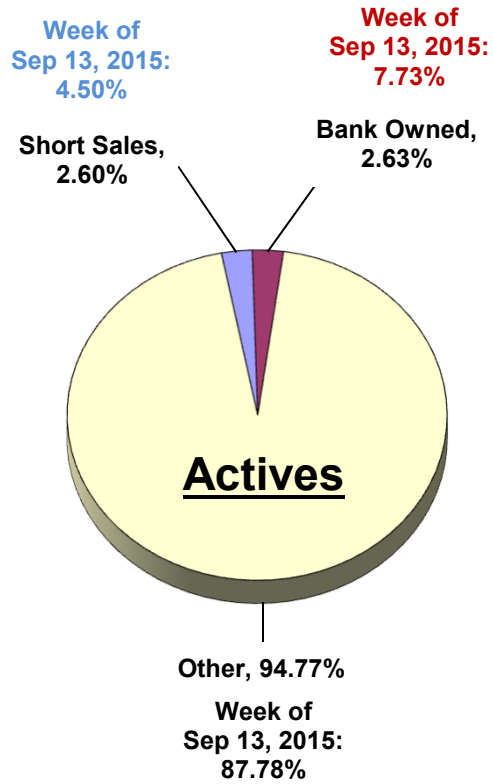
Condos, Townhomes, Villas



Condos, Townhomes, Villas



Condos, Townhomes, Villas



Where is the 1 Condo, Townhome, or Villa available for the Median Price of \$131,500? ^(± \$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>
Osceola County		1	\$132,000	3.0	2.0	1,468	\$89.92
Kissimmee (West) / Pleasant Hill	34746	1	\$132,000	3.0	2.0	1,468	\$89.92